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Programme: - FRIDAY – June 13, 2008

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## "Italian Experience"

Presentation by AMAN CHOUDHARY  
our GSE Team Member on return from Italy

Please stay for  
Cocktails & Fellowship  
Courtesy PP. M.S. Kahlon

Venue: President Hotel , Sector 26, Chandigarh

Time: 7.00 P.M

## Indian IT & ITES Industry Growth Averages 30% Annually

It was all about Information Technology and Information Technology Enabled Services Industry in our weekly meeting of 06 June 2008. And thanks to our PP Rtn TS Anand and Ann Preety, additional chairs had to be summoned in the Sheesh Mahal of Hotel President.

PP Rtn MS Kahlon introduced the guest speaker, Mr. Pratap Aggarwal.

Mr. Pratap Aggarwal MD IDS Infotech Ltd, spoke to a very attentive and interacting gathering of Rotarians and Annes on the IT & ITES Industry. Mr. Rajnish Mehta ably supported the guest speaker.

Mr. Pratap graduated from Punjab Engineering College Chandigarh in the year 1979 as an Electrical Engineer. He was in the first batch of 13 graduates that were picked up for training in computer programming, spent six years in USA getting useful training and experience from 1983 to 1989. And then the home-bug caught him and he came back to India and established his own software unit, IDS Infotech Ltd. IDS, under his stewardship, has grown steadily since then and is currently employing more than 1,400 persons. He is Chairman of CII Chandigarh Chapter for the third consecutive year, a member of the IT Vision Group Punjab, and is the Chairman Indo-American Chamber of



Commerce, Punjab, Haryana and Himachal Pradesh.

He is widely traveled, has visited about 70 countries and is galloping to be a member of the Club-100.

After giving a preview of the presentation, he said that we must think globally, a by-word for all IT & ITES entrepreneurs. And when we think globally, the first thing that comes to the fore is the outsourcing. The total global outsourcing is 1.3 trillion US Dollars and out of this India's share is 60 billion US Dollars, which is a noteworthy achievement. And it is growing at the impressive rate of 38%.

Outsourcing or off-shore sourcing has been there since the spice and silk trade days and presently it is not only the IT & ITES jobs that are out sourced but many manufacturing facilities are outsourced too. It is amusing and interesting to know that a Dallas Church in USA outsource church services from Kerala. There is outsourcing and there is captive outsourcing where the buyer sets up their own units in the seller country. Outsourcing from India has become a subject of discussion in USA and Europe. New York Times, in USA, has compared the Indian Companies, TCS and INFOSYS, with the terrorist outfit of AL-Qaida in business aggressiveness, and job snatching activities. It is an



The Happy Cakes

admission of the growth, efficiency and reputation of the Indian companies in this field.

Indian IT industry has a very good credibility in the overseas markets. There is a shortage of Indian computer hardware and software engineers.

India produces about 4 lakh engineers every year and out of this about 10 percent are directly employable and the rest need good amount of orientation. He emphasized that our educational institutions need to look into this soon. Another advantage of the scope of employability in the IT field is that it can easily absorb physically challenged persons and women in its fold after suitable and appropriate training. As mentioned earlier the IT related industry in India is growing at the rate of 30 percent and the BPO (Business process outsourcing) industry, the back office support, is growing at 20 percent in India.

From low-end jobs like data entry, data loading, transcription etc, India is gradually entering the high end of the IT spectrum. Even the IT software industry, in India, is maturing slowly, in that India has not yet marketed a new software product for management. We

are still at the capsule stage. But there have been major changes and the industry in India has diversified to Europe. From 90% of the total exports to USA, India has been able to divert 30% to Europe and the dependence on USA is now 60% of the total IT exports of India.

Our Southern states have taken a big lead in setting up IT industry and its infrastructure. The Northern states have been slow and late in this field but are growing steadily. The triad states of Punjab, Haryana and Himachal Pradesh are taking shape and are building infrastructure to encourage IT and ITES Industry to establish their operations in this region. The tri-cities of Chandigarh, SAS Nagar and Panchkula are making concerted efforts to woo these industries. The SAS Nagar International Airport will be a great asset to improve connectivity of the region to other parts of India and to the rest of the world. There are, however, many challenges that the Northern region has to overcome to catch up the Southern states. They are: -

- ✍ Right type of leadership.
- ✍ Creativity.
- ✍ Lack of talent and talent management.

**Rtn. T.S. Anand**

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*Gifts for the Happy Anniversary Couples*

- ✍ Faculty shortages.
- ✍ Quality control.
- ✍ Knowledge base.
- ✍ Infrastructure including electric power supply.
- ✍ Connectivity.
- ✍ Lack of good echo-system for a start-up IT Company.
- ✍ Perceptions in the Industry like deadline-failure and quality of output and service.

The Northern states have to address the above challenges to catch up with the Southern states. (I hope, somebody is listening. Ed)

There are new entrants into the outsourcing destinations. Vietnam, Korea, China and the countries of Eastern Europe are posing challenge to the export of IT products from India. Canada is already a major player in this game due to its proximity to USA and its very good educational system.



*Gift for Punctuality Draw Winner*



*Memento for the Guest Speaker*

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The power-point presentation was full of statistics and data that revealed a lot of progress and shortcomings too. Humorous cartoons were thrown in here and there to keep the audience fresh. One of the interesting cartoons depicted a happy couple, in India, musing that they have outsourced all their arguments and differences to a couple in USA, and since then live happily after, without any tensions.

It was a very illuminating and thought provoking presentation, which generated much interaction, and the President had to intervene, very diplomatically, to end the proceedings. The knowledgeable speaker kept the audience attentive and spell bound.

Rtn PK Verma proposed the vote of thanks and, on behalf of the Club, presented a memento to the learned Guest Speaker.

### PP Rtn Harish Sethi makes up in New Zealand



PP Harish Sethi has been away for vacations with his son Sandeep in Hong Kong. He narrated his experiences in our weekly meeting of May 30. His son planned a two - week trip for him to New Zealand. He took time off from

his holiday to make up in some of the very old Clubs in New Zealand. The first was Rotary Club of East West Bay in Auckland, meeting of which he attended on 28th. April. The 2nd Rotary meeting he attended was of Rotary Club of Taredale in Napier on 1st May, 2008

Harish is a member of International Travel & Hosting Fellowship of Rotary (There are 65 members of this Fellowship in India ) Harish and Manjit were hosted by two such members of New Zealand in Auckland and Napier. Harish mentioned that they enjoyed every minute of their stay with the two families and strongly recommends that members should join this set up of Rotary. For those who are interested in joining, the web site is [www.ithf.org](http://www.ithf.org)

### CELEBRATIONS

PP Rtn Capt MS Kahlon invites all Midtowners to cocktails and fellowship immediately after our weekly meeting of June 13, 2008, at hotel President.

His birthday falls on June 15. Midtowners are requested to grace the celebrations.



#### BIRTHDAY GREETINGS

PP. Rtn. Capt. Manmohan S. Kahlon June 15



#### WEDDING ANNIVERSARY

R'ann Paramjeet & Rtn. Rajinder S. Sihota June 19



#### PUNCTUALITY DRAW

Won by Rtn. Raj Kumar Luther

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