



A Krishna Prasad

Managing Director

S Radha Rani

Director

LINKWELL TELESYSTEMS

*K*eeping your head from spinning in the telecom space is difficult. Given the pace at which new products are introduced, the convergence of fixed and mobile networks, the mergers and acquisitions, and with new technologies like IPTV and DTH, a telecom company in India lives in the high risk - high return mode.

In the midst of all this, managing a telecom company with customer base in India and the Middle East, Africa and several other parts of the world is something of a jugglers act.

Linkwell under Krishna Prasad has explored telecom offerings from end to end, including telephone lines, the GSM and CDMA networks, WiFi and WiMax.

The edge in the company comes from its investment and unusual focus on R&D, the constant improvement on the hardware and software usability front, original UI design, and patented technologies. There is also the constant flow of ideas from NID and telecom technology experts, some of whom are a part of the management team.

"We see ourselves as specialists in electronic product manufacturing and hardware services", Krishna Prasad says broadly, so that there is no focus internally only on one aspect in the slippery telecom space.

The much awarded company finds ready clientele for its indigenous products in different parts of the world, as beyond telecom, it truly connects people. Other than technology, Linkwell takes unusual care of its human resources. Radha Rani spearheads the initiatives at Linkwell with native intelligence that works in real life. The technocrat and HR whiz form a great team.

» VISIONTEK »

Telecom Niches

VISIONTEK is an ISO 9001:2000 certified company, with 1,00,000 sqft of space for the manufacturing of 45 categories of products with the latest next generation machines.

For example, VISIONTEK 93 POS is a mobile handheld data terminal used to capture processes and transmit information to host computers in real time. The simple user-friendly design allows you to operate with ease. This can be integrated with an external barcode reader contact-less smart card reader and many more. To enhance flexibility in operations, the inbuilt impact printer enables you to print receipt for the transaction. This 93 POS has clear white FSTN LCD display and keypad with good user interface. Collected data can be uploaded to a PC via RS-232 serial interface or to a host PC via GSM interface.

We need to understand that supremacy in electronics is essential to nation building, it is not just about profits

GAME CHANGERS