



**TAKES UP THE CHALLENGE:** *The President and COO, Arup Gupta, and the Chairman and CEO, Arun Jain of Polaris Software, at a press conference in Chennai on Monday. — PHOTO: BIJOY GHOSH*

## Polaris ropes in Arup Gupta

**The new head will bring transactional efficiency, says Arun Jain**

Special Correspondent

**CHENNAI:** Polaris Software Lab has roped in a long-time TCS veteran Arup Gupta as President and Chief Operating Officer (COO) of the company.

Mr. Gupta's entry comes even as a well-known global consulting firm had validated the solution-based focus of Polaris, a player in the BFSI (banking, financial services and insurance) space.

Arun Jain, Chairman and Chief Executive Officer (CEO), said Polaris now required execution excellence. Mr. Gupta was brought in to achieve this, he said. He said Mr. Gupta with his skill in the area of execution would bring transactional efficiency to lead Polaris into the next phase of growth.

This is, perhaps, the first time that Polaris, largely driven by the entrepreneurial spirit of Mr. Jain, will have a President and

COO. Incidentally, Mr. Jain also announced that Govind Singhal, Executive Director, had quit the company.

Mr. Singhal had left the company in 1991 only to rejoin in 1996. The Chairman said Mr. Singhal quit now to pursue his personal interests.

Mr. Gupta had over 25 years stint with TCS. Prior to his present assignment, he was the President of TCS in North America.

# THE HINDU Business Line



(From left) Mr Arup Gupta, President and CEO, Polaris Software; Mr Arun Jain, Chairman; and Mr Prabal Basu Roy, Group CFO, at a press conference in Chennai on Monday.— Bijoy Ghosh

## TCS executive to join Polaris as COO

### Govind Singhal quitting Optimus Outsourcing for 'personal reasons'

Our Bureau  
Chennai, Oct. 3

MR Arup Gupta, President, North America, Tata Consultancy Services, has joined the Chennai-based Polaris Software Lab as President and Chief Operating Officer.

He will be responsible for Polaris' global operations, delivery and sales functions.

Mr Arun Jain, Chairman and Chief Executive Officer, Polaris, takes over the mantle as Chief Architect.

Mr Govind Singhal, Executive Director at Polaris, and CEO of Optimus Outsourcing, Polaris' BPO arm, is leaving

the company for personal reasons, Mr Jain told newsmen.

According to Mr Jain, Polaris now had the right product and reference sites and it was time to focus on execution, which would be taken care of by Mr Gupta.

In the last three quarters, the company had signed four large banks as customers, which are in the same league as the Citigroup, he said.

"We now have a strategy that would take Polaris to \$1 billion in revenues comfortably. This could happen in two, three, four or seven years," he said.



"I was looking for a little more challenging role and a strong desire to be outside

TCS, and Polaris gave me the right opportunity," said Mr Gupta, who was with TCS for 25 years.

He said his contribution to Polaris would be on building customer relationship, and in taking the value and offering from Polaris to customers.

Polaris reported a net profit of Rs 12.96 crore on sales of Rs 209.38 crore for the quarter ended June 30, 2005 compared with a net profit of Rs 24.09 crore on sales of Rs 179.59 crore in the corresponding quarter last year.

Net profit for the quarter ended March 31, 2005 was Rs 5.80 crore on revenues of Rs

196.43 crore. It may be recalled that in 2004, Polaris brought in Mr Koen van den Brande as President, Product Group.

In 2001 the company brought a number of key people, including Mr Raja Krishnamoorthy as President, Human Resources, Mr Chander Singh, as Senior Vice-President, BankWareTM unit and Mr Natarajan Narayanasamy as Senior Vice-President, Strategic Alliances and Initiatives.

In 2000, Dr Ashok Korwar joined the company as an advisor on strategic thinking and knowledge management.

## ARUP GUPTA NEW POLARIS COO Arun Jain Dons The Mantle Of Chief Architect

Our Chennai Bureau

3 OCTOBER

**I**N A major shuffle at the top, Mr Arup Gupta, a TCS veteran, has joined Polaris Software Lab as its president and COO. The move eases the day-to-day pressure on the company's chairman & CEO Arun Jain, who would now take on the mantle of 'chief architect' of the BFSI software major and chalk out its long term growth plan.

The company on Monday also announced the exit of its executive director Govind Singhal. Mr Singhal has been wanting to move on, but is yet to decide on his future course of action, Mr Jain said. Mr Singhal had left Polaris earlier in 1991 but re-joined the company in 1996. Mr Arup Gupta joins Polaris with an experience of over 25 years at TCS, where in his last executive role as president of North America had overseen a five-fold growth over a five-year span. Prior to that, Mr Gupta nurtured one of the largest development centres for TCS in Mumbai's SEEPZ.

"Mckinsey, which validated our strategy, appreciated our focus on the BFSI segment and our building and implementing banking solutions. The impetus at Polaris is now on extreme execution," Mr Jain told a press conference.

Mr Jain said over the last three quarters, four large banks of 'AAA' category have been signed by Polaris and it required someone to execute it in a significant manner and hence, Mr Gupta's induction. "We now have Mr Gupta at the top with execution skills and to bring transactional efficiency to lead Polaris into the next phase of growth," he added. "Our business and go-to-market strategies have been fine. Since, now implementation, too, has been taken care of, I get more time to play a 'chief architect' role for the company," Mr Jain said. Mr Jain has been contemplating taking on his new role for sometime now.

<b>BS Online</b>	Companies & Industry	Economy & Policy	Banking & Finance	Life & Leisure	Opinion & Analysis	Markets & Investing	Management & Mktg	BS Motoring	Te W
<b>MANAGEMENT &amp; MARKETING</b>								<b>MANAGEMENT</b>	

## Polaris reshuffles top brass

Our Corporate Bureau / Chennai October 04, 2005

Polaris Software today announced a reshuffle among the top management. Arup Gupta is the company's new president and COO, and will be in charge of the company's global operations, delivery and sales functions.

Meanwhile, the current executive director, Govind Singhal, has decided to quit.

Arup Gupta had earlier spent 25 years at Tata Consultancy Services (TCS), where his last executive role was that of president of North American operations.

Polaris' chairman and managing director, Arun Jain, who made the announcements at a press conference today, said he would adopt a more hands-off role in the future. Jain said his focus would be on "strategic intervention."

A Polaris media release said Jain would play the role of 'chief architect' of the company. Polaris, which recorded an income of Rs 669 crore last fiscal, has seen a lacklustre performance in the recent past.

The performance has coincided with the company's move to provide software solutions for the financial services industry.

Jain said the company would continue on the same path, and Gupta's experience in scaling up operations would be critical to Polaris.

Jain described Polaris' strategy as 'Level 2 outsourcing,' where the business was based on providing solutions. He said Polaris' key competitors in the field were global players. Polaris would use the relatively lower cost structure in India to compete in 'Level 2 outsourcing,' he added.

# The New Indian Express



## Polaris new COO

Polaris Software Lab Ltd has appointed Arup Gupta as president and chief operating officer (COO) of the company. Gupta joins Polaris with a rich experience of over 25 years at TCS, where in his last executive role as president- North America, had successfully re-created five-fold growth in a five-year time span.

## TCS' US head joins Polaris

**Chennai, Oct. 3:** Arup Gupta, Tata Consultancy Services president for North America operations, has joined Polaris Software Lab Ltd., as president and chief operating officer.

Announcing Mr Gupta's move to the media here on Monday, Arun Jain, chairman and CEO, Polaris, said that Mr Gupta will be responsible for leading the company's global operations, delivery and sales function.

Prior to his North American assignment at TCS, Mr Gupta nurtured one of the largest development centres for TCS in Mumbai at the SEEPZ.

He has been involved with every single milestone in TCS's journey so far. With his appointment at Polaris, Mr Gupta brings to the table the same deep understanding and the dynamism that helped TCS to scale up to be at the forefront of global offshore delivery processes.

Mr Jain said that with this appointment, Mr Gupta will bring in transactional efficiency to lead Polaris into the next phase of growth. Mr Gupta, who has put in more than 25 years at Tata Consultancy Services said that the move was made with a view to getting a different perspective of the processes and challenges in a different service model.

"Based on the strength of its intellectual assets, the inherent best practices and domain focus, Polaris provided me with a compelling opportunity and a challenge to take the company to the next level", he added. Mr Jain will also play the role of a chief architect for the company after the appointment of Mr Gupta.

## Arup Gupta quits TCS

Monday, 03 October , 2005, 17:39

**Chennai:** After Infosys and Wipro, its now the turn of TCS to lose a key professional. | [Read more Finance news.](#) |

Arup Gupta, who was with Tata Consultancy Services for the last 25 years and donned his last executive role as President, North America, has left TCS to join the Chennai-headquartered Polaris Software Lab as its President and Chief Operating Officer.

"I am excited to join Polaris and I am impressed by the strong focus of the company in banking and financial services sector," Gupta, who played a vital role in taking the TCS North American revenues from \$ 200 million to \$ one billion over a five-year span, told a news conference here.

This is the fourth major movement of personnel from among the top three IT biggies in the country.

Recently, Hema Ravichander, senior vice-president (HR) of Infosys and the high-profile vice-chairman of Wipro, Vivek Paul and Basab Pradhan, global sales head of Infosys, had quit to pursue "higher challenging assignments."

Announcing Gupta's appointment, Arun Jain, chairman and CEO of Polaris Software Lab said "Gupta brings to table the same deep understanding and dynamism that helped TCS scale up and helped it to be at the forefront of global offshore delivery processes."

Jain said the company got the "right person at an important time," when "we were looking for someone to execute the Polaris vision in a systematic manner."

Meanwhile, Polaris executive director and its member of the board Govind Singhal has also decided to put in his papers, Jain announced.

# TCS North America head quits, joins Polaris

Chennai | October 03, 2005 6:35:42 PM IST

The "failed marriage" bug seems to have caught the third of the top three information technology (IT) giants in the country, with TCS' North America President Arup Gupta joining the change bandwagon in "quest of a challenging work atmosphere." Announcing Mr Gupta's appointment as President and Chief Operating Officer (COO) of Polaris Software Lab Ltd, its Chairman and CEO Arun Jain, at a press conference here today, said this was in line with his endeavour to build architecture to take the next leap, where the COO's role would be "very critical." After a 25-year-stint at India's largest software firm TCS, where in five years, he successfully recreated a five-fold growth from 200 million dollars in 1999, Mr Gupta was also instrumental in nurturing one of the largest development centres for TCS in Mumbai at SEEPZ with over 1,000 consultants working in over 150 projects for clients like General Electric.

On his decision to join Polaris, Mr Gupta said, "Based on the strengths of its intellectual assets, the inherent best practices and domain focus, Polaris provided me with a compelling opportunity and a challenge to take the company to the next level. I look forward to the journey ahead in leading the team." Impressed with the Polaris team's quality, domain knowledge and passion, he said the company had to now focus on execution.

"Our go to the market strategy is clear. It is the time for implementation," Mr Jain concurred.

With the operations part taken care of, he would now be able to play the role of a chief architect, forging business ties that involved Board-level intervention.

An alumnus of the Indian Institute of Science and a long-standing member of the Institute of Electronics and Electrical Engineers, Mr Gupta would be responsible for leading global operations, delivery and sales functions of Polaris.

In the news recently times was Infosys Senior Vice-President HR Hema Ravichandra and Wipro Vice-Chairman Vivek Paul, who had opted out of the "big three" league, in search of unrealised goals.