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## ea consulting plans acquisitions to hasten growth

(Business Times (Malaysia) Via Thomson Dialog NewsEdge) INFORMATION technology (IT) outsourcing firm ea consulting asia pacific sdn bhd (eacap) plans to buy rivals and establish global bases to expedite growth while staying cost competitive.

"You cannot grow organically because you don't have the time," eacap vice-president of operations and quality Bobby Varanasi told Business Times in Petaling Jaya recently.

Selangor-based eacap, the offshore arm of the US-based ea consulting inc, is in the midst of acquiring three rivals, an exercise due for completion by June 2008.

Varanasi did not elaborate, only indicating that eacap will fund the potential purchases via internal funds and private capital.

It also plans to ride on the growth of information technology (IT) outsourcing in fast-expanding China where labour is relatively cheaper.

"It will definitely help save us a lot of money," Varanasi said. eacap operates solely from Malaysia now, and books its entire earnings from the US.

Outsourcing involves the delegation of specific non-core tasks within a client organisation, to an external party to enable the client to focus on its core business.

These non-core functions comprise areas such as IT, customer service, and manufacturing.

Going forward, eacap's workforce is forecast to more than double to about 500 people from the current 200 employees due to its planned global initiatives.

eacap is profitable and revenue grows by some 24 per cent per year, Varanasi said, without specifying figures.

The ea group, founded in 1990, counts the US government, and private firms such as Apple Computer Inc and Starwood Hotels and Resorts Worldwide Inc as clients.

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