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For Data Bank
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EXECUTIVE SUMMARY

- 36 years work experience in Private, Public, and Government Sector including autonomous societies with unique blend of background in IT/ Telecom/ Electronics sector, with 12 years as Chief Executive Officer
- Implementation of time bound national and international projects in Government, Private & Public sectors
- Addressed various national and international conferences and seminars
- Spearheaded Indian government initiatives to assist governments of other countries in developing their IT industry
- Strong skills in team management, communications and coordination of activities in relation to project execution and program implementation

PROFESSIONAL EXPERIENCE

Since September, 2007

Consultant, Information and Communication Technology (ICT)

Providing ICT consultancy and advisory services in fields:

- IT and Telecom Industry
- Education and Training
- Business and Marketing Strategy
- IT Parks / Special Economic Zones (SEZs)
- Government and PSU Projects

Some of the organizations currently being provided consultancy are:

Association of Competitive Telecom Operators (ACTO)
- Founding Members: British Telecom, AT&T, Cable & Wireless, Verizon and Orange
PanIT Alumni India
Micro Technologies
Liquid eLearning
Indraprastha University

Software Technology Parks of India (STPI)

Director General

2000 to 2007

Software Technology Parks of India (STPI) an autonomous society under Department of Information Technology was set up to promote the exports of software from the country. To achieve this objective, STPI provides a range of services to software units including infrastructural and incubation facilities, high-speed data communication, consultancy and project management. STPI is also responsible for implementing the STP scheme of Govt. of India.

Role

- Leading and managing the operations of STPI with 48 regional centers
- Working with Union Ministries and State Governments to facilitate initiatives benefiting the IT industry
- Active participation in formulation of policy framework for Govt. of India as well as the State Governments
- Facilitating the industry by creating brand equity for industry as a whole and STPI in particular

- Working closely with all International Telecom Carriers for worldwide connectivity to various destinations from STPI Network Operating Centers
- Providing advisory services to a range of Indian and foreign governmental organizations on development of IT industry

Key Achievements

Software Exports and Telecom Services

- STPI has achieved significant growth on all performance metrics since 1999

	1999 – 2000	2006 – 2007	CAGR
Turnover (Rs. Cr)	54.85	129	13%
Surplus (Rs. Cr)	7.06	50	32%
No. of STPI centers	12	48	22%
No. of registered units	3550	8838	14%
Exports by STP units (Rs. Cr)	6300	144214	56%

- STPI has made available more than 6,00,000 sq.ft of incubation space for Small and Medium Entrepreneurs
- STPI is a regular co-organizer of IT.com, the annual exposition on Information Technology in India
- Developed and executed the expansion plans for new services offered by STPI
 - Strategic business alliances with International Long Distance operators for expansion of services
 - STPI has obtained and upgraded the Category A ISP license with IP Telephony
- STPI is providing VSAT connectivity to remote locations in the country and also for closed user groups (CUG)
- Migrated the datacom services of STPI from satellite-based to fiber-based

Project Management and Consultancy

- Successfully completed a wide-ranging set of IT projects in India, including:
 - Implementation of KhajaneNET, Carrier Monitoring for International Telecom players
 - Creation of Infrastructure for CERT-IN
 - Setting up of an Integrated Network Operating centre (iNOC) and data centre for NIC.
 - Consultancy for State Wide Area Network (SWAN) for Karnataka, Madhya Pradesh and Chattisgarh.
- Crafted STPI's development into an international player
 - Led the setting up of CyberCity project in Mauritius (in association with the Government of Mauritius)
 - Determined feasibility for design and development of Information Technology Park in Nepal
- Led government delegations to several countries including Bulgaria, Myanmar, Ivory Coast, Cyprus and Mauritius to advise on IT development

Organizational

- Implemented Total Quality Management System and obtained ISO 9001 certification
- Initiated implementation of Security Policy in STPI-Telecom Network
 - STPI-Bangalore and Noida has already obtained the BS7799 Security Certification

New Initiatives

- STPI has been selected as the nodal agency for setting up of the first Bio-IT Park in India

This was an initiative by Dept. of IT and Dept. of Biotechnology to promote export of Bio-Informatics from India and attract FDI in this field

- STPI has undertaken a joint venture with MTNL to provide data services and application including an India portal under the 'India.in' domain. A joint venture company 'MTNL STPI IT Services Limited' was registered under Companies Act. It was decided to set up an Internet Data Centre at Chennai. A detailed project was also prepared.
- Re-engineering of the business processes and ERP implementation by Oracle.

ET&T Corporation

Chairman-cum-Managing Director

1995 to 2000

ET&T Corporation Ltd., a Government of India enterprise, was established in 1974 to expand foreign trade in electronics and undertake development of technology in vital areas. In 1995, ET&T had employee strength of 300 professionals with the corporate office at Delhi and branch offices throughout the country and an overseas office at Cupertino, USA.

Achievements

- Designed and implemented the turnaround strategy for ET&T resulting in:
 - 52% increase in revenues from Rs. 29.50 Crore in 1995-96 to Rs.44.76 Crore in 1999-2000
 - 179% increase in net profit from Rs.3.5 Crore in 1995-96 to Rs. 9.77 Crore in 1999-2000
- Diversified ET&T's operations
 - Introduced Computer Education & Training services – set up more than 200 training centers across India
 - Positioned ET&T as a total IT solutions provider, especially for government and public sector organizations
 - Enhanced software exports through the US office of ET&T (relocated the US office to Cupertino and initiated deputation of software professionals for on-site assignments to USA)
 - Forged strategic partnerships with large IT MNCs, e.g. IBM, Siemens Nixdorf, etc
- Provided Y2K solutions to a large cross section of industry, including client such as IOCL, Numaligarh Refinery, Bharat Petroleum, Cochin Refinery, IFFCO, NFL, MFL and Calcutta Metro
- Successful and profitable implementation of projects under computer educational project all over the country e.g. Computer Literacy and Studies in School (CLASS) and Computer Education in School under Member of Parliament Local Area Development (MPLAD) schemes

Department of Electronics, Government of India

Head, Consumer Electronics Division

1988 to 1995

- Played a catalytic role in attracting world's leading consumer electronics players including Sony, Panasonic, Samsung, LG, Thomson and Sharp to the country
- Member, Board of Directors, UP Electronics Development Corporation, Lucknow (total turnover of Rs. 150 Crore for all group companies)
- Played lead role for utilization of NORAD (Govt. of Norway scheme) funds for employment oriented scheme on training of women in electronics and computers

Department of Electronics, Government of India
Additional Director

1986 to 1988

- Played a catalytic role in attracting investment for electronic and IT exports under EPZ and 100% EOU schemes
- Formulation and implementation of industrial and licensing policy

Department of Electronics, Government of India
Joint Director / Senior Scientific Officer

1977 to 1986

- Policy formulation and deployment related issues for electronics manpower development
- Development and launch of Computer Literacy and Studies in Schools (CLASS) program in the country
- Procurement, installation and operation of Electronics Score Board and Public Address Systems in multiple Stadiums for IX ASIAN GAMES, 1982

Televista Electronics
Production Manager

1972 to 1977

- Five fold increase in TV Production
- Introduction of Hybrid TV sets
- Obtained Government Recognition for company's R&D Wing

EDUCATIONAL QUALIFICATIONS

- B.E. (Hons) in Electronics Engineering, **Birla Institute of Technology and Science, Pilani**, 1970
- M.Tech in Electrical Engineering, **Indian Institute of Technology, Kanpur**, 1972
- Diploma in 'Finance for Technologists and Managers' from **Punjabi University, Patiala**, 1979
- PG Diploma in Business Management, **New Delhi YMCA Institute of Management Studies, New Delhi**, 1980

PROFESSIONAL TRAINING

- 'Leadership through Self-Transformation: Indian Insights', **IIM Lucknow**, May, 1998
- 'National Security and Strategic Studies Course', **National Defence College**, New Delhi, 1991
– an 11-month full-time course on national security across domestic, regional and international dimensions
- 'Programme on Micro Computers in Education', **Ulster University, United Kingdom**, 1985
– a 1-year full-time course conducted on behalf of the British Government
- 'Management of Technology', **Administrative Staff College of India (ASCI)**, 1989
- 'Management in Government', **HP Institute of Public Administration**, Shimla, June 1981

BOARD MEMBER POSITIONS HELD

- **National Internet Exchange of India (NIXI)**, a section 25 company
- **MTNL STPI IT Services Ltd.**, a joint venture of MTNL and STPI
- **Gujarat Information Limited**, a Government of Gujarat company
- **ET&T Corporation Limited**, a Central Public Sector Company
- **UP Electronics Corporation Limited**, a Government of UP Company