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NIIT's Pawar Appointed Nasscom Chairman

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Technology industry body National Association of Software and Services Companies (Nasscom) sees a strong revival of demand that could not only help meet, but exceed growth expectations for 2011-12.

Newly-appointed Nasscom chairman for 2011-12, Rajendra S Pawar, said in an interaction with ET: "We are coming back to growth levels seen prior to the slowdown and in the near term we see lot of headroom to catapult this growth." When asked whether this means Nasscom will revise its 15-17% growth target for the year for the \$70-billion technology and business services sector, Pawar said, "It's too early to comment, but we are on track to exceed this target."

Pawar, 60, co-founder and chairman of education software company, NIIT, took over as Nasscom chairman from Harsh Manglik. Nasscom also appointed N Chandrasekaran as vice chairman of its executive council. Chandrasekaran is CEO & MD of TCS, the largest Indian technology services company.

As chairman of the executive council, Pawar will lead and assist Nasscom in catalysing the growth of the Indian IT-BPO industry and enabling the fulfillment of its future goals and aspirations.

Towards this end, Pawar wants to focus on two areas. First, how Nasscom can facilitate growth of the small and mid-sized companies. "There are lots of SMEs focused on software products, telecom, internet space, driven by IP. By the end of this decade, we see quite a few of them becoming very big," Pawar said.

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[BS PEOPLE]

THE MAN WHO SAW TOMORROW



Rajendra S Pawar

CONSIDERED a visionary, Rajendra S Pawar was years ahead of his time in realising the importance of IT (information technology) education in India. He left a comfortable job at HCL Technologies to start NIIT in 1981. In the process he revolutionised the computer education market in India, thereby creating a completely new industry segment.

All along, Pawar has played the leadership role in nurturing NIIT and building a leading global talent development corporation. NIIT's franchise model enabled it to unleash a wave of entrepreneurship across the globe, providing young people with the opportunity to create viable businesses centred on IT learning.

Again, when the software boom was taking place, Pawar took the plunge and forayed into the software and services market, creating NIIT Technologies in 2004, now a ₹1,000-crore company.

Known for promoting industry-academia alliances, Pawar has been working closely with India's well-known educational institutions. He is on the Board of IIT Delhi, IIM Bangalore, Indian School of Business, Scindia School and Indira Gandhi National Open University.

A firm believer in the need for industry participation to shape the education sector, he went on to establish the NIIT University, a not-for-profit institution at Neemrana in 2009.

Pawar is a member of the Prime Minister's National Council and the Planning Commission's Task Force on Skill Development. He is also helping the Government of South Africa to develop a growth strategy for its ICT industry.

He has been a founder member of Nasscom (National Association of Software and Services Companies) and will lead the industry body as the chairman for 2011-12.

Born in Jammu, Pawar holds a bachelor's degree in electrical engineering from IIT-Delhi and likes listening to music during leisure time. For his contribution to IT and the education sector he was awarded the Padma Bhushan in 2011.

PIYALI MANDAL



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RAJENDRA PAWAR/NASSCOM

We have to create the next set of IT firms

By PRANJAL SHARMA
BLOOMBERG UTV

INTERVIEW



New initiative: Pawar says one of his priorities is to create a platform for small and medium companies.

Rajendra Pawar, chairman of computer software training firm NIIT Technologies Ltd, talks about the road ahead for the Indian software industry association Nasscom and the local computer software industry in an interview after taking over as chairman of the lobbying body. Edited excerpts:

Where does Nasscom stand on the kind of role it is playing for the information technology (IT) industry?

Companies, which will be giants in 2020, many of them, are small today. Emphasis for us is to create the next wave. There is a ground swell...but we need to remove the wrap and show the world the next set of companies—technology-based, IT-based, innovative. Nasscom has a larger agenda.

But has the role of Nasscom changed in these 20 years?

Some things remain the same but the role has changed over the years. It has to articulate the aspirations, opportunities, problems of different players. That role remains the same but the issues have changed. The advocacy role as a collective of the industry remains same...only the content changes. We are trying to build a capability to create a platform for our members and customers together.

Our ability to build capacity

and keep adjusting to cope with increasing portfolio is a process of change. Within that, what we do for each sector is to enable companies to come together, think of opportunities, set a platform for promoting them. Those basic principles won't change but the organization, obviously, continues to evolve.

Have the dynamics of engaging with government departments changed?

There is this romantic attitude that had the government been active, we would not have grown. Some of the fundamental, policy-supportive decisions came from the government... during Mr. (N.) Vittal's time, for example, when we had to look at the STPI (Software Technology Parks of India) idea or special dispensation for the telecom sector. So, it is incorrect to say that it has happened in spite of the government. But it is valid to say that when there is a new area emerging, government has to look at its priority. So, the role that government played in the formative stages was much more about encouraging. That encouragement has created a large number of big companies. Today, we have hundreds of small companies that need encouragement. So, the role of the government continues to be valid even today.

The big players, which were small companies 20 years ago, have different issues today. So,

there is an advocacy issue today in terms of let's say policy on visas between two countries. So, there is a role governments are playing, and our government facilitates that discussion when we look at visa issues.

Other issues include infrastructure or security of people. There is always going to be the supportive hand of the government to deal with for small and medium enterprises.

The irony is that software companies do most of their work for clients outside the country. India, as a market, is still looking weak. Isn't it something that the industry and the govt need to address?

There is this whole issue of development of markets. So, the Indian market has been growing and evolving but we do

know that in terms of e-governance, it is still early stages. We have some good examples and there are some states which are much ahead. But, today, we can say that every state in the country has an IT department, it is staffed up, it has an IT policy and many states are prescribing X% of their budget. So, this movement has happened.

What should be done to accelerate the pace and usage of IT in the govt, especially at the state level?

Most states do have an IT department. Some states give it a little more importance than others. We wanted to do advocacy as Nasscom to get every chief minister to know that there is a huge potential in this.

Is Nasscom more inward-looking?

I don't think it is inward-looking. We are going for more energy within Nasscom. We are strengthening the team. For example, we have created an e-governance portal, which is a platform for the government people to look for supply and help small companies to come up. One hundred and thirty companies are already on this. Every state government should take their IT department seriously, and should drive whatever budget they have been allocated.

There are a lot of private initiatives in skill development, and that has been added to the

govt effort. Is that going to ensure that your needs are met?

Industry is spending a lot of money on skill building. One can ask a logical question—is it their responsibility or not? But the question is, if they are falling short of people, they will do what it takes to meet their needs. This becomes an issue of competitiveness, we as a country have to worry about. Human infrastructure is the fundamental of the infrastructure. It would be better to spend time and energy on customers than building skills.

Where do you see the new trend for growth for your sector?

If you see the new 20/20 vision, we are looking at new verticals, then there is a list of offerings. All our companies are looking at changing their offerings. So, we are going much more towards value for what you spend. Then, we have looked at the big excitement of cloud. Information as a utility concept is finding its place and there it is not necessary that only huge players can participate. Small players can add significant value and give it to other small company. For a long time there was this question that India does not have IP (intellectual property)-based companies. If you look at the US software industry history, it went from services to product over a period of time. There is an evolution, the country has to build a services industry out of which will come the repeatability therefore framework of which will come the experience of IP and we have a good examples of that. But it is small if you look at the total piece of the revenue pie. But the pie is becoming larger and larger.

feedback@livemint.com



http://articles.economictimes.indiatimes.com/2011-04-26/news/29475377_1_nasscom-chairman-indian-it-bpo-industry-industry-body

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NIIT's Pawar appointed as Nasscom chairman, N Chandrasekaran VC

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Tags : Rajendra S Pawar| Niit

NEW DELHI: Software industry body Nasscom today said Rajendra S Pawar, the founder of NIIT, has been appointed as the Chairman of its executive council for 2011-12. The industry body also announced appointing N Chandrasekaran, the CEO and Managing Director of TCS, as the Vice-Chairman for 2011-12. Pawar succeeds Accenture's Harsh Manglik as chairman of Nasscom.

"As Chairman of the Executive Council, Pawar will lead and assist Nasscom in catalysing the growth of the Indian IT-BPO industry and enabling the fulfillment of its future goals and aspirations," Nasscom said in a statement.

"Indian IT industry has seen good growth and things are on track. As an association, we would concentrate on two things -- how can we improve the competitiveness of Indian companies and how can we grow IT for India," Pawar said.

<http://www.thehindu.com/business/Industry/article1770536.ece>

THE HINDU

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NEW DELHI, April 26, 2011

Rajendra Pawar new Nasscom Chairman

SPECIAL CORRESPONDENT



Rajendra Pawar

The National Association of Software and Services Companies (Nasscom) on Tuesday announced Rajendra S. Pawar as the new Chairman of its Executive Council for 2011-12. He succeeds Harsh Manglik. Mr. Pawar has been a member of the Nasscom's Executive Council and is now the Chairman and Co-founder of NIIT Technologies. Nasscom also announced the appointment of N. Chandrasekaran, Tata Consultancy Services CEO and Managing Director, as Vice-Chairman of the Executive Council.

As Chairman of the Executive Council, Mr. Pawar will lead and assist Nasscom in catalysing the growth of the Indian IT-BPO industry and enabling the fulfilment of its future goals and aspirations.

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