



Railways provide an opportunity for Bartronics: Sudhir Rao

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Sudhir Rao, MD & COO, Bartronics

Your take on the railway budget, what would you pick up as an opportunity for Bartronics?

There are only about two or three opportunities as far as Bartronics is concerned. One thing that clearly came out was the possibility of using RFID technology for wagons over-hauling. The second interesting thing from a Bartronics opportunity is the extension of RSBY (Rashtriya Swasthya Bima Yojana) to the railway sector. That is again a project where we have been working with some other government agencies and extending this to the railway sector is a very good development. Couple of other initiatives by Madam which were mentioned during the speech include the PPP projects and also the setting up of ten auto ancillary hubs. These are slightly longer term in nature and one needs to look at these projects more closely to try and identify what exactly would be the opportunity.

The equity markets quite clearly haven't taken to the rail budget very kindly but they have hammered most rail stocks. Give us a sense of what the long term growth opportunities you see for Bartronics from the railways?

As far as Bartronics is concerned, we have been working with the railways for quite some time. Every budget has come up with some new initiatives, but as often happens in the government sector, implementation of many of these projects take a bit of time; for example, in the case of East Coast Railways we have been working on the RFID technology for wagon tracking for the last about one and a half years. It is only now that the commercialisation of these projects are being talked about but it is something that we had to work for quite a bit of time so I think Indian Railways provides a tremendous opportunity for companies like Bartronics because there is a lot of automation which is still to be done. Its not that everything is over now. I look at railways as a client from a much-much longer term perspective.