

WELCOMING A NEW ERA

AFGHANISTAN is on a massive reconstruction spree and BSC-C&C (JV) is planning to make the most of it. The company has played an active part in the development of Afghanistan and is planning to foray into new sectors.

■ **In such a short span of time, BSC-C&C (JV) has reached such a premier level. How has the journey been?**

The journey of BSC-C&C (JV) has been both challenging as also full of opportunities. We have been able to achieve a 10-fold growth in revenue in only a few years. This is due significantly to the leadership at the top. The experience gathered over the years by the people within management and the team that they lead, facilitates quick decision-making thereby ensuring that projects are executed within the contracted timelines. The Company brings to the table the experience of having worked in testing environments in India such as in Bihar, Assam & the Andaman & Nicobar Islands where logistics can be extremely complicated.

■ **What challenges have you faced in establishing a successful presence in Afghanistan?**

As in every new location, there are problems that come as part of the package. However our robust background in infrastructure and our commitment to

local population in the country. We are also providing them with an opportunity to learn skills that would enable them to become breadwinners for the family. We have also set up a state-of-the-art medical facility for the local population so that they do not have to travel overseas for treatment.

■ **What do you find the most satisfying part of your business?**

If one compares present-day Afghanistan with four years ago when we first began to visit, it is very satisfying to feel that we have had some role in its journey of selfhood. This interview reminds me of the time when a trip from Kabul to Herat used to be a 3 day journey. Now it takes little over 14 hours to do the same journey.

It is satisfying to think that we have brought connectivity to some of the remote, most treacherous and dangerous places, whilst completing the work on time. Our work includes some prominent projects that we have completed namely, Section E Kabul - Kandahar Road, Section 5 Kandahar - Herat Road, Kandahar - Spin Boldak Road, Lashkar Gah Ring Road, Tirmikor Road, Jalalabad - Asmar Road, Talogon - Keshim Road. We are currently constructing the Khost - Gardlez Road.

■ **What are the other social activities your company is into in terms of sup-**

being a part of the recon-

struction effort for Afghanistan, is the chief reason for our success. We have a well qualified, dedicated and hardworking team which has substantial experience in handling difficult assignments in these scenarios. The other major advantage that we enjoy in Afghanistan is the trust that the local population reposes in India and Indians.

■ **How is Afghanistan market different from India?**

Afghanistan has changed a lot in the past few years with a lot of money coming in from various agencies for Infrastructure Rehabilitation, Power Generation, Defence, Education etc. A lot of basic procedures which were lacking are being put into place and being streamlined.

It would not be fair to compare the markets of Afghanistan and India, because of the ongoing conflict in Afghanistan.

■ **What are the sectors and markets you are planning to enter as future projects?**

We are looking to expand our operations in the fields of Power Transmission, Telecommunications, Mining, Civil Engineering and Buildings. We have put in a tender for the construction of the building of the Afghan Parliament being funded by the Govt of India and are the lowest bidder.

We are now beginning to look seriously at markets in Africa.

■ **What is the role of BSC - C&C (JV) Construction in maintaining and enhancing Indo - Afghani relations?**

Other than being actively involved in reconstruction projects in Afghanistan, we are the single largest employer of the

porting the society and country?

The Company has been very active across the country. Our social responsibility support extends from providing free medical treatment and medicines to the local workers on our sites as well as the local populace in all our project areas (Herat, Jalalabad, Talogon, Kishim) to providing training and employment to approximately 2000 locals in various skills in civil engineering and. We have been active in facilitating the medical checkups in India for many Afghans.

■ **What is your key to success?**

We believe that a well-trained, motivated and satisfied employee base is fundamental to our competitive advantage. Our Company has more than 1100 employees including Engineers, Business Managers and Chartered Accountants. The skill mix of our employees gives us the ability to adapt to the needs of our clients and the technical requirements of the projects that we undertake. We are committed to the development of the expertise and know-how of our employees through regular technical seminars and training sessions organized and/or sponsored by our Company.

The key to success anywhere in the world is the atmosphere which permeates your space. Our presence in Afghanistan has received support from the local population and the Government of Afghanistan. Our team which is experienced and resolute, our dearly held belief that everybody has the right to a secure life, and our certainty that the way that this will happen is if we only try, has we believe, contributed to the successes that we have met with.



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