Sloan Industry Studies Conference

April 26, 2007 | 10:30-12:00pm | Globalization Topical Sessions

How did India and China create their competitive advantage?

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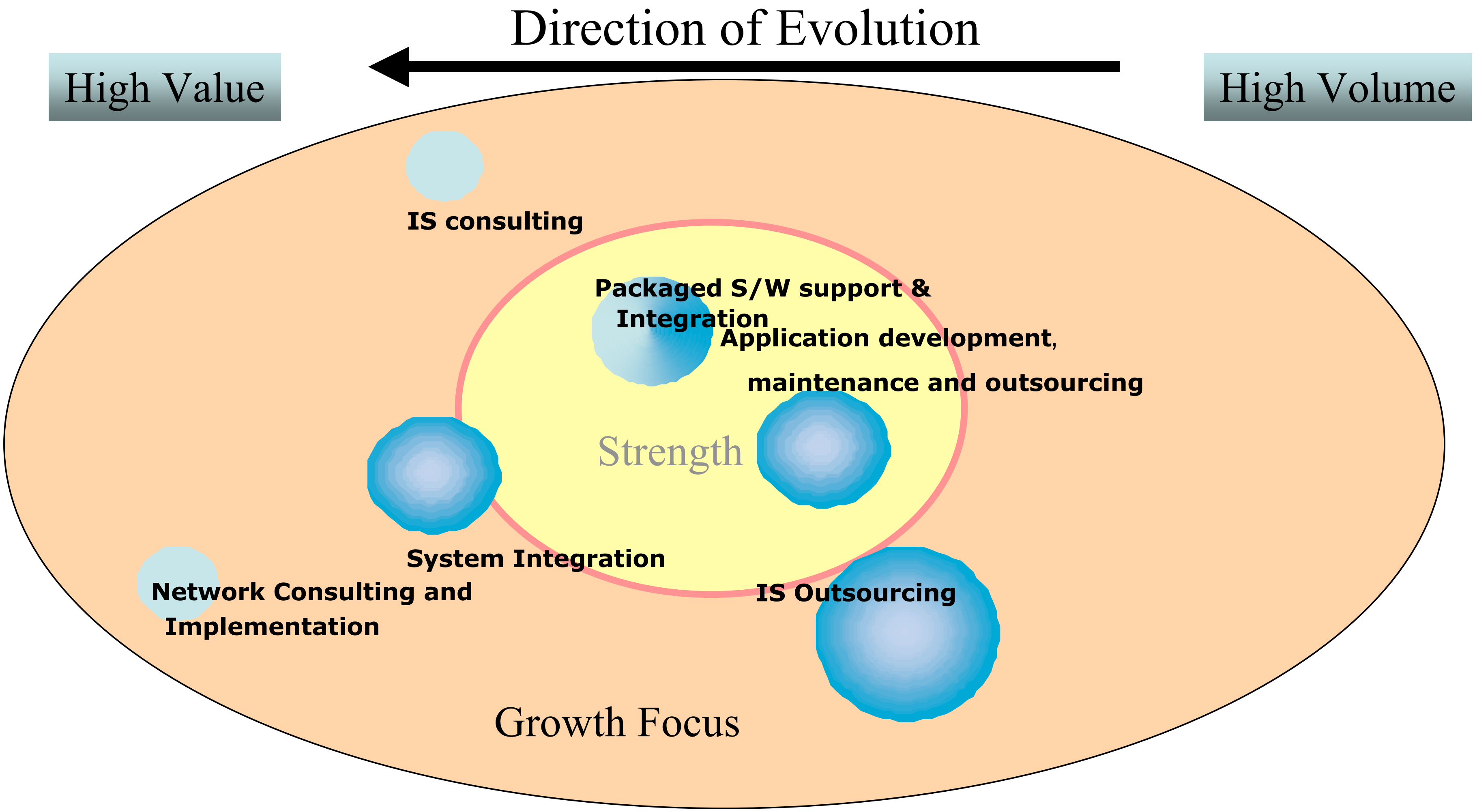
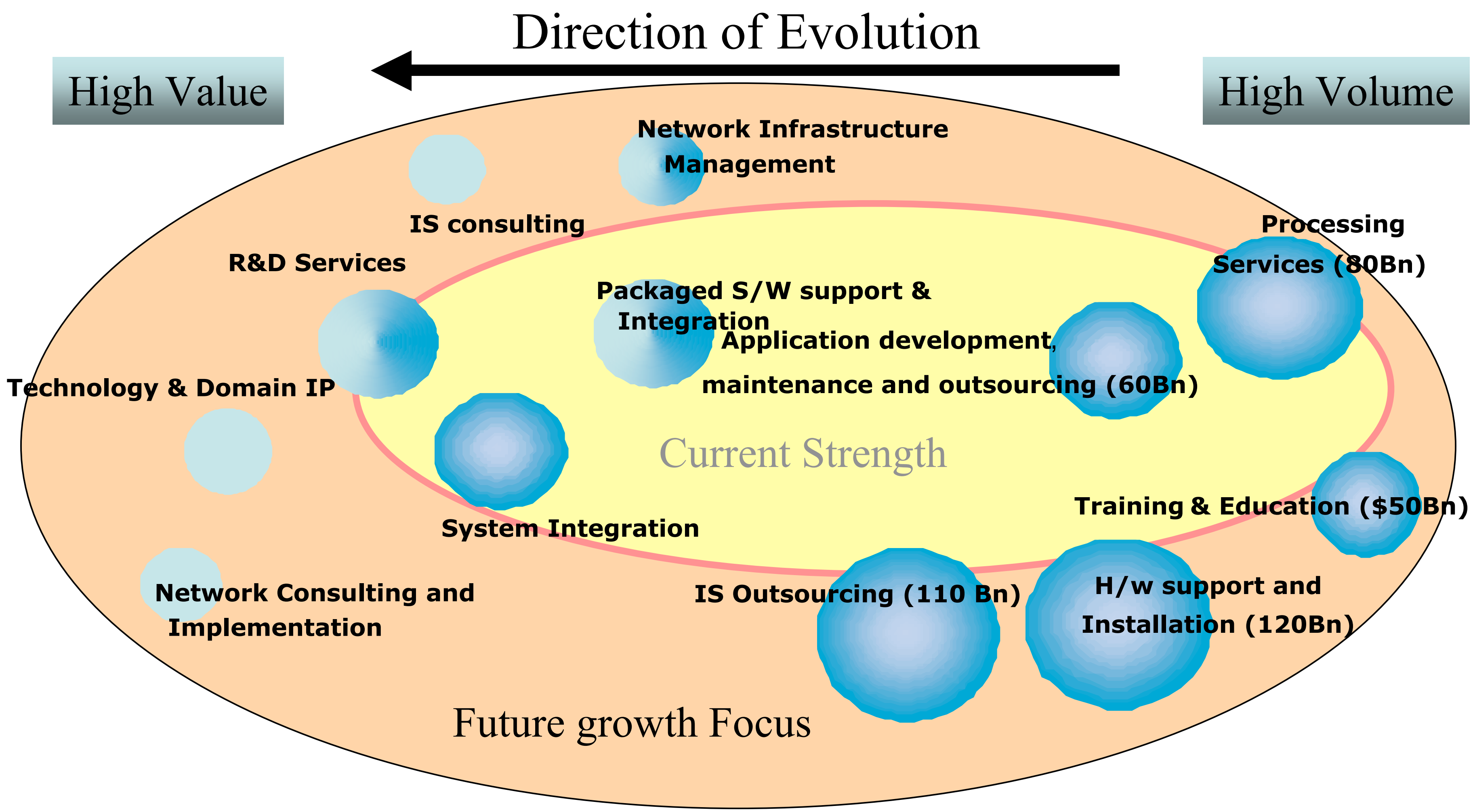
The Indian IT services landscape, 1990



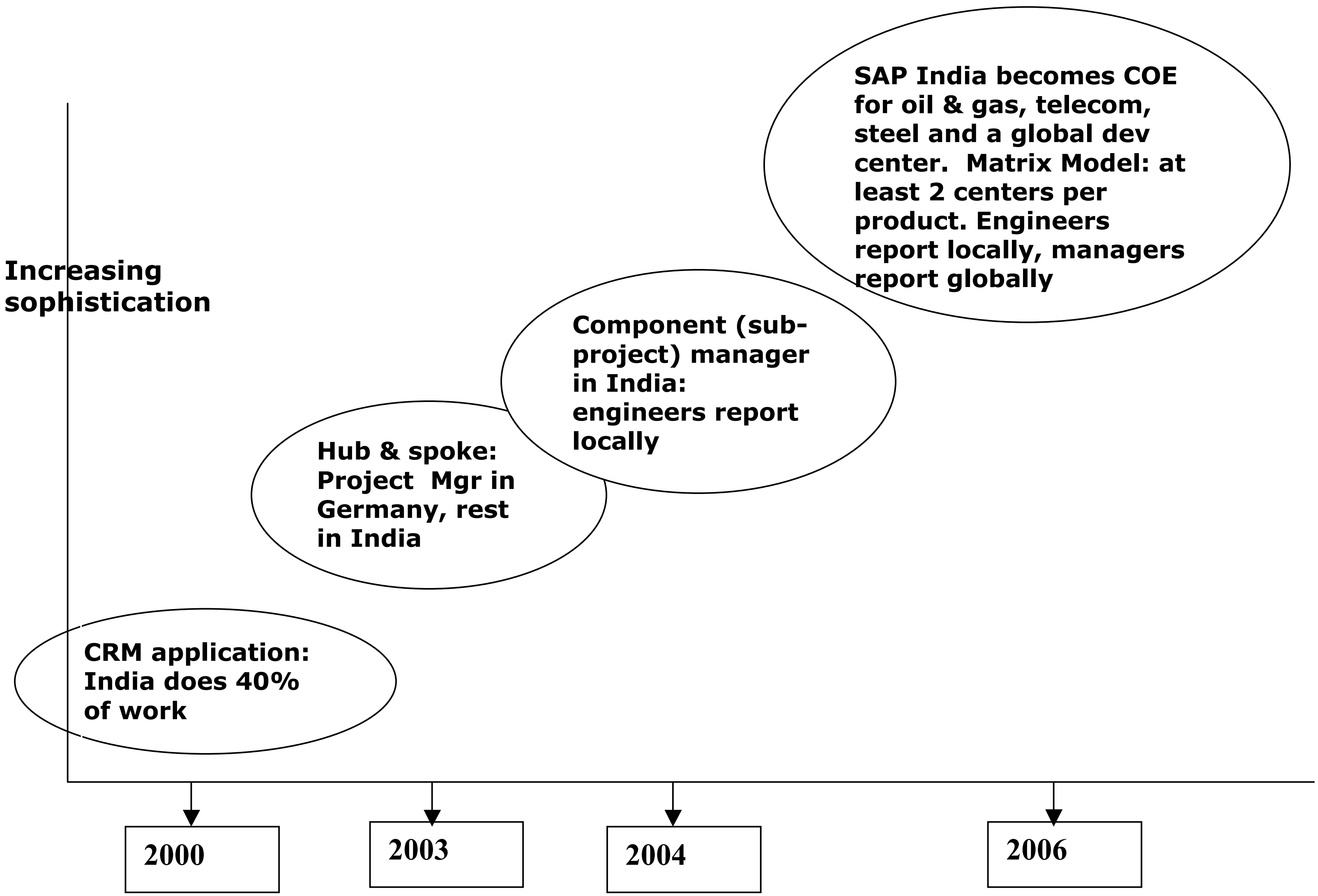
The Indian IT services landscape, 2006



1980	HQ	2004	Founder, education
TCS	Mumbai	TCS – M	Kanodia (MIT)
Tata Infotech	Mumbai	Infosys – B	Murthy (U. Mysore)
Computronics	Mumbai	Wipro – B	Premji (Stanford)
Shaw Wallace	Kolkata	Satyam – H	Raju (Loyola)
Hinditron	Mumbai	HCL – D	Nadar (PSG, Coimbatore)
Indicos Systems	Mumbai	PCS - M	Patni (MIT)
ORG	Mumbai	i-Flex - M	Hukku (BITS)
Systime	Mumbai	Mahindra-BT - M	Mahindra (Harvard)
90		38	

Second stage (from 1990)

- 1990s: Database platforms invented, Internet is established, India welcomes foreign participation
  - ‘Process’ work, not just ‘project’ work, can now be done in India
    - Call centers
    - Accounting, other back-office work
    - Remote Information System management
- 2000s: Diaspora returns, VC flows and the education system starts turning out large numbers
  - Product startups and contract R&D established



Source: SAP India