



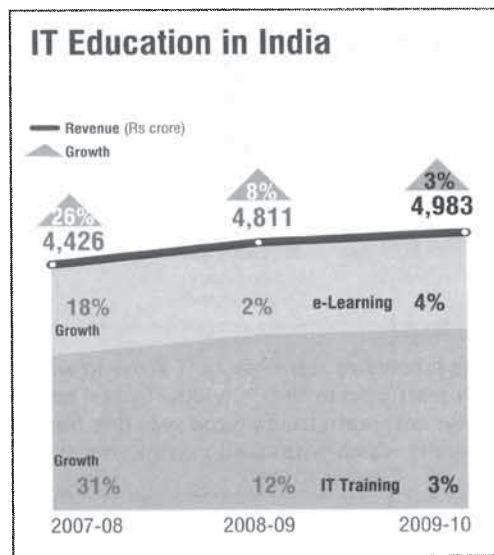


Back to School

Schools are turning out to be key growth drivers for IT training companies; the overseas third world market remains the other big draw

The recession and its aftermath had created a widespread feeling that IT industry might not after all be the best career move. While fattening pay packets and glitzy perks had attracted people in hordes all these years, the slowdown meant pink slips or at least salary cuts or no hikes over the years. Tales of woe at Oracle, HP or even TCS have been widely publicized. As the *Dataquest* T-School survey found out, it were the PSUs who replaced IT companies as the preferential option at campus placements. Nothing illustrated the fall from grace for the IT industry better in India than the matrimonial ads that used to actively seek or publicize IT industry MNCs working grooms suddenly disappeared.

In such a scenario, when even the engineering colleges saw a reduced number of takers for computer science courses, it was not surprising to see the Indian IT training industry recording one of its lowest growth (3%) in the last two decades. The IT training industry (still basically private) caters mainly to graduates from regular streams going for professional technology courses or working engineering/IT professionals enrolling for some specialization. In fact, only once has the Indian IT industry fared worse in terms of growth—the aftermath of the 2001 dotcom bust and its impact was a gamechanger for the IT training sector. From a more



Barring the 2001 dotcom bust aftermath, the IT training market had its worst year in two decades. The reversal then had forced a shift towards more corporate training from a pure retail focus. Will FY10 too herald some major shift for the training segment? The e-learning solution providers too had a second average year in a row

mass retail model, the business focus shifted towards a more corporate training model. The impact might not be so far reaching this time; rather it's more an endorsement of emerging changes of the last few years like schools becoming as big a sector as corporates.

Less Takers for Corporate Training

One can never deny that a company's greatest asset is its skilled workforce irrespective of the prevailing economic conditions. Effective management and

deployment of this asset is even more critical in today's business climate. The two antithetical situations of cost cutting and sufficing the need for trained professionals can only be handled through a close knit functioning of the enterprise and training vendors. And so when most corporates handle the specialized customized employee training on their own, for more generalized training modules they still partner the training majors. Obviously, slowdown meant considerable drying up of many of these orders. The result was that the sector grew by only 5% in revenues—that too when this Rs 1,892 crore market included schools, a sector that was immune from the slowdown and grew much faster.

During FY10, in the face of shrinking numbers, NIIT's corporate learning solutions battled to improve profitability; while the market awareness programs like Real World Blended Learning advertising were in vogue. It worked on alternative avenues like enhancing and driving reseller support programs, including training, certification and support. IT/BPO and government sectors were the keys that continued to support the corporate solutions business of NIIT. The company bagged nine key accounts, including Philips, Karnataka Vocational Training & Skill Development Corporation, and Ministry of External Affairs. Very interestingly, NIIT had repeat

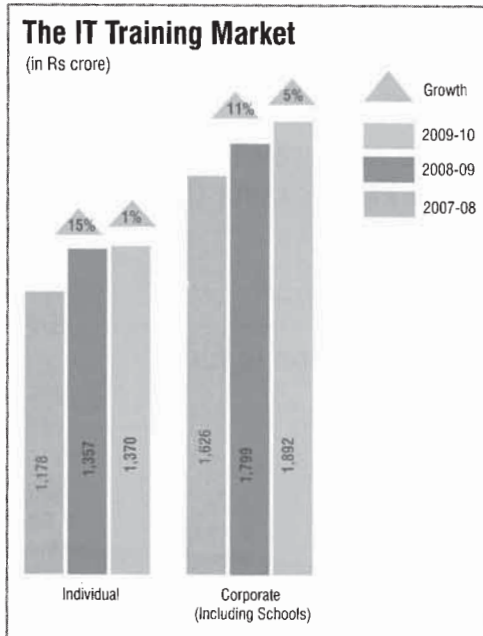
business from the department of income tax. Nevertheless, NIIT clocked in Rs 544 crore as corporate training revenues, witnessing a 6% dip from the year before.

Aptech too bagged induction training contracts with two of the top ten software companies in India. Furthermore, it tied up with the Institute of Company Secretaries of India (ICSI) to offer IT certification programs to students and company secretaries in the country. As per the blueprint, the program will be conducted in more than 170 Aptech centers in India. IT and telecom remained the two dominant takers for Aptech's corporate training. Aptech won multi-year engagements from two leading telecom companies and also renewed a training contract with one of the leading automotive companies in India.

Schools: New Growth Engine

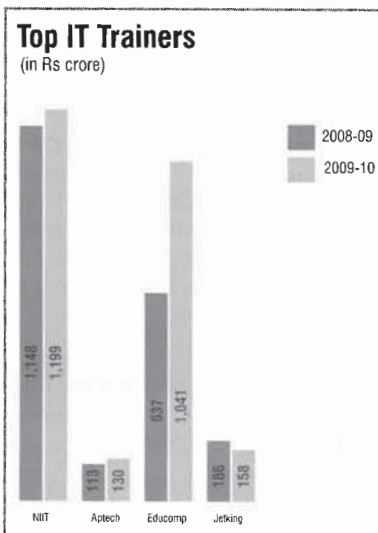
There is no denying the fact that the education sector in the domestic market is dominated by schools. Realizing this, even the 'Union Budget 2010-11' has announced a significant allocation increment of 16% for school education. With ICT initiatives in schools building up on the PPP model, FY10 had some interesting initiatives from the leading educational IT companies. In fact, with revenues from the corporate training dwindling, the school sector has emerged as the new growth engine for the IT training companies—particularly NIIT and Educomp seem to have made significant inroads here.

FY10 saw the school learning business of NIIT crossing the significant milestone of 15,000 schools in its decade long journey. During the year, NIIT added 2,812 schools, including repeat orders from the states of Gujarat, Assam



CyberMedia Research | DQ Estimates

The lukewarm response to IT training was not restricted to the individual (retail) market only; corporate training too was flat, barring schools which witnessed maximum traction



CyberMedia Research | DQ Estimates

NIIT is still the leader, but Educomp is fast catching up, thanks to its increased focus on schools. Even NIIT was aggressive on schools though older players like Aptech and Jetking have somehow fallen off the boil. A handful of niche players offer domain specific specializations

and Andhra Pradesh and also a strong response from 334 private schools elsewhere. The agreement with the department of education, Gujarat to provide computer aided learning in 1,870 high as well as higher secondary government schools under a five year contract which is valued at Rs 85 crore would train nearly 9 lakh students.

Targeting the private schools in FY10, NIIT strengthened its e-Guru offering consisting of 'interactive classrooms' for teachers, 'Math lab' and 'IT wizard' for students. Math lab has already been installed in Gurukul World School in Chandigarh and Delhi Public School in Hyderabad. Its shared computing technology in 5,000 government schools of Andhra Pradesh won the 'ICT Enabled School of the Year Award' at the eIndia Digital Learning Awards. Even its teacher training programs enrolled over 6 lakh teachers for computer fundamentals, project based learning (PBL), activity based learning (ABL) and continuous comprehensive evaluation (CCE). Result was that NIIT had an order intake of Rs 206 crore from its schools business, with a year end order book standing at Rs 331 crore.

The Morgan Stanley APAC research team declared Educomp, another major training player especially in schools, as one of the best positioned to capitalize on the growing acceptability of multimedia content for teaching in K-12 schools. That was on the basis of a huge order worth Rs 51 crore it bagged from the Bihar government to introduce computer education in 600 senior secondary schools across thirteen districts in the state. This will be done under the ICT @School project for a period of three years on the BOOT model. As a part of the order, Educomp will also provide computer

training to five government teachers in each school covering all the areas of computer literacy. For ICT training in schools, Educomp also bagged contracts from Assam, Tripura (both repeat orders), Rajasthan and Gujarat. Overall in FY10, Educomp reached out to 82 lakh students through 15,426 schools.

Like NIIT, Educomp undertook initiatives to spread awareness about the learning methodologies across the globe. It organized an event titled 'NexGen Smart Class Seminar' in Srikakulam in collaboration with Intel, Acer, Dell and MIMIO. In FY10 itself, the Smart Class reached out to 30 lakh students in 3,077 schools. The k-12 segment too witnessed a traction as the company signed sixty-nine high schools through its subsidiary Educomp Infrastructure and Services Management; it also signed a joint venture with the LAVASA Corporation to set up international schools in the new city and tied up with Shri Educare to set up five schools over the next two to three years, with the first two schools soon coming up in Noida and Faridabad.

Individual Training: Mixed Fortunes

The initial impact of the slowdown on the IT industry obviously had a direct bearing on the individual training sector. Though with the industry moving out of the slowdown, a turnaround was visible too, particularly in the enrolments which would have a bearing on the turnover next year. That's why though the sector turnover at Rs 1,370 crore remained flat, the biggest player NIIT saw an enrollment of 4,91,703 students, an increase of 12% compared to the last year. This growth was led by edgeineers and IMS product lines towards the end of the financial year. The enrolments pattern in GNIIT though was flat. The company launched new training partnerships

India's E-learning Report Card

The e-learning report by ValueNotes suggests that the e-learning off shoring industry in India will grow at a CAGR of 15% till 2012, though growth will be more subdued till 2010. Furthermore, it is estimated that the market size will touch \$603 mn by the end of CY12. Currently, the outsourcing industry comprises of third-party providers and offshore delivery centers of international e-learning providers and consulting firms. FY08-10 witnessed a sudden spurt in IT and publishing companies like Accenture, Genpact and IBM making their foray into the e-learning domain. There is no denying of the fact that e-learning has taken a hit from a vendor perspective. In this respect, service providers who are in multiple segments and markets are safer rather than those who are in the pure play. In contrast to several IT companies, the e-learning industry in the country witnessed traction during the recession as the enterprises tightened their strings on training. This threw immense opportunity for the pure play firms like Tata Interactive Systems, Learning Mate, Lionbridge to create cost effective custom tailored training modules. To some extent, the cost cutting has led to the conversion of instructor-led training (ILT) to rapid instructional design (RID). Very interestingly, about 150 companies in India are in the e-learning business

with IBM and SAP. Thanks to such measures, despite the challenging recruitment environment, there has been a 25% increase in placements. NIIT tied up with the likes of Wipro, TCS, Cognizant, and Tech Mahindra to offer placement opportunities. Around 28,000 students got placed through the NIIT placement cell. It also entered into a strategic alliance with the Tamil Nadu Adi Dravidar Housing Development Corporation (TAHDC) to offer a career focused post graduate diploma in banking operations (PGDBO) to youths from underprivileged sections of the society. It also announced 'NIIT Yuva Star', a career development center



and close to hundred of them work on converting ILT content to RIDs. It is undoubtedly the corporate, education and government segment that still continues to pose a demand for e-learning solutions in the country.

FY10 saw Tata Interactive Systems consolidating its expertise in verticals. The company witnessed a slew of orders from new clients such as MTS, John Deere India, Birla Sun Life, Bajaj Auto, ITC, Johnson & Johnson, Western Union, Boston Consulting Group, Maersk and Avaya. However, 80% of the revenues came from repeat business through customers like Royal Mail, McGraw-Hill Group, Unilever, United Health Group and British Airways.

to create a talent pool in the urban areas. Currently, eighteen centers are operating in Delhi and 1,500 slum youths have already been placed.

Aptech's new launches include an exclusive program in cloud computing which is to be rolled out in thirty-five countries in phases starting with India, Vietnam and Malaysia. It also launched a new-state-of-the-art center at Kankurgachi, Kolkata. This is an addition to the existing two centers with a competence to absorb 500+ students simultaneously. The flagship brand, ACCP showed decline, but the animation brand ARENA prospered because of the acquisition of Maya Academy of



Advanced Cinematics (MAAC) for Rs 76 crore. The secondary non-IT courses had mixed fortunes. Aptech's premium brand, Avalon, introduced courses in tourism in association with Thomas Cook which showed a 35% decline in the number of enrolments due to a severe downturn in the aviation sector. However, Aptech acquired First English in May 2009, and in FY10 re-launched it as English Express with a bouquet of offerings like General English, Spoken English, Business English, Accent Training and English Test Preparation. Aptech plans to open about seventy English Express centers across the country in the current fiscal.

Beyond the Domestic Market

Vietnam, Africa and China happen to be the common geographies where two major training companies seem to be vying for the top slot. Aptech Vietnam has once again emerged as the leader in Vietnam's growing information & communication technology space. The international IT education firm won the 'Top ICT Vietnam 2009 Cup' and ICT 2009 gold medal for the seventh year in a row. The company even received the '5 stars' title for being the biggest IT training unit in Vietnam. In FY10, Aptech launched three centers in this market and is all set to push one-third of its global revenues to 40%.

Last year, Aptech entered into a JV with the Falgo Group in Brazil. Aptech's foray in Brazil last year helped the company to develop, expand and focus better on the entire Latin American region and also paved way for its next big investment wherein it invested 51% stake in ACE Educacao do Brasil, a new company formed for imparting information technology education and training in Brazil. Keeping up with its multi geographical approach, it has signed a joint venture with the New Life Group, a Philippines based company,

Software for Schools

With a greater penetration of ICT in the school segment, the school software solution providers play an indispensable role in the training ecosystem. The solution providers can be categorized into multiple IT solution vendors and training majors like NIIT which has devised tools for automation. FY10 saw NIIT launching Quick School which is an integrated and comprehensive education resource planning solution for schools.

CEON Solutions, a leading developer of school and college learning management system, offers solutions such as 'i-School' and 'i-Campus' that aim to automate and enhance the quality of education and administration in schools and colleges. The i-School

solution has already been implemented in some of the schools in Gujarat.

Similarly Core Projects and Technologies, a solution and service provider in the education sector, offers covers, compliance, assessment, ICT, content, teacher training, vocational training and examination management system. This has impacted more than 25,000 schools, 20 mn students and trained over 1,00,000 teachers worldwide. The company has announced its collaboration with the University Of Oxford, UK to offer holistic and integrated global education solutions in the Indian education space through a single window that essentially includes ICT and content.

to expand its retail presence in the country. The JV will be in the ratio of 60:40 in favor of the New Life Group and Aptech respectively. Through this JV, Aptech plans to expand the scope of the retail training brands of Aptech like Aptech Computer Education, Arena Multimedia, Avalon Academy, English Express & N-Power across Cambodia, Philippines and Laos.

FY10 saw Aptech betting big on the IT training market in Russia as it plans to increase the number of existing centers from twenty-five to sixty in the next two to three years. The company has signed memoranda of understanding (MoUs) with fifteen universities. Going back to China, Aptech may file a Draft Red Herring Prospectus (DRHP) for its Chinese JV, BJB Career in one to two months. The Chinese JV is expected to raise \$80-120 mn and will dilute 15-20% equity via IPO.

NIIT in FY10 expanded its China operations by bringing in three new government-assisted NIIT centers live in Dalian, Chengdu and Changzhou. In addition, the company ramped up its capacity in Wuxi New District representing

NIIT's largest such facility anywhere in the world. The company added new Cisco learning partner associates (LPA) in the Cisco channel and expanded the 'Li Gong Xin Rui' range of programs.

Apart from focusing on its traditionally strong markets such as Vietnam, Nigeria, Malaysia and Thailand; the company strengthened its presence in South Africa and Botswana through various events such as 'Business Partners Meet for the launch of 10th Scholarship' in Nigeria. In terms of new geographies, NIIT added Bhutan, Maldives and Columbia to its existing portfolio of foreign countries. NIIT signed 'International Cooperation General Agreement' with Servicio Nacional de Aprendizaje (SENA), Colombia's leading technical education institute, to provide IT, ITeS, english and professional life skills training to people of Colombia. The total students intake across all geographies including India cumulatively in the individual and school learning business has been 5,00,000 with 2,500 new centers added globally.

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MLAs imparted training in computers

Raipur, Aug 01: On the second day of computer training being imparted to MLAs at the Vidhan Sabha secretariat, the Ministers and MLAs from state assembly obtained training on computer operations and Laptop operating. In this training programme the MLAs were given information on how to operate a laptop and its various functions. In today's training programme, the PHE Minister Kedar Kashyap, Food Minister Punnulal Mohile, Forest Minister Vikram Usendi and other parliamentary secretary and MLAs were present.

It is worthwhile to mention here that the MLAs of Vidhan Sabha are being imparted training on how to operate laptop and computer by CHiPS and NIIT. Under the training programme, MLAs were given information on what is a Laptop/computer, what all the places where Laptop and computer can be used? Why use of these gadgets is important to learn. The trainers informed the MLAs that by using a Laptop or a computer, they can compile more information and can have access to large domain with just click of a button in a very short time. Similarly the information can also be accessed and calculations can be



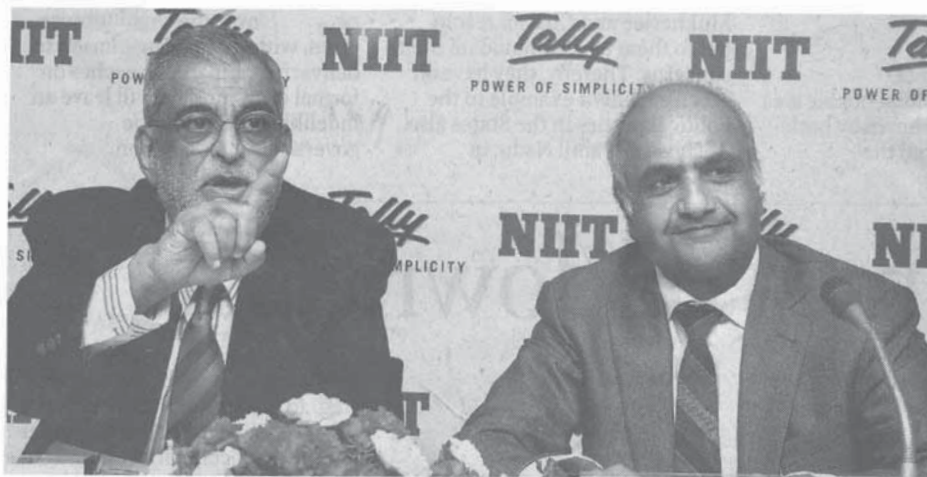
done in fast way. The use of information from a Laptop or a computer can be done as per the situation in demand. The MLAs were explained about the functions of monitor, keyboard, mouse, cursor, MS Office Programme, Microsoft Office and other handy programmes of day-to-day use. They were also explained on how to work using MS-Word, creating of new file and how to save the matter or text written on it.

Food Minister Punnulal Mohile, Parliamentary Secretary Vijay Baghel, MLA Haridas Bharadwaj and Devji Bhai Patel have termed the training on computers to the MLAs as very essential and important. They all expressed gratitude to the Speaker VS and associates from CHiPS and NIIT for imparting valuable training. Devji Bhai Patel said that such types of training programmes should be organised in the near future as well.

On the conclusion of training programme, Secretary VS Secretariat Devendra Verma proposed vote of thanks to all the MLAs who attended the training programme and informed the MLAs about the inclination of Speaker VS for organising such training programmes in the near future. CEO CHiPS assured to extend support in near future for such programmes.

The Ministers and MLAs present in the training showed lot of interest in learning about the nitty-gritty of computer and also sorted out all their queries from those imparting the training.





Targeting SMB sector: Mr Vijay Thadani (left), CEO, NIIT Ltd, with Mr Bharat Goenka, MD, Tally Solutions (P) Ltd, at a press conference to announce their global alliance to create business software professionals, in the Capital on Thursday. — Kamal Narang

NIIT, Tally join hands for training in biz software

Our Bureau

New Delhi, Aug 26

NIIT Ltd and Tally Solutions on Thursday announced a global alliance aimed at training workforce in business software, with particular expertise in Tally.ERP 9 product. Besides India, the alliance would cover geographies such as West Asia, Africa, China and Asia Pacific in a phased manner.

“The partnership with NIIT will enable us to create skilled Tally professionals for growing IT needs of SMB sector in India and overseas,” Mr Bharat Goenka, Managing Director, Tally Solutions, said at a conference.

According to industry estimates, India needs about 1.3 million business software trained manpower annually to fulfil IT requirements of eight

million (total addressable market) SMB units. The programme offered under the alliance would cater to the requirements in this space. In other words, the 12-month course would enable professionals to run Tally’s products for day-to-day functioning of an organisation.

DIPLOMA COURSE

The diploma course would be available across 350 centres in India, and, in the first phase, 30 centres overseas. The programmes being announced include training on the latest Tally software, as well as aspects such as business processes, Advanced Excel and soft skills. Other programmes envisaged include ‘Tally for entrepreneurs’ and ‘Tally for functional heads’ in areas such as purchase and manufactur-

ing. “The role of a business software professional in an SME is even more critical compared to large organisations that already have significant IT infrastructure in place. Given the market demand, and the fact that nearly four million SMEs would be investing in IT infrastructure in coming years, our training would also enable professionals to seek local employment,” Mr Vijay Thadani, CEO of NIIT Ltd, said.

Under the programme, the company is looking to train nearly one lakh ERP professionals over the next three years.

In the first phase, NIIT and Tally will launch the programme in Nigeria, Ghana, Sri Lanka and Bangladesh and India. It would thereafter be rolled out in other geographies.

Trinity Mirror
Chennai
August 27, 2010

NIIT tie-up to develop Tally.ERP 9

Chennai, Aug. 27: NIIT, leading Global Talent Development Corporation and Tally Solutions (P) Ltd., leading Business Management Software Product Company, have entered into a global alliance to develop comprehensive business software professionals with particular expertise in Tally.ERP 9 product.

This global alliance will cover besides India, international geographies such as the Middle East, Africa, China & Asia-Pacific in a progressive manner, thus making available talent to power the growth of Small & Medium Business (SMB) enterprises, in these geographies.

As per industry reports, India needs around 1.3 million business software trained manpower annually to fulfill the talent requirements of 8 million (IT ready) SMB units. The programs offered by NIIT and Tally will cater to the requirement of trained business software professionals for the SMB sector.

Mr. Bharat Goenka, Managing Director, Tally Solutions (P) Ltd. remarked, "This strategic partnership with NIIT will enable us to create skilled Tally professionals for the growing IT needs of the SMB sector in India and abroad. It will leverage the tremendous potential that the Tally product has generated across industry, and empower an upwardly-mobile SMB segment with aptly-skilled manpower."

The uniqueness of this strategic alliance stems from the fact that this is the first global alliance aimed at developing talent for the Small & Medium Businesses.

The programs being announced include training on the latest Tally.ERP 9 software, as well as business processes & soft skills - all of which are required for the comprehensiveness of trained professionals for this sector.

NIIT and Tally will also partner in the ongoing challenge of content creation for various levels of train-

ing towards this end.

"This alliance will lead to creation of highly-skilled and comprehensive business software professionals for the SMB sectors in India and overseas," said Mr. Vijay Thadani, CEO, NIIT Limited.

Both the companies had entered into a MoU in June 2009. NIIT has been offering 'Beginner Training Programs on Tally.ERP 9', at identified Education Centres. Under the global alliance- NIIT will now extend its offering to comprehensive programs in Business Software with the 'Diploma in Tally.ERP 9 & Business processes' - a program for Commerce students. The program will cover Tally.ERP 9 software that enables professionals to manage businesses with ease and efficiency.

Further programs envisaged include a series of programs namely, "Tally for Entrepreneurs", "Tally for Functional Heads" such as Purchase, Manufacturing, etc.

Hindu Business Line
Hyderabad
August 26, 2010

NIIT course to make engineering grads employable

Our Bureau

Hyderabad, Aug 25

NIIT, an IT training institute, will open about 200 GNIIT training centres across the country in the financial year 2010-11. GNIIT programme is aimed at enhancing employability of engineering graduates. "In the first phase, we will be opening this programme in all the Southern States, West Bengal and Orissa," Mr Surojit Biswas, General Manager of NIIT, said.

Addressing a press conference here on Wednesday, he said the programme would offer certain skills to the stu-

dents as they studied their regular engineering course. "For some years, we are offering a GNIIT programme for graduates from other disciplines. Beginning this month, we will offer an exclusive programme for engineering graduates," he said.

"The industry is spending huge sums on training after they recruited the students on the campus. More and more companies are finding it difficult to allocate funds for training in the times of recession. We will train the engineering students who can be employed directly," he said.

Quoting NASSCOM (National Association of Software and Service Companies) figures, he said the industry was expected to double the intake by recruiting two lakh new employees. "Only 25 per cent of the engineering graduates applying for various positions in IT and IT-enabled services companies are considered employable by the industry," he said.

NIIT would charge Rs 1.20 lakh for the new course. "We will charge Rs 1 lakh for some time. The students could opt for instalments spread across two years," he said.

Hindustan Times
Chandigarh
August 19, 2010

NIIT holds seminar on IT

HT Live Correspondent

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CHANDIGARH: NIIT organised a series of seminars on Wednesday at CII, Chandigarh on the theme - 'IT, You and the Employability'.

More than 250 students and academia members attended the CISCO seminar.

The key speaker Aajay Alva, National Product Manager- IMS NIIT Ltd, welcomed the gathering and said NIIT was committed to offer latest technical education to students aspiring to make a career in IT.

Aajay said, "We have partnered with the global leader

CISCO to offer training programmes on their latest tools and technologies in networking and infrastructure management space.

CISCO alliance has opened up multiple career opportunities for aspiring students and professionals."

Quoting the IDC survey, Alva added, "A shortage of professionals with CISCO expertise is estimated to reach 2 to 3 million by 2012."

He further added, "CISCO Training and Certifications create lucrative career opportunities by empowering students with skills like routing and switching, network voice and network security."

Financial Chronicle
New Delhi
August 19, 2010

NIIT launches GNIIT course for engineers

S SHYAMALA
Chennai

NIIT announced launch of its GNIIT programme for engineering students on Wednesday. The firm hopes to expedite the growth in its individual learning business segment through such programmes and collaborations with engineering colleges in the coming year.

"The revenue growth in the last six quarters has been challenging. But growth rates have been slowly coming back. We hope to grow the individual learning solutions business between 10 per cent and 12 per cent this year," said G Raghavan, president — global individual learning solutions, NIIT.

"We will maintain an EBITDA (earning before interest, tax, depreciation and amortisation) improvement between 100 and 150 basis points. We have been maintaining this over the last few quarters," Raghavan said. The GNIIT programme and short-term diploma programmes will help improve growth, he added.

The former is a three-year course meant for BE and BTech students to be pursued with engineering. The diploma course helps graduates to brush up their software skills. This helped fresh graduates during the slowdown when firms were not recruiting, he said.

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Indian Express
Chennai
August 23, 2010



NIIT launches GNIIT for engineers in south India

NIIT launches GNIIT for engineers in south India through an 'industry-endorsed' multiple track. GNIIT for Engineers is aimed at enhancing employability of engineering graduates by bridging the skill gap. According to industry reports, only 25 per cent of engineering graduates applying for positions in the IT and ITeS sectors in India are considered employable by the industry. It has, therefore, become a necessity to equip the graduating engineers with employable skill sets, for meeting the industry requirements. The curriculum of the programme has been specially designed and customised with inputs from the IT industry, thus imparting GNIIT-Engineers with specialised skills essential to build a successful IT career. The three-year GNIIT programme is designed to be pursued along with the engineering programme. The methodology has been tuned to the academic cycles of the engineering programmes. The requirement for enrolment to this programme is successful admission into a BTech or a BE programme ■

Business Standard
Hyderabad
August 26, 2010

NIIT to train 1000 engineers

BS REPORTER
Hyderabad, 25 August

Training and development company NIIT Limited, would train 1,000 engineers by this academic year at its 12 centres in Andhra Pradesh.

Launching the 'GNIIT for engineers' programme here on Wednesday, Surojit Biswas, general manager, NIIT, said, "As Hyderabad is an IT hub, there is a great demand for industry-specific professionals in this field. The GNIIT for engineers is specifically designed, keeping the engineering students, their already rigorous curriculum and career aspirations in mind."

The three-year programme will have eight semesters and the course fee will be Rs 1.20 lakh. "Students will undergo complete software development life cycle project, followed by a six-month internship and six months personality development programme," he added.

According to Nasscom, the industry headcount addition is expected to double this year to touch 200,000 new employees, leading to 2.5 million direct employment.

news brief

NIIT launches GNIIT for engineers in Delhi

NIIT, the leading global talent development company and Asia's largest IT trainer, recently launched the 'industry endorsed' multiple track GNIIT for Engineers in Delhi. G Raghavan, president-global individual learning solutions, NIIT, announced the launch of the programme.

GNIIT for Engineers is aimed at enhancing employability of engineering graduates by bridging the skill gap. According to industry reports, only 25 per cent of engineering graduates applying for positions in the IT and ITeS sectors in India are considered employable by the industries. It has, therefore, become a necessity to equip the graduating engineers with employable skill sets, for meeting the industry requirements.

With the return of strong hiring outlook, the industry would be on the lookout for job-ready talent. As per NASSCOM's latest estimates, the industry headcount addition is expected to double this year to touch 2 lakh new employees, leading to 2.5 million direct employments. The IT BPO exports market is expected to grow by 13-to-15 per cent and the domestic market by 15-to-17 per cent.

The curriculum of GNIIT for engineers has been specially designed and customised with continued inputs from the IT industry, thus imparting GNIIT-Engineers with specialised skills essential to build a successful IT career.

Mapped to current industry requirements, the programme offers Global Technology Certification curriculum to ensure best career opportunities worldwide for every GNIIT-Engineer, along with first-hand experience of working on the latest technology developments.

The students will also undergo a rigorous and complete software development lifecycle project, followed by a six-month industry internship. This will train them according to the IT industry expectations, thus making them job ready.

Speaking on the launch of the GNIIT for Engineers, Raghavan said, "GNIIT for Engineers is specifically designed keeping the engineering students, their already rigorous curriculum and their career aspirations in mind. Graduates of this programme will be first-hour job ready for the global marketplace".

The three-year GNIIT for Engineers programme is designed to be pursued along with the engineering programme. The methodology has been tuned to the academic cycles of engineering programmes. The requirement for enrollment to this programme is successful admission into a BTech or a BE programme.

स्कूलों के लिए एनआईआईटी का ई-गुरु सॉल्यूशन



बिजनेस भास्कर • जयपुर

सूचना प्रौद्योगिक क्षेत्र की कंपनी एनआईआईटी लिमिटेड ने स्कूलों के लिए ईगुरु सॉल्यूशंस पेश किया है। इससे स्कूलों के लिए बच्चों को पढ़ाना और आसान हो जाएगा। इस संबंध में कंपनी की ओर से बुधवार को पेनल डिस्कशन का भी आयोजन किया गया।

कंपनी के नेशनल सेल्स हेड अनुराग दीक्षित ने बताया कि ईगुरु सॉल्यूशन के तहत पढ़ाई के तरीके को आसान बनाया गया है। इससे छात्रों के लिए पढ़ाई रोचक हो जाएगी। इस उत्पाद का उपयोग हर वर्ग के छात्र के लिए किया जा सकेगा। इस सॉल्यूशन को बनाते समय छात्रों के साथ

शिक्षकों की जरूरत का भी ध्यान रखा गया है। उन्होंने बताया कि इस सॉल्यूशंस से स्कूलों के करिकुलम को रोचक बनाने के साथ पढ़ाई के लिए मनोरंजन बनाया जा सकेगा। कंपनी के ईगुरु सॉल्यूशंस शृंखला में इंटरएक्टिव कक्षाएं, मोबाइल साइंस लैब, आईटी विजार्ड और क्विक स्कूल सॉल्यूशंस शामिल हैं। इन्हें स्कूलों की जरूरत के हिसाब से विकसित किया गया है। इन उत्पादों को विकसित करने के लिए देश के जाने-माने शिक्षाविदों की राय ली गई है। इन सॉल्यूशंस की जानकारी देने के लिए पेनल डिस्कशन का भी आयोजन किया गया है। कई स्कूलों के प्रबंधकों व शिक्षकों को आमंत्रित किया गया था।

WEDNESDAY, AUGUST 11, 2010 (PAGE 5)



Vinod Koul, Zonal Head North NIIT delivering the lecture in a seminar at Government College for Women Parade at Jammu on Tuesday.
—Excelsior/Rakesh

GCW Parade holds seminar on “Career in IT”

Excelsior Correspondent

JAMMU, Aug 10: The Department of Computer Sciences, Government College for Women (GCW) Parade in collaboration with NIIT Jammu organised one-day seminar on “Exciting Opportunities in the world of IT”.

Dr Kiran Bakshi, principal of the college, who was chief guest on the occasion, inaugurated the seminar while Vinod Koul, Zonal Head North NIIT was the resource person.

Speaking on the occasion, Mr Vinod shared his views on various opportunities in the world of IT. He awared the students that how in this current age of knowledge-based society, science and technology, techni-

cal education has been playing significant role and in that how it has been making rapid strides in keeping pace with various current industrial innovations and technological advances.

Dr Kiran Bakshi in her address lauded the efforts of the department for organizing such type of seminars which would help the students to get exposed in various career options available in the markets.

Earlier, Dr M S Pathania Convener of IQAC welcomed the guests and assured to organize such events in future also. R K Sharma CMD NIIT Jammu also spoke on the occasion.

Prof Parveen Singh, HoD of Computer Sciences, gave vote of thanks.

Mid Day
New Delhi
August 16, 2010

In conversation with Shraman Jha, senior vice president, NIIT Imperia

Learning on the job



NIIT Imperia, centre for advanced learning, has come above the alternatives to give careers the required boost. Essentially for working professionals, Imperia is one of the best options at hand, says Shraman Jha:

Objectives of NIIT Imperia

The sole purpose of Imperia is to provide high-quality, widely distributed management education to working professionals. Our objective is to reach people who are already employed yet have not specialised in their field of work; to offer them the means and the opportunity to be skilled professionals.

We work in a strategic partnership with a number of top schools in India like IIM, Ahmedabad, Lucknow and Indore; and with

institutes like IIFT (Indian Institute of Foreign Trade), IGNOU, and IMT Ghaaziabad.

The content faculty and certification are provided by the institutes; while Imperia offers all the other assisting services — technological, administrative, professional counselling, and conduct of examinations nationwide.

Corporate gain

Corporates want two things — first, to continually train and upgrade their people; and second, to help contain attrition at junior levels as retention is a major problem with them. We give them both through our programmes meant for professional training. Their people can have the best of learning while they do not need to drop out from the

job as we make it available for them through audio-video interaction systems, more like a live classroom situation.

Spreading awareness

We are very matter of fact in communication. Education is not a casual business. Also, we make use of various kinds of online media — websites, various forms of search engine marketing and send e-mails to selective databases.

The best part about NIIT Imperia is that we deliver education nationwide. And to ensure that the education programme meets its desired needs, we do not admit anyone and everyone who is willing to pay for it; individuals have to meet the educational requirements.

We also run programmes of contemporary relevance like ex-Digital and Internet marketing, certified by the Internet and Mobile Association of India (IMAI). All the programmes are run under the Synchronous Learning Technology, by means of which everyone learns at the same time through different mediums yet stay connected.

Moving towards

We have just introduced a formal MBA programme with IGNOU, an executive MBA programme (only for experienced people), which is available in distance mode. It can also be taught by an institute's or college's teaching faculty. The plan also includes reaching out to more and more cities in India.

NEWSWIRE
FEATURE



Science on the move

NIIT's Mobile Science Lab is an innovative approach to teaching science by encouraging students to conduct experiments. BY PRIYANKA TILVE

What happens when the water reaches its boiling point? What happens when you add sulfuric acid to sugar? Why is there a cooling sensation when we have antacid pills? It's easier to get answers to all these questions and many more now with NIIT's Mobile Science Lab.

The Mobile Science Lab is part of NIIT's endeavor to come up with IT-enabled learning solutions to bring back the joy of learning to young minds. Abraham Tharakan, Vice President & Head, Design and Development at NIIT School Learning Solutions, says "Conventional methods of teaching and learning science pose vast challenges both for teachers and students alike. Today, science is taught largely in classrooms with intermittent lab sessions that allow students to perform hands-on experiments. This means that there is a large time gap between theory

and practical, reducing the impact of what has been learnt in the classroom. With Mobile Science Lab, we aim to bridge this gap; it is a portable science laboratory that comes to the students instead of having the entire class going to the lab."

The Mobile Science Lab allows you to actually monitor changes that occur every second during the experiment rather than just noting the end result. For instance, for checking the boiling point of water, all you have to do is select the experiment, connect a thermometer and

"Be it in sports or academics, success comes to those who inculcate learning as a 24x7 experience. I am delighted to unveil a product that makes teaching and learning of science a 24x7 fun experience, thus awakening and encouraging the young scientists."

– Viswanathan Anand
World Chess Champion and
NIIT Mind Champion




SPECIFICATIONS

The mobile science lab is made up of a 7-inch TFT LCD touch screen and it consists of 39 scientific sensors that can be used to measure various factors. It can typically be used by three students at a time. The case, along with its other components, is made of ABS plastic, making it sturdy and capable of withstanding rough handling. It comes with integrated Wi-Fi and works on battery. Maintenance is easy as it does not consist of any moving parts. The NOVA comes with a one-year warranty, and NIIT provides three days of training at the beginning of every academic year for three years.

dip it in a beaker that contains water. As the temperature of the water rises slowly, the same will be represented on screen in the form of a graph. Then as the water reaches boiling point, you will see that the graph is stable as the temperature remains constant. The Mobile Science Lab covers a wide range of subjects, including Physics, Chemistry, Biology and Environmental Sciences. More than 210 experiments from the NCERT-defined curricula for classes 1–10 can be performed on it with the help of various accessories.

Owing to its portability, the students can even carry it during field trips to extract real-time data for conducting experiments. For example, if students want to check the amount of carbon dioxide in the air at various parts of the city, they can do so by simply carrying the Mobile Science Lab and carbon dioxide sensor with them. The machine will automatically take readings of all the samples collected, and store the data.

The device is also equipped with standard features such as Internet access, word processing, spreadsheets and e-mail. This helps students tabulate, record and share their observations during an experiment.

NIIT will make this technology-enabled learning solution available through computer-aided experimentation, and the device will make use of Fourier Systems' Nova 5000 science data logger. NIIT has worked to customize the solution for use in Indian schools, but it will cost over Rs 1 lakh. If a school decides to introduce the Mobile Science Lab only for class 10 students, for example, it will be equipped with only those apparatuses required for the experiments in the curriculum and the cost will be calculated accordingly. 

- priyanka.tilve@infomedia18.in





Preparing to fly to India yesterday to begin a one-year internship are Moses Kotane Institute students Wiseman Mndaweni, Nonkululeko Nxumalo, Nokulunga Sithole, Tholithemba Ngema, Zanele Msweli, Sthembiso Sibiya, Slindile Mbatha, Cebile Biyela, Precious Masinga, Dannie Gumede, Siphelele Vundla and Qiniso Mthembu. They are the first of 10 000 KwaZulu-Natal students who will be trained in information and communication technology in India.

PICTURE: TERRY HAYWOOD

Youngsters take flight to new careers

NTOKOZO MFUSI

TWELVE KwaZulu-Natal students flew to India yesterday as part of a government initiative to create employment for 10 000 youths.

The initiative is a training programme of the KZN Economic Development Department, the Confederation of Indian Industries and the National Institute of Information Technology of India.

The programme would train 10 000 youths in software engineering in India over five years.

One of the 12 was Qiniso Mthembu, 21, of Ngwavuma in northern KwaZulu-Natal.

After completing matric in 2005, Mthembu thought his life had ended because his mother could not pay for his tertiary education.

Speaking to The Mercury before flying off yesterday, Mthembu said: "I sat at home from 2005, not doing anything, and thought my dreams of becoming something were shattered, but today I see a bright future ahead of me."

Still clearly in shock, Mthembu said: "I met the premier (Zweli Mkhize) today and I sat there and could not believe it was me. I do not know why I was chosen out of all these people, but I am glad I was

chosen; I am truly blessed."

His mother, Phumzile Mathenjwa, said: "I dream that one day he will be a professor or the head of a company. As a parent you feel guilty when you cannot give your child what they need in life because of finances."

Another student, Zanele Msweli, said: "This is a once-in-a-lifetime opportunity. We know we will face challenges, but our lives have been changed forever and it's for the better."

The students were initially trained by the Moses Kotane Institute, which has trained 220 unemployed youth in business process outsourcing since last year. The training in India

would allow the students to gain experience that would prepare them for employment and the creation of businesses.

Mkhize, who saw the students off, told them to be good ambassadors of the country.

"You are the first of 10 000 going to India on a pilot project, so be responsible, use the opportunity and make us proud."

National Institute of Information Technology general manager Rakesh Misri said he was excited about the project.

"The objective is for these under-privileged youths to be employable, have entrepreneurial skills and to create employment for others."

Two-day computer training organised at Secretariat

UNDER a unique initiative taken by the State Government, to make Ministers and the sitting MLA's of Bharatiya Janata Party (BJP), Congress and Bahujan Samaj Party (BSP) computer savvy a two-day computer training was organised at Chhattisgarh Vidhan Sabha Secretariat. Chief Minister Dr Raman Singh and Vidhan Sabha Speaker Dharamlal Kaushik was the chief guest for the function.

The State Government has provided laptops to the elected Members of Legislative Assembly and to make them computer savvy a special training camp was conducted.

The members showed keen interest to learn the modern technology as it will enable them to give a perfect professional touch to their work. Even, Chief Minister Dr Raman Singh and Speaker of Vidhan Sabha looked quite inquisitive to learn the modern technology and use of internet services.

Speaking on the occasion Speaker Dharamlal Kaushik said that with revolution in the information and technology, one must keep himself abreast with the modern ways. He called upon all the members of the Vidhan Sabha to avail the opportunity and make themselves acquainted with the technology. Meanwhile, the members of the Vidhan Sabha suggested that they will be more comfortable if the computer language is in Hindi.

Also present in the occasion were State School Education Minister Brijmohan Agrawal, Urban Development Minister Rajesh Munat, Women and Child Welfare Minister Lata Usendi, Vidhan Sabha Secretary Devendra Verma, CHIPS Head Aman Singh and other senior officers.

The Pioneer
New Dehi
August 25, 2010

IN BRIEF

GNIIT FOR ENGINEERS

NIIT recently launched the multiple track GNIIT for Engineers in Delhi.

The three-year programme offers Global Technology Certification curriculum along with first hand experience of working on the latest technology developments. The students will

undergo a software development life cycle project, followed by six-month industry internship. The programme is designed to be pursued along with the engineering programme. The requirement for enrollment to this program is successful admission into B'Tech or a BE.

Daily News & Analysis
Jaipur
August 19, 2010

► NIIT launches products, solutions for city schools

NIIT has launched a spectrum of products and solutions for the schools in Jaipur, under the aegis of 'NIIT eGURU', on Wednesday. The launch was attended by several eminent academicians of the city and outside the city. The panelist who highlighted the role of technology in making learning joyful were Ajmer's Regional Institute of Education head-ICT SK Pradkar; NIIT University president Rajeev Shorey, Scindia School former principal Nirmal Tiwari and IECS managing director B L Handoo.

Getting heads around e-governance

2-day NIIT course for leaders from all walks of life



Chiphel Rigpel Project 17 August, 2010 - The Nu 2.04B Chiphel Rigpel project to "enable a society and empower the nation" through information and communications technology switched on yesterday, with 18 leaders, including the heads of the executive, judiciary, the legislature, the army and cabinet ministers, attending a two-day course to understand what ICT can do for a society and e-governance.

Despite the prime minister, Lyonchhoen Jigmi Y Thinley, the chief operations officer of the royal Bhutan army, Major General Batoo Tshering, the supreme court chief justice, Lyonpo Sonam Tobgye, in attendance, the opening was kept a low key affair.

Training The Trainers: ICT officers with the ipad

The course, conducted by the national institute of information technology (NIIT), from India, aims to make leaders efficiently envision, design and implement initiatives and understand e-governance. The leaders were also introduced to i-pads, which were taken inside the convention centre by IT officials. On August 18 and 19, a similar course will be conducted for the secretaries to the government.

In the next three and half years, project officials said that the Chiphel Rigpel project to build IT capacity will train 7,000 leaders in all sections of Bhutanese society, including those in the civil service, private sector, corporations, security and the monastic body. "It's not teaching them skills to use computers, but to make them understand ICT and e-governance and what ICT can do to their sectors," an official said.

Minister for information and communications, Lyonpo Nandalal Rai, said the course was about understanding the value of ICT. "It'll explain how ICT can empower the leaders," said the minister. "Things might get impersonalised with ICT, but it would help ease work and service delivery will be much faster."

Around 35 people from NIIT are involved in the project, according to an official from the NIIT. "ICT is the future and making policy makers aware about how ICT can help is important, because they make the decisions," an NIIT official said.

Since its launch on April 30 by the prime ministers of Bhutan and India, NIIT officials have "interacted" with more than 300 people to get a "feel" of ICT awareness in the country. By October this year, they said, there would be about 300 NIIT officials working with the project.

Chiphel Rigpel, which would "ICTise" Bhutan in the next five years aims to train 8,400 youth, 5,000 teachers, 7,000 civil servants and 200 leaders. Trainings for each target group are customised, with ICT officers learning the use of specialised softwares, while teachers would use ICT for teaching.

Project director Tandi Wangchuk said that 1,000 teachers every winter vacation would be trained, so that they are able to integrate ICT in their teaching process. "Under this, we've computer aided education and computer aided learning, where students would be encouraged to learn by themselves," he said.

The project will take ICT to 100,000 students in 168 schools, and also educate trainees in vocational training institutes, to produce 10,000 IT professionals and 1,600 enterprises. With 131 computer learning stations to be opened across the country, the project wants to bring the 100,000 rural population into the ICT fold. "Our aim is to educate 25 percent of the Bhutanese population on ICT by the end of five years," said Tandi Wangchuk.

By Sonam Pelden

Putting people first

Key lesson of two-day training for top leaders



ICTing Bhutan: Govt. talks to media about the project

involved in creating ICT enabled society to help them

Chiphen Rigpel 28 August, 2010 - That e-governance is first about people and then processes and technology was one of the understandings top leaders came to after attending a two-day "training" on how ICT can make Bhutan a knowledge-based society.

"A knowledge society is about ideas and innovation; about bringing humans to the centre," information and communications secretary, Dasho Kinley Dorji said in a presentation of Chiphen Rigpel, the project that aims to transform Bhutan.

Deciding that they would meet every six or 12 months to take stock of developments, leaders agreed that they needed to have the understanding to be directly make decisions on ICT projects and programmes.

They said that imagination is the role of the leaders and MoIC, through ICT officials, could coordinate to bring everyone on the same platform. The leaders, which included all ministers including the prime minister, the head of the legislature and the army chief and the chief justice, agreed that ICT literacy is about the potential, scope and risks of ICT innovations. A website on Chiphen Rigpel, which is yet to be launched, would also be a forum for discussions, the ministers agreed.

"It was a worthwhile experience, both in terms of knowledge and skills that we have gained, and in terms of us being able to interact together," the prime minister Lyonchhoen Jigmi Y Thinley said at the end of the training.

The project, said Lyonchhoen, is aimed at creating an ICT-enabled knowledge society, fulfilling the vision of the country – a green and sustainable economy.

"This very important program is essentially the training of leaders to be able to lead our Bhutanese society in this transformation from this conventional, traditional development society into an IT enabled knowledge society," the prime minister said.

Meanwhile, secretaries, who also attended a similar training by consultants from the national institute of information technology (NIIT), recommended to promote virtual conferencing and that geographic information system (GIS) be used for administration.

Taking stock of ICT situation in each ministry, forming forums such a lawyers' forum by the office of the attorney general, police creating a crime database to be shared with checkposts, and archiving materials and maintaining a data base for each sector, were other recommendations made by the secretaries.

"The government will look at a central procurement system and standardisation of vendors, avoiding monopolies, and decentralising services, like the issue of ID cards to the gewog level," the secretaries agreed.

The secretaries decided that MoIC would step up its role in standardisation, selection of both hardware and software, all projects in each ministry should be consolidated, all initiatives must be made visible and that every organisation must build an information system.

Facilitator from NIIT, Rajendra Pawar, said that the goal of Chiphen Rigpel is capacity building, an essential pre-requisite to building a knowledge based society. "It was very clear during the program that every member of the leadership is committed to the cause of using ICT for development," he said. "Seeing them engage so actively during the 11 hours of the first day was most satisfying to me."

By Sonam Pelden

Times of India
New Delhi
August 02, 2010

THE ACE OF CHESS

A PAN-INDIA STUDY ON THE IMPACT OF CHESS PROGRAMMES HAS REVEALED THAT THE GAME CAN AUGMENT THE LEARNING SKILLS OF VISUALLY CHALLENGED CHILDREN. PROYASHI BARUA REPORTS

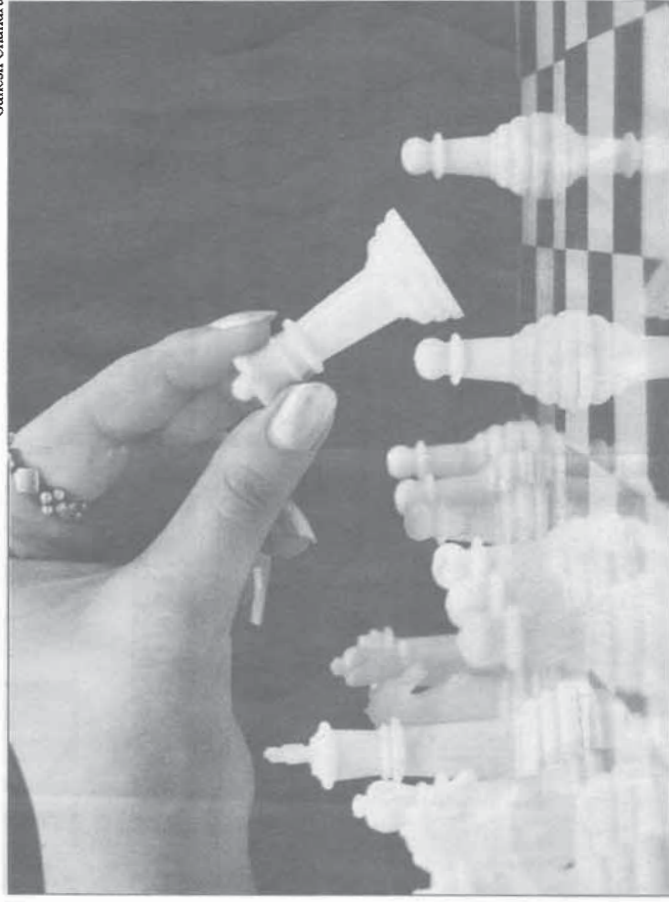
CHESS is clearly one game that puts visually challenged children on a par with other children. "It does not require any modification of rules as far as visually challenged children are concerned that in itself helps in establishing a sense of equality and self-worth for these children," says Charudatta Yadav, chairman, Braille Chess Association. Explaining further, he says, "Visually challenged children leverage their memory to a very high extent (compared to other children) in terms of learning. They assimilate, process and reproduce knowledge and information by visualising things or developing photos in the mind. These visualisations can often be in the form of graphs and symbols. Chess is all about making intelligent moves on the chessboard through intense and focused concentration. Hence, visually challenged children can easily handle a game of chess by forming an imprint of the chessboard in their mind."

A recent report titled 'Developing Mind Champions through Chess: A study on the academic impact of chess programmes in schools' that has been put together by NIIT reveals that chess can improve concentration and channel aggressive tendencies into

constructive action as far as children are concerned. The report was launched by World Chess champion Viswanathan Anand.

"At a cognitive level, chess helps in inducing organisational ability in children and helps them to manage time appropriately. It has also been found that children learn to apply their experiences from chess to different life situations and change the course of action dynamically. Needless to say this goes a long way in fostering a sense of maturity while dealing with life's situations," says Anand while referring to some of the key findings of the report. "Children who are exposed to chess also score better in subjects like maths and science," he adds.

Children who play chess are more adept at self regulated learning. "They also are more open to new concepts and methodologies of learning," says Anand. "In addition, the report has also revealed that chess-playing children tend to use notes in a better way compared to children who do not play chess. They use notes to intuitively represent a problem, rather than simply carrying out the working of a solution," he adds.



Ganesh Chandra

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