Encyclopedia_de_IET

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IET Indore Alumni Magazine.

IET's First Ever Entrepreneurial Duo

VYOM
TECHNOSOFT PVT. LTD.

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Passion, Pride and Satisfaction - three simple words in which we can define our Two years of Entrepreneurship. Something that we always wanted, and were missing in our jobs at Infosys & TCS.

It was 18th May 2005, we registered our own company by the name Vyom Technosoft Pvt. Ltd.. Vyom, means both Sky - Horizon & "Shunya" - nothing. This signifies the limitless potential and capabilities that makes our company - VYOM, which started out of nothing except a sense of pride and satisfaction of creating something worth doing. This also underlines our commitment towards all our stakeholders as in our tagline - "Let's touch the sky together!"

We take pleasure in sharing this information that Vyom is India's youngest ISO 9001:2000 Certified Software Company. Just to give you a comparison, Industry leaders in IT got their ISO certification in approx. 10-12 years after their registration, while we completed the certification in 8 months, without any Non-Conformance. This highlights our stress on processes, which is one of our major strong points. Within one month of our existence, we were 90% paperless office as most of our office processes were shifted to our Intranet. It includes all the project allocation, tasks allocation, recruitment, events, company policies, compensations, vendors, clients etc. We are also a member of ELCIA & TIE (The Indus Entrepreneurs). Since last 1.5 years, we are an associate member of CRY. Currently we are undergoing for STPI registration and will be starting the process of CMM Levels after that. Our founders' tenure in process oriented companies and their being ITIL certified helps us in achieving better results.

What had started as a hobby in college days is now a full fledged company with 50 employees and three offices. We had started from just 5 people. Since inception, the company has recorded more than 900% growth in absolute terms and has its own offices located at Bangalore and Jaipur.

Right now, our major operations include:

• Process Deployment (ERP, CRM, Intranet, Office Automation, Process Management, etc.),

• Web Portal Development,

• Web 2.0 Application development.

We have also launched few Software Packages catering to the retail market. Till now, our portfolio includes verticals like Pharma, Retail, Agro Products, Cement, Digital Advertisements, Interior Decoration, etc. We are also starting a complete vertical exclusively for Offsource development with its own ODC (Offsource Development Center) which will for our clients like having all the benefits of having their own exclusive development centers in Bangalore, India enjoying all benefits of reduced costs, better tecnological skills, processes, data & IPR security without burdening themselves with the problems of infrastructure, project management, HR, regulatory and legal compliance etc.

Inside this Issue

To begin with...

Starting a company was tougher than it appeared. With no God Fathers, we had to practically arrange for each and everything we needed, from the Systems to Software's, from a pin to office furniture. Starting will always be tough, but what matters is knowledge, competence, drive and most importantly never-say-die approach and tons of hard work. Sometimes, we moved very fast and some other times, moving even inches was taking lots of efforts but our key was not to stop at any cost but keep moving forward. Rest everything followed.

With well settled job and on-site offers, its very tough to leave the easy going job and start your own venture. As a young entrepreneur, there are certain business related and personal obstacles you will have to endure in order to become successful. Some factors are real, such as where you will get your initial funding and where you will find time to manage your business, family, and social responsibilities all at once. Other factors, are nothing more than self-inflicted obstacles such as worrying about your age or experience level when dealing with a possible client. The What-If factor is always the biggest obstacle and Just-Do-It is the easiest solution of all. Only thing which should never be forgotten is to prepare well in advance and do tons of hard work. Never-say-die approach makes sure that you emerge as a winner at the end. We stand with Henry Ford when he suggests, "If you think you can, you can...

If you think you can't, you are right"

What we went through...

Even after two financial years we are a zero debt company and have been able to not to pick at least 4 serious VC offers. This has been done by efficient use and recycling of our limited resources and generating enough revenues to make sure we are moving forward. This way, we were able to invest, reap, reinvest, reap… the same resource in lesser time frame. This duration of past two years is full of first time experiences and lessons. About 90% of the things we were doing were the first time in our lives - Registering a Company, understanding all the legal formalities, recruitment procedure, client interaction, contract signing, dealing with financial institutions - all this includes a complete spectrum of systems and procedures which we needed to understand in order to establish. This also includes learning Kannada formally for one full month to interact with State Government officials here, learning about the alien land registration and industrial regulatory laws, interacting with people like Vinod Khosla (founder Sun Microsystems), Pradeep Kar (founder Microland, president TIE), N S Raghvan (Infosys/VC funding), lots of other entrepreneurs etc., most of whom have worked in technology sector for more years than our age itself. It is a great learning experience. It also proves the openness of Indian IT economy where only thing which counts is what you can do and not who you are.

Our Alma mater...

Well, we must thank our College, Institute of Engineering & Technology - its entire faculty and students, for providing the foundation stones for such entrepreneurial activities. We would always remember how Chandwani Sir used to provide useful feedbacks and inputs when we were designing and developing the official website of our college. Working with Tokekar Sir & Madam on the Network Congestion module for the IEEE was an exciting experience. Our very own classmates were reason enough for spurring the competitive spirit in us. The dummy software company games that we used to play in our college days finally turned into full-fledged company. We will always remember the time spent with Somesh, Varun, Sachin, Pratik, Ankit, Abhilasha, Rajat, Ravi, Godly, Chintan, Ekta, Nidhi, Gagan, Ankesh, Abhishek & many others, which was always filled with excitement, innovation & competition. Abacus Club had been of vital help, not just in providing the magazines and useful CDs, but in organizing the relevant competitions and programming contests that helped us hone our skills in the formative years. The IT lab in DAVV has provided us with the most important thing for us at that time, a high speed internet connection for free. These things helped us in launching our first registered website way back in 1999 (http://www.vyomworld.com) in ASP. Even now, we get very useful feedback from most of them regarding what we do and how we can improve. Thanks a lot to all of you. A lot of things we would have never been able to do without your support.
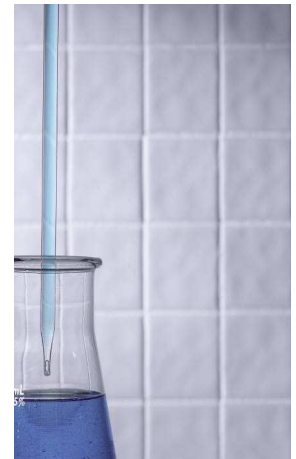

Vyom software development facility at Electronic City, Bangalore. This is company's own property.

With no God Fathers, we had to practically arrange for each and everything we needed, from the Systems to Software's, from a pin to office furniture.

The dummy software company games that we used to play in our college days finally turned into full-fledged company.

Pointers for budding entrepreneurs...

Our advice for the aspiring entrepreneurs will be - do not try to reinvent the wheel. Learn from what is already out there. Expand your social circle and meet people more often. Meet other entrepreneurs and you'll get to learn a lot from them. Try to seek help or guidance from the experienced people. If you are waiting for an ideal time to start your venture, its NOW. Believe us, it will outshine all other alternatives. Tomorrow it will be more difficult when you have more responsibilities on your shoulder.

As you begin your venture, know that you have already succeeded. It is the entrepreneurial spirit and will that will help you throughout your life. Even if your business is unable to stay afloat, know that you gained more business experience than your colleagues have in the classroom alone. As long as you use your youth to your advantage, stay aggressive and keep thinking positively, you will have a successful run. Just remember the concepts of What-If, Just-Do-It and Never-Say-Die, a lot of hard work, passion and a little dreaming, rest everything will follow! Good luck and have fun!

You can get more information about us at

http://www.vyom.co.in/press/

Do not try to re-invent the wheel. Learn from what is already out there.

New job in India Inc. !!!

Day-1 lot of dreams, ideas, enthu....

months-3 settling down, being flexible

months-6 ground realities exposed...

year-1 dreams shattered...

year-2 frustration, trying to compromise...

year-3 resignation, new job no.2, new dreams, enthu... (contd.)

-cartoon by parimaljoshi@hotmail.com

The Initiative

The human spirit is referred to as the highest spirit which is nothing but the recognition of the purity of the human free will and the human free will defines the highest form of our existence. "Entrepreneurship" is the best manifestation of this human free will. And therefore, this introductory edition of Encyclopedia_de_IET Magazine is dedicated to Entrepreneurship. The cover story is about IET's first ever Entrepreneur Duo Amit Mathur and Rakesh Barnwal of Vyomworld (Ex-IETian, CSE-2003 batch), who made it big in one of the most challenging industries : the front runner of India Inc. : The IT industry. For every IETian who aspires to make it big, it is a must read. Apart from being an out and out success story, we picked it up because it shares quite a salient features we find to be true with ourselves, such as humble beginnings, passion to add value and yearning for a sense of satisfaction. Along with this, the personal work experience of other alumni and the wisdom nuggets of Larry Alison (CEO, Oracle) offers a lot of learning one can likely to miss in classrooms. Hope you enjoy reading these candid expressions.

We in the process of joining hands with IET alumni have started with a group which we have named as Encyclopedia_de_iet. We named it such because here we will try to discuss everything from studying overnight for semester exams and still getting flunked, to not at all prepared for campus interview and still getting selected. We will update the group with latest technology happenings and also with all the job openings that we will come across in our respective companies. We will discuss GRE, GMAT, CAT, GATE experiences of all the alumni who made it to their goals. Some say it's the next big thing IETians are upto.

What's your say? There's a lot to be shared & discussed at this group, come join us at
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Random Notes of an alumni

'Friendships that last forever', that's the crux of 4 years in IET. Some studious guys and girls (ALL) were converted to hedonists like us as time passed by. 1st term was the icebreaker, then began the fun. We relished everything right from tirelessly making ED sheets all day in college to the late night parties we had on birthdays. Early morning classes at 8 which we in any case always made on time as all of us valued sincerity and punctuality plus we gained a lot during lectures that made our work during exams much easier (it was a serious comment!!)

The course of time revealed many not so prominent characteristics of people which I take liberty to reveal without giving the names (although everyone can easily identify) we had a PJ king; a ganda dimaag ; some couples (the story of helmets relates better); some people who were ~HAPPY . There were a few genuine geniuses and others who were perseverant; both scored well in exams, but I and a few fellows belonged to third category- neither brainy nor hardworking, so we made the most of it enjoying NOT submitting assignments, bunking and lectures (or getting thrown out) playing cricket, BAKAR at parking and enduring other such fruitful activities…

We had numerous trips to the scenic places 20-25 kms ahead on Khandwa road. We invented parking cricket; such a tremendous hit that it even dragged the toppers of our class to have a go. It was all going very smooth until something happened that separated us all- the last term exams. The last day was an enigma: good coz we were ENGINEERS but sad coz the time we spent here was about to transform into delightful memories.

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" You've just got to take each person for what they are, and look for the good in them "

Cracked Pots

A water bearer in China had two large pots, each hung on the ends of a pole which he carried across his neck.. One of the pots had a crack in it, while the other pot was perfect and always delivered a full portion of water. At the end of the long walk from the stream to the house, the cracked pot arrived only half full. For a full two years this went on daily, with the bearer delivering only one and a half pots full of water to his house. Of course, the perfect pot was proud of its accomplishments, perfect for which it was made. But the poor cracked pot was ashamed of its own imperfection, and miserable that it was able to accomplish only half of what it had been made to do.

After 2 years of what it perceived to be a bitter failure, it spoke to the water bearer one day by the stream. I am ashamed of myself, and because this crack in my side causes water to leak out all the way back to your house. The bearer said to the pot, Did you notice that there were flowers only on your side of the path, but not on the other pot's side that's because I have always known about your flaw, and I planted flower seeds on your side of the path, and every day while we walk back, you've watered them. For two years I have been able to pick these beautiful flowers to decorate the table. Without you being just the way you are, there would not be this beauty to grace the house.

Moral:Each of us has our own unique flaws. We're all cracked pots. But it's the cracks and flaws we each have that make our lives together so very interesting and rewarding. You've just got to take each person for what they are, and look for the good in them.

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JAVA, The Sole Mate in My Professional Journey

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It was fifth semester in the college and our curriculum had a subject called "Object Oriented Programming Using JAVA". As usual I never had the faintest of idea about what the subject would consist of or how important it would be in the context of the present IT industry and in turn my career. As a general practice in the Engineering colleges, any subject remains completely unknown to the bulk of the students (barring some) until the PL starts and I am no exception.

The fifth semester also started on the same note. Some students busy with their studies, some busy with their MBA preparations and some like me who purported to do MBA (going with the most popular tide), also got busy in trying to generate some interest in the MBA preparations. Four busy months passed by and the exams came near. I started reading the book "**Java The Complete Reference by Herbert Scheldt**" to clear the exams. But this time the feeling was different. Unlike the others; this subject was interesting. But alas! It was too late. Just fifteen days of PL is not enough to cover a subject like JAVA. So I could only prepare the minimal required to clear the exam and was quite confident about making it through. But to my horror, the question paper came up with a big surprise. Thanks to a guy who sat behind me, Qutubuddin, without whose support, during those 3 hours, I would have certainly flunked.

Sixth semester started. The MBA preparations caught pace. To add to our tensions we had the first company, TCS, who came for recruitment in the same semester. Amidst of all these, the small interest of JAVA inside me got lost. Somehow I got selected in **TCS** and then came the time for enjoyment. One of our aims got fulfilled and frankly speaking it was too early for me. I, along with all my friends, decided to devote the whole time for MBA preparation, as the campus tension was no more there. But fate took one more turn, slowly in the process of preparations I came to know that **MBA** (at least cracking CAT) was not my cup of tea. But I still kept my hope up and kept trying (as my parents feel) for **CAT**.

The seventh semester was about to start. I didn't know at that time how that whole year was going to impact me and my career. Now, with the hindsight I can say that yes that was the year that changed too many things in my life, and fortunately all of them for the better. Again we had a subject titled "**Server Side Programming**" which used Advanced JAVA. This time the practice of preparing in the last fifteen days vanished. Thanks to **Rekha Kashyap** madam! Tough assignments with real screechy deadlines. Man, that killed. But truly speaking, that was the best thing that could have happened in my life. This was the time when I came closer to a guy who was earlier my friend but slowly became a lot more than that (as we shared common interests), **Prabhanshu**. We started completing the assignments together and that too in the best possible way i.e. first by properly analyzing the problem, then pondering about the architecture, then deciding (read fighting-out) upon the components (like classes, interfaces, methods etc.). Slowly I realized the power of Java, which ignited my interest in it. It was like an endless loop. The more I worked on Java, the more I felt interested, the more I felt interested, the further I explored and the deeper I explored, the more interested I got. I started eating Java, drinking Java and sleeping Java. I could feel that some transformation had already started in me. The craving for knowledge increased and first time in life I could figure out what I wanted in life.

The eighth semester was like an icing on the cake. We had a subject "**Enterprise computing (EJB)**". Till then my MBA dreams were shattered, but I was happy nonetheless. I delved deeper in the ocean of Java (The job that interested me and gave me satisfaction). We also had a subject called "**Internet Computing**" that dealt with XML, another pillar in modern computing techniques. Along with these, I had my project (obviously on Java), a brilliant project partner and a fantastic project guide **Mr Ramesh Thakur**. The things that our guide told us that time (which we felt were rubbish) are completely applicable in the industry. Those days were really great. Designing the project, building the project and in the process seeing and learning new facets of Java.

Today I am working in an organization where I got the chance just because of Java. Today whatever I am, whatever position I am in, I owe everything to my **ALMA MATER**. Though I like each and everything related to my college but the best thing is the curriculum. The curriculum is very unique and thanks to Dr. Chandwani Sir for having such a fantastic foresight. Today I am in an organization where I work with people who come from some of the most prestigious and well-known institutions of the country. But being with them I feel that the curriculum that I followed in my college was much better than what they have followed.

Today in the IT industry, the essence is **Java**. Java can do anything. Java has an extension for each and every field, be it Web, or Mobiles or Embedded Software (for what it was originally built). The best thing is that it has still not stopped growing. It is still proliferating. Thanks to its open source nature. Anyone who is familiar with Java programming has already created niche for himself/herself in the market. That is where I think IET has done a great job in including Java and Advanced Java in the curriculum. As said "**Change is the only permanent thing**", our college curriculum changes according to the need and that is where it is ahead of others.

Today wherever I am, I think that I have created a satisfactory place for me in the competitive market as a beginner. Thanks to Java. I have a special affinity to Java. Now when I look back I really feel that the last year of my college has really changed a lot of things in my life. It has given me a new passion in my life in the form of Java and I am sure that will drive me farther.

Now I feel that knowing Java has been a boon for me. As very popularly said "**A little knowledge that acts is worth infinitely more than much knowledge that is idle**". In the present day IT scenario, the knowledge that works is Java. So my personal opinion is that if you know Java then you are worth much more than a person having an ocean of knowledge without Java. Till now in my career, Java has been a great help for me. From the days of my fifth semester, when all this started, to the present day, when I am working with an reputed IT organization, I have developed my knowledge of Java a lot and I am quite sure that it is going to help me a lot in my forthcoming endeavors.

At the end it would not be a over statement if I say that "**JAVA is the sole mate in my professional journey**" on which I can always rely upon for growth and innovation.

Excerpts from a pass-outs Diary

If a drop of water falls in lake there is no identity. But if it falls on a leaf of lotus it shines like a pearl. So choose the best place where you would shine.

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It was during 6th Semester of my engineering that while preparing for Campus selection I subscribed to some online technology newsletters. I came to know then that the next big buzz in Software Industry was ERP. I didn't know anything about ERP then, but I started searching on net to know more. I came to know about the companies working in the ERP field. I then searched the selection criteria they had for recruiting new candidates. It was then when I realized that I will have to work real hard to gain technical as well as soft skills expertise. It was also the time when I was really struggling hard for my better university grades. In the midst of winter, I found there was within me an invincible summer. The dare to be better, the dare to be bigger than I have ever been… far away there in the sunshine were my highest aspirations. I knew I may not reach up to them but I can look up and see their beauty, believe in them and pursue them.

They say, it isn't a calamity to die with dreams unfulfilled, but it is a calamity not to dream. I too had a dream now, dream to work with the Global leader of ERP. But I realized that it was a long journey and tough one too. Some where I read these thoughts –"A single gentle rain makes the grass many shades greener, so our prospects brighten on the influx of better thoughts. We should be blessed if we live in the present always, and took advantage of every accident that befell us, like the grass, which confesses the influence of the slightest due that falls on it". Forgetting my past I started afresh, and with a new vision I was re-fueled with lots of positive energy. Although I was selected for a very good company during 6th semester itself, but that didn't deterred me from marching forward to achieve my real goal. Fortunately our college curriculum added ERP as a subject. My spirit was exalted with this decision of college authority. I observed a sudden change of attitude within myself towards everything I was doing.

My change in attitude was reflected in my 7th and 8th semester grades. Finally I was quite content with the Engineering degree I got and the learning's I had from four years of engineering. I realized we should not spend our time in atoning for the neglect of past opportunities. We at times loiter in the winter while it is already spring. There's never too late to get something you want, if you want it pretty badly.

I didn't know then that I may be able to realize my dream quite soon. During August '06, I joined the company I was campus selected for and I was sent to client location just after induction. Still I was determined enough to follow my dream. From somewhere I came to know that there's an opening for fresher's in my dream company and I appeared for the written test followed by interview. God willing & luck converted this opportunity into real. I was selected as Development Specialist for SAP Labs India. Parallel I had also appeared for one more top notch company in the field of ERP and I was selected there too. It was the time when I had to decide which one to join. I was confused badly as both the offers were quite lucrative in terms of opportunities as well as package…second one being better. But finally I decided to follow my dream and joined SAP Labs Bangalore.

Recently I watched the movie 'The Pursuit of Happiness', Watching this movie I came across the best motivating lines I have ever heard. Similar thoughts stroked in my mind when I was struggling hard with my grades and which motivated me to cross all my potential barriers. These are the lines: "Don't ever let someone tell you, you cannot do something. Not even me. You gotta dream you gotta protect it. People can't do something themselves, they wanna tell you that you can't do it. You want something…Go GET IT!!"

Are qualifications really important?

In one of the most controversial commencement addresses in memory, Oracle CEO and college dropout Larry Ellison told Yale's Class of 2000 they were "losers" whose hard-won diplomas would never propel them into the ranks of the super rich.

The evangelical Ellison, noting that college dropouts Bill Gates, Paul Allen, and Michael Dell were, like himself, on Forbes' recent top 10 list of billionaires, urged freshmen and sophomores at the ceremony to "drop out and start up," and added that the undereducated Yale security guards who ushered him off stage probably had a better shot at uber-wealth than graduating seniors.

What follows is a transcript of the speech delivered by Ellison at the Yale University last month:

Graduates of Yale University, I apologize if you have endured this type of prologue before, but I want you to do something for me. Please, take a good look around you. Look at the classmate on your left. Look at the classmate on your right. Now, consider this: five years from now, 10 years from now, even 30 thirty years from now, odds are the person on your left is going to be a loser. The person on your right, meanwhile, will also be a loser. And you, in the middle? What can you expect? Loser. Loser hood. Loser Cum Laude.

In fact, as I look out before me today, I don't see a thousand hopes for a bright tomorrow. I don't see a thousand future leaders in a thousand industries. I see a thousand losers.

"You're upset. That's understandable. After all, how can I, Lawrence 'Larry' Ellison, college dropout, have the audacity to spout such heresy to the graduating class of one of the nation's most prestigious institutions? I'll tell you why. Because I, Lawrence "Larry" Ellison, second richest man on the planet, am a college dropout, and you are not.

Because Bill Gates, richest man on the planet -- for now, anyway -- is a college dropout, and you are not.
Because Paul Allen, the third richest man on the planet, dropped out of college, and you did not.
And for good measure, because Michael Dell, No. 9 on the list and moving up fast, is a college dropout, and you, yet again, are not.

Hmm... you're very upset. That's understandable. So let me stroke your egos for a moment by pointing out, quite sincerely, that your diplomas were not attained in vain. Most of you, I imagine, have spent four to five years here, and in many ways what you've learned and endured will serve you well in the years ahead. You've established good work habits. You've established a network of people that will help you down the road. And you've established what will be lifelong relationships with the word 'therapy.' All that of is good. For in truth, you will need that network. You will need those strong work habits. You will need that therapy.

You will need them because you didn't drop out, and so you will never be among the richest people in the world. Oh sure, you may, perhaps, work your way up to No. 10 or No. 11, like Steve Ballmer. But then, I don't have to tell you who he really works for, do I? And for the record, he dropped out of grad school. Bit of a late bloomer.

Finally, I realize that many of you, and hopefully by now most of you, are wondering, 'Is there anything I can do? Is there any hope for me at all?' Actually, no. It's too late. You've absorbed too much, think you know too much. You're not 19 anymore. You have a built-in cap, and I'm not referring to the mortar boards on your heads.

Hmm... you're really very upset. That's understandable. So perhaps this would be a good time to bring up the silver lining. Not for you, Class of '00. You are a write-off, so I'll let you slink off to your pathetic $200,000-a-year jobs, where your checks will be signed by former classmates who dropped out two years ago. Instead, I want to give hope to any underclassmen here today. I say to you, and I can't stress this enough: leave. Pack your things and your ideas and don't come back. Drop out. Start up.

"For I can tell you that a cap and gown will keep you down just assuredly as these security guards dragging me off this stage are keeping me dow..."

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