



**NIIT**

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LeaderSpeak

## Harnessing Technology to Provide Education for All

One of the biggest issues confronting education is its limited footprint and coverage, where millions, especially at the bottom of the pyramid, continue to remain beyond the magic circle of learning. Technology can assume an even wider role to reach these people

In the 21st century, which I believe will be the 'Century of the Mind,' education will undergo a paradigm shift. Nowhere will this change be more marked or visible than in India, a country with a deep and enduring heritage of learning, which goes many centuries, to universities such as Nalanda and Takshila.

In this ancient country, steeped in history and culture, technology almost appears as an aberration. Yet, it is our technological prowess that has placed India on the global map. Our IT industry, barely 40-years-old, which is now renowned for its expertise and technical talent, has become the country's spearhead in the international markets, enabling it to play catch up with the industrialized world. The IT sector, the employer of skilled manpower, has played a major role in spurring technology-centric, and technology-assisted learning. Today, technology, implying computers and communications, cutting-edge tools, and delivery methodologies such as cloud

computing, are being used to equip students and professionals with relevant IT knowledge and skills that are critical to the growth of this burgeoning sector.

### Challenges

One of the biggest issues confronting education is its limited footprint and coverage, where millions, especially at the bottom of the pyramid, continue to remain beyond the magic circle of learning. Relevant education that focuses on the early development of employability skills must reach the masses, so that eventually, social and economic growth is inclusive, and brings into the mainstream the underprivileged. For this to happen, technology needs to assume an even wider, more holistic role, where it touches people on the other side of the digital divide.

This is an issue we grappled with at NIIT in the early 90s, as the digital divide seemed to grow before our very eyes. Even as we were building the manpower that would fuel the evolution and expansion of the

IT industry, we were acutely aware of the millions on the dark side of the moon, who had no exposure to new-age IT, the key tool of the emerging knowledge society. Could we innovate a system of learning that would reach the unreached, and draw in children who did not have access to a formal classroom? Could we harness technology in revolutionary ways, to supplement and leverage a critical, yet scarce resource—the teacher?

We did indeed find an answer to this conundrum, and it appeared in the form of a path-breaking learning methodology called 'minimally-invasive education (MIE)' that was created by our research wing, the Centre for Research in Cognitive Systems, located within the IIT Delhi campus.

It was on a chilly Republic Day morning, in 1999, when MIE was first rolled out and tested in New Delhi's Kalkaji slum, where children were given free, unsupervised access to a touch-screen and the Internet, through a 'hole' in NIIT's boundary wall. While it



took just a few hours to draw curious slum kids to touch and feel the exposed part of the computer, a day was all they needed to start surfing the Internet!

The experiment which got labeled as the 'Hole-in-the-Wall' by the media, and earned many hundreds of square inches of newspaper space and television bytes, proved beyond doubt that children could be taught computers very easily without any formal training, and prior experience of technology.

It was in 2001, with the setting up of Hole-in-the-Wall Education Ltd. (Hiwel) by NIIT and the International Finance Corporation, that the experiment crossed another major milestone. A national research program was also initiated, through Learning Stations in 23 diverse settings across rural India.

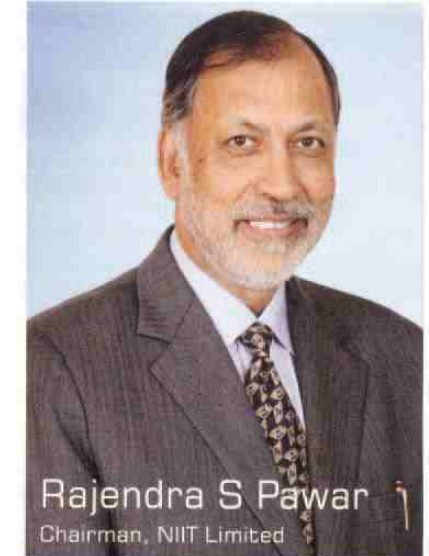
The research, which was both qualitative and quantitative, threw up extremely interesting findings including the fact that the Learning Stations were beneficial for children and improved their academic performance. It showed that children accessed content, learnt from it and retained this learning. Communities with lower levels of educational facilities were found to gain as much, and often more, as communities with higher levels of educational facilities. The performance of children using these learning stations was

also comparable with others attending formal computer classes, in common science tests. In several instances, these children outperformed their peers in computer skills! The Hole-in-the-Wall proved conclusively that 'out-of-school' children could benefit from such learning.

With the Hole-in-the-wall capturing the imagination of India's policy makers, it was not long before the initiative found its way beyond the country's boundaries. It was in 2004, that Prime Minister Atal Bihari Vajpayee, on a visit to Cambodia, 'presented' it to the children of that country. What had begun as a modest experiment, with a tiny hole in the wall, became India's gift to the world!

Currently, there are around 600 Learning Stations around the world, with several of these kiosks dotting the hinterland in Cambodia, Botswana, Mozambique, Rwanda, Uganda, Zambia, Swaziland, Nigeria, Namibia, Central Republic of Africa (CAR), Monrovia and most recently, in Bhutan.

Today, the Hole-in-the-Wall has come to mean many things to many people. For Nicholas Negroponte, Chairman Emeritus of MIT's Media Lab, and the founder of the One Laptop per Child (OLPC) Association, Hole-in-the-Wall is a 'Shared Blackboard,' which children in underprivileged communities can collectively own and access to express



Rajendra S Pawar  
Chairman, NIIT Limited

"The aim is to lower the cost of imparting education to as less as Rs 1 per child per day, combat the paucity of teachers, and take learning to the maximum number of young people by harnessing tech"

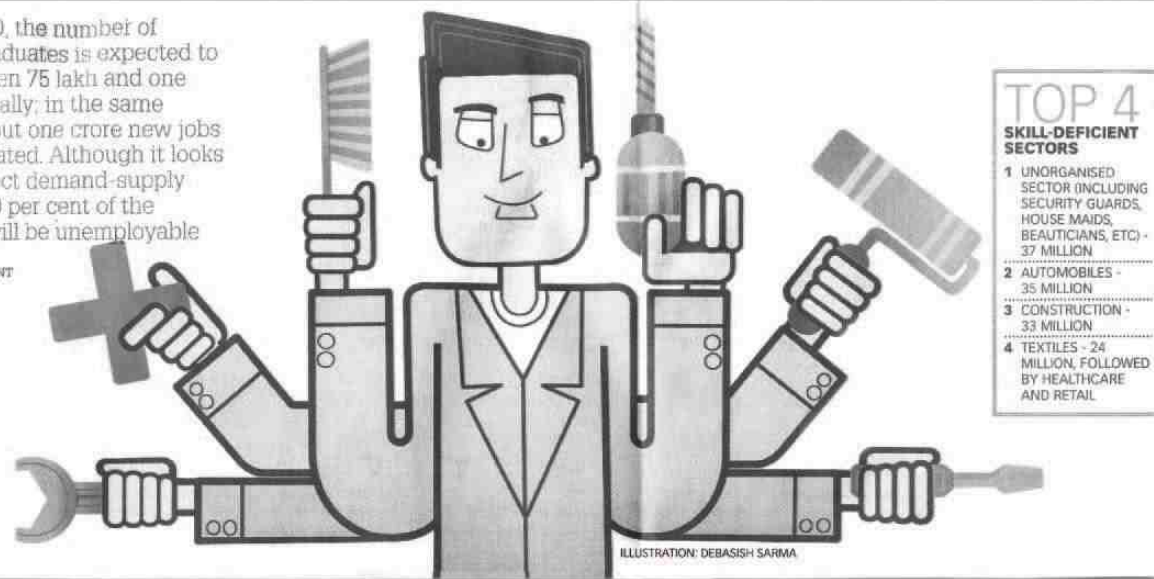
themselves, to learn, to explore together, and at some stage even brainstorm and come up with exciting ideas.

For children, it is an extension of their playground where they can enjoy together, teach each other new things, and more importantly, just be themselves. ■



>> By 2020, the number of college graduates is expected to rise between 75 lakh and one crore annually; in the same period, about one crore new jobs will be created. Although it looks like a perfect demand-supply balance, 80 per cent of the resource will be unemployable

SANTANU PAUL,  
CEO, TALENTSPRINT



**TOP 4 SKILL-DEFICIENT SECTORS**

- 1 UNORGANISED SECTOR (INCLUDING SECURITY GUARDS, HOUSE MAIDS, BEAUTICIANS, ETC) - 37 MILLION
- 2 AUTOMOBILES - 35 MILLION
- 3 CONSTRUCTION - 33 MILLION
- 4 TEXTILES - 24 MILLION, FOLLOWED BY HEALTHCARE AND RETAIL

ILLUSTRATION: DEBASISH SARMA

# SKILL INDIA

The Indian government has set a target to skill 500 million people by 2022. Diptiman Dewan finds out the steps under way to achieve the goal

In India, approximately 12.8 million people join the job market every year. This number comprises people who are highly skilled, who form a minuscule part, and who are semi-skilled or not skilled. The last category is the bulk of the population entering the workforce every year. The current skill capacity of the country is about five million—a deficit of more than seven million annually.

## CHALLENGES

→ Dilip Chenoy, CEO, National Skill Development Corporation (NSDC), which was set up as part of the government's national skill development mission, says, "Skilling 500 million people by 2022 is a challenge. The 34 training partners that we have approved of till now will put in a capacity of 11.2 million per year. We might even create excess capacity in the short-term, which will even out in the forthcoming years."

A large number of companies engaged in skill education in the country are fully or partly funded by NSDC. For a project to be approved, says Chenoy, it must meet certain criteria.

"The first requirement is scale. We evaluate if the promoter has experience in developing scale, if the model is scalable, and whether it is financially feasible. The second criterion is that 70% of the people that are trained should get employment – and if there is a mechanism in place in the proposal to ensure that. Third, the training should be industry relevant, and the model sustainable," he says.

Considering the fact that only about 20% of college graduates today are deemed employable, Santanu Paul, CEO, TalentSprint, feels that for a country that produces close to 30 lakh graduates every year, there is a major issue if 24 lakh are unemployable. "Consider the irony: by 2020, the number of college graduates is expected to rise between 75 lakh and one crore annually; in the same period, research shows that about one crore new jobs will be created in the IT/BFSI segment. Although it looks like a perfect demand-supply balance, 80% of the resource will be unemployable. Hence, the urgency for skill development and employability," explains Paul.

Vijay Thadani, CEO, NIIT Ltd, which runs NIIT Yuva Jyoti (NYJ), a joint venture between NIIT and NSDC, says that NYJ aims to provide industry and job-specific training to around 70 lakh Indians by 2022 across sectors like retail, IT/ITeS, banking and financial services, education and training, media and entertainment, healthcare, telecom and hospitality.

Though 500-million target is stiff, experts in the field believe that it is achievable. As Manish Sabharwal, CEO, TeamLease, points out, "Our demographic dividend will become a demographic debt if we do not achieve the targets of the National Skill Policy."

## BUSINESS MINDED

→ Some companies are also focusing on the growth of entrepreneurs. Muralidhar Rao, CEO, Future Learning, a Future Group company, says that they have factored entrepreneurs in the skill plan.

Out of a target of 7 million people to be skilled, 5.6 million will be placed/employed, while 1.4 million will be self-employed, who will in turn, generate more

employment through their businesses. The company is looking at providing training in the unorganised sector like carpentry, masonry, besides the sectoral skill development.

In accordance with the government's National Policy on Skill Development, NSDC is setting up sector skill councils, to create a labour market information system and assess market demand and type of jobs available, ensure that people passing out of these institutes are industry-ready, among others. Seven sector skills councils have been approved to date while another 30 are in different phases of implementation.

Overseas partnerships and collaborations are also an important step, which result in the exchange of learning. "Our first engagement was with the UK in the area of sector skills councils where experts from the UK worked with us to develop the Indian model of the councils. Agencies and experts from Germany, Australia, Canada, France and Japan, besides Switzerland, are also looking to work with us. We plan to join forces and take the initiative ahead towards fruition," concludes Chenoy.

The Times of India, Kolkata, January 9, 2012



## On a 'walk' to improve the lives of street children

NEW DELHI: Iqbal, 20, was left stranded in a busy market by his father when he was five years old. He does not remember which area he is from. He was taken away by a couple at the market who said that they were his relatives.

"They used to beat me and put chilly in my eyes if I refused to do the housework. So I ran away and somehow reached Delhi. I have worked as a rag-picker, tea seller, polished shoes, and even worked in a dhaba. But at the age of 9, I joined Salaam Baalak Trust (SBT) as a peer motivator which changed the direction of my life."

Iqbal will complete high school in another month and has taken several vocational trainings from NIIT.

He narrated his story during a City Walk which is organised everyday by SBT near Paharganj, east Delhi, where former street children, take people on a guided tour, share their childhood experiences and sensitise people about life on the streets in the city. Volunteers say that this walk helps them build confidence and speak fluently in English. Child rights groups say that there are close to two lakh children living on the streets, out of which 50,000 children have no family. Like Iqbal, there are several other street children who are either studying or working in reputed companies after rehabilitation. For instance, Nitish is now working with the Delhi Metro Corporation, Faizal has worked as a child artist in Bollywood



City Walk aims to create awareness about the plight of street children. DH PHOTO

movies, and Sonia is working as an assistant with designer Ritu Kumar.

During the walk, volunteers give an overview of how street children earn their livelihood and are exploited at different levels. Most of these children earn through begging, rag-picking and working in small restaurants. However, instead of buying food with their earnings they resort to drugs. "Children run away from homes because of several reasons such as poverty, abuse, death, child marriage and dowry issues," explained Tarbez, who is studying BCom in Delhi University, and a former street dweller.

Through this walk, SBT aims to create awareness about the plight of street children and how citizens can help them from being exploited, by reporting it. "In 2011 we had 4,000 participants in our walks

coming from the US, UK, France and India. This walk earns a revenue of around Rs 15 lakhs a year which is used for rehabilitation," said Poonam Sharma, communications coordinator with SBT.

Children are mostly rescued from New Delhi and Old Delhi Railway stations. "We get at least three new children everyday who are sent to the Child Welfare Commission," said a police officer at the New Delhi railway station.

The group has started another walk from this year, named 'Salaam Delhi 6', in Shahjanabad Road, which will focus on exploring new areas in Old Delhi and expose places where street children hide at night.

DH News Service

Deccan Herald, New Delhi, January 5, 2012



## NIIT UNIVERSITY Building CAREERS

**SET UP** with the vision of being the leading center of innovation and learning in emerging areas of the knowledge society, the not-for-profit NIIT University is dedicated to building great careers and ensuring exceptional job opportunities to all its students. It has been developed as an institute of excellence to provide exceptional education based on the four core principles that make learning industry-linked, technology-based, research-driven and seamless.

Nestled in the foothills of the Aravali hills in Neemrana, Rajasthan, the picturesque 100-acre fully residential green campus of NIIT University is equipped with state-of-the-art technology-enabled teaching methodology that's backed by a strong research-focused curriculum for facilitating a continuous process of learning and development.

NIIT offers BTech Programs in Computer Science and Engineering, Information and Communication Technology, Biotechnology and Electronic and Communication Engineering; MTech Programs in Educational Technology, Embedded Solutions and Convergence, Computing and Communications and in Bioinformatics; and PhD programs in all the above disciplines. Besides, the University recently announced an MTech program in GIS.

The University also Offers an MBA program (NU-MBA) designed to help aspiring professionals build meaningful connections to the real world of business and become successful leaders of future. Through the Mentorship Program, each MBA student will be mentored by an eminent CEO and coached by an industry professional. NU-MBA will train future CEOs to deal with challenges and opportunities thrown up by emerging economies such as China and countries in Africa through its international immersion program. The University has launched an industry-linked program in MBA (Banking & Finance) in collaboration with ICICI Bank.

Vibrant social and recreational activities form the heart of campus life at NIIT University, with a host of students activities. The campus provides students a wide array of sports activities like volleyball, basket ball, tennis, a golf/putting range and gymnastics. Furnished student hostels make life comfortable for students.

The Indian Express, New Delhi, January 18, 2012

### NIIT University launches 'Scholar search programme'

New Delhi, Jan 6

The not-for-profit NIIT University has announced its 'Scholar Search Programme' that will enable meritorious students to secure early admission in its B Tech programmes on the basis of their performance in 10<sup>th</sup> and 12<sup>th</sup> standard examinations and a student-parent interaction process with the university. "The university recognises a student's achievement in school and, therefore, does not take an additional entrance test for those who have secured more than 70 per cent in class 12<sup>th</sup>. However, students who have secured less than 70 per cent need to submit their IIT/JEE, AIEEE or SAT rank/scores or appear for the NU entrance test," the university said in a release. The NIIT University currently offers 4-year BTech programme in three streams - Biotechnology, Computer Science and Engineering, and Electronics and Communication Engineering. — **Our Bureau**

Hindu Business Line, Hyderabad, January 7, 2012

### FINANCE PROGRAMMES

KPMG and NIIT Imperia have introduced three taxation programmes, covering direct tax, indirect tax and regulatory aspects, including upcoming direct tax code (DTC) and goods and services tax (GST) legislations to meet the growing training needs of finance, accounting, taxation professionals and other stakeholders. Batches will start in the first week of February.

The Times of India,  
New Delhi, January 9, 2012



### Nokia, Tata remain top two most trusted brands

Our Bureau

Mumbai, Jan. 16

Nokia and Tata have retained their first and second positions as India's two top trusted brands this year in the Brand Trust Report 2012.

The report, which lists India's 1,000 most trusted brands, is based on primary research conducted on 61 components of trust - a proprietary tool of Trust Research Advisory. The research is conducted with 2,718 'influencer' respondents from 15 cities, generating more than 2 million data-points from 12,000 hours of research.

Sony, the Japanese electronics giant, has slipped to fifth position this year, out-ranked by the two aggressive South Korean chaebols, LG at third and Samsung on fourth position.

Maruti Suzuki has improved its position by one notch and is India's sixth most trusted brand this year. Bajaj, ranked seventh, is a new entrant in this year's top ten (last year it was ranked 12th); LIC and Airtel are unchanged from last year, at eighth and ninth ranks, respectively. Reliance has slipped to the 10th most trusted brand this year (from sixth last year).

Among 22 personalities listed in the report, Anna Hazare has surged, gaining the nation's trust ahead of Sachin Tendulkar, Salman Khan, Amitabh Bachchan and Aamir Khan who feature in that order.

Most trusted leaders in other categories include Armani in branded fashion, DLF in construction, NIIT in education, ONGC in energy, PVR in entertainment, Pepsi in F&B, Dabur in healthcare, Taj Hotels in hospitality, Google in internet, ACC in manufacturing, Thomas Cook in services, Being Human in the social sector, Hewlett Packard in technology, and Air India in airlines.  
[purvita@thehindu.co.in](mailto:purvita@thehindu.co.in)

Hindu Business Line,  
New Delhi, January 17, 2012

### केपीएमजी ने लांच किये

#### तीन नये पाठ्यक्रम

लखनऊ। केपीएमजी ने एनआईआईटी इम्पेरिया के सहयोग से तीन नये कर निर्धारण पाठ्यक्रमों को यहां लांच किया। इन अत्याधुनिक प्रोग्राम के माध्यम से छात्र डायरेक्ट टैक्स कोड (डीटीसी), माल व सेवा कर (जीएसटी) सहित प्रत्यक्ष कर, अप्रत्यक्ष कर और विनियामक पहलुओं के बारे में ज्ञान अर्जित कर पाएंगे। केपीएमजी के हेड उदय वेद और एनआईआईटी लि.कॅरियर बिल्डिंग सॉल्यूशन्स के चीफ एक्जीक्यूटिव जी.राघवन ने बताया कि सर्टिफिकेट प्रोग्राम इन टैक्स रेग्यूलेशन, एडवांस्ड प्रोग्राम इन टैक्स रेग्यूलेशन और डिप्लोमा इन टैक्स रेग्यूलेशन कोर्स के माध्यम से वित्त, एकाउंट और कर निर्धारण में पेशेवर छात्रों की संख्या बढ़ सकेगी।

Rashtriya Sahara,  
Lucknow, January 14, 2012

## KPMG India, NIIT Imperia join hands for taxation training

Our Bureau

New Delhi, Jan. 4

KPMG and NIIT Imperia on Wednesday announced the launch of three taxation training programmes aimed at corporate and aspiring professionals.

The Certificate Programme in Tax Regulations, Advanced Programme in Tax Regulations and Diploma in Tax Regulations will be offered in 30 NIIT Imperia centres spread across 21 major cities,

a KPMG release said. The programmes are expected to commence in the first week of February.

KPMG's senior professionals will use NIIT's learning technology to impart training on these programmes, which are designed to bridge the gap between theory and practice and prepare the industry in advance for the proposed regulations of Direct Taxes Code and Goods and Services Tax.  
[krsrivats@thehindu.co.in](mailto:krsrivats@thehindu.co.in)

Hindu Business Line,  
New Delhi, January 5, 2012



## फतेहपुर/कानपुर

# एनआईआईटी सेन्टर का हुआ उद्घाटन

जिला संवाददाता

फतेहपुर। एनआईआईटी फतेहपुर ने बड़े धूमधाम के साथ अपने नये सेन्टर का शुभारम्भ किया। इस अवसर पर मुख्य अतिथि के रूप में आये संस्था के डायरेक्टर एफ्यू ने बताया कि आईटी के क्षेत्र में अपना महत्वपूर्ण योगदान देश और युवा विकास को बेहतर भविष्य निर्माण में सहयोग देगी।

इस केन्द्र के उद्घाटन के साथ ही एनआईआईटी ने एक और साखा खोली है। जो निश्चित रूप से आईटी के क्षेत्र में जनपद के युवाओं की अपेक्षाओं को पूरा करेगी। इस अवसर पर कानपुर बार एसो. के महामंत्री नरेश चन्द्र त्रिपाठी, सर्विस टैक्स अधिकारी एसो. के अध्यक्ष जफर अलवी, कापनाल खान, रचना थी। ओवैश हाशमी, अब्बास अलवी शैला अल्वी आदि लोग मौजूद आये।

हुए अतिथियों का आभार व्यक्त करते हुए सेन्टर मैनेजर राहुल शर्मा ने कहा कि आई टी के दौर में सेन्टर नये प्रतिमान स्थापित करते हुए जनपद में कैरियर विकास में युवा लोगों का सहयोगी आदि रहे।



मौजूद आये।

हुए अतिथियों का आभार व्यक्त करते हुए सेन्टर मैनेजर राहुल शर्मा ने कहा कि आई टी के दौर में सेन्टर नये प्रतिमान स्थापित करते हुए जनपद में कैरियर विकास में युवा लोगों का सहयोगी आदि रहे।

Jana Kadam, Lucknow, January 17, 2012



career science 1 COMPUTER PROGRAMMER

## Tech speak

### THE LOWDOWN

Computer programming is all about developing a code, which is a sequence of logical steps written in syntax, and understood by one of the many languages used by computers. This code, when executed, should perform an activity that helps a function of a business work effectively. Preparing a programme begins with a complete description of the task that the computer has to perform. This description explains what data has to be keyed in, what computing must be done, and what form the output should take. The language a programmer uses depends on the job to be done. For example, if a job involves processing data, the programmer will use COBOL. If it involves solving scientific problems, Fortran might be used. Commonly used languages include BASIC, Pascal, C, C++ and JAVA. New languages are constantly being developed.

#### ■ CLOCKWORK

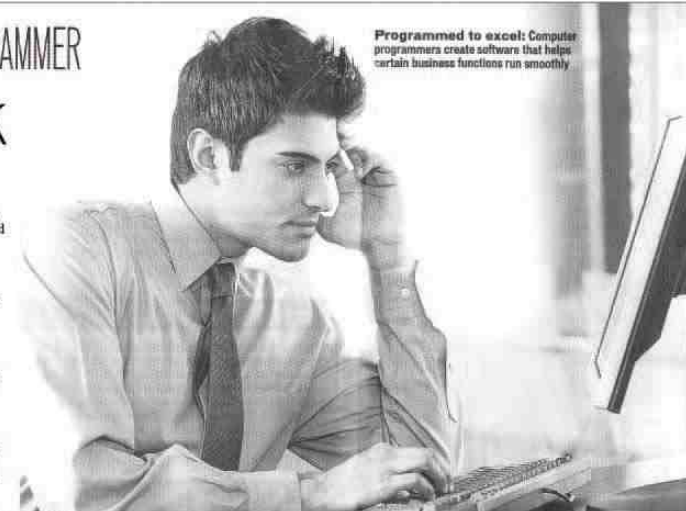
8am: Reach office, check e-mail, plan for the day  
10am: Check the scheduled jobs running on the server. Troubleshoot for any failures  
11am: Contact system software vendors if the failures are due to system software and work out resolutions.  
12pm: Analyse changes requested by the client



1pm: Lunch  
2pm: Meet team to discuss the changes and allocate work among team members  
3pm: Work on the tasks assigned, which include research / development / client interactions  
5pm: Review the project activities and ensure everything is going as per plan  
7pm: Go home

#### ■ THE PAYOFF

Entry level: ₹2.5 lakh to ₹3.5 lakh a year



Programmed to excel: Computer programmers create software that helps certain business functions run smoothly



It is a great profession to be in and offers good growth prospects and money. The IT industry is moving at a fast pace offering opportunities to young graduates to explore their potential  
Dhriv Chauhan, computer programmer, based in Delhi

istry, math in Class 12 and sit for the various engineering entrance examinations. Then you can pursue BE/ B.Tech. Also, provided you are a science graduate, you can do MCA or MSc (computer science). Apart from this, postgraduates and engineering graduates from streams other than computer science can do computer courses from private institutions such as NIIT, Aptech, CMC, etc to become computer programmers

#### ■ INSTITUTES AND URLS

■ ITs, multiple locations  
www.itl.org  
■ Delhi Technological University, New Delhi  
www.dtu.ac.in  
■ Netaji Subhash Institute of Technology, New Delhi  
www.nsit.ac.in

■ University of Delhi  
www.du.ac.in  
■ University of Pune  
www.unipune.ernet.in  
■ NIIT  
www.niit.com

#### ■ PROS AND CONS

■ If you are a tech freak, this is the career for you  
■ The challenge the job offers is worth taking up  
■ The money is good  
■ A time bound job  
■ Often you have to work for long hours to meet deadlines  
■ If you are working on international projects you may have to work at odd hours because of the time difference  
■ It's a desk job and requires you to stare at the computer screen all day. Not good for your eyes and your fitness levels

#### ■ TRAVEL

year. You can go on to earn in the range of ₹5 lakh to ₹8 lakh a year after working for four to six years  
Middle level: ₹8 lakh to ₹20 lakh a year

#### ■ SENIOR LEVEL

Senior level: ₹15 lakh to ₹50 lakh a year

#### ■ SKILLS/TRAITS

■ Thorough understanding of the basics of software programming

and associated areas  
■ Ability to think logically  
■ Strong communication skills  
■ Ability to work in teams  
■ Good problem-solving skills  
■ A programmer also needs

patience, persistence and the capability to perform analytical work

#### ■ GETTING THERE

You have to study physics, chem-

Hindustan Times, New Delhi, January 18, 2012



## Education stocks back on investors' radar

BS REPORTER  
Mumbai, 10 January

Education stocks have again come back into the limelight, as investors judge the correction in these once-fancied sector amid hopes of consolidation.

Shares of Everonn Education, which closed at ₹467.55 on the BSE today, have so far gained 41.3 per cent this year, as the acceptance ratio of 58 per cent for the Varkey group's open offer and increase in FII limit to 24 per cent triggered the rally. The open offer closed on December 31.

Aptech shares have gained 38 per cent in the year so far. Others like Zee Learn, Educomp Solutions, NIIT and Career Point have rallied 13-28 per cent. The Sensex gained just 4.6 per cent during the same period (see table).

"We are extremely bullish on the Indian education sector in the long term," said Sujana Hajra, chief economist and executive director, Anand Rathi Financial Services. "The demand for education services is going to be huge and government policies are likely to lead to some kind of consolidation in the sector," he added.

According to a recent Anand Rathi report on Indian education, authored by Hajra and Atul Thakkar, an overall \$600 billion spent on education annually at comparable prices has made India's education sector bigger than that of the US. The private education revenue, which is growing at a compounded annual growth rate (CAGR) of 19 per cent, is set to reach \$45 billion by 2015 — from \$30 billion in 2012.

Ambareesh Baliga, chief operating officer at Way2-Wealth Securities, says, the

sharp move in Everonn shares is "basically on the back of the open offer", while Aptech has shown upward move on the promoters' auction talks. "Other stocks in the sector were beaten down so much that now they are bouncing back in tandem with Everonn and Aptech," he added.

The government's focus on education, evident in the passing of the Right to Education Bill in 2010 and in the increasing budgetary and Plan allocations for the sector, has generated significant opportunities for companies in the business, says a report from brokerage firm First Global. According to it, companies like Educomp Solutions, Everonn Education and NIIT, with their strong content development capabilities and scalable delivery models, have an early-mover advantage in the education business.

The last Union Budget saw the government allocating ₹42,000 crore for the Ministry of Human Resource Development (an increase of 17 per cent over last year), ₹31,000 crore for the Department of School Education and Literacy and ₹11,000 crore for higher education.

The government schools' technology investments have been funded by the Information & Communication Technology school initiative under the Centre's Sarva Shiksha Abhiyan scheme. "Education stocks had gone out of favour in the last many months due to company specific issues," said Mehraboon Irani, principal & head, private client group, Nirmal Bang Securities. "This kind of rally always happens in all beaten down fancied stocks."

### BACK IN LIMELIGHT

Company	Price (in ₹)	% change in stock price	
Name	10-01-2012	1 Day Change	YTD
Aptech	90.90	20.00	37.73
Infinite Computer Sol	74.25	19.95	23.65
Jetking Infotrai	61.10	19.92	31.82
Everonn Educat.	467.55	18.11	41.32
Birla Shiksha	9.66	12.98	37.41
Usha Mart. Edu.	14.94	7.17	24.50
Career Point	230.10	6.40	13.04
Zee Learn	15.22	5.55	27.36
Educomp Sol.	220.30	5.33	14.59
NIIT	41.60	4.26	14.13

Compiled by BS Research Bureau

Business Standard,  
New Delhi, January 11, 2012

## NIIT Q3 net profit at ₹40.75 cr

New Delhi, Jan 20: IT training firm NIIT on Friday posted a net profit of ₹40.75 crore for the third quarter ended December 31, 2011. The figures are not comparable with previous quarters as the company divested its US-based subsidiary Element K during the reporting quarter.

NIIT's net revenues (excluding financials of Element K) rose to ₹239 crore during the quarter under review, up 15% from ₹207.9 crore in the year-ago period.

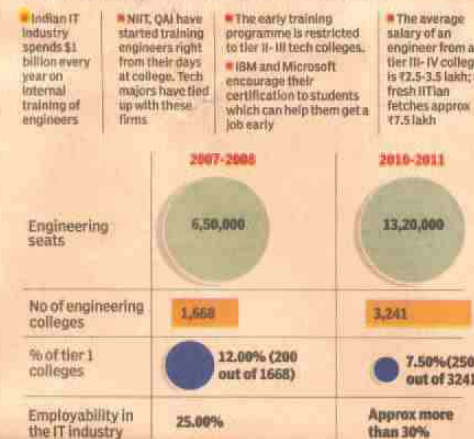
"The acquisition of two global clients for delivering multi-year, multi-million dollar managed training services and growth in enrollment reflected the strong acceptance of the NIIT brand in these challenging times," said NIIT CEO VK Thadani.

PTI

Financial Express,  
New Delhi, January 21, 2012



### CATCHING THEM YOUNG



Diksha Dutta

IT IS a dilemma in the \$70 billion Indian IT industry. Should the company hiring an engineering graduate spend a significant amount on IT training or should the technology institutes be more conscious about making their students employable. But today, both the sides seem to be looking at collaborative measures to solve this problem. Whether it be training students right from their 4th semester in college or the big tech majors hiring third party training institutes to go and catch trained students for them—the endeavour is to make them competent and readily employable in the marketplace.

There are also big league tech companies like IBM and Microsoft, which train students from tier II and tier III colleges. It is not necessary that the student will be hired by IBM; the company certification will definitely help the student in the long run. Himanshu Goyal, country manager, IBM Career Education, says, "We are concentrating on training students specifically in the tier III and tier IV colleges. Though we train students on the IBM technology, this helps them get jobs in other mid-sized IT companies. Recently, a student from an engineering college in Dewangiri got a job in Mindtree. Also, two students from Jaipur got a job in Symphony Services after training through IBM."

Sangeeta Gupta, senior vice-president at IT industry forum Nasscom, gives a broad industry perspective: "Though the employability rate in the IT industry was 25% as per our study in 2005, we believe that the situation is better now because of initiatives by tech companies like IBM and Microsoft who have started their own certification programmes. Even the Indian tech companies are now tying up with colleges to train the students during the course tenure. We also see a plethora of third party training firms like Talentprint, QAI, NIIT, among others, that are helping in making these engineering students employable."

At present, the average salary of an engineer from a tier III-IV college would range anywhere between ₹2.5-3.5 lakh. However, the average salary of an engineering graduate from Indian Institutes of Technology (IIT) would be northwards of ₹7.5 lakh. Most of the training is needed only in the smaller towns as newer engineering colleges are opened in these low-cost locations. As per Purple Leap, an Educomp and Pearson joint venture, though the number of engineering colleges in our country have doubled in the last four years, the percentage of tier I colleges has halved. This means more engineers, but not the best trained.

Amitabh Lahiri, head—ILS-IT, Career Building Solutions, NIIT, says, "We have tied up with more than 3,000 colleges and most of them are tier II downwards. We train students on skills like Java and other soft

skills as well. Our placement rate ranges between 60-70%. Both tech companies as well as colleges are keen to collaborate with us for training the students. We also get in touch with colleges ourselves and educate them on training the students." Though Lahiri did not mention the names of companies that approach NIIT to get hold of trained engineering graduates, he ensured that the list includes significant industry leaders.

In an earlier interaction, Himanshu Goyal had remarked, "The IT industry faces a challenge in training employees on righteous skills like software testing. We are helping students getting trained on such skills in collaboration with QAI, a consulting and workforce development organisation. And if we have a requirement for such talent, IBM would definitely consider these trained students for a job with IBM." QAI trains students from different colleges like Punjab Technical University, Apeejay College of Engineering and Noida Institute of Engineering on skills like testing and helps them get a job as and when demanded by tech majors. QAI has trained 4,000 engineers overall on software testing till now. At present, the country produces only 3,000 testers, but the nation will soon need

# TRAIN EARLY TO GET A JOB

The success story of India's IT industry might be well documented, but a stark reality has been staring us in the face for quite sometime. There continues to be a shortage of talent. While tech majors are doing their bit to build the skill-sets of youth growing up in smaller locations and make them readily employable, the time has come for all stakeholders to accelerate this process

25,000-30,000 testers each year. Even IBM's Academic Initiative worldwide is to partner with colleges and universities in India to better educate millions of students for a more skilled and competitive IT workforce. Professional certifications have become even more important as companies prefer to hire people who need little or no on-job training. A professional IBM certification in open standards technologies can make the difference between getting hired and being left out, which is what this programme offers.

An IT industry expert explains the dynamics behind this: "It is always an additional advantage for a company like IBM to train students on their technologies as it will help them in the long run. Such students would be trained to work on IBM hardware and this would be their specialisation."

IBM has established centres of excellence of various technologies to enable the colleges have hands on environment with latest IBM technology trends with updated resources. A centre of excellence (CoE) is a physical space in a college which acts as the central ground for trainings and certifications from IBM. The CoE is an exclusive offer to colleges with the potential to create numerous certified professionals. So far, the 154 IBM CoEs established in over 20 states have helped train 90,000 students and certifying another 45,000 in various IBM technologies.

As companies and colleges continue to work hand in hand, it remains to be seen who will take the lead in writing the next chapter for IT industry success in India!

Financial Express, Mumbai, January 9, 2012



## Europe does limited offshoring, so there is an opportunity: NIIT Tech CEO

Moumita Bakshi Chatterjee  
New Delhi, Jan. 30

The Western markets are throwing up one poser after another for Indian IT services sector, which so far has been used to achieving strong growth targets with practiced ease. As it is, there is still no fix in sight for Euro zone and, in the US ahead of the elections, the anti-outsourcing sentiments are running high.

But Mr Arvind Thakur, CEO of NIIT Technologies Ltd, believes that IT spends on 'running the business' and transformation deals are relatively safe. However, where 'discretionary' spends are concerned, it is the business value that will drive decision-making. *Business Line* caught up with Mr Thakur to discuss the macro economic challenges and the road ahead. Excerpts:

### How are the IT spends shaping up for 2012?

I think they (clients) are still in the process of evaluating the environment. I don't think there will be any significant budget cuts. Customers will look at budgets from a slightly different perspective. There is an element where spends are necessary, stuff that keep the business running like infrastructure and application maintenance. So this 'lights-on' IT budget, is secure. There is another element which has to do with taking forward the transformation programme. These pertain to redoing platforms



*I think they (clients) are still in the process of evaluating the environment. I don't think there will be any significant budget cuts.*

— Mr Arvind Thakur, CEO of NIIT Technologies

and technology refreshes. That, too, will continue. In the third element, which is 'discretionary', it is the business value which will be the deciding factor. So, there is an element that will be driven by how a business feels about the spend. Those discretionary spends, where businesses do not see immediate value, could be impacted. If at all there is a change (in IT budget), it will be in discretionary spends.

### What is happening in Euro zone? Will macro concerns prompt cut backs in outsourcing?

The concern is not only in Europe, it is global. The situation in Europe is something, which, if not managed well, can have a contagion effect across the globe. Problems of Europe are not just localised to Europe, but can have far reaching implications across the world. But as far as we are concerned, there is also an opportunity. That is providing 'more for less'.

People in Europe, particularly Continental Europe, will be more cautious about spends. It is also a region which does a lot of outsourcing but has limited offshoring - that is an opportunity. So where improving cost structure and tech spends are concerned, Europe has a lever in form of increasing offshoring component of outsourcing.

### As a company, what strategy have you adopted to deal with global risks?

Looking specifically at NIIT Technologies, you will notice that our business is fairly balanced across geographies. About 37 per cent of our revenue comes from the US, close to 39 per cent from EMEA (Europe, Middle East and Africa) and the balance from Asia. Even in EMEA, we are seeing growth in the UK and the Middle East - so we are hedged significantly. Asia is, of course, a market where you will continue to see growth. So in terms of our geographic mix, our risks

are quite mitigated.

**Anti-outsourcing sentiments have been running high in the US ahead of the elections? Will it impact customer decision-making in the coming days?**

It is not anything new. These sentiments have got whipped-up at different points in time. However, we need to understand that the US is the largest economy, which has a dominant say by its businesses. At the same time, one has to be mindful of the overall sentiments. If the political environment moves towards a situation where they put in 'non-tariff barriers', then you have to proactively start addressing the situation, even as Government and industry bodies try to reason out and prevent such protectionist measures.

### And how do you do that...

The solution is to do more activity onsite (in the US) with local people. Companies in India have already started doing that. For NIIT Technologies, in our onsite workforce, about 34 per cent are locals. We have invested in creating near-shore facility in the US (Augusta), which can provide cost benefits. Of course, there is the issue of sentiments that has to be dealt with, but still the driver in that environment and economy is going to be economic benefits that accrue to companies.

So we are not worried in terms of business prospects.  
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Hindu Business Line, New Delhi, January 31, 2012



## NIIT Tech Q3 Net Up 34% at ₹64 Crore

PRESS TRUST OF INDIA  
NEW DELHI

IT company NIIT Technologies on Wednesday reported a 34% increase in consolidated net profit to ₹64 crore for the quarter ended December 31, 2011. The company had posted a net profit of ₹47.8 crore for the same period a year ago.

NIIT Technologies registered a 44% jump in consolidated revenue to ₹433 crore during the reporting quarter, compared to ₹300.6 crore in the same period during the 2010-11 financial year.

"We are pleased to report another quarter with all-round revenue growth in each geography and a quarter with growth in every industry segment of focus," NIIT Technologies Chief Executive Officer Arvind Thakur said. Consolidated revenues grew 16.7% sequentially during the quarter on the back of volume growth of 7.8% vis-a-vis the previous quarter.

"Strong growth in the US and EMEA and robust traction in the travel and transport segment were the prime contributors to these impressive results," Thakur added. During the quarter, the company got multi-million dollar repeat orders from top clients, which led to \$75 million of fresh order intake and a \$245 million executable order book for the next 12 months.

The company added four new customers during the quarter, including two customers in the BFSI (banking, financial services and insurance) space and one each in the travel and transport and manufacturing segments.

The Economic Times,  
New Delhi, January 19, 2012

## NIIT Tech's resource planning project for BSF now operational

Our Bureau  
New Delhi, Jan. 5

NIIT Technologies Ltd said Thursday that the "Intranet Prahari Project" and the data centres built by the company for Border Security Force have become operational.

BSF Jawans posted in 237 locations will now be able to access their personal data from wherever they are posted. Under this Project, network connectivity has been extended up to Battalion level and NIIT has also set up a data centre and disaster recovery centres in different seismic zones.

"Besides this, ten mini data centres have been established... We have also set up an entire tech infrastructure that entails servers, printers, desktops, routers and switches amongst others. The project is essentially an enterprise resource planning solution wherein all major processes such as finance, inventory management, operations and personnel information have been automated and integrated," Mr Arvind Mehrotra, President Asia Pacific, NIIT Technologies said.

The system will facilitate operational analysis as well as planning in the domain of procurement, finance and manpower management with an aim to speed up decision making and reduce paper work. Alongside, IT training has been imparted to about 150 officers and subordinates officers as part of the project. Around 20,000 personnel were given training on the fundamentals of computers and on the software application developed under the project. NIIT had bagged this Rs 229-crore project last year, with payments linked to milestones. Besides the commissioning, the 7-year project also entails a warranty and maintenance phase.

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Hindu Business Line,  
Hyderabad, January 6, 2012



## NIIT Tech on Consolidation Mode, No Fresh Buyouts

by Sankalp Saini

**New Delhi:** Information technology services company NIIT Technologies has enough cash on its book in case a good acquisition opportunity comes its way in future and is looking to consolidate and integrate the acquisition of a Spanish company it made last year, Chairman Rajendra S Pawar said on Wednesday.

"There is enough cash... That is not which should get in the way of any significant acquisition," Pawar told *Express* on the sidelines of the company announcing its quarterly results for October-December.

While maintaining that NIIT technologies is always looking for acquisitions in the banking, financial ser-



**Rajendra S Pawar**

vices and insurance, and travel and transport segments, he said the company is not close to announcing or making an acquisition right now.

"If we do (an acquisition) we will do in the spaces in which we are operating and in those verticals discussions

are going on all the time... and therefore in the next couple of quarters we see ourselves putting a lot of energy on those (previous acquisitions) rather than hunting out," he said.

Meanwhile, the company reported a 34 per cent rise in October-December consolidated net profit to ₹64 crore on the back of strong deal pipeline and rupee depreciation. In the year ago period, the company had posted a net profit of ₹47.8 crore. The company posted a 44 per cent growth in consolidated revenues for the quarter to ₹433 crore. Of the total revenues, travel and transport segments contributed 38 per cent while banking, financial services and insurance contributed the balance 36 per cent.

*The Indian Express, Chennai, January 19, 2012*



## NIIT NGURU SET TO REDEFINE SCHOOL EDUCATION IN GWALIOR

**Gwalior,** NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, has announced the launch of cutting edge ICT enabled solutions for the schools of tomorrow, under the aegis of 'NIIT NGuru'. These cutting edge solutions which significantly improves the efficacy of the teaching and learning experience for school administration, teachers and students alike, aim to bring in a paradigm change for schools in Gwalior.

NIIT NGuru is a holistic range of School Learning Solutions that aims to make the vital

process of teaching and learning simpler, thus bringing back the joy of learning for students. It is an integrated and comprehensive teaching, learning and education resource planning solution for the schools that has been designed to address the needs of all key stakeholders within the education realm-Students, Teachers, School management and Parents. We are pleased to introduce cutting edge training programs for schools in Gwalior, which will enable them to achieve excellence in all aspects of education and take teaching-learning experience to the next level."

*Financial Standard, Gwalior, September 30, 2011*

## NIIT NGURU TO REDEFINE SCHOOL EDUCATION

**LUDHIANA:** NIIT Limited, Global Talent Development Corporation and information technology (IT) trainer, announced the launch of Information and Communication Technology (ICT)-enabled solutions for schools of tomorrow, under the aegis of NIIT NGuru, here on Tuesday.

The solution aims at improving the efficacy of teaching and learning experience for school administration, teachers and students alike. Principal BCM Arya Model Senior Secondary School, Ludhiana, Paramjit Kaur unveiled the ICT-enabled solutions.

NIIT NGuru launched the Quick School in Ludhiana, which is a complete software dedicated to support administrative functions of schools, smartly and efficiently. A unique offering from NIIT, Quick School takes away the complexity from day-to-day operational/administrative work and enables school to manage and administer itself in the most efficient and error-free way. So whether it's maintaining or analysing student attendance, teacher attendance, report card generation, fee or any other record, all can be done with the click of a mouse.

**HT Live,**  
*Ludhiana, September 7, 2011*





## गणित से अब भागने की नहीं जरूरत

जयपुर। वैश्विक स्तर पर अग्रणी टैलेंट डेवलपमेंट कॉर्पोरेशन तथा एशिया में सूचना तकनीकी के क्षेत्र में प्रशिक्षण प्रदान करने वाली सबसे बड़ी संस्था एनआईआईटी लिमिटेड ने 'एनआईआईटी एनगुरु' के संरक्षण में स्कूलों के लिये अत्याधुनिक आईसीटी सन्निहित भविष्यगामी समाधानों के लॉन्च की घोषणा की है। इन समाधानों का उद्देश्य अध्यापन एवं अध्ययन अनुभवों में वृद्धि करना है, जिसका लाभ स्कूल प्रबंधन, शिक्षक एवं छात्रों को मिलेगा। इसका उद्देश्य जयपुर के स्कूलों में व्यापक पैमाने पर बदलाव लाना है।

एनआईआईटी एनगुरु स्कूलों के लिये एक संपूर्ण शिक्षा समाधान है, जिसका उद्देश्य अध्यापन एवं अध्ययन की प्रक्रिया को सरल बनाना है, ताकि छात्रों में पढ़ाई के प्रति दिलचस्पी पैदा हो सके। यह एक एकीकृत और समेकित समाधान है, जो अध्यापन एवं अध्ययन प्रक्रिया के लिये ही सिर्फ समाधान उपलब्ध नहीं कराता है, बल्कि

शैक्षणिक संसाधनों के लिये योजना बनाने में भी मददगार साबित होता है। एनआईआईटी लिमिटेड के प्रेसिडेंट-स्कूल लर्निंग सोल्यूशंस हेमंत सेठी ने कहा कि, 'एनआईआईटी एनगुरु सदैव इस प्रयास में संलग्न है कि स्कूलों के वर्तमान पाठ्यक्रमों को आईसीटी सन्निहित अध्यापन एवं अध्ययन समाधानों के माध्यम से रूचिकर तथा संवादपरक बनाकर छात्रों में पढ़ाई के प्रति दिलचस्पी जागृत की जा सके।

एनआईआईटी एनगुरु स्कूलों के लिये एक संपूर्ण शिक्षा समाधान है जो समुचित तकनीकी का उपयोग कर स्कूलों की संपूर्ण शैक्षणिक आवश्यकताओं को यथासंभव पूरा करने का प्रयास करता है। एनआईआईटी एनगुरु समाधान में शिक्षकों के लिये इंटरैक्टिव क्लास रूम के लिये अध्यापन एवं अध्ययन से संबंधित संपूर्ण समाधान, जिसमें संवादपरकता, स्वचालन एवं वेब लिंक्स लाइब्रेरी भी शामिल हैं।

Dainik Amber, Jaipur, September 29, 2011



## NIIT NGuru set to redefine school education in Guwahati

GUWAHATI, SEPT 29: NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, has announced the launch of cutting edge ICT enabled solutions for the schools of tomorrow, under the aegis of 'NIIT NGuru'. These cutting edge solutions which significantly improves the efficacy of the teaching and learning experience for school administration, teachers and students alike, aim to bring in a paradigm change for schools in Guwahati. NIIT NGuru is a holistic range of School Learning Solutions that aims to make the vital process of teaching and learning simpler, thus bringing back the joy of learning for students.

It is an integrated and comprehensive

teaching, learning and education resource planning solution for the schools that has been designed to address the needs of all key stakeholders within the education realm—Students, Teachers, School management and Parents.

Hemant Sethi, President, School Learning Solutions, NIIT Ltd., said, "NIIT NGuru endeavours to bring back the joy of learning by making the present curriculum in Schools interesting and interactive, through use of innovative ICT enabled teaching & learning solutions. We are pleased to introduce cutting edge training programs for schools in Guwahati which will enable them to achieve excellence in all aspects of education and take teaching-learning experience to the next level."

The Meghalaya Guardian, Guwahati, September 30, 2011



## Small, the new big for IT industry



RAJENDRA S PAWAR

Indian IT industry is all set to achieve its projected revenue target of \$100 billion in 2011-12 and is projected to achieve revenues of \$225 billion by 2020. This is an ambitious target that will require all the stakeholders in its eco-system to collectively innovate and catalyse growth. What this means is that besides the large players, the industry's rapidly proliferating small and medium enterprises (SME) segment must also come forward, actively contribute and help deliver enduring growth to the sector.

During the last year, revenue from SME companies was about \$5 billion. However, during the last three years they have witnessed a growth of about 40 per cent, well ahead of the average industry growth. Start-ups which commenced operations a few years ago are already entering a high

growth spiral. Disruptive innovations in the areas of technology, revenue and delivery models are creating a level playing field for these new players globally, enabling them to come into their own.

Over the last decade, the Indian IT industry has witnessed a steep jump in the number of its SMEs, including start-ups and product companies. By the end of 2011, there were over 2,400 product firms, compared to just 74 in 1995.

The eco-system simply abounds with some of these success stories. Eko, Zomato, Edserv, mChek, Gradatim, eTechies, Flipkart, Mobme, Zoho, Kinetic Glue, InMobi and Dhruva are companies that have come up over the last few years and created a niche for themselves in the market.

Small is going to be the new big for the industry. A growing recognition of this trend has led the IT-BPO industry as well as its industry body, NASSCOM, to launch several initiatives in 2011 targeted exclusively at emerging organisations.

In last one year, I have travelled across India, meeting over 150 SME companies to understand the challenges they face and to elicit their views on how these can be addressed.

### INDIA LEADERSHIP FORUM 20

February 14-16, Mumbai



Over the last decade, the Indian IT industry has witnessed a steep jump in the number of its SMEs

The feedback of NASSCOM's SME members indicates that these companies are constrained by their inability to participate in government tenders, and therefore the domestic market. They have poor access to working capital and government loans and are also excluded from government schemes meant for smaller players. On the operational front they are constrained by low awareness about best practices, shortage of skilled resources and inadequate policy and regulatory support.

While policy makers have initiated action to resolve these problems, strategic efforts to address these issues need to be scaled-up significantly over the next few years.

Hopefully, this year's budget proposal will have some specific incentives for the segment.

NASSCOM has provided a "stage" and developed "platforms" to spur the SME momentum, and the government and industry are working to provide an environment conducive for the emerging and start-up landscape. Clearly, there are great expectations from the industry's smaller, nimbler and innovation-led companies that will be the engines of growth for the sector over the next decade.

*The writer is chairman of NASSCOM and NIIT Group. Views expressed are his own.*

Business Standard, New Delhi, February 14, 2012



## NIIT's Pawar to get Nayudamma award

Our bureau

Hyderabad, Feb. 3

Mr Rajendra Singh Pawar, co-founder of the NIIT and Chairman, National Association of Software and Service Companies (NASSCOM), has been selected for the Dr Y.Nayudamma Memorial Award for the year 2011.

He is also the founder of the NIIT University. Announcing this in a media release, Mr. P. Vishnu Murthy, founder and managing trustee of the Dr. Y. Nayudamma Memorial Trust said that Mr Pawar has been chosen for his outstanding contribution to India's IT Industry.

He said that the award would be conferred on Mr Pawar at a special function to be held at Tenali, the native town of Dr. Nayudamma, on February 18, 2012. The NIIT Chief will deliver the 20th Dr Y. Nayudamma Memorial Lecture on the theme, "IT for National Development."

Justice Jasti Chalamaswar, Judge, Supreme Court of India, will be the Chief Guest of the function and present the award. Instituted by Dr Y.Nayudamma Memorial Trust, Tenali (Andhra Pradesh) in 1986 the distinguished awardees over the years include, Dr. V. Shanta, Dr.V.K. Saraswat, Dr.T. Ramasami, Dr. A. Sivathani Pillai, Dr. Nori Dattatreyyudu, Dr. Sam Pitroda, Dr. G. Madhavan Nair, Dr.Kota Harnarayana, Dr. V. K. Aatre, Dr. R. Chidambaram, Dr .R. A. Mashelkar, Dr. K. Kasturirangan, Dr. Verghese Kurien, and Dr. M. S. Swaminathan, to mention a few.

soma@thehindu.co.in

Hindu Business Line,  
Hyderabad, February 4, 2012



Officials of NIIT Ltd during the launch of Cisco certified programs at Jammu centre. —Excelsior/Rakesh

## NIIT launches Cisco certified programs

Excelsior Correspondent

JAMMU, Feb 10: NIIT today launched Infrastructure Management Services (IMS) courses including CCNA in its Jammu centre.

To meet the Industry's growing needs in Hardware and Networking field, NIIT will now provide training programs to students on Cisco authorized curriculum after successful completion of which the students will be eligible for Cisco certification which will enable them to take up lucrative careers as networking professionals and system engineers.

Speaking on the occasion, Syed Hasan Akthar, Area Head, NIIT Ltd said, "Training programs on Cisco technologies will enhance NIIT's offerings for the IMS and offer opportunities to the students and profes-

sionals to gain Cisco certification". NIIT as part of GlobalNet+ portfolio provides students with real time unique experience of Infrastructure Management, Business Desktop Deployment, WAN, OS Deployment, etc and thus make them Industry 'Ready and Future Proof'.

RK Sharma, CMD of the local NIIT's Franchisee Company distributed robust net books, fully paid data cards and a well designed digital courseware to the students undergoing NIIT's new age GNIIT program under cloud campus, supporting group learning through interactive features like 24x7 lab and e-library access, instant technical updates, interaction with faculty and peers and access to online video streams.

Daily Excelsior, Jammu, February 11, 2012



# Nasscom sees 200,000 new IT-BPO jobs in FY13

VISION 2020 sees the sector grow more than double to a \$225 bn industry

Shrenik Aviani

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**MUMBAI:** The information technology (IT) and IT-enabled services sector is set to hire more than 200,000 people in FY 2012-13 as demand grows in a maturing market and exports rise despite the difficult times in the Europe and the United States, said Nasscom and NIIT chairman Rajendra Pawar ahead of the 20th Nasscom India Leadership Forum, which begins in Mumbai on Tuesday.

"The industry has already given out 100,000 job offers and we may even surpass the 230,000 hirings that we did last fiscal year if the tailwinds are positive," Pawar said. "As Indian IT companies become truly global, they are hiring more and more non-Indian talent and at present 5-6% of the total workforce of our large IT companies is non-Indian."

Indian IT industry has 560 delivery centres in 70 countries. As the IT industry crosses the

## BRIGHT FUTURE DESPITE WESTERN GLOOM



Pawar: long sight?

### \$100 mn

The size of Indian IT industry 20 years ago. It is expected to cross \$100-billion mark this year.

### 33%

The contribution of IT companies incorporated outside of India

### 17%

The compounded annual growth rate of IT sector for the last 5 years

Domestic market is expected to grow at 13-16% while exports will grow at 11-14%.

\$100 billion mark this year, its share in global sourcing has touched 58% this year, up from 55% a year ago. Pawar also said that their Vision 2020 sees the Indian IT sector grow more than double its current size to a \$225 billion industry if the sector expands at a compound annual growth rate of 13% from 2013 onwards.

"The export market in fiscal year 2013 is likely to grow at 11-14% as there will be increased adoption of outsourcing by western companies due to the economic crisis," said Pawar. "Also, the government's spend on e-governance will see a tipping point this year and that coupled with technology adoption by small and medium businesses will see IT

revenues from the domestic market grow at 13-16%."

Tata Consultancy Services (TCS) CEO, N Chandrasekaran, said that the Vision 2020 target is achievable as Indian IT players have not yet covered many markets in the developed economies.

"There is a significant effort around the globe to improve efficiency and technology will play a big role in it," said Chandrasekaran. "This will throw up many opportunities for the Indian companies."

"Indian IT companies are investing in capability building as well as in creating new intellectual properties," Chandrasekaran added. "Big data analytics and cloud will throw up many opportunities and the situation will certainly get better from here on."

Nasscom president Som Mittal added that Indian IT companies have shown good leadership in uncertain times and business is doing than the general mood in the market.

Hindustan Times, New Delhi, February 14, 2012



# IT is critical change agent, says Rajendra Pawar

SPECIAL CORRESPONDENT

**Tenali:** The Chairman of the National Association of Software and Service Companies (Nasscom) and also founder and chairman of the National Institute of Information Technology (NIIT), Rajendra S Pawar, on Saturday asserted that the information technology would remain the critical change agent for this country and its people going forward.

He was presented with the prestigious Dr Y Nayudamma Award by Supreme Court judge Justice Jasti Chelameswar. The founder managing trustee of the Nayudamma Memorial Foundation, P Vishunmurthy, and its chairman Y Rahtheish Nayudamma spoke.

Later, delivering the 20th Dr Yelavarthy Nayudamma Memorial Oration, Pawar said that IT was indeed a panacea for the country's economic ills. "IT will enable the fruits of the country's development to reach those at the bottom of the pyramid and bring them into the mainstream," he asserted and reminded that this was the dream of Dr. Nayudamma, who believed in the common man enjoying the benefits of



Justice Jasti Chelameswar (right) presents Dr Y Nayudamma Award to (Nasscom) Chairman Rajendra S Pawar. Foundation chairman Rahtheish Y Nayudamma (left) and managing trustee P Vishnu Murthy are seen.

science and technology.

Pawar said that India's economic development had been on a roller-coaster ride, with the country witnessing its share of highs and lows over the last 300 years. He said that in the 1700s, the nation was probably at the peak of economic health, experiencing its golden age and accounting for over 22 per cent of global income, equal to the share of entire Europe. He felt that the country's wealth drew a host of intruders into the nation, who depleted India's re-

sources. The last 65 years, however, had seen India gradually ascend and the country was making its way back into the global spotlight, he asserted. India accounted for around 6 per cent of global GDP in 2010, which reflects a slow turnaround in fortunes and a successful effort to rebuild the country and regain its lost identity.

The turnaround became most visible after liberalization in the 1990s, he said, adding that the country saw the rise of India's IT-BPO in-

dustry, a significant contributor to the country's GDP, and a sector that placed it on the world map. "In a sense, the technology industry helped India gain its pride back, preparing it for global leadership," Pawar said.

He predicted that the role of the IT sector in India's development going forward was expected to be even bigger in the 21st century and termed it as the century of the mind. He added that technology services sector had witnessed tremendous expansion, growing from a \$1 billion entity in 1990 to a \$100 billion by the turn of 2011 in India.

Stating that the industry's share in GDP was around 7.5 per cent, he said it accounted for 26 per cent of India's exports. The industry created direct employment for 2.8 million people at the end of 2011, indirectly generating 12 million jobs for the country's youth.

"In fact, nearly 74 percent of people employed by the Indian IT-BPO industry are less than 30 years old, and 35 percent are less than 25 years of age," Pawar said. He further said that the IT sector had helped bridge the gender divide by hiring more women.

Hans India, Hyderabad, February 19, 2012



## IT's betting on e-gov projects this year

Promit Mukherjee & Beryl Menezes • MUMBAI

Headwinds such as uncertainty in the euro zone and Barack Obama's rhetoric against outsourcing in the US appear to be pushing local information technology players to explore opportunities closer home.

So much so, the National Association of Software and Services Companies, or Nasscom, sees government spend on e-governance as the major driver going forward.

Though the industry body is yet to announce numbers related to government spending for this fiscal, it believes the next fiscal will see a major push on this front as the infrastructure for such spending is now ready.

"Government spending in e-governance is expected to reach its tipping point in the next fiscal and this will be the major vector of growth for the

industry in the country," said Rajendra Pawar, chairman, Nasscom.

Pawar, who also heads India's biggest IT education company, NIIT, said the National e-Governance Plan (NeGP), mooted by the government a few years back, will see massive investment coming in the next fiscal.

This is expected to give a big fillip to software and services companies in the country.

NeGP seeks to create the right governance and institutional mechanisms, set up the core infrastructure and policies and implements a number of Mission Mode Projects at the Centre, state and integrated service levels to create a citizen-centric and business-centric environment for governance, according to the government website.

"The last five years was the time to put in place a robust infrastructure that is now more or less ready and deeply

penetrated into the states. Now is the time for accelerating the implementation and getting them operational," said Pawar.

He said the e-governance plan, when used in tandem with the Electronic Delivery of Services Bill, will create the right infrastructure for driving the IT and IT-enabled services (ITeS) industry in India in the next few years.

Nasscom president Som Mittal said the allocated budget is in excess of \$10 billion, of which just \$1-1.5 billion has been spent so far.

Experts feel the government can and should do more, though few are willing to share Nasscom's bullishness.

"While there have been efforts by the government, I think the government has to play a much more enabler role and not treat the industry as fully matured," said Pradeep Udhas, head, IT and ITeS, KPMG.

DNA, Jaipur, February 14, 2012



## Able with difference



**NEW BEGINNING:** A student gives a speech through sign language

**DETERMINATION** can overcome challenges of life. This was well proved by students of Noida Deaf Society (NDS) recently in a felicitation ceremony. Around 200 hearing impaired students of NDS were awarded certificates in courses like MS office, hardware/networking and graphic designing. These vocational courses are specially designed to impart employable skills to hearing impaired (HI) students and empower them to be a part of the mainstream talent pool.

Ruma Roka, founder and general secretary, Noida Deaf Society said, "This is indeed a very proud moment for NDS to see our students successfully completing their training and step into the professional world. We want these youth to change their and their families' lives for the good."



Dainik Jagran City Plus, Ghaziabad, February 2012



EDUCATION SUMMIT 2012

# WANTED A REVOLUTION

Bridging the skill gap, tying up with foreign universities, making the teacher the centre of the education universe. Academics, policymakers and administrators discussed these issues at the INDIA TODAY Aspire Education Summit.



REKHA PURIE, CHAIRPERSON OF THE VASANT VALLEY SCHOOL MANAGING COMMITTEE, WITH THE WINNERS OF THE INDIA TODAY ASPIRE EDUCATION SUMMIT 2012 AWARDS. (FROM LEFT) RAJEEV SHOREY, NIIT UNIVERSITY; P.D. JOSE, IIM-BANGALORE; MGH S RAJAN, MANIPAL UNIVERSITY; ARYA KUMAR, BITS PILANI; DEEPAK CHANDRA, ISB; DEEPAK DHAR, TIFR; PRAKASH JHA, FILMMAKER; RAVI PACHAMUTHU, SRM UNIVERSITY; S.C. SRIVASTAVA, IIT-KANPUR; J.M. KHURANA, DU; PRATEEK SHARMA, TERI; M. ASLAM, IGNOU; VIJAY THADANI, NIIT; SUDHIR K. SOPORY, JNU.

By Dhiraj Nayyar

In 2012, 65 years after independence, one out of every four Indians remains illiterate. While considerable progress has been made on ensuring that almost every child enrolls in school, only 40 per cent of those who are admitted to primary school make it to secondary school. Just 16 out of every 100 Indians make it to university. If these statistics do not improve rapidly, India can expect a demographic disaster rather than a demographic dividend. On evidence, no country has become an economic superpower with such dismal indicators in education.

The first India Today Aspire Education Summit held in New Delhi on January 27 brought together policy officials, academic administrators, academics, schoolteachers and other

interested stakeholders from both the private and public sector to debate the challenges that confront education in India from primary school to university. The crux of the challenge is two-fold: first, that of access, the need to get more young Indians to enter and complete primary and secondary school and then to enter and complete university. Second, is the issue of quality. It isn't enough to get them into educational institutions. It's necessary to ensure that they have access to quality learning.

In his inaugural keynote address at the summit, Union Human Resource Development Minister Kapil Sibal was passionate about his effort to address with equal intensity the twin challenges of quantity and quality. Said Sibal, "In developed countries, 40 out of 100 students reach university. In India, only 16 in 100 do. My aim is to double India's gross enrolment ratio by 2020. That is

the only way India can fulfil its economic dreams." He was quick to point out that the existing number of 604 universities and 31,000 colleges were grossly inadequate to accommodate a doubling of the gross enrolment ratio. Sibal argued that the Centre did not have enough resources to meet the entire demand. "Education is also a state subject, but most states are not allocating enough funds for the sector," he said. The Union minister's attempt to shift some of the blame for India's dismal education statistics onto state governments seemed to go against his other central argument that education must be taken away from the clutches of the political system.

Speaking before Sibal while opening the summit, Union Minister of Education M.J. Akbar made a strong case for depoliticising education. "Education is not a mere department of the

Government of India. It is a sacred trust. It is the one national responsibility which tempts me to suggest that it should not be run as a ministry but as a constitutional authority, in the manner of the Election Commission, beyond partisan lines inherent in the political system we have," he said. "Mass education", said Akbar "is the final challenge of the trust with destiny that was promised by our first and greatest prime minister, Jawaharlal Nehru."

In a second keynote address, entrepreneur Shiv Nadar, the founder of one of India's top IT companies, IIT, spoke about his philanthropic initiative in taking "elite education" to rural India. Nadar highlighted the need to create institutions that would deliver a "stunning impact" through the students they nurture and act as role model institutions for others. "The Indian Institutes of Technology are the best examples of

## Winning Streak

They walked away with the awards in various categories

### Greenest Campus NIIT UNIVERSITY

Most Innovative Use of Technology  
INDIAN INSTITUTE OF TECHNOLOGY, KANPUR

Best Teaching Practices  
IGNOU AND INDIAN SCHOOL OF BUSINESS, HYDERABAD

Most Innovative Curriculum  
TERI UNIVERSITY

Best Placement Cell  
IIM, BANGALORE

Best Hostel Facilities  
BITS PILANI AND MANIPAL UNIVERSITY

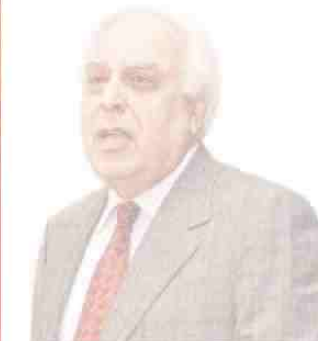
Best Extra-curricular Activities  
DELHI UNIVERSITY

Most Socially Conscious Campus  
JAWAHARLAL NEHRU UNIVERSITY

Best Research Facilities  
TATA INSTITUTE OF FUNDAMENTAL RESEARCH, MUMBAI

"In India, only 16 out of a 100 reach university. My aim is to double India's gross enrolment ratio by 2020."

Kapil Sibal  
Union HRD Minister





cover story



ISO (International Organization for Standardization) is the world's foremost developer and publisher of international standards

ISO is a network of national standards institutes of 161 countries, with a Central Secretariat in Switzerland

edex



Archanana Seker  
CHENNAI

manipal university

In its 58 years of existence, Manipal University, Karnataka, has managed to transform 600 acres of rocky hills without a blade of grass into a campus shrouded in greenery. Today, 22 per cent of the campus is lush green and the men behind this magic are TMA Pai, the varsity's founder; Ramdas M Pai, chancellor; Ranjan Pai, CEO of Manipal Education and Medical Group; HS Ballal, pro-chancellor; PLNG Rao, director of quality and compliance and Col PS Shetti, head of the projects team. In 2010-11, ₹14.98 crore was spent on setting up solid waste management, rainwater harvesting, vermicomposting, and waste water recycling plants. Now, the 40 litres of water that are required for daily usage is obtained by recycling. The entire campus is capable of harvesting rainwater. All the solid waste processed by vermicomposting is used as manure and the college hostels, which accommodate over 14,000 students, run completely on solar power. Students are encouraged to use bicycles or public transportation to minimise pollution on a campus where smoking and plastics have been banned. Says Col Badri, director of general purchase services, "A higher education community that is improving energy efficiency, conserving resources and enhancing environmental quality is truly a green campus." Already engaged in the conversion of vacant areas into lung spaces by planting trees, shrubs, creepers, turf etc, it also plans to promote the use of clean and safe technologies in order to utilise natural resources efficiently. Manipal has been certified as an ISO 14001:2004 organisation as per the series of voluntary standards on environmental management systems developed and maintained by ISO. Besides two mandatory courses on environment, eco-friendly practices are encouraged among the students. At Manipal, sustainability has become a way of

[sustainability]

Thinking green is the path ahead in this age of climate change and the threat of a nearing Armageddon. Edex takes a look at four campuses that have taken an active step forward in reducing their carbon footprint and instilling eco-consciousness in students by undertaking initiatives that ensure sustainability

TO GREEN campuses

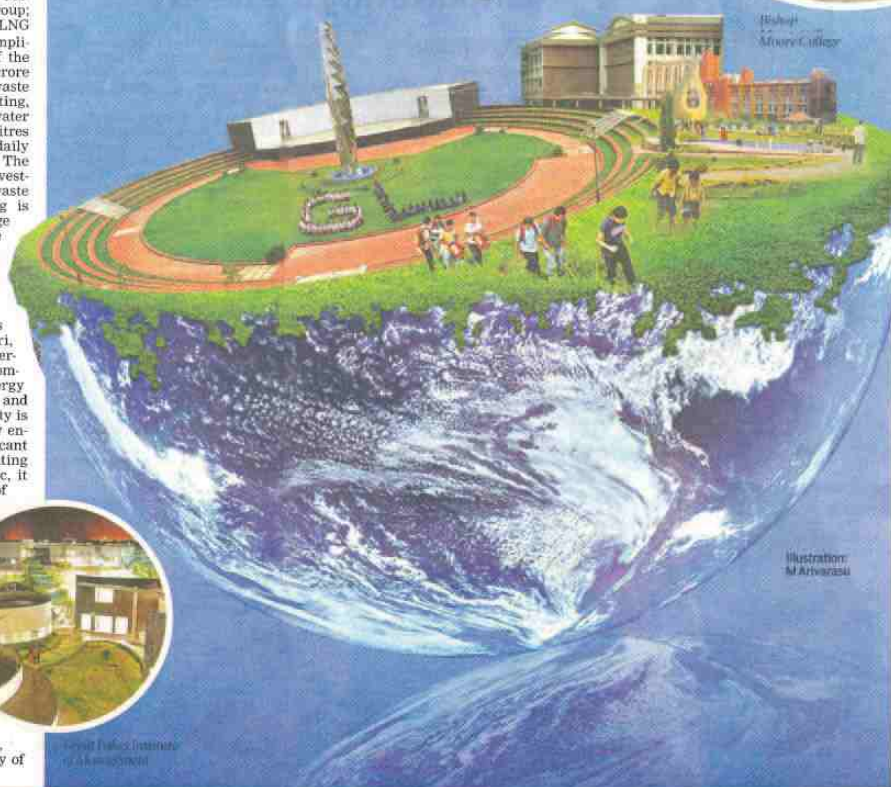


Illustration: M Arvanasi

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cover story



The 800-km long Aravalli Range, which means line of peaks, is the oldest mountain range on the planet

The UI Green Metric Ranking, is the first world-wide assessment of college-based commitment to sustainable development

edex

life, with three student organisations actively involved in community development, engaging with local issues, and protecting the environment. It is no wonder that Manipal University was placed number 2 in the country and number 78 in the world in the UI green metric ranking of universities across the world for 2011.

NIT University

Nestled picturesquely in the foothills of Aravali in Neemrana, Rajasthan, the 100-acre campus of NIT University has been planned, designed and built in line with the core value of sustainability. The buildings on the campus use a high percentage of recycled material and are equipped with solar energy tapping techniques that harvest daylight. Waste water is treated and reused on the campus. Geothermal coupling of all the buildings through a network of air tunnels was an integral part of the design — this ensures the air inside remains cool in summer and warm during winter. Air

ture. The university has introduced the practice of viewing sunset from a specially designed amphitheatre to instill in students reverence, recognition and respect for nature.

The students have planted over 10,000 trees of various varieties in the hills. The tree planting is an annual event during the monsoons in an effort to convert the *kaali pahari* (black hills) into *hari pahari* (green hills). A nursery has been set up on campus by the students and locals. After the 2008-floods, the university initiated the building of 14 check dams to conserve water and prevent flooding. Over the past few years, students have begun celebrating *makar sankranti* and *somvar suyani* with the local community, feasting on and experiencing the traditions of the people. "These activities drive the students to be naturally inclined towards conservation. We want them to be curious. Someone might want to study the Aravallis for a credit. If so, we will begin offering that as a course as well," says Singh.



Students of NIT University cycling on campus

Commodore (Retd) Kamal Singh, chief administrative officer, says, "We sought out a design that would not need conditioning for human comfort."

Despite the heat in Neemrana, students are encouraged to walk inside the campus and a shaded, rain-protected pedestrian spine has been built linking all major areas of the campus. Facilities are located throughout the spine. Students are encouraged to leave their motor vehicles at the entrance itself. "Sustainable living is essential for our survival. The leaders of tomorrow must be conscious of a low carbon economy and must link the decisions they make to this. A campus is a great place for social change. One implemented idea can shape a thousand lives," says Singh.

NIT University was awarded the most environment-friendly campus at the 2011 India Today Aspire Education Summit. NIT University takes 'green learning' beyond lectures. The students often trek in the Aravali, participate in adventure activities, go on camps and sleep under the stars to engage with na-

A student of NIT University plants a sapling in the nursery

Bishop Moore college

It's not only me. Ever since the establishment of the college in 1964, every principal has insisted on eco-friendly and sustainable campus life," insists K Kurian Thomas, principal of Bishop Moore College, Mavelikara, Kerala. In 1980, students of this college began planting teak and mahogany trees around the campus. The trees have now grown to a diameter of 60 inches each. To retain the moisture in the soil, *ceetiver* has been planted all through the campus. Several rare species of trees can be found on the campus. "The college is crowded with students, who need fresh air for a healthy lifestyle and to enrich their learning and listening. This is the only campus in Kerala with bamboo trees," says Thomas.

In 2007, the college won Palathull Award and a cash prize of ₹1 lakh for outstanding water eco-friendly educational institute from *Malayalam Manorama*. Rainwater from atop the buildings are collected in long trenches. Solar lighting completely powers the hostels and other buildings. Students also strive to keep the campus plastic free by promoting the use of paper bags, cups and plates. Insists Thomas, "Every small thing matters. I personally use ink pens instead



of the throw away ball-point. I encourage my students to do the same."

Zoology and botany students are involved in researching and studying of wetlands. In 2011, the college conducted a seminar on climate change and food security and a 340-page book with abstracts, articles and papers presented at the seminar was published afterward.

This academic year, the zoology department organised a seminar for agricultural farmers and students on honeybee and later published *The handbook of the Honeybee*. Its NSS students have planted tapioca and plantain trees on campus. Mango and fig trees will come in soon. The botany department has recorded all the flora and fauna that can be found on the campus, and have brought out a book with a picture and a short history of every plant, bird or animal. A vegetable patch and a herbal garden are in the planning stages. Thomas says, "The local community is responsive and the students engage with them. The campus is a wonderful place to start going green. As the students are the building blocks of the society, exposing them to these vital issues will result in them going out to spread the ideas, first in their homes, and then in the society."

Great Lakes institute of management

Being the first educational institute in the country to achieve LEED platinum certification from the Indian Green Building Council (IGBC), the Great Lakes Institute of Management (GLIM) campus near Chennai, has taken up several initiatives that phenomenally minimise the institute's carbon footprint.

The residential campus reduces student commuting and the staff commute by campus buses instead of individual vehicles. Great Lakes actively promotes the usage of alternative fuel for motor vehicles and encourages car pooling. In addition to rainwater harvesting, the roof of all the buildings is covered with reflective material to keep the interiors cool. "These students are the managers of the world. They will be future CEOs and they need to carry this knowledge and eco-consciousness wherever they go. That is why it is even more important for a management school to instil the value of sustainability," says S Sriram, executive director, Great Lakes.

Water is effectively recycled and reused on campus. Only treated water is used for landscaping and efforts have been taken to minimise use by installing water-efficient fixtures including

low-flow dual flush toilets and sensor-based urinals. The campus has ensured energy efficiency by providing ample day-lit spaces, efficient lighting, conduction of walls and roof. Waste, broken china, tiles and bricks have been used to build fences, sculptures and artifacts to reduce the usage of virgin material. Over five per cent of the total material by cost was made of renewable sources and 45 per cent of the material by cost was locally procured, thereby bringing down the transportation cost. Debris from the construction was recycled into the campus. With plenty of ventilation and open spaces, it is also a no smoking zone. "This greenery makes you feel good. It's nice to live in a pollution-free campus," says Divya Gupta, a student council member. Indoor environmental quality is enhanced by low-emitting paints, carpets and wood products. Productivity and well-being of all occupants are kept in check by a thermally comfortable environment.

The green committee is the driving force behind all the initiatives on the campus. Abhilash Mohapatra, Saurabh Joshi, Prachee Dash and Gourave Daipuria are the key players. This committee has organised quizzes, events, lectures and plantation drives to advocate the green cause on campus. Mohapatra says, "These campuses offer an idea of sustainable living by getting us ready to be green managers in the future." Great Lakes is introducing a programme on global energy and environmental management.



ing a programme on global energy and environmental management.

The IITS

IIT Madras and IIT Bombay in addition to being crucial lung spaces in Chennai and Mumbai due to the large campuses, are also the pioneers in thinking 'sustainability'. With efficient systems in place, students of these institutes strive to conserve wildlife, minimise the use of natural resources, recycle wherever possible, do their bit and more to change mindsets and innovate technology to reduce the stress on environment.

get in touch  
Mail your contributions and feedback to:  
edex@newindianexpress.com



## Govt needs to encourage IT Sector in J&K: Thadani

**Excelsior Correspondent**  
JAMMU, Feb 22: Emphasising on the need to develop a strong conceptual foun-



ation of Jammu and Kashmir students along with technical skills for meeting core requirements of the job demands in IT and IT related domains, Vijay Thadani, Chief Executive Officer, NIIT Limited said the State Government could play a vital role in this direction.

Vijay Thadani, who is also the chairman of Confederation of Indian Industry (CII) while talking to the Excelsior said "Government needs to provide encouragement to the IT Sector which definitely could pave the way for other organisations to make investments in this important sector in the State".

The co-founder of NIIT Group, Vijay Thadani who was on a day long visit in connection with India's first Cloud Campus in Jammu said the GNIIT programme could be pursued anywhere, anytime thereby leveraging the unique cloud learning methodology.

"The use of cloud platform will ensure higher mobility for students who can procure the industry endorsed curriculum even on the move, and equip themselves with skill sets that employers value thus helping them chart exciting careers in

information technology", Thadani informed.

"NIIT has been instrumental in taking so many initiatives to enhance IT training standards in J&K so as to keep the students abreast with latest technologies and also to offer them skills needed to get employment in IT Sector within country and abroad", he added.

"In this world of cutting edge competition, everybody wants to taste success in a short span of time whatever field it is", said Thadani.

When asked him about the future plans regarding establishment of more such centers in the Valley, Vijay Thadani said "our motive is to reach every nook and corner of the State, so that the youth have an easy access of IT and get all the important information regarding the latest happenings in the world of technology".

An alumnus of the prestigious Indian Institute of Technology, Delhi, Vijay Thadani also served on the India Advisory Board for Project Management Institute (PMI) and the Governing Council of All India Management Association (AIMA).

He is also the chairman of the Confederation of Indian Industry (CII), Northern Region, and also served as president of the Indian IT Industry Association.

It is pertinent to mention here that NIIT started its operations in J&K in 1991 from Jammu and presently has nine operational centers.

Daily Excelsior, Jammu, February 23, 2012



## NIIT bets on acquisitions to expand

**Shruti Ambavat**

Mumbai, Feb 16: IT services firm NIIT Technologies is looking to bid for more government projects and expand its presence across the country through acquisitions. The company recently received ₹300 crore order from the Union government for creating a digital network among police stations in Jharkhand, Tamil Nadu and Uttar Pradesh. The government has decided to launch the project across 28 states, out of which 12 have already been allotted, eight are getting re-tendered and eight will be the new rollouts. The company is trying to bid for similar projects in four states, including Bihar, Chandigarh and Uttarakhand, which would include an additional ₹200 crore in its existing deal pipeline. The ₹300 crore order would add approximately ₹30 crore per quarter in its top line.

The company currently has ₹200 crore cash on its balance sheet and is looking at setting up additional unit in its existing special economic zone in Greater Noida. The new unit would have a capacity of 4,500 employees and will require an investment of ₹175 crore over the next three years. NIIT Tech is also looking at acquiring assets abroad in the technology space in insurance, travel and government security verticals. "In insurance, we already have solutions in the policy administration space but would look at acquiring broker solutions in the sector and also since insurance is country specific, an ac-



quisition would make sense," says Arvind Thakur, chief executive officer at NIIT Technologies. The company would like to see into high value insurance like auto, marine and fire rather than high volume insurance. The company is looking at receiving funds through foreign loans. "The interest rates there are low and it forms a natural hedge to take loan from a country where we are acquiring," says Thakur of NIIT Tech.

NIIT Technologies has sharply focused on a few verticals namely insurance, travel, distribution and defense, power and internal security under the government.

NIIT Tech has also started focusing on the healthcare space with the launch of its cloud-based solution 'Prefer' in the US. 'Prefer' aids filling pre-hospitalisation forms digitally with the help of an application. This cuts down administrative costs of hospitals by 75%. The firm's Bangalore team is working on more offerings in this space. "This kind of offering was possible only because of cloud," says Thakur of NIIT Tech. "IT activity in the US is shifting from health plans to solutions on maintaining health records like patient's medical history and diagnostics," says Thakur of NIIT Tech.

Undeterred by the global economic slowdown Arvind Thakur finds an opportunity to tweak strategy and stay put. "The situation is not like it was in 2008 as companies are better prepared now," he said. "Clients are asking for better value and returns from their service providers," he adds. "Our policy is to have a balanced portfolio across geographies," he adds.

The company currently gets 28% revenues from insurance and 5% from government projects. The rest come from travel and distribution vertical. The company gets 30% revenues from the EMEA region, 36% revenues from the US and the rest from Asia.

There are a number of offerings from that the company is looking at marketing across the globe. It has cargo ground handling solution which takes care of loading and unloading management at the Bangalore airport. "We are looking at taking the solution to the US," says Thakur of NIIT Tech.

Financial Express,  
Mumbai, February 17, 2012

## NIIT Tech bags Rs 300-cr mandate for crime info project in 3 States

**K.V. Kurmanath**  
Mumbai, Feb. 15

After winning mandate to implement Crime and Criminal Tracking Network System (CCTNS) in three States, NIIT Technologies is planning to bid for seven more States as the Union Government pushing all States to come on board.

NIIT Tech will implement the network in Tamil Nadu, Jharkhand and Uttar Pradesh all valued at Rs 300 crore. The company, which recently commissioned Rs 228-crore Intranet Prahari project for Border Security Force, would implement the CCTNS project in 3-6 phases in the States that would take five years to reach operational phase.

"The Government announced results of 12 States so far, naming companies that would implement the net-

work in those States. We are in pursuit of similar mandates in some other States," Mr Arvind Thakur, Chief Executive Officer of NIIT Tech, said.

### RE-TENDERING PROCESS

The Government is in the process of re-tendering projects in eight States and eight more tenders are in progress.

Announcing the mandate it won on the sidelines of Nasscom Leadership Forum here on Wednesday, Mr Thakur said the project is aimed at connecting some 14,000 police stations, 6,000 district headquarters and other important government offices, using IT solutions.

This will facilitate law-enforcing agencies to quickly access data on crimes and criminals in any part of the country.

[kurmanath@thehindu.co.in](mailto:kurmanath@thehindu.co.in)

Hindu Business Line, New Delhi, February 16, 2012



## IT EDUCATION DRIVE NIIT plans 'Playground Kiosks' in Bhutan

M. Somasekhar  
Hyderabad, Feb. 27

After the successful 'Hole in the wall' project, NIIT, the IT training and education major, is now into a new experiment called 'Playground Kiosks'. While the first initiative, over a decade ago, was in its home territory Delhi, the new experiment will be in Bhutan.

The idea fructified after discussions with the present King of Bhutan, Jigme Khesar Namgyal Wangchuck, and senior government officials. Accordingly, NIIT will be associated in driving the IT literacy programme. "We will set up 130 touch screen, Playground kiosks in different parts of Bhutan in due course," said Mr Rajendra S. Pawar, Chairman and Co-Founder of the company.

The kiosk (computer learning point) will have a satellite dish, powered by a solar panel

*All that the Bhutanese student or citizen has to do is get into the kiosk, log on and he/she will get connected to the world, to surf, learn and entertain.*

and will be run by NIIT. All that the Bhutanese student or citizen has to do is get into the kiosk, log on and he/she will get connected to the world, to surf, learn and entertain, he told *Business Line* during a chat recently in Tenali, Andhra Pradesh, where he received the prestigious Dr Y. Nayudamma memorial award for 2011.

The initiative is part of the Bhutanese Government's vision to create an IT-enabled society that supports its sustainable economy. It is aimed at getting youth onto using computers, training teachers, civil servants etc. The project aims to reach out to at

least one lakh students, train a few thousand IT professionals, schools and enterprises in a couple of years.

The 'Hole in the wall' is a computer education experiment. It was launched to give free access to computers for underprivileged children in a slum area behind the NIIT campus in late 1990s. Drawing on the lessons, NIIT refined it and replicated it in several countries and also obtained patents. The project later gave NIIT the confidence to build a large programme for IT literacy in schools across several States in the country, Mr Pawar said.

Hindu Business Line, Hyderabad, February 28, 2012



## NIIT NGuru set to redefine school education in Nellore

Nellore, Feb 09: NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, is set to redefine school education in Nellore through its cutting edge ICT enabled solutions for the schools of tomorrow, under the aegis of 'NIIT NGuru'. These innovative classroom solutions significantly improve the efficacy of teaching and learning experience for school administration, teachers and students alike.

NIIT showcased the revolutionary NIIT NGuru solutions at an interactive seminar attended by school principals and academicians, held at Bhavani Residency, Nellore.

NIIT NGuru is a holistic range of School Learning Solutions that aims to make the vital process of teaching and learning simpler, thus bringing back the joy of learning for students. It is an integrated and comprehensive teaching, learning and education resource planning solution for the schools that has been designed to address the needs of all key stakeholders within the education realm-Students,

Teachers, School management and Parents. NIIT NGuru solutions by NIIT NGuru have received many prestigious awards since inception. In year 2011 Nguru won 'eIndia award' for Best Use of Technology for Maths and Science Lab; 'Manthan award' in Chairman's distinction category for e-education and learning; 'World Education Award' for Best Innovation in Science Education for training programs for

schools in Nellore, which will enable them to achieve excellence in all aspects of education and take teaching-learning experience to the next level."



Mr. Hemant Sethi, President, School Learning Solutions, NIIT Ltd., said, "NIIT NGuru endeavours to bring back the joy of learning by making the present curriculum in Schools interesting and interactive, through use of innovative ICT enabled teaching & learning solutions. We are pleased to introduce cutting edge training programs for

schools in Nellore, which will enable them to achieve excellence in all aspects of education and take teaching-learning experience to the next level."

The innovative learning solutions by NIIT NGuru have received many prestigious awards since inception. In year 2011 Nguru won 'eIndia award' for Best Use of Technology for Maths and Science Lab; 'Manthan award' in Chairman's distinction category for e-education and learning; 'World Education Award' for Best Innovation in Science Education for training programs for

The Indian Express, Nellore, February 9, 2012





IT WIZ

## NIIT to conduct IT aptitude test on Feb 17

Express News Service

**Chennai:** NIIT, one of Asia's IT trainers, recently announced one of nation's largest IT aptitude tests – the eighth National IT Aptitude Test (NITAT) – to enable students and graduates to ascertain their aptitude for the IT industry. 'NITAT 2012', will be simultaneously conducted by NIIT, in over 200 cities nationwide, on February 19.

Students can find out the benefits of appearing in the eighth NITAT and register online by logging on to [www.niit.com/NITAT](http://www.niit.com/NITAT) or by visiting the nearest NIIT centre.

NITAT has been designed as an objective type test of

reasoning, comprehension, data interpretation skills and behavioural traits. Every student undergoing the test will receive a score-card with their interpretation, along with her/his nationwide and zonal ranking. The assessment is expected to be of particular benefit to graduating students in determining their aptitude for IT careers as well as the IT domain that they should take up.

As per industry figures announced by NASSCOM, the Indian IT/ITES sector is on a sustained growth trajectory, despite the challenging global market scenario. The sector continues to be one of the largest employers in the country directly employing about 2.8

million professionals, with over 230,000 jobs being added in 2012. These figures are a reflection of the growing positive sentiments within the IT and ITES sectors which will create a demand for a large pool of job-ready professionals for the

**The top 1,000 candidates will also be awarded a congratulatory letter signed by Viswanathan Anand**

IT industry. NITAT aims to cater to this need by identifying a ready talent pool for immediate absorption by the industry.

Flagging off NITAT 2012 nationally, Amitabh Lahiri, Chief Business Officer, Career Build-

ing Solutions (IT), NIIT Ltd. said, "NITAT has been hugely successful in identifying the right talent for the IT industry. With the Indian IT-ITES sector estimated to cross USD 100 billion this year, the demand for skilled IT profession-

als with the right aptitude will increase in the near future."

A list of 'Promising IT Professionals of the Future', including names of those with 'Very High' or 'High IT Aptitude' will be announced by

NIIT and made available on [www.niit.com/NITAT](http://www.niit.com/NITAT). NIIT will also award special recognition certificates to the top 30 per cent merit list candidates and encourage their pursuit of a career in IT. The top 1,000 candidates will also be awarded a congratulatory letter signed by Viswanathan Anand.

NIIT's pioneering initiative – NITAT – was introduced in 2004 to enable graduates and students pursuing their studies in engineering, arts, commerce and science streams to gauge their aptitude for a career in the IT sector. Over 4,20,000 candidates have benefitted from the test since it was initiated.

The Indian Express, Chennai, February 14, 2012

## NIIT NGuru set to redefine school education in Nashik

**NASHIK:** NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, has announced the launch of cutting edge ICT enabled solutions for the schools of tomorrow, under the aegis of 'NIIT NGuru'. These cutting edge solutions which significantly improve the efficacy of the teaching and learning experience for school administration, teachers and students alike, aim to bring in a paradigm change for schools in Nashik.

NIIT NGuru is a holistic range of School Learning Solutions that aims to make the vital process of teaching

and learning simpler, thus bringing back the joy of learning for students. It is an integrated and comprehensive teaching, learning and education resource planning solution for the schools that has been designed to address the needs of all key stakeholders within the education realm - Students, Teachers, School management and Parents.

Mr. Hemant Sethi, President, School Learning Solutions, NIIT Ltd., said, "NIIT NGuru endeavours to bring back the joy of learning by making the present curriculum in Schools interesting and interactive,

through use of innovative ICT enabled teaching & learning solutions. We are pleased to introduce cutting edge training programs for schools in Nashik, which will enable them to achieve excellence in all aspects of education and take teaching-learning experience to the next level."

NIIT NGuru is a holistic education solution for schools that utilizes appropriate technology as backbone and encompasses all the possible components required to service the present and future learning needs of a school. NIIT NGuru suite consists of In-

teractive Classrooms - an end to end Teaching Learning solution for classrooms that uses elements of interactivity, automation and web links library; Math lab - State-of-the-art Mathematics Laboratory for schools which comes with Geometer's Sketchpad Software, Multiple Teaching and Learning Aids like Technology Applications, Videos, Manipulative, Measuring Instruments and Theme Based Ambience; IT Wizard - equips the students with core computer knowledge and IT skills; Quick School - an Education Resource Planning solution

for school management; and Mobile Science Lab - the first of its kind portable computerized Science Laboratory which enables students to correlate scientific concepts taught in the class to real life.

Designed as per the recommendations of National Curriculum Framework - 2005, NIIT NGuru Interactive Classrooms integrate the teaching, learning, assessment and analysis processes through optimization of technology.

NIIT has provided computer-based learning to over 15,000 government and private schools.

Deshdoot Times, Nasik, October 5, 2011

Company: NIIT

Category: Maths Lab

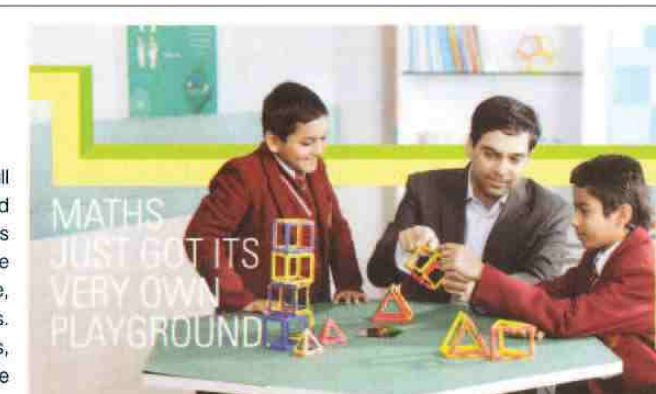
Target: K-12

NIIT's Math Lab builds an appealing world full of color, touch, sound and exploration around the 'dry' subject of Mathematics. It comes with multiple Teaching and Learning Aids like Technology Applications, Videos, Manipulative, Measuring Instruments, Tables and Charts. Theme based ambience complete with chairs, tables, posters, floor tiles which creates the right environment.

It helps student understanding Math concepts using concrete objects and improve confidence through learning by doing. It helps teachers to give individual attention to students, promote project based learning.

This unique digital lab is the perfect mixture of technology enabled learning and has the following unique features:

- Opportunities for students to explore, reflect and interpret ideas presented through various media
- Exposure to a variety of strategies and perspectives in solving problems individually and collaboratively
- Facility to frame and test hypothesis, identify, describe, formulate and reformulate problems
- Availability of models, Charts, Teaching Aids, Manipulative and Interactive activities to verify math facts and properties



- Specialized Software tools such as Geometer's Sketchpad to enhance the learning of subjects like Geometry, Algebra and Trigonometry more interactively

Math Lab comes with complete hardware, software and infrastructure support. It comes with computers loaded with Windows XP, Antivirus software and Geometer's Sketch pad for students and teacher. Multimedia based Teaching Learning Material with 487 Activities, Teaching aids like Manipulative, Posters, Charts, Graphs, Measuring Instruments, Faculty Guide and Videos. Theme based ambience with chairs, tables, posters, floor tiles which creates the right environment. The price range is Rs.10-15 lacs.

digital LEARNING, March 2012



## एनआईआईटी एनगुरु राजधानी में शुरू स्कूली शिक्षा को पुनः परिभाषित करने के लिये प्रतिबद्ध

लखनऊ (प्रभात)। शिक्षा समाधानों जिसमें अध्यापन एवं अध्ययन का बेहतर अनुभव प्राप्त किया जा सकेगा ऐसे ही वैश्विक स्तर पर अग्रणी टैलेंट डेवलपमेंट कॉरपोरेशन तथा एशिया में सूचना तकनीकी के क्षेत्र में प्रशिक्षण प्रदान करने वाली सबसे बड़ी संस्था एनआईआईटी लिमिटेड ने आज 'एनआईआईटी एनगुरु' के संरक्षण में स्कूलों के लिये अत्याधुनिक आईसीटी सन्निहित भविष्यगामी समाधानों के लॉन्च की घोषणा की है। इन समाधानों का उद्देश्य अध्यापन एवं अध्ययन अनुभवों में वृद्धि करना है, जिसका लाभ स्कूल प्रबंधन, शिक्षक एवं छात्रों को मिलेगा। इसका उद्देश्य लखनऊ के स्कूलों में व्यापक पैमाने पर बदलाव लाना है। एनआईआईटी एनगुरु स्कूलों के लिये एक संपूर्ण शिक्षा

समाधान है, जिसका उद्देश्य अध्यापन एवं अध्ययन की प्रक्रिया को सरल बनाना है, ताकि छात्रों में पढ़ाई के प्रति दिलचस्पी पैदा हो सके। यह एक एकीकृत और समेकित समाधान है, जो अध्यापन एवं अध्ययन प्रक्रिया के लिये ही सिर्फ समाधान उपलब्ध नहीं कराता है, बल्कि शैक्षणिक संसाधनों के लिये योजना बनाने में भी मददगार साबित

होता है। इस समाधान को इस प्रकार डिजाइन किया गया है, जिससे कि यह शैक्षणिक व्यवस्था से जुड़े सभी भागीदारों—छात्र, शिक्षक, स्कूल प्रबंधन तथा अभिभावकों की सभी आवश्यकताओं को पूरा करने में सक्षम है। यह जानकारी एनआईआईटी लिमिटेड के प्रेसिडेंट-स्कूल लर्निंग सोल्यूशंस के हेमंत सेठी ने एक कार्यक्रम में दी।

Prabhat, Lucknow, October 9, 2011



## NIIT ventures in school education in Srinagar

KT NEWS SERVICE

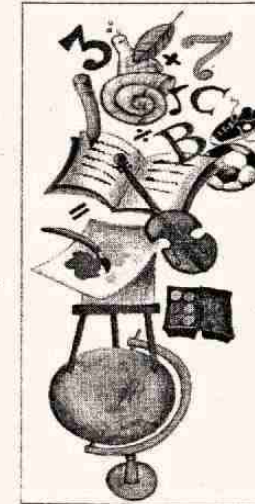
SRINAGAR, Oct 19: NIIT Limited, leading Global Talent Development Corporation and Asia's largest IT trainer, announced the launch of cutting edge ICT enabled solutions for the schools of tomorrow, under the aegis of 'NIIT NGuru'.

These cutting edge solutions which significantly improves the efficacy of the teaching and learning experience for school administration, teachers and students alike, aim to bring in a paradigm change for schools in Srinagar.

NIIT NGuru is a holistic range of School Learning Solutions that aims to make the vital process of teaching and learning simpler, thus bringing back the joy of learning for

students. It is an integrated and comprehensive teaching, learning and education resource planning solution for the schools that has been designed to address the needs of all key stakeholders within the education realm—Students, Teachers, School management and Parents.

Hemant Sethi, President, School Learning Solutions, NIIT Ltd., said, "NIIT NGuru endeavours to bring back the joy of learning by making the present curriculum in Schools interesting and interactive, through use of innovative ICT enabled teaching & learning solutions. We are pleased to introduce cutting edge training programs for schools in Srinagar, which will enable them to achieve excellence in all aspects of edu-



cation and take teaching-learning experience to the next level."

NIIT NGuru is a holistic education solution for schools that utilizes appropriate technology as backbone and encompasses all the possible components required to service the present and future learning needs of a school. NIIT NGuru suite consists of Interactive Classrooms- an end to end Teaching Learning solution for classrooms that uses elements of interactivity, automation and web links library; Math lab- State-of-the-art Mathematics Laboratory for schools which comes with Geometer's Sketchpad Software, Multiple Teaching and Learning Aids like Technology Applications, Videos, Manipulative, Measuring

Instruments and Theme Based Ambience; IT Wizard- equips the students with core computer knowledge and IT skills; Quick School- an Education Resource Planning solution for school management; and Mobile Science Lab- the first of its kind portable computerized Science Laboratory which enables students to correlate scientific concepts taught in the class to real life.

Designed as per the recommendations of National Curriculum Framework-2005, NIIT NGuru Interactive Classrooms integrate the teaching, learning, assessment and analysis processes through optimization of technology.

NIIT has provided computer-based learning to over 15,000 government and private schools.

Kashmir Times, Jammu, October 20, 2011



## अध्ययन व अध्यापन के लिए एनआईआईटी एनगुरु की विशेष पेशकश

गुवाहाटी, 30 सितंबर। एशिया में सूचना तकनीकी के क्षेत्र में प्रशिक्षण प्रदान करने वाली सबसे बड़ी संस्था एनआईआईटी लि. ने एनआईआईटी एनगुरु के संरक्षण में स्कूलों के लिए अत्याधुनिक आईसीटी सन्निहित भविष्यगामी समाधानों के लांच की घोषणा की है। इन समाधानों का उद्देश्य अध्यापन एवं अध्ययन अनुभवों में वृद्धि करना है, जिसका लाभ स्कूल प्रबंधन, शिक्षक एवं छात्रों को मिलेगा। इसका उद्देश्य गुवाहाटी के स्कूलों में व्यापक पैमाने पर बदलाव लाना है। एनआईआईटी एनगुरु स्कूलों के लिए एक संपूर्ण शिक्षा समाधान है, जिसका उद्देश्य अध्यापन एवं अध्ययन की प्रक्रिया को सरल बनाना है, ताकि छात्रों में पढ़ाई के प्रति दिव्यस्परी पैदा हो सके। यह एक एकीकृत और समेकित समाधान है, जो अध्यापन एवं

अध्ययन प्रक्रिया के लिए ही सिर्फ समाधान उपलब्ध नहीं कराता है, बल्कि शैक्षणिक संसाधनों के लिए योजना बनाने में भी मददगार साबित होता है। इस समाधान को इस प्रकार डिजाइन किया गया है, जिससे कि यह शैक्षणिक व्यवस्था से जुड़े सभी भागीदारों-छात्र, शिक्षक, स्कूल प्रबंधन तथा अभिभावकों को सभी आवश्यकताओं को पूरा करने में सक्षम है। एनआईआईटी लि. के स्कूल लर्निंग सोल्यूशंस के प्रेसीडेंट हेमंत सेठी ने कहा कि एनआईआईटी एनगुरु सदैव इस प्रयास में संलग्न है कि स्कूलों के वर्तमान पाठ्यक्रमों को आईसीटी सन्निहित अध्यापन एवं अध्ययन समाधानों के माध्यम से रुचिकर तथा संवादपरक बनाकर छात्रों में पढ़ाई के प्रति दिव्यस्परी जागृत की जा सके।

Purvanchal Prahari, Guwahati, October 1, 2011



## INNOVATION

### Google Internet Bus to give first hand experience to users



Having travelled across South India, Madhya Pradesh, Rajasthan, Punjab, Haryana, Gujarat, Uttar Pradesh and Bihar, the Google Internet Bus continues to add more miles and smiles.

Google has joined hands with NIIT, to provide an hour-long

free internet training to the visitors of the internet bus in the state. The bus has enjoyed success and interest among the people of the 11 states covering more than 2000 locations and touching the lives of more than 65,00,000 Indians across 130 towns. Surveys have indicated that more than 20,00,000 people have gone online for the first time after visiting the Google Internet Bus.

Commenting on the successful journey of the Google Internet bus, Vinay Goel, Director, Google India said, "Internet empowers people from all walks of life. We hope to create awareness about the internet and believe that continuous efforts will enable the common man to utilise the power of knowledge and information for economic prosperity".

With the Internet Bus, Google India plans to create awareness on how to use the internet for information, communication, entertainment and education. The custom-designed bus has several computer and mobile terminals on board. These are used to give a first-hand experience to users about real life benefits of the internet. ■

Business Economics 51 December 16-31, 2011

Business Economics, National, December 16-31, 2011



## NIIT to open 'playground kiosks' in Bhutan

**RUCHIKA M. KHANNA**  
TRIBUNE NEWS SERVICE

**CHANDIGARH, MARCH 19**

Having successfully pioneered the "hole in the wall" concept in promoting computer literacy among the underprivileged sections, NIIT is now launching yet another concept called "playground kiosks". While the first concept was launched for the underprivileged children in Delhi, the new concept is being launched in Bhutan.

Vijay Thandani, CEO, NIIT, says the new concept is aimed at creating an IT-enabled society that supports its sustainable economy. It is aimed at getting youth to use computers, train teachers and other citizens. Initially, the project is aimed at reaching out to one lakh students, IT professionals, schools

and enterprises in Bhutan.

Talking about the project on the sidelines of Punjab and Chandigarh annual session of CII recently, Thandani, who is also the Northern region chairman of CII, said they propose to set up 130 touch-screen playground kiosks in different parts of Bhutan. These kiosks or computer learning points, will have a satellite dish, powered by a solar panel. Anybody can just go to these kiosks, log in and get connected to the net and begin surfing.

"We expect this will be yet another pioneering experience like the hole in the wall concept, which has been successfully launched in many countries like Egypt, Cambodia, Africa and Latin American countries. This will be yet another initiative in Bhutan to promote IT literacy. Earlier, we have been promoting IT lit-

eracy there among the Council of Ministers by making them hold Cabinet meetings using Webex on iPads. The bureaucrats and top brass of the military, too, is being trained to use IT, while we are also training teachers and students in over 160 schools to become IT literate," he said.

Talking about the company's initiatives in this part of the country, Thandani said they were now moving to develop skills among youth through Yuva Jyoti Kendras. "We have set up four of these in Haryana, where computers are being used to improve the communication skills of youth in the rural and semi-rural areas. In the coming year, we propose to open 50 of these in Rajasthan, Punjab, Himachal Pradesh and Uttarakhand, besides more centres in Haryana," he added.

*The Tribune, Chandigarh, March 20, 2012*



## NIIT launches NGuru Math Lab

**Express News Service**

**Chennai:** Complex algorithms and calculus would soon turn simple for students of this Chennai high school in Mylapore run by the Chennai Corporation. The civic body, in conjunction with NIIT, has installed NGuru Math Lab at the school to make mathematics simpler, easier and fun to learn for the students. Mayor Saidai S Duraisamy launched the facility.

The NGuru Math Lab focusses on enabling school students to verify mathematical facts and theorems using tools, such as the Geometer's Sketchpad. Structured on NCERT guidelines, the sketchpad is a dynamic construction and exploration tool that spans the curriculum from Classes one to 12. NIIT is making it available to In-

dian schools.

The maths lab is part of the NIIT's school learning solutions portfolio called NIIT NGuru that pledges to offer complete education and technology solutions for next generation schools.

Hemant Sethi, president, School Learning Solutions, NIIT, said, "NIIT is committed to making education more impactful, interactive and fun filled for teachers and students alike. NIIT NGuru Math Lab is yet another initiative to make the present curriculum simpler and interesting, thereby bringing back the joy of learning Mathematics." The Math lab also enabled the teachers to demonstrate, explain and reinforce abstract mathematical ideas using concrete objects, models, charts, graphs, pictures and posters.

*The New Indian Express, Chennai, March 26, 2012*



## PGD in Retail Banking

Axis Bank and NIIT-Institute of Finance Banking and Insurance Training Ltd have announced the launch of a Post Graduate Diploma in Retail Banking (PG-DRB), an exclusive career programme designed for Axis Bank. A first of its kind, the programme aims to build a pool of modern banking professionals for Axis Bank. To this end, IFBI has designed a comprehensive course that builds competencies on four dimensions — domain, application, technology and customer-service needed by new-age banking professionals.

Admission to the PGDRB programme will be through an admission test and interview. Selected candidates will be provided with provisional appointment letters at the time of enrollment and after successful completion of the programme, will join Axis Bank at the officer level.

Speaking on the occasion, Rajesh Dahiya, President, Human Resources, Axis Bank said, "We are delighted to join hands with India's leading training institute to help develop professionals attuned to a bank's systems, processes and values. We aim to offer challenging careers in banking to aspiring youth in the country."

S Venkatesh, President, NIIT-IFBI said, "This is a unique initiative where we have partnered with Axis Bank to de-

sign a programme that will exclusively cater to the growing needs of professionally-trained and job-ready manpower in the banking industry.

Having empowered over 18,000 professionals to take on exciting careers in banking, we continue with initiatives to develop a trained resource pool for the fast-evolving BFSI industry."

On successful completion of the programme students will join Axis Bank as Front Desk Officers (FDOs), who are the first point of contact for existing and potential customers. FDOs play the crucial role of representing the bank to first time customers and hence, need to have a pleasant personality, good communication skills and thorough knowledge of the bank's offerings along with an understanding of a customer's requirements.

PGDRB is a comprehensive career programme for banking professionals that familiarises students with the banking industry (banking, financial services and insurance industry) in India in a formative way. The programme focuses on the core competencies of modern banking which are

- Customer service
- Transaction Processing
- Selling skills
- Banking software application.

DH News Service

Deccan Herald, New Delhi, March 22, 2012

## Diploma in retail banking

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The Pioneer, New Delhi, March 14, 2012



## Ensuring quality education biggest challenge: CII chief

RAKESH LOHANI  
TRIBUNE NEWS SERVICE

SHIMLA, MARCH 18

While maintaining that ensuring quality of higher education is the biggest challenge, Chairman of the CII (Confederation of Indian Industries), Northern Region, VK Thadani has underlined the need for taking stringent action against private institutions violating norms with impunity.

"The country needs trained manpower and the private sector has a big role to play, but we cannot allow a free-for-all situation as mushrooming of substandard institutions will spoil the future of whole generations. There is need for taking urgent steps to effectively regulate the private institutions as lack of quality will tarnish the image of the private sector," Thadani, who was in the city in connection with the annual session of the CII, Himachal, told The Tribune.

He said the country required to revamp the existing curricula and introduce industry-relevant courses to bridge the widening gap between demand and supply. A possible way to effectively regulate and make curriculum relevant was to set



"The country needs trained manpower and the private sector has a big role to play, but we cannot allow a free-for-all situation as mushrooming of substandard institutions will spoil the future of students. There is need for taking urgent steps to effectively regulate the private institutions as lack of quality will tarnish the image of the private sector."

— VK Thadani, CII chief, Northern Region

up a joint council in which both industries as well as universities were represented. Minimum standards with regard to physical infrastructure and faculty had to be met at all costs and private universities should not become a pretext for acquiring land, Thadani, who is also the Chairman of the National Accreditation Board for Skill Development Centres, pointed out.

He said the CII had taken an initiative in this regard in association with Punjab Technical University and not only got the curricula revised, but also started a system of seamless internship which benefited both students and the industry. The institutions trained the students as per the requirement of the industry, which deployed one batch after

the other as interns without a break. Himself associated with NIIT University, Thadani said industries and universities had to join hands to make education relevant and produce employable manpower.

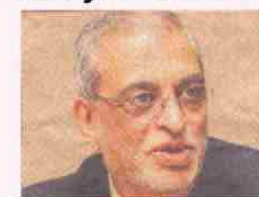
Chief Executive Officer of the leading IT company, NIIT, Thadani saw no threat to the software industry from China and the economic turmoil in the West. He said Indian industry would now grow because of its high skills and quality of service, which China lacked. Moreover, the demand for IT services was set to grow with projects like UID and the companies would gain from the domestic market. The exports had already reached \$80 billion and the focus would be on the domestic market.

The Tribune, New Delhi, March 19, 2012

## NIIT to open 50 Yuva Jyoti centres

With the aim of developing skills and enhance employability of youths of the region, IT trainer NIIT plans to open 50 NIIT Yuva Jyoti (NYJ) centres in Punjab, Haryana, Himachal Pradesh, Rajasthan and Uttarakhand this year, said Vijay Thadani, chief executive officer of NIIT.

He said the centres, a joint venture of the NIIT and the National Skill Development Corporation, would help youths opt for programmes that best suited their aptitude. Initially, NYJ centres will impart skill training in nine service sectors — retail; IT/IT-enabled services; banking,



■ Vijay Thadani

financial services and insurance; education and training services; media/entertainment; healthcare; telecom; hospitality; and the informal sector. Thadani said, "We are running four such centres in Haryana. We aim to build a pool of job-ready work force for the service industry."

Hindustan Times, Chandigarh, March 13, 2012



IN CONVERSATION



## Private School Penetration Increases NIIT's Revenue

**Hemant Sethi, President, School Learning Solutions, NIIT Ltd** shares his views on the significant developments in the Indian education technology market

By Pragma Gupta, Elets News Service (ENN)

### How do you look back at the year 2011 in terms of market growth and profitability?

The market has grown substantially in 2011, both in terms of expansion in private school market and penetration of ICT in government schools in various states. NIIT has extended Nguru range of solutions to 19 states in the country. Nguru is touching 88 cities and covering more than 17,000 government and private schools. It has touched more than 10 million lives in 2011. We have started focussing on IP based Nguru solutions to improve the profitability in our school business. At the policy level, there has been a renewed focus on ICT projects with the MHRD funded revised ICT scheme giving more focus on education delivery. However, other schemes like RMSA and RTE have yet not been implemented.

### What, according to you, are the top technology trends in education?

The next big focus area will be bringing Internet connectivity to schools and into the classroom. With the advent of this connectivity, children and parents will be seamlessly connected to the schools and teachers. The learning ecosystem of the



IN CONVERSATION

school will effectively expand from the classroom to the home and beyond that into the neighbourhood and into the larger academic ecosystem of colleges and universities worldwide. Technologies like cloud help stakeholders in education system - teachers, parents, students and school management - to remain connected inside and outside the school environment.

### Please share the new technologies that schools are adopting.

Education technology market in India is booming with new solutions and technology aids. More and more schools are adapting these solutions and bringing new technology to students. Some new products that are being used in schools these days include the following:

**Multi Touch Gesture Based Interactive white boards:** This system allows multiple learners to collaborate and get creative. It allows teachers to make class interactive.

**Surface Computing:** This system is being used by schools for collaborative projects.

**Visualizers or Document camera:** These tools can be connected with overhead projector, which can further display images of objects placed beneath the camera lens. These can be used in live classrooms or LABS. They can rotate at 180 degree. We tested and already cleared one from Globus.

**Personal response systems:** Wireless remotes are small portable chargeable devices that can be used for taking responses from learners. They are especially useful for holding class quizzes.

**Laptop carts:** These systems are used to provide wireless laptop facility to students in classrooms

**Convergence with Mobile Technology:** Netbook/eBooks/Tablets/iPods/iPod touch are being used to display educational content and create multimedia content. As per Gartner study, by 2014, the installed base of devices based on lightweight mobile operating systems, such as Apple's iOS, Google's Android, and Microsoft's Windows 8 will exceed the total installed base of all PC-based systems.

## UP, CLOSE & PERSONAL

**BIRTH**  
21st October 1962, New Delhi

**EDUCATION**  
B.Tech from B.I.T.S. Pilani, PG Diploma in Management

**HOBBIES**  
Reading, Travel, Music, Indoor Sports

**ACHIEVEMENT**  
Hemant has a vast experience of 25 years in heading profit center in B2B, B2C and B2G domains in industry verticals such as Telecom and Networking, Education, IT & Software applications and Automobiles.

**PASSION**  
Hemant is passionate about delivering sustained growth in revenues & profitability in dynamic market situations

**SUCCESS MANTRA**  
1. Strategy building & perfect execution.  
2. Being customer centric.

**VISION**  
"To be a first choice of customers"

in rural areas where private suppliers are unlikely to venture.

- Training and hiring of more teachers and rationalising their deployment so that supply matches demand.
- Investment in curriculum revision, progressive pedagogy, technology and examination reforms, to make schooling more relevant
- Provide financial and in-kind assistance for poor and disadvantaged students, to offset direct and indirect costs of schooling and overcome household reluctance to send children (especially girls) to school.
- Public information campaigns to change attitudes about the benefits of schooling and delayed marriages.

**What were the most significant developments, in terms of policy changes and technology, in 2011?**  
Broadly speaking, there hasn't been any

**K-12 market is growing at the rate 14 percent annually and is expected to touch USD 34 billion in 2012**

### Tell us more about Nguru.

NIIT's Nguru system is a holistic solution to meet the needs of all the stakeholders in school education - students, teachers, parents and government. In the coming year we are looking at adding more products in the bouquet of Nguru range of solutions.

### If you were to give a wish-list to the government for policies, PPP or any other support, what will it be?

Sarva Shiksha Abhiyan has provided a new impetus to our education system. Sharp increase is expected in the demand for secondary education in coming decade. The government should focus on rapid execution of such educational projects. Better payments should be made to the system integrators. The policy level initiatives that we would like to see include the following:

- PPP in school construction especially

major significant change in government policy. The focus is still on ICT scheme which is funded by MHRD in most of the states. We expect RMSA to take off this year in the states. SSA continues its mission quite successfully for making primary education available to all.

### What are your company's ambitions in 2012?

We will continue with our focus on the expansion of private school business and penetration of IP based business in various government schools in the states. We are also planning to bring latest technology and new solutions to add to our Nguru range of solutions. K-12 market is growing at the rate 14 percent annually and is expected to touch USD 34 billion in 2012. In the private sector new schools are getting added at the rate of 10 percent annually with 15 percent increase in fee every year. **dl**



## NITAT records high participation

National IT Aptitude Test (NITAT), conducted by NIIT, witnessed record participation this year with 1,17,192 IT aspirants.

Srishti Talwar from New Delhi emerged as the first rankholder in the eighth NITAT, with Tarun Saini and Megha Sapra, both from Gurgaon, securing the second and third ranks respectively.

A list of 'Promising IT Professionals of the Future', including names of those with 'Very High' or 'High IT Aptitude' have been announced by NIIT and are available on [www.niit.com/NITAT](http://www.niit.com/NITAT), which can be accessed by prospective employers including leading technology companies for their talent needs.

NIIT will award a range of

benefits to NITAT toppers, including special recognition certificates to the top candidates and encourage their pursuit of a career in IT.

NITAT is organised annually to enable students and graduates ascertain their aptitude for the IT industry. The list of national and zonal top 25 students of NITAT 2012 are now available online on the website [www.niit.com/NITAT](http://www.niit.com/NITAT) <<http://www.niit.com/NITAT>>.

"NITAT assesses the functional abilities and behavioural traits that are crucial to gain a foothold in the IT industry. The huge success of eighth NITAT reinforces positive sentiments of students about the fast evolving IT-ITeS sector in India, poised to cross the milestone of \$100 billion this year," said Amitabh Lahiri, Chief

Business Officer, Career Building Solutions (IT), NIIT Ltd.

As per industry figures announced by NASSCOM, the Indian IT-ITes sector is on a sustained growth trajectory, despite the challenging global market scenario. The sector continues to be one of the largest employers in the country directly employing about 2.8 million professionals, with over 230,000 jobs being added in 2012. These figures are a reflection of the growing positive sentiments within the IT and ITeS sectors which will create a demand for a large pool of job-ready professionals for the IT industry. NITAT aims to cater to this need by identifying a ready talent pool for immediate absorption by the industry.

The Pioneer, New Delhi, March 14, 2012



## अमेरिका में 72 प्रतिशत इनोवेशन मैनुफैक्चरिंग में



यूएस सेक्रेटरी ऑफ कॉमर्स और ट्रेड मिशन के इंटरैक्शन को संबोधित करते डेलीगेट्स।

यूएस सेक्रेटरी ऑफ कॉमर्स और ट्रेड मिशन डेलीगेशन का हुआ इंटरैक्शन, सीआईआई की ओर से एसएमएस कन्वेंशन सेंटर में आयोजित इस कार्यक्रम में इंडस्ट्री से जुड़े एक्सपर्ट्स ने भी शिरकत की

सिटी रिपोर्टर, जयपुर

अगले बीस सालों में भारत के 68 शहरों की जनसंख्या एक मिलियन हो जाएगी। इसके साथ ही शहरों में रहने वाले लोगों की वार्षिक आय 2030 तक चार ट्रिलियन हो जाएगी। इस दृष्टि से देखा जाए तो हमारी सरकारें और हम एंटरप्रेन्योर्स मिलकर काम करें तो इंकलूसिव ग्रोथ में इजाफा होगा। साथ ही हमें ऐसे एरिया और समूहों को भी पहचानना है जिन्हें इंडो यूएस की पार्टनरशिप का फायदा मिले। अपने इंटरैक्शन के दौरान यूएस कॉमर्स सेक्रेटरी जॉन ब्रेसन ने कहा, राजस्थान में तो इफ्रास्ट्रक्चर की अपार संभावनाएं हैं। यहां मैनुफैक्चरिंग ज्यादा है

और अमेरिका में 72 प्रतिशत इनोवेशन मैनुफैक्चरिंग में ही होते हैं। उन्होंने जयपुर फुट की सराहना करते हुए समझाया कि कैसे एक इनोवेशन पूरी दुनिया को एक उम्मीद दे रहा है और आत्मनिर्भर बनने की राह आसान कर रहा है। ब्रेसन ने ट्रेड मिशन डेलीगेशन की शुरुआत जयपुर से की है। वे इसके बाद अलग-अलग शहरों में जाकर ट्रेड से जुड़े लोगों के साथ इंटरैक्शन करेंगे। बुधवार को उनके साथ लगभग पचास लोगों का दल जयपुर आया।

अगले सौ दिन में जाएंगे यूएस

सीआई के पूर्व चेयरमैन और सीआई आईएनआर के चीफ एग्जीक्यूटिव ऑफिसर विजय के थडानी ने बताया कि अगले सौ दिनों में सीआईआई की ओर से एजुकेशन और इंडस्ट्री से जुड़े एक्सपर्ट यूएस जाएंगे। इस मौके पर सीआईआई के राजस्थान स्टेट कार्डिनल के चेयरमैन दिलीप बैद ने राजस्थान पर प्रजेंटेशन दिया। साथ ही बताया कि सरकार की नीतियां इन्वेस्टमेंट के लिहाज से राजस्थान में बहुत बेहतर हैं।

Dainik Bhaskar, Jaipur, March 29, 2012



## NIIT Tech to improve margins with non-linear model

PIYUJ MANDAL  
New Delhi, 11 March

Mid-cap IT services provider NIIT Technologies said its focus on non-linear business model and travel and insurance verticals would help the company deliver better margins in coming quarters.

For long, IT firms, important employment generators in the country, have tried to adopt a business model where the growth in revenues is not proportionally dependent on employee additions. A concept known as non-linear business model in the IT parlance. This not only helps companies to achieve efficiency but also cut down employees' costs.

NIIT Technologies, which is one of the early adopters of the model, said the company was now planning to move 30 per cent of its business to the non-linear platforms. Presently, the company gets about 25 per cent of its revenues from such initiatives.

"We have started focusing on the non-linear business model from FY 09. In the current fiscal, we expect at least 30 per cent business from non-linear model. Earlier, we were following the service delivery model where the value proposition was cost arbitrage. Now, we want to focus more on transformational deals. The idea is to change the approach towards our business. It is helping us to grow faster in our segment. There is a headroom was improvement in our operating margins," NIIT Technologies CEO Arvind Thakur said.

In the quarter ended December 31, 2011, NIIT Technologies' operating margins went up by around 319 basis points to 18 per cent when compared with the previous quarter in the same fiscal.

According to analysts, in FY13 as well, the company is expected to have better operating margin than mid-caps like KPIT Cummins, Polaris, Geometric and others.

Within the non-linear business, the company offers managed services solutions, platform-based solutions, IP infrastructure services and cloud-based services.



Information Technology Minister AL Hek congratulates a successful student of NIIT at the convocation programme held here recently.

Shillong Times, Shillong, March 14, 2012

Business Standard,  
Chandigarh, March 12, 2012



<http://www.youtube.com/niitcareers>