

Actis Technologies plans to expand operations in Kolhapur

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Actis Technologies Pvt. Ltd., India's leading audio visual and environment control solutions provider today announced its expansion plans to grow in Western India. As a part of this initiative it announced its plans to strengthen its presence in Kolhapur. It plans to appoint approximately 7 dedicated dealers in the region.

Actis' business expansion plan in Maharashtra is the resultant of a spectacular year in business. The company currently has over 500 partners across India, which includes Systems integrators (SIs), Resellers & Regional Distributors (RDs) and partners from the IT community, office automation and AV community.

With headquarters in Mumbai, Actis Technologies has branch offices in 8 major cities & a network of over 500 channel partners spread all across India. Actis' client list includes leading companies from sectors like manufacturing, education, IT & ITES, BFSI, healthcare, media, telecom & services, residential etc. In order to provide integrated audio visual solutions, Actis has entered into strategic alliances with global technology innovators like Benq, Codian, Dnp, Epson, Lifesize, Samsung, Sony & Teamboard. Recently Actis has expanded its operation in Nashik.

Viraj Talmaki, Zonal Manager - Channel Sales, Actis Technologies, commenting on the expansion plan said, " We would be providing our Tier I products including projectors, video conferencing, optical front projection screens, flat panel displays, interactive whiteboards etc. (for more details please visit www.actis.co.in) to our dealers here and will concentrate on higher revenue options for our channel partners. We will support the channel partner in joint marketing, generating leads and closing accounts, hi-end live product demos and hold technical discussions for them."

In addition he said "Kolhapur has a huge potential to develop into a good market for our products with the onset of manufacturing, education, metal and mining industries. It also has one of the highest per-capita income for a city in India that makes it a good market for the home automation segment. We believe Kolhapur is a viable and business-friendly destination with good infrastructure and easy connectivity to Goa, Pune and Bangalore, which are major IT hubs.