

Umang Software Technologies

The IT Man

Mangirish Salelkar gave up a nine-to-six job for the challenges of offshore software development, writes NIVEDITA PRABHU



The founders of Umang, Mangirish and Uma Salelkar

They started with just one laptop, but now they are an emerging offshore software development company providing IT outsourcing services and solutions across borders.

Mangirish Salelkar, who when working at a software firm in Bengaluru always dreamt of setting up his own software company and finally made it real in October 2009, when he set up Umang Software Technologies. It was a risk, he admits, to quit a secure nine-to-six job and start something afresh. But his wife, Uma, fully supported this move which now seems to have been the right decision.

Mangirish attained a BE in Computer Science from the Padre Conceicao College of Engineering, Verna. Unlike many engineers who change professions or careers, he did not want to waste his four years of his engineering study. He worked for five years with different software companies before starting on his own. Neighbouring Karnataka, Maharashtra and Andhra have built their own IT hubs, while Goa seems to have missed the IT bus. Given this background, Mangirish's initiative is laudable.

He laments, "In Goa, setting up an IT company, finding the people to guide you and specialised IT skills to work for you is quite difficult. It was very difficult to get the right people to guide us in software company registrations in Goa. This involves running around government offices. We were registered under Software Technology Parks of India (STPI), but found ourselves at a dead end as we were both from the technical field. Thankfully, STPI officials from Mumbai were very helpful with everything."

Umang, located in Commerce House, Margao, has grown into an offshore software development

company providing IT outsourcing services and solutions worldwide. Both Uma and Mangirish have technical backgrounds, but Mangirish handles project management, while Uma looks after business development and human resource management. The firm name reflects their joint involvement.

The company, registered with the STPI, has 100% export oriented unit (EOU) status. It offers software product development, custom application development and maintenance, web development and design, IT staffing and more.

They have developed services for clients in different fields such as banking and finance, marine research, GPS solutions, medical insurance and pharmaceutical solutions. At present one of his major clients is Institute of Marine Research in Norway. He says the marine research software that they developed was very challenging as they had to study the marine domain, travel on the research vessel, make the software compatible to use with different marine instruments like echosounders, Global Positioning Systems

and weather stations and develop a Google Earth-like software to map the vessel and its trail

Mangirish believes in working hard and does not like comparing Umang with other companies. He is proud to say that the response has been good so far. But to meet client expectation, he says he needs to keep working hard. His business mantra: every problem has a solution and the need to make things possible and in learning new things, applying new information and skills. His stress on customer satisfaction is evident when he says, "All I aim for is the client's satisfaction and a few words of appreciation from them. They are my awards and that is what motivates me and my team to perform better."

Currently a service based company,

Mangirish Salelkar feels every new entrepreneur should know that in business, your mind has to run 24 hours, it's unlike a nine-to-six job



they would like to come up with a product and are working towards it, details of which would be disclosed later in the future.

After work, Mangirish is a man of varied interests. He loves watching movies, exploring new places, acting; he has done many stage shows. He is also a member of the socio-cultural organization, Yuva De Goa.

For his early success he credits his family, which supported his every decision. He says, "My father, Uday, is a businessman in an entirely different field but is always there to guide. God's grace, my confidence and my wife's encouragement are what made me achieve what I want" ■