

# Global Expanse

Govindraj Dempo is giving shape to his dream of building new, vibrant, cutting-edge technology ventures and plans to expand business across four continents.

IBJ BUREAU

One fine day in 1999, Govindraj Sinai Dempo decided to quit his cushy US job at Lucent Technologies in San Jose, California (Alcatel-Lucent today). As one of the senior technocrats at the global division of the communication technology giant, young Dempo, the scion of Goa's venerable, multi-generational Dempo family, was living out the perfect American dream. With a master's degree in electrical engineering from Temple University and a master's in business administration from the University of San Francisco, Mr Dempo was all set to go places.

Then came the sudden decision to leave his job. "By 1999, I had already peaked my career. My thirst for technology was also quenched," reveals Mr Dempo, recalling the path-breaking decision of his lifetime.

The land of his forefathers was beckoning Mr Dempo with open arms. There was the urge to return to the roots. On the advice of his father, Laxminarayan V S Dempo, and the board of trustees of Sociedade Dempo, Mr Dempo came back to his homeland and established his business ventures in the sunny Latin paradise of Goa.

A little over a decade-and-a-half have passed since and Mr Dempo, the founder and CEO of Raj Dempo Ventures, is giving shape to his dream of building a new, vibrant Goa based on cutting-edge technology ventures. The technocrat wants to transform the State into a quasi-digital society and a digital economy.

Today, Mr Dempo is steering a

host of companies, including Raj Dempo Ventures, Westend Holdings, Santacruz Technologies and Vasa Marine & Logistics. Powered by technology and backed by a professional work culture and global work ethics, Mr Dempo's diverse conglomerate has business interests in five countries across four continents.

Mr Dempo's expertise and experience spans business strategies in focus areas of e-commerce, data, telecom, wireless communication and corporate affairs. He and his companies are engaged with reputed global institutions, like INSEAD Asia Campus, Wendell International Center of Family Enterprise, France, and National University of Singapore, among others. Mr Dempo, who was the chairman of special projects for the Rotary

International District 3170 for 2014-15, has bagged the prestigious Aryabhata Global Social Service Award for his contribution to social and economic progress through technology.

## Rich legacy

"Our ventures are founded on the core beliefs of trust, tradition and technology - the three Ts," underlines the Raj Dempo Ventures chief. He is a proud member of Sociedade Dempo, one of the prominent business houses of Goa founded way back in the 16th century, with interests in agriculture, shipbuilding and other diversified industries.

Historically, the Dempos have been involved in the business of agriculture and trading. The business family, which is one of the pioneers of modern, industrial Goa, is based on an enlightened philosophy, which sees business as a social exercise and money its by-product. "We are a distributed joint family with common heritage and legacy, but with independent businesses, peacefully coexisting," Mr Dempo describes his extended

## The Dempo Ventures Empire

### SOCIEDADE DEMPO

Five centuries of business excellence across the globe from the west coast of India, spanning, real estate, agriculture, exports, marine transportation and shipping

### RAJ DEMPO VENTURES

Two decades of internet infrastructure, internet start-ups angel fund, medical research, lifestyle and apparel, organisational development and new-age enterprises.

### WESTEND HOLDINGS

Decade of business excellence in fixed asset holdings, commercial properties and leasing, real estate development and green housing

### SANTACRUZ TECHNOLOGIES

Decade of technology, media, telecom, internet, data analytics, enterprise networks, digital economy and internet commerce

### VASA MARINE & LOGISTICS

Emerging business excellence in green marine infrastructure and GPS-based logistics



## Raj Dempo Ventures



### Origin

1999

### Headquarters

Panaji

### Promoter

Laxminarayan V Dempo H.U.F.

### Businesses

**Core:** Technology, internet and related segments

**Allied:** Agriculture, apparels, properties and development, internet angel funding and travel

**Emerging:** Marine infrastructure, healthcare and renewable energy

Dempo family.

Mr Dempo, who traces his lineage to the legendary Dempo family, is a fine blend of tradition and modernity. Son of Laxminarayan V Dempo and Asha Krishnaji Deshpande, the Raj Dempo Ventures chief is the eldest grandson of Land Baron Vittalrao Dempo. Besides, Padmashree Vasant Rao Dempo was a Trustee and uncle, while Mr Dempo is also nephew of Padmashree Dr R K Deshpande. A god-fearing family man with an orthodox Hindu lifestyle, the Dempo chief, who considers Shrinivas Dempo as his mentor, is a through and through technocrat.

### Tech edge

Family ties apart, Mr Dempo, a nimble technocrat-entrepreneur, is building a thriving enterprise revolving around futuristic technologies. Raj Dempo Ventures has invested in new-age enterprises engaged in technology and infrastructure. The company is en-

gaged in diverse businesses as varied as internet infrastructure, internet start-ups, medical research, lifestyle and apparel, organisational development and other new-age enterprises.

Santacruz Technologies is in the forefront of innovation in the information and communication technologies (ICT) sector to usher in smarter solutions and viable business models. Its operations touch segments, such as media, telecom, data analytics, enterprise networks, digital economy and internet commerce. "We are creating value through our verticals and they will add value to our businesses," points out Mr Dempo. He adds that while the big one is yet to come, the saplings have already been planted, referring to the big results set to emerge out of the group's stable.

The ICT sector has enabled India to emerge as a preferred global player. Besides, it has transformed the way people live, think and act by unleashing a revolution across the economy

and society. Mr Dempo's vision of replicating India's ICT success in Goa makes immense business sense, given the huge IT potential of the eco-fragile State. His other venture, Westend Holdings, is engaged in fixed asset holdings, commercial properties and leasing, real estate development and green housing. Mr Dempo's Vasa Marine & Logistics has made considerable inroads into green marine infrastructure and GPS-based logistics.

"We are ahead of our time and able to foresee future trends in technology clearly. Not many companies can boast of the technological resources and futuristic vision that we possess," states Mr Dempo. An avid nature lover and travel enthusiast, Mr Dempo has come a long way from his cosy US life to the sylvan, green environs of Goa. As Mr Dempo's technology-centric ventures take shape, the future is set to unspool in innumerable, exciting ways. ■