LEADERSHIP
IN GLOBAL TALENT DEVELOPMENT

NIIT

NIIT In The News

NIIT
edgeineers
WHERE WILL YOU TAKE THE FUTURE?

NIIT
eguru
THE JOY OF LEARNING

element k

EVOLV
The Next Level

NIIT
Globalnet+
Network & Infrastructure Management Programs

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GNIIT

hiwel
Hole-in-the-Wall Education Ltd.

ifbi
Institute of Finance, Banking & Insurance

NIIT
IMPERIA
CENTRE FOR ADVANCED LEARNING

NIIT
Litmus

NIIT
SWIFT

NIIT
UNIQUA
CENTRE FOR PROCESS EXCELLENCE
AN NIIT-GENPACT VENTURE

Hindu Business Line
Hyderabad
2 July, 2009

NIIT's math lab

Hyderabad, July 1

The 'NIIT eGuru Math Lab' was launched by educationist Mr C. Ramaiah at Delhi Public School, Nacharam, Hyderabad. NIIT, a leading software training company, said that mathematics learning should be joyful rather than painful; the aim of this lab is making mathematics simpler, easier and fun to learn for school students. Mr Ramaiah said mathematics does not mean numerals; mathematics means a way of solving problems. He advised teachers not to merely teach problems but help the child to think. **– Our Bureau**

Business Standard
Hyderabad
6 July, 2009

'NIIT eGuru Math Lab' in Andhra

Hyderabad: 'NIIT eGuru Math Lab', a concept enabling school students to learn and explore mathematical concepts and verify mathematical facts and theorems using tools such as the Geometer's Sketchpad, was launched in Hyderabad. "NIIT believes in providing impactful learning solutions for students. NIIT eGuru Math Lab is another initiative to make the present curriculum interesting and interactive thereby bringing back the joy of learning Mathematics," L Balasubramanian, president (school learning solutions), NIIT, said in a release. NIIT eGuru Math Lab offers multiple teaching and learning aids comprising technology applications, videos, measuring instruments, tables and charts to schools. The laboratory also allows and encourages the students to think, discuss amongst themselves as well as with the teacher, and assimilate concepts.

The Indian Express

Hyderabad

6 July, 2009

Mathematics made easy

EMINENT educationist C Ramaiah launched Andhra Pradesh's first ever 'NIIT eGuru Math Lab' at Delhi Public School in Nacharam recently. This initiative aims at making the subject of Mathematics simpler, easier and fun to learn. Speaking on the occasion C Ramaiah said Mathematics does not mean numerals, it means a way of solving problems. He advised teachers not to merely teach or explain problem-solving abilities, instead to help the child think. "Explain reason behind the subject. What you teach in the class must have relevance to the outside of the class," he said. M Komariah, Chairman, DPS Secunderabad, L Balasubramanian, President, School Learning Solutions, NIIT Ltd, T Bheemsen, Vice Chairman, DPS, Secunderabad, Dr N M Rao, former lecturer in Mathematics at AMU Aligarh and Komaresan, Professor of Math, Hyderabad Central University graced the occasion.

The Sentinel
Guwahati
11 July, 2009

NIIT centre opened

From our Staff Reporter
DIBRUGARH, July 10: A new NIIT centre equipped with the latest state of art and technology was opened here today. This is the thirteenth centre to be opened in the State and the twenty fourth in the Northeast.

Speaking to *The Sentinel*, the regional manager of NIIT, Anindita Das, said that the centre has the best of machines and infrastructure. It will also offer the latest NIIT industry endorsed curriculum, she added. Das stated that, NIIT is stringent about maintaining its quality and makes certain that certified personnel who have undergone rigorous training are hired as faculty members in their centres and there will be no exception to the rule in the new centre as well. While saying that varied kind of training in software development and other skill related spheres are offered under one roof, she said that students who pass out of NIIT are recruiters' first choice.

NIIT plans to open three other centres, one each at Aizawl, Itanagar and Tura.

PC Quest
National
15 July, 2009

BEST IT IMPLEMENTATIONS OF THE YEAR 2009

Best Green IT Project

NIIT LTD

Project Pulse

NIIT has strategic partnership with various technology companies such as Cisco, Microsoft, Oracle, Adobe, etc. Under these partnerships, NIIT offers higher end state of art curriculum to working professionals and career aspirants in IT. NIIT offers the use of hardware and software resources to ensure participants have real time hands on experience. To provide hands on experience to all of its students, espcially in networking courses, a networking infrastructure was required. However deploying identical infrastructure across all NIIT Education Centers was neither cost effective nor green, as it would result in underutilization of network infrastructure as well as create management over head. To address the situation NIIT decided to set up a Virtual Lab.

This virtual lab has been co-hosted at Reliance Communication Infrastructure's Data Center in Mumbai. NIIT students can remotely access the lab using Internet connection. One point worth mentioning here is that no virtualization was used in this lab. A complete test lab has been set up at Reliance data center and NIIT centers to access them remotely on time sharing basis. Also the lab has been built using Cisco gear and NIIT claims that the setup done under the project will be life time. However, it will undergo regular changes as and when Cisco updates the technologies.

While Virtual Lab has helped in reducing the number of deployments by having centralized infrastructure, it also contributes to Green IT by reducing the CO_2 emission that would have got generated

Q **What were the key challenges you faced in this project ?**

Technically the challenge was to ensure automation of lab launch and lab scrubbing, ensuring Infrastructure scalability and to find know how to setup and manage Virtual Labs. In terms of business, we faced the following challenges:

- Change in deployment methodology from Localized to Centralized
- Time share mode VS All time availability
- Remote Infrastructure Management
- High degree of Automation

Q **Please tell us about the benefits NIIT has drieved from this project ?**

NIIT has maintained its endeavor to constantly innovate and leverage technology to help create world class services and experience for our customers.

We had rolled out a WAN 2 years back, connecting all our education centres and offices with a view to centralize services and consolidate with a view towards "Green IT" and reducing investments and carbon footprint. We setup a complete Virtual Lab Infrastructure for students learning Hi-End Networking Technology by centralizing all equipment and providing Real-Time access to the same through our connected education centres. This helped us save on investments, power consumption, reduce carbon footprint, while giving students a superior learning experience.

Pankaj Dikshit
General Manager

PC Quest
National
15 July, 2009

BEST IT IMPLEMENTATIONS OF THE **YEAR 2009**

COMPANY SCENARIO

Before Deployment

❑ NIIT centres had small lab setups to provide hands on labs to students.

After Deployment

❑ A centralized virtual lab was setup, which can be remotely accessed by NIIT students and perform their hands on excersies.

due to the massive deployment at education centers. This was the precise reason why jury decided to put this project in Green IT category.

During the implementation, NIIT faced challenges like change in deployment and training methodology from localized to centralized. Other big challenge was time sharing between various NIIT centers for the use of Virtual Lab. Also as soon as time for a hands on lab is up, routers and other infrastructure are automatically set to default settings with help of scripts created by NIIT.

Currently NIIT has completed Cisco CCNA Module setup i.e CCNA students are now using this Virtual Lab gear to practice their lab exercises as part of the CCNA training. NIIT claims that it has trained over 6000 students through this Virtual Lab.

Total cost of implementation of this project was Rs. 1.30 Crores and NIIT expects the returns of Rs 7.7 Crores over next 1.5 years.

Power Cost	
Power for Distributed Setup	**Power Consumption for Centralized Setup**
720 KVA	36 KVA
Total Power Savings	41.4 Mn
CO2 Emission	
CO2 emission for Distributed Setup	**CO2 emission for Centralised Setup**
54360 Tonnes Per Annum	2718 Tonnes Per Annum

Note:
1. Server emit Co2 @ 8 tonnes per annum
2. Routers emit Co2 @ 20 tonnes per annum
3. Ethernet switches emit Co2 @ 5 tonnes per annum

PC Quest

National

15 July, 2009

BEST IT IMPLEMENTATIONS OF THE YEAR 2009

Maximum Social Impact

Government of Andhra Pradesh

Shared Computing for Rural Students in 5000 Schools

The Government of Andhra Pradesh, around January this year embarked on an ambitious mission to take IT education across 5000 rural government schools. Since most of these schools are located in extremely remote areas, power and infrastructure constraints were inevitable. The implementation finally involved 40,000 hardware devices that enable desktop virtualization, and allow a single CPU to be used by multiple 'seats' and 'stations', for dissemination of IT education and curriculum studies.

Each school has a one-room computer lab for students of Class 6 to 10 – armed with 10 monitors and keyboards, and standalone home UPS systems for each of them. Every computer lab has two PCs that act as host PCs – complete with a monitor, CPU, key-

board and mouse, running on Windows XP SP 3. Every other machine in the room has got a mouse sized slab device plugged in, which is connected to one of the two host PCs. The device is the X 300 box by nComputing which enables desktop virtualization, by utilizing the complete processing and memory power of the host PC. In this instance, four computers, or 'stations' were connected to one host PC, and had access to all the applications hosted on the central PC. Each of the 4 stations can operate independently like individual PCs, and can be monitored by the administrator at all times. The nComputing Management Console enables remote administration of each station, with information on set of applications available, settings for individual stations, including the ability to logoff, shut down applications, invoke applications, and if need be, have the same application running on all four stations. Broadband or wireless Internet is connected to the host PCs to enable access for certain modules for each school.

The implementation of the nComputing solution at a broad level saves electricity costs for 4 CPUs and the corresponding heat generated. The X300 box consumes 1 watt of power and for each school, this

> The government's goal is to accelerate computing access to the millions of students in its system, but to do it in an economical, eco-friendly way. The NComputing solution was chosen after multiple stages of deliberations. Many factors like long term sustenance, power saving, infrastructure costs and scale were considered and the government of Andhra Pradesh is pleased that this first milestone has been met and that computing access has been created for 1.8 million students around the state – most of whom have never had the opportunity to even touch a computer
>
> **Suresh Chanda**
> **IT Secretary of Andhra Pradesh**

PC Quest
National
15 July, 2009

BEST IT IMPLEMENTATIONS OF THE YEAR 2009

COMPANY SCENARIO

Before Deployment

❑ IT could not be reached to rural areas due to infrastructure and power constraints

After Deployment

❑ 5000 schools in rural Andhra Pradesh now have low cost shared computing resources
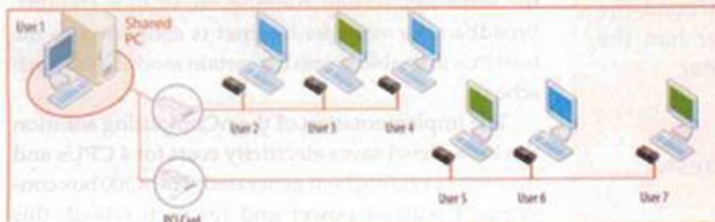
Implementation Partner

Educomp, Everon, NIIT, IEC and OEM Partners: HP, ACER and HCL

translates to 8 to 10 watts of power, since the only CPUs being used are by the two host PCs. In certain rural schools, where space is an equally compelling constraint, a notable advantage is the fact that the X300 sits only on a 4'X4' area on the tabletop real estate. An obvious concern is the fact that the computing power of one CPU is divided between 4 stations, and in most cases, all four operate simultaneously with the same or different applications. While this may not seem like a challenge since high school usage of the deployment is restricted to word processing tools, spreadsheets, presentations and basic image application, Internet does bear the brunt occasionally if users of all the four stations decide to be flamboyant with their surfing desires. The Zilla school at Medak District also has a Honda generator sitting at the corner of the room, which has the ability to power up the entire infrastructure. In areas where basic public power is a limited commodity, generators are used to power up entire labs for a number of hours. Implementers make an interesting observation

here that it is greener than using 8 CPUs – all with their fans running.

PCQuest spoke to E Srinivas Rao from NIIT at the Zilla Parishad High School. "We have NIIT trained staff to man the computer lab in this school. Daily, students from Class 6 to 10 attend the lab classes either as part of their computer familiarity courses, or to attend certain modules as part of their regular curriculum. The staff ensures that they keep a track of each user and what he/she is viewing or what applications are being used." NIIT is one of many partners of Government of Andhra for the rural computing initiative. 5000 schools have one partner each that sets up and runs the computer labs for 5 years (the initiative kicked off in January this year). The Government of Andhra Pradesh claims that the use of the desktop virtualization tool has resulted in a 50% cost saving in hardware acquisition in comparison to deployment of full CPU+Monitor+Keyboard+Mouse set ups. In addition, around 70% saving happens in maintenance costs. The implementation

involves 5000 schools, with 10 seats each, complete with 10,000 host PC systems and 40,000 nComputing X 300 boxes.

> 12 years of research has gone into the conceptualization of nComputing devices that are primarily aimed at leveraging the most out of existing computing power in a network. nComputing devices sync up and dynamically allocate computing power to various stations. nComputing has the X series of devices, like the X 300, X350 and X 550, in increasing order of compatibility with number of stations. The L series of offerings is exclusively for LAN infrastructures of various sizes. The next graduation for nComputing is to incorporate wireless technologies. We are also looking to consolidate our corporate and SMB portfolio – especially in the areas of heathcare and BPOs

Monali Handa, Marketing Manager, nComputing

Hindustan Times
Jaipur
19 July, 2009

■ **Children operate computers at the roadside kiosk on Saturday.**　　　　　S P SHARMA

Roadside kiosks teach computer operation

Yuvraj Shrimal
■ jlive@hindustantimes.com

Birbal Sahni, a cook at a dhaba in the city spends time after his work learning MS Paint and Wordpad at a roadside kiosk that alllows him free access to computers and the Internet. He has even made his resume and sent to prospective employers.

The computer kiosk is the result of a collaboration between NIIT (National Institute of Information Technology), JMC (Jaipur Municipal Corporation) and the NGO, Pratham Rajasthan. The kiosks are located inside 60 of the city's schools, especially in slum areas. They are proving beneficial for children from weak financial background who do not have access to computers. The project name is Hiwel.

The professionals, passerby and even villagers who come to the city can use the computers that are fixed to the wall, free of cost.

Sahni says that when the peak hour is over in hotels, he comes to the kiosk located in Government Secondary School near Sodala Bus Stand. "I have passed Senior Secondary with supplementary. I have prepared a bio-data in this computer and sent it to a restaurant," he adds showing the bio data in the computer.

These computers are like the common ones but prepared with exclusive inputs. They have a finger pad instead of a mouse for commands. The screen is covered with glass so that it is not damaged.

Courses of NCERT and Ajmer Board from first to tenth standard are installed in the computers. These kiosks are proving a boon to students.

The project coordinator of the Pratham, Shehzad Khan, says that it is a good way to spread computer education. "Through these kiosks not only students but any one passing on the road can utilise the computer facility. So far as maintenance of computers is concerned, the NIIT officials do it free of charge, while JMC pays the electricity bill."
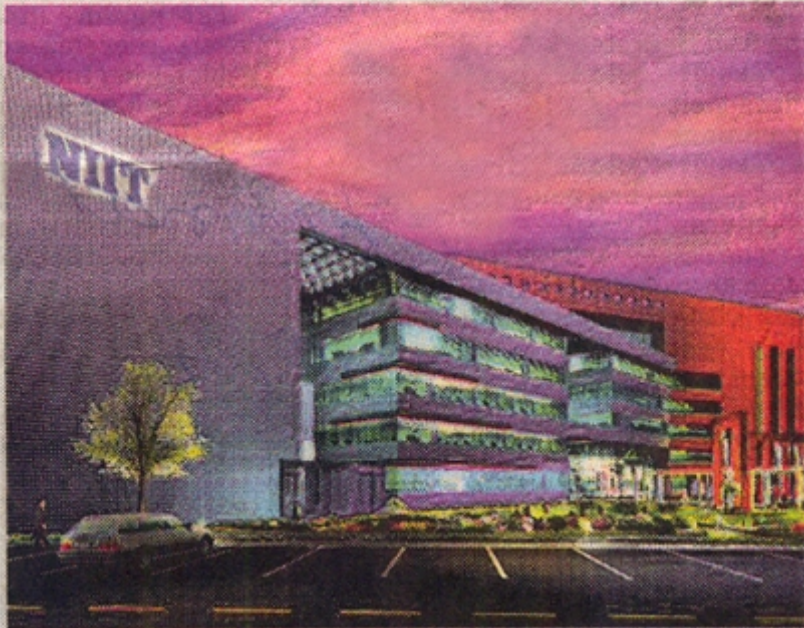
Manu Barman, a student of tenth standard, says it is helpful to learn class lessons through a computer.

The New Indian Express
Hyderabad & Chennai
20 July, 2009

NIIT finds itself in Microsoft award finalist

NIIT has made its way into the 2009 Microsoft Worldwide Partner Conference Awards finalist in Learning Solutions, Innovative Partner of the Year.

Awards will be presented in a number of categories, with winners chosen from a pool of nearly 2,000 entrants worldwide. NIIT's 'Integrated Program for Developing Skills and Certification on .NET-GNIIT has been selected by Microsoft as one of the two finalists for Partner of the Year, in the category, Learning Solutions Innovative Partner of the Year.

The Learning Solutions, Innovative Partner of the Year award recognises partners' commitment and ability to deliver high-quality innovative learning services to meet customer needs. It also validates the effect of technical training, skills assessment, student mentoring, and Microsoft Certified Professional (MCP) exam preparation on customer satisfaction, and the application of Microsoft technology to solve business problems.

The Microsoft Worldwide Partner Conference Awards recognises Microsoft partners that have developed and delivered exceptional Microsoft-based solutions over the past year. NIIT's alliance with Microsoft for this integrated program addresses the need for skilled and ready manpower on growing areas like Application Development and Infrastructure Management. Around 30, 000 students have been trained as part of this program and over 18, 000 students have acquired MS Certification, in the last 12 months.
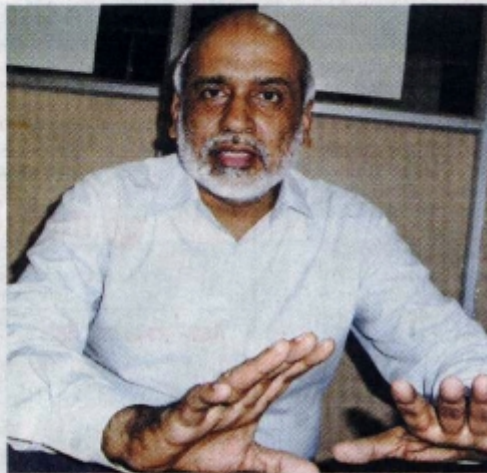
The Hindu
Coimbatore
27 July, 2009

'IT is here to stay'

Information Technology has changed the shape of many businesses, and continues to seep vertically into most businesses. And there is nothing to worry about IT in a country like India, where the actual use of it has only begun. Those positive words came from P. Rajendran, Director and Chief Operating Officer of NIIT, a leading talent development organisation that currently offers learning solutions to individuals and enterprises in about 40 countries, during a chat with *The Hindu-EducationPlus*.

Mr. Rajendran, an alumnus of IIT Delhi, is actively involved in many professional bodies including Nasscom. He insists that a fall in profit should not be considered a loss. "The IT sector in the country was growing at 27 per cent. The projected growth remains at 16 to 17 per cent. And this year, we have done $47 billion business... and a fall in profit does not mean loss," he said.

According to him, the interdependence today is so much that we always think

P. Rajendran, Director and Chief Operating Officer of NIIT

that unless they do well, we too cannot do well. This factor gives the IT sector a feeling of jitter, he says. Mr. Rajendran says that unlike the financial sector, numbers do not always work in IT. "The domestic market in our country is yet to touch IT. The whole paradigm of IT has been built based on

demand outside the country," he said.

Citing examples from the early 80s when a couple of IIT Delhi graduates started NIIT, Mr. Rajendran says IT has overhauled the phase of business across the world. "It has changed the way an existing job happens." And it is not just about creating

new segment; it is about affecting the existing segments positively. Mr. Rajendran prophesies that the country can make huge leaps through private-public partnerships in IT education.

"It's time we had a rethink. The government has to do so much in education. And we cannot think that the government alone can do it. This is where the financial and intellectual capabilities of private people ought to be tapped," he said.

There is a huge and exciting space for government-private partnership in education, he says. The new model school project proposed by the Union government in public-private partnership (PPP), according to him, is a bold step. Mr. Rajendran says 'employability' rather than 'employment' has become the keyword today. The days were gone when parents used to insist on their children joining only solid companies for job security. "Today, your only security is your employability and not employment," he said. "Lifelong employment actually

depends on somebody else. But lifelong employability lies in your hands." Therefore, any investment in training employees to equip them to work better in future is considered an asset.

Changed mindsets

Thanks to IT and the changed mindset it brought about, we find youngsters sporting exciting designations such as CMD and MD. "There was a time when you could never see a company owner without grey hair," he said. Mr. Rajendran says IT cannot disappear at any cost. Everything is dependent on IT.

Without IT nothing happens in the country. Businesses got redefined with the diversification of IT. Mr. Rajendran, who oversees the day-to-day operations as well as the organisation-building function at NIIT, says media have a significant role to play in portraying the correct picture in IT. "When 300 people lose their jobs, it gets project. But people fail to see that 30,000 people are inducted elsewhere." It is integrating more and more to businesses.

Afternoon Despatch
Edition: Mumbai
Date: 22 Jul 2009

Simplifying maths, the eGuru way

A SUBJECT that scares many and is loved and hated by students is mathematics. But what if you are provided with the eGuru to simplify it and to make it easy to understand? Such initiative has been launched for the first time in Mumbai at the SVDD School, Ghatkopar by NIIT.

When e-learning is becoming the trend, eGuru for mathematics is certainly an initiative which truly helps students.

The novel concept 'NIIT eGuru Math Lab' is invented to spread the joy of learning in mathematics

It aims at making the vital subject of mathematics simpler, easier and fun to learn for school students from 1 to 12.

It enables school students to learn and explore mathematical concepts and verify mathematical facts and theorems using tools such as the Geometer's Sketchpad. This is a dynamic construction and exploration tool that spans the mathematical curriculum from Standard 1 to 12, being made available to Indian schools, jointly by NIIT. In addition to providing greater scope for individual participation in the process of learning and becoming autonomous learners, the Math Lab also enables the teacher to demonstrate, explain and reinforce abstract mathematical ideas by using concrete objects, models, charts, graphs, pictures, posters, etc.

NIIT eGuru Math Lab offers Multiple Teaching and Learning Aids comprising of Technology Applications, Videos, Measuring Instruments, Tables and Charts, to schools. Based on the three pillars of 'Imagination, Investigation and Interaction', it provides an opportunity to students to understand, discover and verify the basic mathematical and geometrical concepts through concrete objects and situations, thus building interest and confidence in students for learning the subject. The laboratory also allows and encourages the students to think, discuss among themselves as well as with the teacher, and assimilate concepts.

L. Balasubramanian, President-School Learning Solutions, NIIT said, "NIIT eGuru Math Lab is another initiative to make the present curriculum interesting and interactive thereby bringing back the joy of learning mathematics. Besides, it also helps teachers to make learning filled with fun."

The Economic Times

New Delhi

30 July, 2009

NIIT net down 42% to Rs 9.9 cr

Our Bureau
NEW DELHI

TRAINING firm NIIT on Wednesday said it has started seeing a pickup in demand, though there is continued volatility in the US and Europe. The firm announced a 42% decline in net profit to Rs 9.9 crore for the quarter ended June.

Adverse forex movement led to the decline in profit both at NIIT Ltd and NIIT Technologies, in which the training firm holds 25%. Net revenues were flat at Rs 368.8 crore due to uncertainty in the first two months of the quarter. On the back of improved product mix and better management of headcount and overhead costs, NIIT Ltd improved its operating profit by 53% to Rs 28.6 crore. The company's order intake for the quarter stood at $31 million, taking its pending order book to $81 million of which 63% is executable over the next 12 months. "We saw a return in confidence in June and hiring has started again. So, we expect a better growth in the coming quarters," NIIT Ltd CEO Vijay K Thadani said.

The individual learning solutions business, which accounts for the lion's share of revenues and profits, saw good growth in June. "People with specific skills such as

RAJENDRA PAWAR, CHAIRMAN

infrastructure management and enterprise resource planning (ERP) are in demand," Mr Thadani said. Placements were up 87% during the quarter. The school learning solutions business added nearly 2,000 schools in the quarter. The firm, which provides computer-aided education in schools, expects new future revenue streams to emerge from the government's focus on ICT-led learning. The corporate learning solutions business of the firm saw some challenges in the US and UK, but there was growth in the e-learning segment.

Franchise India
Education Franchising Report 2009

Case study
NIIT

History of Company

Education philosophy and stress on what particular areas of education: NIIT is today the largest IT training company in Asia and 16th largest in the world as per IDC, USA. NIIT's Education philosophy is to "Bring people and computers together successfully" in a way that would allow the world to reap benefits of IT education.

The Growth Phases—How and when Solutions and learning's perfected the franchise systems: NIIT along with its Channel Partners over the past 27 years have successfully leveraged the ups and lows of the industry

- Till 2001 –Phase of sustained growth
- 2001 till 2003 – was a phase of managing adversity with slow down, 9/11 and travel advisory
- 2003 onwards –Phase of building momentum through robust growth strategy focused on the following to formulate the success triology of NIIT – Industry and Academia:
- Subject Matter – IT to IT assisted
- Customer Segment – Retail, Corporate and Institutional
- Geographies – Proliferation in domestic and international
- Value Chain – Non Formal, University & University Affiliation
- Mode of Delivery – ILT, e-Learning and Tech based learning

All these phases have made the NIIT along with its Franchisee Partners a much more stronger – focused and more productive family.

The Franchise Growth & Expansion

NIIT pioneered franchising in IT education in 1986. It conceived a franchising model in IT education for the very first time, setting up nine centers by 1987 in India which later multiplied to hundreds. In 1996 NIIT went overseas, with an education centre in Hong Kong. Today NIIT's franchising network spawns in more than **40 countries** worldwide, apart from India. Among the countries where NIIT has a major franchise presence includes China, Malaysia, South Africa, Nigeria, Ghana, Sri Lanka and Vietnam. Since then it has built, sustained and grown the channel, based on a win-win relationship. NIIT was called as "McDonald's of the Software Business" by Far Eastern Economic Review magazine in 2000.

NIIT has built and implemented franchise models for different cities within India, and different countries, which are financially viable and create a win-win for both NIIT and its education partners. With strong instructional design capability and the knowledge of how humans learn, NIIT has built core competency in "Creating Learning Material", "Education Process Management" and "Management of a distributed delivery (Franchising) channel".

Uniformity in Delivery: NIIT has ensured the uniform quality in its centers – whether it is Amritsar in India or Shanghai in China, achieved by standardizing the teaching method and providing objective oriented course material designed to be delivered across different cultures and audiences . Each of the education partners is carefully selected based on the pre-defined norms and parameters. NIIT provides the guidelines and norms for establishing the education centre. The education delivery at the NIIT education centre (whether owned by NIIT directly or owned and managed by a franchisee), is based on the Quality Management System, which lays down the systems and processes in detail, to ensure consistency of delivery to the students. Norms are laid out for space, furniture, lightening, equipment and other facilities in the education centres and regular strict quality audits are carried out to ensure that these norms, systems and processes are implemented and complied with. The quality level of teaching and learning effectiveness is maintained through periodic assessment and continuing education of the faculty and, most important of all, feedback from the students.

Offering Latest Curriculum: Another critical dimension of channel management is to understand the IT education needs employment opportunities and competition and to develop and offer programs which meet the requirements of different kinds of cities, locations and states. NIIT has been successfully doing this for more than 25 years. There is a team of managers who support and advise the franchisees for local marketing and sales.

Buildings across industry relationships: NIIT has over the years forged relationships with many technology vendors including Microsoft, Oracle, Sun, Adobe, Cisco, Comptia, SAS, EMC among others and successfully offered the courses in the franchise channel as well. Recently, NIIT along with

Franchise India
Education Franchising Report 2009

its channel partners have started addressing the educational Institutions like General Purpose Degree colleges and Engineering colleges in India, to offer some select NIIT courses inside the college premises, by leveraging the IT and other infrastructure already available in the college premises. Few years ago when different State Governments wanted to offer IT literacy in its schools, NIIT decided to address this opportunity, jointly with its franchisees, to offer IT curriculum in even small towns. NIIT also facilitates the students to do their Masters and Bachelors level programs in association with some select universities, at the centers operated by its education partners. The basic premise of building different models/formats for offering IT courses is built upon creating win-win opportunities for the education partners, while addressing the emerging needs of the IT training market.

Marketing Support: The education partners are aggressively supported by NIIT for building the brand and taking it far ahead of the competition. Today NIIT brand spells maturity, credibility, trust, innovation and technological edge.

Franchisee Dedication: All education partners of NIIT are equal and NIIT values and respect the contributions made by each and every partner and NIIT does not encourage or behold policies like "Favored" franchisee. All NIIT partners are very passionate, dedicated, focused, and share NIIT's vision as their own to translate the Brand NIIT's mission into reality.

The Future Plans

Upcoming Expansion: NIIT plans to reach out to all unrepresented or under-represented areas in the coming years. This would be primarily through franchise route. Regions like China, Africa, Eastern Europe, APAC, South America and Middle East would be major focus areas for further proliferation.

Newer pastures and more growth: NIIT embarks on its future journey by enhancing it's worldwide presence, taking on new markets, new verticals The new phase of growth has already set NIIT looking beyond Information Technology through NIIT Imperia, NIIT Institute of Banking and Finance (IFBI) and NIIT Uniqua (NIIT – Genpact Venture). "Global Talent Development" strategy emanates from this opportunity. The objective is to develop talent within India that will seek jobs overseas in order to meet the global demand for skills and talent in these regions and on the other hand, NIIT will go global to develop talent in other countries.

India Today
Special Edition
July, 2009

Future in the
MAKING

Great ideas can emerge over a few cups of inexpensive tea. As in the case of NIIT when founders Vijay Thadani and Rajendra S. Pawar spoke of little else on a rainy June afternoon in 1981. NIIT brought an inadequate education system and a nascent industry together, so that today, one of every three Indian-born software engineers is an NIITian. Similar to their vision was that of Bharatiya Vidya Bhavan's Gandhi Institute of Computer Education and Technology, with just one difference. Their aim was to make the weaker sections of society computer-literate, free of cost. This endeavour began with over 3,100 applications in its first year. The three month course is currently running in 32 centres with 7,500 students. The power of an idea and the creativity of its drivers marks the soul of a great institution. Like the Kalika-yatna educational programme initiated by the NGO Prajayatna under the aegis of the Sarva Shiksha Abhiyan in six districts of Karnataka. Unlike the archetypal schoolteacher solving mathematical puzzles on a blackboard, this revolutionary system of learning eliminates hierarchy, making the teacher and student equal participants in a classroom discussion. Sometimes, it takes just one dynamic vice-chancellor (v-c) such as at the University of Pune to bring about this change. Narendra Jadhav, the last v-c to hold office, was responsible for conceptualising and implementing the Samarth Bharat Abhiyan that encouraged the university's 536 colleges to adopt and develop a village. Large or small scale, any mission to bring the marginal to the mainstream is significant. Like the mission initiated by Suvra Mukherjee with mentor Maya Ghosh in 1977 in Jamshedpur. They set up the Prem Jyoti Prangan school for children of domestic help, rickshaw-pullers and labourers, helping them study at Rs 25 a month. Or take the work of former investment banker, Ramji Raghavan, who started the process of sending mobile science vans to transform schools in the rural districts of Andhra Pradesh and Karnataka. An institution is made great by the people who inhabit it. It is made great by the research that emanates from it, the ideas that are generated and the difference it can make to society and eventually the nation. ■
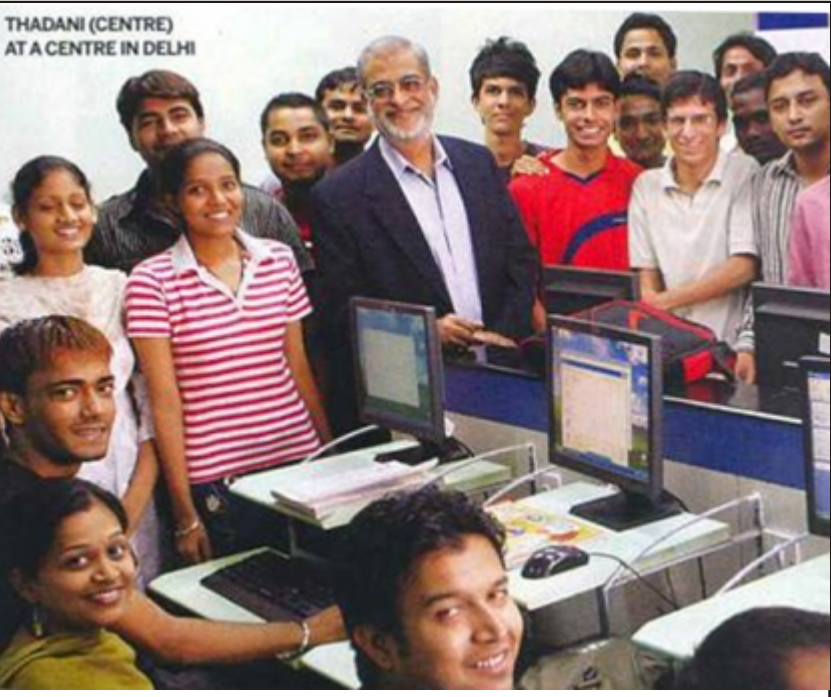
NIIT Across the Country

TECH REPUBLIC

It was the first to help the nascent IT industry to overcome its human resource shortage in 1982. Today, it's a global talent development corporation, offering solutions across 40 countries, churning out five million learners annually. With a turnover of Rs 1,148 crore for 2008-09, NIIT has become a one-stop hub for the back office of the world. "By 2020, India alone will provide 47 million skilled workers to the world, with a global shortfall standing at 56 million," says Vijay Thadani, co-founder of NIIT. With the arrival of personal computers in 1982, the need for Electronic Data Processing professionals shot up to two lakh, even as six lakh graduates were queuing up for employment. Thadani and co-founder Rajendra Pawar approached the IT in-

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dustry asking for the required man-power. "We aimed to enrol this group of unemployed graduates and convert them into software professionals," says Thadani. With Rs 1 crore, of which Rs 15 lakh was from personal savings, and a team of about 40, they set up the first centre in Mumbai. With no policy supporting the import of soft-ware in India in 1982, Pawar worked with the government to draft its first software policy in 1984. NIIT went in-ternational in 1992 and crossed a cap of $1 billion just five years later. In 2004, NIIT Ltd and NIIT Technologies emerged as separate entities on the stock market. Its latest addition is the NIIT University in Neemrana, Raja-sthan, aimed at providing industry-linked curriculum.   *by Purvi Malhotra*

NIIT had a turnover of over **Rs 1,100 crore** for the year 2008-09.

THADANI (CENTRE) AT A CENTRE IN DELHI

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NIIT E-GURU MATH LAB

Launching an initiative that aims at making mathematics simpler, easier and fun to learn for school students, NIIT installed Mumbai's first ever 'NIIT eGuru Math Lab', at SVDD School , Ghatkopar. The lab will enable school students to learn and explore mathemati-cal concepts and verify facts and theorems using tools such as the Geometer's Sketchpad. This is a con-struction and exploration tool that spans the mathematical curriculum from Standard 1 to 12, being made available to Indian schools jointly by NIIT.

NIIT