



The Franchising World

National

November- 2009

EDUCATION & TRAINING

NIIT grabs franchising award in China

NIIT, a leading name in computer education, has won five education awards in China, including the most influential brand in franchising within training industry of China, on the 60th anniversary of People's Republic of China (PRC).

Besides this, NIIT was being honoured as the most influential training brand in China, top 10 brands in overall industry of China, top 10 brands in students' placement within training industry in China and Celebrity award was presented to Prakash Menon, President, NIIT China, for influencing the development of training industry

in China. The company was honoured by the Chinese Society of Educational Development Strategy (CSEDS) under the Ministry of Education of PRC.

NIIT, the leading global talent development corporation that established its presence in China in 1997, has become the first Indian IT enterprise to do so. The NIIT curriculum is embedded across 129 universities and colleges in China. At present, NIIT has 183 co-operative education and training sites across 25 provinces and cities in China. It has also received various other awards and recognition in the country.



Prakash Menon, President, NIIT China, holds the trophy

The Times of India

Bangalore

November 1, 2009

Visually impaired armed with computer literacy

TIMES NEWS NETWORK

Bangalore: Standing by their motto *Tamaso ma jyotir gamaya*, the National Association for the Blind (NAB) empowered a fresh batch of students with computer education on Saturday. A contagious sense of accomplishment filled the room when the batch graduated.

Thirty-six students of the Karnataka branch of NAB received NIIT certificates in basic computer course. Subhash Dhar, senior vice-president, Infosys Technology, distributed the certificates to the 25th batch of graduates. The Karnataka branch is the only one that offers four-month basic and one-year advanced programming computer courses. It has successfully trained 250 students in basics and 25 in advanced programming since 2000. The graduates have been placed at firms such as Infosys, IBM and Oracle.

The students are trained by NIIT-qualified faculty who use a special software which reads out text on the screen. One of the fresh graduates, Jeevan



Reddy, said: "Our faculty is very helpful. We use a software called JAWS — Job Access With Speech — which is designed keeping the visually impaired in mind. My ambition is to become an IT programmer."

Subhash Dhar said: "Physical ability or disability is not important. Courage and conviction can overcome any hurdle. These students are evidence of that. They are the most motivated people I have come across in life."

NAB also provides free training in mobility, rehabilitation and basic skills, and music.

The Economic Times

Ahmedabad

November 5, 2009

KPMG-NIIT Imperia 6-wk course on IFRS

AHMEDABAD: KPMG in collaboration with NIIT Imperia has announced the launch of advanced certificate programme on International Financial Reporting Standards (IFRS). The six-week certificate programme, which commences on December 2, is designed to assist companies and individuals on the forthcoming convergence from Indian Generally Accepted Accounting Principles (GAAP) to IFRS.

The Hindu Business Line

New Delhi

November 6, 2009

KPMG joins hands with NIIT Imperia

Our Bureau

New Delhi, Nov 5

Auditing and tax advisory firm, KPMG has tied up with NIIT Imperia to launch an Advanced Certificate Programme on International Financial Reporting Standards (IFRS). The six-week certificate programme commences on December 2, and is designed to assist companies and individuals on the convergence from Indian Generally Accepted Accounting Principles (GAAP) to IFRS.

KPMG's senior professionals will use NIIT classrooms to deliver training which will be conducted simultaneously across several cities using NI-

IT's Synchronous Learning Technology.

Commenting on the launch of the programme, Mr Jamil Khatri, Head-Accounting Advisory Services, KPMG India said, "We have seen a good interest in the programme and look forward to interact with executives across the country during the IFRS training sessions. The training covers IFRS concepts along with case studies and will culminate with an exam at the end."

Mr Sharman Jha, Head-NIIT Imperia, added, "We are pleased to extend our offerings. Training will be available in 19 cities simultaneously over the NIIT Imperia network."

Hindustan Times

Lucknow

November 7, 2009

Seminar on role of technology

LUCKNOW: A seminar on 'De-stressing learning environment in Schools: Role of technology' was held on Friday. Organised by NIIT, the seminar was attended by prominent school principals and educationists of Lucknow. NIIT also announced the launch of their eGuru service

The Pioneer

Lucknow

November 7, 2009

Mittal for people's happiness quotient as growth parameter

Pioneer News Service | Lucknow

Retired IAS officer and president of Colvin Taluqdars' Inter College Rakesh Mittal on Friday favoured inclusion of ground level happiness quotient of people as a growth parameter of a country.

The growth parameters of a country should not be restricted to gross domestic product (GDP) and the number of industries but should also include ground level happiness quotient of the people, he said while speaking at a seminar on 'De-stressing learning environment in schools: role of technology' organised by information technology provider NIIT.

Mittal pointed out that primary level teachers who, through their teachings, developed the character of a nation. "Education has a larger dimension to life than salary packages. Even the top academicians have shown concern over personality development of students," he added.

Principal of Jaipuria Inter College, Bengaluru, Ranjeev Raghavan, expressed his views on the role of technology in reducing learning stress in schools. He said that the rapidly changing learning habits of students in today's world had made the use of technology much more important.

Comparing the teaching method adopted in India with that of international schools, Raghavan said that the combinations of subjects was much vast abroad and it helped students in pursuing careers of their choice.

"The Indian education system restricts students to streams like Maths, Science and Commerce. However, in the West, children have



Colvin Taluqdars' Inter College president Rakesh Mittal speaking at a seminar on De-stressing learning environment in schools on Friday
Pioneer

option like music, dramatics and fine arts along with core subjects and this reduces the burden of studies," he added.

The Jaipuria Inter College principal said that the adaptability mechanism was very high in India and it should be used to incorporate latest IT systems.

Speaking at the seminar, NIIT national head Mohan Kumar introduced the 'NIIT eGuru' learning solution in

Lucknow market. It provides ready-made solutions for administrative as well as academic needs of a school.

"NIIT eGuru aims to provide products that address the needs of all key stake holders within the education realm — students, teachers, school management and parents — with a single solution," NIIT School Learning Solutions vice president Aman Nagar said.

NIIT introduces Smart Science Station

Lucknow (PNS): With the use of 'Smart Science Station', a mobile science laboratory introduced by IT provider NIIT, learning science becomes easier.

It is a mobile laboratory having a range of technology-aided science experiments covering topics on heat, electricity, sound, measurement of air and water pollution etc. For instance, during field trips, the students can carry the portable Smart Science Station to extract real time data like air and water pollution levels for conducting related experiments, said NIIT marketing manager Mirza Adil. He said the company was targeting key schools of the city to provide learning solutions that include packages like maths lab, IT wizard, interactive classroom etc.

The price of the IT packages ranges from Rs 50 to Rs 150 per student (depending upon the number of services sought

The Times of India

New Delhi

September 9, 2009

PROGRAMME LAUNCH

KPMG (India) — in collaboration with NIIT Imperia — has announced the launch of an advanced certificate programme on International Financial Reporting Standards (IFRS). The six-week certificate programme, commencing on December 2, is designed to assist companies and individuals on the forthcoming convergence from Indian GAAP to IFRS. Says Ramchandran Iyer, director, Accounting Advisory Services, KPMG, "The programme is designed for better understanding and absorption of the transition process and will help both practising and on-job professionals in implementing IFRS smoothly and on time."

Hindustan Times

Jaipur

November 10, 2009

Third convocation

A batch of 114 B Tech students and three MS scholars received their degrees at as LNM Institute of Information and Technology conducts its Third Convocation in the city.

Sanjay Goyal received the gold medal for his outstanding academic performance. The occasion also called for the institute to taking take pride to be one of engineering colleges to have maintained a good ratio of Ph.D faculty to students after the IITs. NIIT chairman and co-founder Rajendra S Pawar presided over the function. According to a press release issued here on Monday, "There is an urgent need for interaction between the Industry and the academicians for development of the country," he said.

The Statesman
 New Delhi
 November 10, 2009

Certificate course

Kamalika Bhattacharya reports on a forthcoming programme aimed at the accounting and finance fraternity in India

IN collaboration with NIIT Imperia, KPMG in India has announced the launch of an Advanced Certificate Programme on International Financial Reporting Standards, a six-week certificate arrangement commencing on 2 December 2009 and designed to assist companies and individuals on the forthcoming convergence from Indian Generally Accepted Accounting Principles to International Financial Reporting Standards.

The programme will involve KPMG's senior professionals using the NIIT's modern virtual classroom formats to deliver training that will be conducted simultaneously across several cities using the NIIT's Synchronous Learning Technology. This will allow practising and on-job professionals to be in a classroom close to their place of work. In addition, they can manage their day-to-day work since there will be only a day's training in each of the six weeks. This well-paced programme is geared towards a better understanding and absorption of the transition process and will help practising and on-job professional to implement IFRS smoothly and on time. The Indian accounting and finance fraternity and others who are interested in enriching themselves on IFRS transition may join this programme.

Commenting on the launch of the Advanced Certificate Programme, Jamil Khatri, head of Accounting Advisory Services, KPMG in India, said, "The training covers critical IFRS concepts along with case studies and will culminate with an exam at the end, which will enable participants to obtain the

certificate." Shraman Jha, head, NIIT Imperia, remarked, "Through this alliance, IFRS training will be offered in 19 cities simultaneously over the NIIT Imperia network, thus helping professionals overcome the challenges of

mobility and time and gain from the insights of KPMG's professionals" Corporates, accounting and finance professionals would need to swiftly understand IFRS and assess the implications in their work environment. This is because current Indian accounting practices and standards differ from IFRS in several areas. First, the accounting for M&A activities and for financial instruments is largely

driven by the "fair value concept" under IFRS, a fundamental shift from the historical cost accounting under Indian Gaap. Second, there are subtle but important differences in several other areas; for example, the concept of control over an entity, capitalisation principles relating to property, plants and equipment, accounting for gratuity plans, the way reportable segments are identified, etc. And, third, IFRS lays equal emphasis on qualitative disclosures in addition to the quantitative disclosures that Indian companies are well used to.

All stakeholders, from promoters to finance executives, from investors to analysts and from government agencies to bankers, need to become aware of the critical differences.

The six week Advanced Certificate Programme will enable Indian corporates to swiftly move towards IFRS and further ascertain it as a common language for accounting and financial reporting. By 2011, more than 150 countries are expected to adopt IFRS, including India, China, Brazil and South Korea. The Security and Exchange Board of India has already announced a proposal that may soon allow Indian listed companies the option to prepare consolidated accounts under IFRS Instead of Indian Gaap. Several Indian companies, from both the public and the private sector, have already started preparing IFRS consolidated financial statements to determine the impact on numbers, convergence effort, impact on systems, processes and related areas.

KPMG in India operates from its offices in Mumbai, Pune, Delhi, Kolkata, Chennai, Bangalore, Hyderabad and Kochi.

For more, check out www.in.kpmg.com



The Political and Business Daily

New Delhi

November 11, 2009



Rob Behannah, Head of education, SAP, Asia Pacific and G Raghavan, President, Global Individual Learning Solutions, NIIT, in New Delhi on Tuesday- PBD photo by Gajendra Singh

NIIT, SAP sign pact on education

NEW DELHI, NOV 10

IT education provider NIIT today said it has entered into a strategic alliance with business software provider SAP India for offering software training programmes in the country.

Under the agreement, NIIT Ltd will offer the SAP training programmes in two modes --instructor-led & online-- to working professionals as well as students.

"We are delighted to join hands with SAP to address the growing demand for SAP professionals in India as well as across the globe," NIIT chief executive Vijay Thadani said. NIIT would leverage its reach and basket of products and services to build them around the SAP training programme, the company said.

"These courses will also be offered in other countries such as China, Vietnam and Thailand," it further said. —PTI

The Pioneer

New Delhi

November 11, 2009

Advanced course in IFRS

The KPMG in India in collaboration with NIIT Imperia announced the launch of Advanced Certificate Programme on International Financial Reporting Standards (IFRS).

The six week certificate programme which commences on December 2, 2009, is designed to assist companies and individuals on the forthcoming convergence from Indian Generally Accepted Accounting Principles (GAAP) to International Financial Reporting Standards (IFRS).

The programme will see KPMG's senior professionals use NIIT's modern virtual classroom formats to deliver

the training. The training will be conducted simultaneously across several cities using NIIT's Synchronous Learning Technology. This will allow practicing professionals and in-job professionals to be in a classroom close to their place of work.

In addition, they can manage their day-to-day work since there will be only one day of training in each of the six weeks.

This well paced programme is designed for better understanding and absorption of the transition process and will help the practising and on-job professional in implementing IFRS smoothly and on time.

NIIT, SAP tie-up

SAP India and NIIT have entered into a strategic alliance to offer training to future SAP consultants in world-leading business software, enterprise resource planning and related applications provided by SAP. Both the organisations believe in enhancing India's talent base to help Indian enterprises transform and become more competitive at home and abroad. Under this alliance, NIIT will offer SAP training programmes in both Instructor-led and online modes to the students.

The Statesman

Kolkata

November 11, 2009

NIIT-SAP pact

NEW DELHI, 10 NOV: IT education provider NIIT today said it had entered into a strategic alliance with business software provider SAP India for offering software training programmes in the country. Under the agreement, NIIT Ltd will offer the SAP training programmes in two modes ~ instructor-led & online ~ to working professionals as well as students. "We are delighted to join hands with SAP to address the growing demand for SAP professionals in India as well as across the globe," NIIT chief executive Mr Vijay Thadani said. || PTI

Business Standard

Kolkata

November 11, 2009

NIIT, SAP in alliance

IT education provider NIIT said it has entered into a strategic alliance with business software provider SAP India for offering software training programmes in the country. Under the agreement, NIIT Ltd will offer SAP training programmes in two modes — instructor-led & online — to working professionals as well as students. PTI

The Indian Express
Chennai

November 11, 2009

SAP, NIIT in strategic pact

Bangalore: SAP India and NIIT on Tuesday entered into a strategic alliance to offer training to future SAP consultants in business software, ERP and related applications provided by SAP. Under this alliance, NIIT will offer SAP training programs in both Instructor-led and online modes to working professionals, post graduates and graduates as well as students in colleges. On the anvil are SAP Academy Programs, Standard Short Duration Programs and New Dimension Product Training. In the next phase, these courses will also be offered in China, Vietnam and Thailand. IANS

The Hindu Business Line

New Delhi

November 11, 2009

NIIT to offer SAP training programme

Our Bureau

New Delhi, Nov. 10

IT training major NIIT and SAP India on Tuesday entered into an alliance for offering SAP training programmes in India and Asia-Pacific.

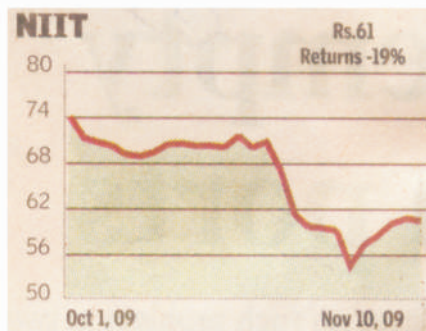
Under this alliance, NIIT will offer SAP training programmes in both instructor-led and online modes to working professionals, post-graduates and graduates as well as students in colleges. The programmes will cover various facets of a business - planning, finance, materials, sales, marketing, manufacturing and Human Resources. Apart from India, the courses will also be offered in countries such as China, Vietnam and

Thailand. NIIT expects to train close to 15,000 people in the next three years in India.

“There is an increasing global demand for SAP-trained professionals. India, in particular, is a large and growing market for SAP consultants. These training programmes would cater to the immediate need for SAP-trained professionals in India and abroad,” Mr Vijay Thadani, CEO of NIIT Ltd, said at a press conference.

At present, over 92,000 customers in more than 120 countries run SAP applications; the shortfall of SAP consultants globally is estimated to be over 20,000-30,000. Mr Rob Behennah, Head of Education, SAP Asia-Pacific Japan, said, “By responding to the growing demand for SAP consultants and professionals in India and the Asia-Pacific region, we will continue to help businesses innovate and transform their business networks, contributing to economic growth at the macro level”

The SAP training programme will be rolled out in 24 centres in India and this will soon be expanded to 40 centres. The fee will depend on the duration of the programme . It can vary from Rs 10,000 for three-day programme to Rs 2.5 lakh for 21-day intense course, Mr G. Raghavan, President, Global Individual Learning Solutions, NIIT, said.



The Tribune

New Delhi

September 11, 2009

Economic Times

Bangalore

September 11, 2009

SAP, NIIT in pact**TRIBUNE NEWS SERVICE****NEW DELHI, NOVEMBER 10**

SAP India and NIIT, Asia's largest IT trainer, today entered into a strategic alliance to offer training to future SAP consultants in business software, enterprise resource planning and related applications provided by the former.

Under the alliance, NIIT will offer SAP training programmes in both instructor-led and online modes to working professionals, postgraduates and graduates as well as students in colleges.

On the anvil are SAP academy programmes, standard short-duration programmes and new dimension product training. The training programmes will cover all facets of a business planning, finance, materials, sales, marketing, manufacturing and human resources.

NIIT would leverage its reach and basket of products and services to build them around the SAP training programme. In the next phase, these courses will also be offered in other countries in the region such as China, Vietnam and Thailand.

IN A NUTSHELL**NIIT ties up with SAP India**

NEW DELHI: IT education provider NIIT on Tuesday entered into an strategic alliance with business software firm SAP India to offer software training programmes in the country. Under the agreement, NIIT will offer SAP training programmes to working professionals in enterprise resource planning and related applications. "We intend to meet the growing demand for SAP professionals as well as the students in India and globally through the agreement," NIIT chief executive Vijay Thadani said. Currently, more than 92,000 customers in over 120 nations run SAP applications and there is an increasing global demand for SAP training professionals. "By responding to the huge demand for SAP consultants and professionals in India and the Asia Pacific region, SAP will continue to help businesses innovate and transform their business networks," SAP head of education (Asia-Pacific & Japan) Rob Behennah said.

Financial Chronicle

New Delhi
November 11, 2009

NIIT teams up with SAP India to offer ERP training

SREERUPA MITRA
Bangalore

IT training provider NIIT has entered into a partnership with business software provider SAP India to offer training in business software, enterprise resource planning (ERP) and other related applications.

As per the partnership, NIIT will offer SAP training programmes in both online as well as instructor-led modes to working professionals and students. NIIT intends to leverage its reach with various products and services offerings.

In the next phase, these courses will also be offered in countries such as China, Vietnam and Thailand, the IT training provider said. According to Vijay Thadani, CEO, NIIT, this partnership will address the growing demand for SAP professionals in India as well as across the globe. "This also marks a significant step for NIIT's entry into the ERP training space," he added.

Rob Behennah, head of education, SAP Asia Pacific Japan, agreed and said, "By responding to the huge demand for SAP consultants in India and the Asia Pacific region, SAP will continue to help businesses innovate and transform their business networks, contributing to economic growth at the macro level."

Presently, over 120 countries run SAP applications and the demand for SAP trained professionals is increasing by the day. Further, the market in India, in particular, is considerably large for SAP consultants.

"The ongoing engagement will have due connects with training, employability and career enhancement of professionals," added G Raghavan, president, global individual learning solutions, NIIT.

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The Times of India

New Delhi
November 16, 2009

TRAINING PACT

SAP India and NIIT have entered into a strategic alliance to offer training to future SAP consultants in the areas of business software, enterprise resource planning and related SAP applications. Under this alliance, NIIT will offer SAP training programmes in both instructor-led and online modes to working professionals, postgraduates and graduates as well as students in colleges. On the anvil are SAP academy programmes, standard short duration programmes and new dimension product training. The training programmes will cover all facets of a business that include planning, finance, materials, sales, marketing and so on.

Mail Today

New Delhi

November 18, 2009

NIIT inks deal with IBM to launch new courses

By Kunal Doley

THE worldwide market for computer software and systems testing services, according to some industry reports, is projected to reach \$56 billion (Rs 260,400 crore) by 2013. India is emerging as a leader in the software testing market with more and more companies outsourcing their software testing services to India.

To tap this growing market, talent development and IT training company NIIT and tech major IBM have entered into a global alliance to offer training programmes in IBM technologies, starting with software testing and quality assurance space.

Through this partnership, NIIT will offer training programmes on IBM's 'Career Education in IBM Software (CEIS) framework which has been customised for NIIT. Initially, training will be offered on curriculum from the 'Rational' brand of IBM that deals with software testing and quality assurance. In the successive phases these courses will be extended to other platforms of IBM like Database Administration, E-Business System Administration, Enterprise Collaboration and Enterprise IT Management.

NIIT will offer these training programmes across key markets in India, starting with ten centres and going up to 100 within a year, said NIIT CEO Vijay K. Thadani. "In the coming months, these courses will also be extended to other countries like China, Vietnam, Indonesia and Malaysia. With our experience of 28 years in IT training and combined with IBM's proven technologies, we will try create a huge pool of talent for the industry globally," he added.

According to Pradeep Nair, director-Software Group, IBM India/South Asia, the partnership will enable students and professionals in India to acquire skills around IBM's 'Rational' suite in the application development and testing space. "We've been on a journey to build a smarter talent pool for a marketplace which is very relevant to India and it was quite obvious to tie up

QAVAR SIBTAIN



NIIT's CEO Vijay K. Thadani (second from left) shakes hands with Pradip Nair of IBM (second from right). G. Raghavan (extreme right), President, Global Individual Learning Business, NIIT, is also in the picture.

with natural partners like NIIT to create this space."

"This is one of the first steps both companies are looking at enhancing portfolios. We would like to enter the market as the government is also developing infrastructure and investing on other major projects," Nair added.

The courses will be offered as modular skill-building programmes as well

'We're looking to train 25,000 people in the next three years'

as specialised job-oriented diploma programmes.

While the certificate programme will run through five months (or eight weeks in the fast mode) and will cost Rs 25,000, the diploma course will be of 10 months (or 99 days in the accelerated mode) and will cost Rs 35,000.

"All these highly specialised training programmes will aim at engineering and science students in the first phase and enhance their employable skills. We are looking to train 25,000 people in the next three years, as part of the training programme in India," said G. Raghavan, President-Global Individual Learning Business, NIIT.

"There is plenty of work going to happen in the country in the next few years. Every new project, be it infrastructure or IT, there's going to be a huge demand for people. Everybody will benefit - students, employers and the whole country. We've always strived to bring the latest technologies to the country. The green shoots which we've been seeing in the past few months is showing good indication," said Thadani.

For the future of the country, the new courses are clearly a good indicator of progress and prosperity.

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The Hindu

Chennai

November 26, 2009

Stress on quality of school education

Liffy Thomas

CHENNAI: Learning is not a one-step process and the child of tomorrow needs to be prepared differently.

It could be by grooming teachers, developing an attitude towards learning, creating goodwill among schools and functionaries, building public-private partnership, combining sound principles of the past and opportunities of the present or one could devise one's best practice.

These and many more interesting insights were emphasised by speakers at the XSEED conference on quality schools, 'School of Tomorrow', here on Wednesday. The conference focussed on improving quality of school education in India.

M. Anandkrishnan, Chairman, Board of Governors, IIT Kanpur, said the objective of learning should be to attract a child to the classroom and learning must be linked to the aptitude of the child.

The panel discussion on responsibilities of corporates focused on what more



THINKING TOGETHER: (From left) CEO of Britannia Vinita Bali, joint managing director of Brakes India R. Srikanth, moderator Pranjal Sharma, and managing director of Grundfos Pumps N.K. Ranganath at the panel discussion in Chennai on Wednesday. — PHOTO: K.V. SRINIVASAN

can the industry do in grooming the younger generation with experimental knowledge. Can there be deeper interaction between students and corporates for hands-on experience? Can summer training be made more useful?

Explaining that students

of tomorrow need to be global citizens with greater awareness and confidence, Vinita Bali, CEO, Britannia, said corporates do have a role to play, but they cannot bring about changes.

The 'adopt-a-school' programme was also launched on the occasion, where iDis-

coveri Education that organises the event hopes to improve the teaching and learning process by mobilising private sectors and individuals to support less-privileged schools.

Rajendra Pawar, Chairman, NIIT, spoke via video conference on how learning for life can be created. "We need to take children out of the books. Let introspection be used as a tool and also get connected using technology," he said.

The panel discussing responsibilities of governmental institutions said that greater autonomy, public-private partnership for assessment — be it through curriculum support material, providing competition with private schools and political will — can improve government schools.

Nobody could disagree with the suggestion that came from M.S. Ananth, Director IIT Madras, that character formation is what matters most for the next generation, in which even teachers and parents have a role. The panel discussions and talks were interspersed with audience participation.

Financial Chronicle

New Delhi

November 26, 2009

Tax man extends help to NIIT

S RONENDRA SINGH

New Delhi

THE tax department has come to the help of career-course companies. Even as the recession had started biting into enrolments at NIIT, the government tied up with the IT educational company seeking training for a new set of facilitators — the tax return preparers. This helped NIIT to enrol 45 per cent more people at the peak of the slowdown in December last year, compared with the year before.

Companies like NIIT and Aptech are trying to re-jig their courses to beat recession blues. Short-term job-oriented training courses are the new mantra, a shift from the knowledge-based ones. "In the past two years, education programmes have moved from IT to global talent development and therefore we launched courses in train-



CHANGING TIMES: Companies like NIIT and Aptech are trying to re-jig their courses to beat recession blues

ing for banking, finance, BPO, pre-placements offers, management training and accounting," said CEO of Delhi-based NIIT Technologies Vijay K Thadani.

Many of these have been immediate success. Take for example of the tax return preparers. Around 50,000 graduates had appeared for the entrance test to the intensive 99-day course that is held from 9 to 5 every day,

without any break. The company has certified 4,337 people so far.

Ninad Karpe, CEO and managing director of Aptech said the company had introduced short-term as well as long-term courses ranging from two-three months to three-years, working with companies such as Oracle, Thomas Cook and Cambridge University Press. "From Febru-

ary to May, there were not many enrolments, but from June, we have seen rapid growth, especially after the new bouquet of offerings," he said.

Aptech is planning to expand its footprints to non-metros, especially to tier II and tier III cities. "We have geographical expansion plans, especially in the product innovation programmes and before the new-year starts, we will open new centres," Karpe said.

NIIT has plans for rural areas too, but Thadani says they will focus is on advance learning. "Our core strength is to make sure that we train people in advance technology," he said adding that it was working with 11 companies such as Microsoft, Oracle, IBM Technologies, Cisco, EMC and Adobe on specific programmes.

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