
Nagarro Software eyes Europe

At a time when US software market is slowing down, Nagarro Software is gearing up to expand its market share in Europe. Currently, the company gets 30% of its revenue from Europe and wants to increase this share to 50% in the next two years.

Says Manas Fuloria, executive vice-president, corporate development and strategy, Nagarro Software, “Indian IT companies are looking for a new market on the world map and European countries are a

new hope for them. The Euro is strong and the European economy is doing well. We are equipping our employees with a six-month course in German.”

Fuloria is a global expert in operations management and supply chain management and has been responsible for evaluating and leading new strategic business opportunities. He completed his B Tech in operation management and manufacturing from IIT Delhi and MS in manufacturing

systems from Stanford University.

He has worked as a researcher with the technology and operations management group at the Harvard Business School. He had co-founded and helped grow a number of international consulting, software and manufacturing companies including SupplyChainge Inc., NetElixir Inc. and MNI Partners LLC.