

We have an answer of high accuracy for every problem our customers come to us with: Tejasco Techsoft Pvt. Ltd

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N.S. Prashanth, Founder, CEO & MD, Tejasco Techsoft Pvt. Ltd.

“Being relevant to your customers only when you’re trying to sell something means choosing to be irrelevant to them for the rest of the time”. – Stan Slap

Continued growth in health care expenditures and significant changes in health care coverage are creating demand for consulting projects. Focusing on healthcare sector and to be a leader among their peers Tejasco started its operations in 2010 with the ambition to be a product company. The initial market study gave the insight to the current problem faced by the customers like productivity enhancement, resource optimization, customer delight and so on. With the growing trend for cloud applications and mobility solutions, they started developing the product to address these problems. Digitalization of Work Process of last mile work force for productivity enhancement has been the essential requirement of any business today. There is a huge demand for Cloud, IoT and Mobility solutions and Tejasco has been working on these areas for last 5 years. Today they are well equipped to convert hospitals to SMART Hospitals.

Headquartered in Bangalore, India. It covers PAN India market and addressing ASEAN market through the Singapore office. Their current primary focus is Healthcare. IT enablement in this segment has been quite substantial. However, they noticed that many of the hospitals still use paper based Case Sheets for In-Patient care management. Through their “Medinfo-Tab” tablet based application, they are successful in digitizing these case sheets which is helping the care management team do their work more effectively and efficiently. This paperless approach reduces the time spent by nursing staff on paper-work. Application is integrated with Hospital Management System (HMS), Pharmacy and PACs for seamless data management.

Tejasco’s cutting edge Service offerings

They have developed a very strong Mobile frame-work which has helped in developing industry specific mobile solutions for Healthcare, Retail and Hospitality industry. The company is specialized

in offering Open Source and Cloud enabled applications to their SMB and Enterprise customers. Their approach towards productivity enhancement through Digitalization has helped their customer increase profitability by reducing operational cost, increased efficiency and customer delight. Their Retail product “LiteRetail” is a cloud enabled web application comes with Inventory management, POS billing, Reports and CRM modules. Application supports Android platform also for Mobile POS requirements of their customers.

Many hospitals till today could not implement complete paper-less care management especially for In-patients. The primary reason for this is many of the HMS and HIS solutions do not come with integrated mobility module. Some HMS and HIS vendors have provided mobile plug-ins for Doctors and Consultants. However the same is not enabling them with entire spectrum of In-patient care management. However, their Medinfo-Tab is a very comprehensive application that covers every aspects of In-Patient Care Management for all the stakeholders like Nursing staff, Resident Doctors and Consultants.

The Future Sight

Currently the company is focused on Hospitality, Retail and Healthcare through their Mobility and Cloud solutions. They are going to keep the primary focus on Healthcare in the future days to come. The company reveals that getting support from other vendors for providing integrated solution is a very difficult task. Since there is a high rate of NPA in Software segment, they could not get required financial support from financial institutions like nationalized bank in the early days.

Client territory and “big clients”

They have over 60 customers from Hospitality, Retail and Healthcare segment. They are looking at adding at least 50+ customers from Healthcare segment. Their clients include Fresh World, Hotel Chancery, ITC Fortune, Ruchi The Prince, Kakal Kairuchi, Swathi Group. Recently launched Healthcare product “Medinfo-Tab” is being piloted in couple of multi-specialty hospitals.

Read-on to know what Tejasco’s clients say

“We selected LiteRetail for cutting edge mobile savvy technology which was the key. LiteRetail’s user intuitiveness and having all the modules required for retails industry is a key differentiator over other products available in the market.” – Rajiv Rao, Founder & CEO, Fresh World

“A path breaking product. Just does what a restaurateurs want. KO-Tab has helped us attract more customers and generate more revenues. Kudos to Tejasco for their great initiative” – Sathish Kakal, MD, Kakal Kairuchi Group of Hotels

Meet the Key Executive

N.S. Prashanth, Founder, CEO and MD: A serial entrepreneur co-founded two IT companies, TEJASCO, India and SP SYSNET, Singapore. Over two decades of industry experience from Wipro, MRO-TEK, SRG Systems India and Micro United Networks Singapore. Business exposure in India, Singapore, USA, Malaysia, Australia and Indonesia. As the Chief Executive Officer, Prashanth is focused on strengthening strategic partnerships with clients, increasing client relevance and evolving the company’s business model towards achieving Tejasco aspirations. Prashanth Holds degree in Computer Science and various technology certifications. Prashanth is core committee member of Radhakrishna Public School, provides high class education in rural areas around of Sagar Taluk, Karnatka. Prashanth is also a managing trustee of ‘Nalivu’ Foundation which provides free computer education to the economically deprived children of the society.

“Getting customer is one time job and retaining them is a life time job”