

JULY 2021

INDIA

# Forbes



ASHU GOEL



RAKESH RATHI



VIVEK PATHAK



SANTOSH KHATAWATE



BALA SUBRAMANIAN

## LEADERS BY EXAMPLE



KIRAN BILGIRI



HARSH PATEL



DR. SUNIL KUMAR GARSSA



DEVANSH SOOD



ALKA VERMA

FORBES INDIA

MARQUEE

A special marketing presentation Digital magazine

Network 18

# OVERVIEW

## Leaders by Example The Views and Ways of Leaders

John Maxwell says, "Leadership is not about titles, positions or flowcharts; it is about one life influencing another." A careful observation of the greatest leaders tells us that the single most important quality that separates great leaders from average ones is the ability to inspire and lead by example. To be able to drive people to reach their zeniths, to demonstrate such qualities that employees would want to follow by choice, and to enthuse their action and behaviour with energy, integrity and clarity – these are what make a leader someone to look up to.

We bring to you such altruistic models who continue to create a culture of motivation and nurture various minds by their example. These are icons of inspirational leaders who offer people around the globe the stimulus for ambition, performance and growth.

While they may differ in their industries and domains, they share a common denominator of the ability to empower others through value-driven leadership and deep sense of purpose. Their commitment to positive change and their embodiment of the people they are leading shines through their radiant personality enriched with authenticity, warmth and inclusion. These visionaries have a strong sense of self and foster an environment of ideation, change and confidence around them, leading by example of their views and ways all along.

Content Consultant  
Swati khampariya

Special correspondent  
Anjali / Shivani

All Rights Reserved © 2009 Forbes  
LLC, as to material published in  
the edition of Forbes Asia.  
All Rights Reserved.

Marketed By



Media Dekho Services Pvt. Ltd.  
Mobile: 8743860208  
Email: marketing@mediadekho.com  
Website: Mediadekho.com

# CONTENT



3

**ASHU GOEL**  
Founder & CEO  
WinWire



4

**BALA SUBRAMANIAN**  
Co-Founder & Head, R&D  
Bugworks



6

**KIRAN BILIGIRI**  
Founder  
Biligiri Hotels



7

**VIVEK PATHAK**  
CEO  
Rakesh Group



8

**RAKESH RATHI**  
IT and Business  
Transformation Executive



9

**SANTOSH KHATAWATE**  
CEO  
EduBuddy



10

**CA. DR. HARSH PATEL**  
Founder  
Water and Shark



11

**DEVANSH SOOD**  
SilverScreen



12

**DR. SUNIL KUMAR GARSSA**  
Senior Consultant



13

**ALKA VERMA**  
Founder  
Infiniti Hair Club



14

**JANARDAN TIWARI**  
Founder & CEO  
Data Trained



15

**GIBS BUSINESS SCHOOL**

### DISCLAIMER

This book is a special marketing initiative of Media Dekho Services Pvt.Ltd in partnership with Forbes India Marquee. While MediaDekho.com has taken utmost care to issue error-free knowledge in the public domain, readers are advised to independently verify the claims made in the book. MediaDekho.com is not equipped to verify the claims made in the book and readers' discretion is therefore recommended. Forbes India's editorial team was not involved in this exercise



# Building a Purpose-Driven, People-First Organization

*Ashu Goel, the CEO of WinWire Technologies, follows a philosophy that places people and purpose first rather than traditional metrics.*

**B**uilding a successful business in the 20th Century centred on executives' ability to generate a profit, but the calculus began changing at the turn of the millennium. Now, companies need to serve a higher purpose to motivate employees, for competitive advantage, turn potential clients into customers and long-term value creation.

Ashu Goel, Founder and CEO of WinWire, firmly believes in this need for purpose-driven leadership. WinWire's exemplary customer service and sustainability initiatives are a testament to their belief that greatness comes with an emphasis on purpose and people over profits.

## A Visionary to Reckon With

As business drivers are getting more value-driven, the traditional emphasis on income and expenses is lessening. Ashu Goel, who has an impressive background in technology and management consulting, has been at the forefront of this revolution. An alumnus of IIT Roorkee and an MBA-grad from Berkeley Haas School of Business, he has over three decades of experience in the technology industry and has held key leadership roles at reputed organizations, such as A.T. Kearney and Microsoft.

His company collaborates with leading businesses, helping them gain competitive edge by focusing on a people-first culture to augment value, productivity, sustainability, and results. According to Ashu, if business leaders prioritize people and purpose, the same ideals trickle down the organization. This mindset boosts quality and efficiency, leading to a free flow of revenues and client satisfaction.

Ashu believes in a second tenant: promoting diversity and positive human experiences to develop products and deliver services. Such priorities inject some much-needed empathy in the world - a benefit that goes above and beyond any material benefits reaped, in his perspective.



**Ashu Goel**  
Founder & CEO

## Right Brain Revolution in Tech

The foundation for Ashu's mindset is what he likes to call the 'Right Brain Revolution'! According to him, using technology for bringing about positive changes only proves effective when one combines the "left brain" analytical thinking of engineers and programmers with the "right-brain" creative thinking of artists. The more visual and intuitive right half of our brain helps us understand and articulate emotions better, which in turn helps develop value-driven leadership skills.

When Ashu founded WinWire in 2007, it was this blend of technology with the principles of a people-first ethical leadership that he based his venture on, which has today expanded into a flourishing, data-driven digital engineering organization.

## Changing the World for the Better

Ashu Goel's, WinWire Technologies is a data-driven engineering company that

supports enterprises across healthcare, retail, manufacturing, and other verticals by "stitching the digital fabric." His company empowers the digital transformation of organizations, giving them a competitive edge with additional values.

Apart from its expertise and solutions across cloud platforms, data analytics, artificial intelligence, and other technology domains, the organization offers yet another reason to be counted as a trusted name in the industry. WinWire's leadership places its core values of People First, Technology Leadership and Execution Excellence at the fore. This philosophy has also proven to be a rock-solid pillar for the organization during the toughest of crises, such as the COVID-19 pandemic.

## The Secret Mantra

Today, WinWire is counted among the leading Microsoft Gold Partners who have helped enterprise customers evolve into digital-first businesses. WinWire was ranked #19 among India's Great Mid-Size Workplaces 2020 and was listed among the 75 Best Workplaces in IT & IT-BPM 2020 in the country.

When asked about the source of the stellar performance of his company, Ashu has a candid reply,

*"Yes, there are a few mantras I follow, if you may like to call them so. A culture of continuous learning is a must, besides that of trust and transparency in communications. Once you start prioritizing people instead of capital, that's what makes the difference."*

# Bugworks

*Driving innovation through deep data and research*

The ongoing pandemic has left the world in shambles, and more so, been an awakening towards the threats of antimicrobial resistance (AMR). The dangers of AMR among bacterial pathogens is likely to result in several million deaths annually in the near future. Hence, it is paramount that something is done to prevent such outcomes. The severity is evident from the 800,000 deaths that were recorded owing to pneumonia, which includes over 30,000 children and neonates. Moreover, around 50% of the Covid-19 fatalities stem from secondary bacterial infections resistant to various antibiotics. The high risks of AMR indicate that simple surgical procedures are to become untenable. Most cancer treatments that render life extensions and enhance the quality of life will be useless when patients succumb to infections instead. Tackling AMR requires the trifold - scientific innovation, socially responsible behaviour and political will.

As per a recent report by the WHO, there are very few innovative and antibacterial drugs. This predicament raises concerns and presses a call for a renewal in the gambit of the pharmaceutical industry. More so, a recent PEW report indicates a lack of novel and potent solutions against Gram-negative bacteria - a primary cause of mortality from bacterial infections. The pharmaceutical industry had latched on to the science of genomics and robotics-enabled high throughput screening. Millions of dollars were expended, yet no new antibiotics were discovered. Older antibiotics have been rendered ineffective due to resistance; today, about 30 to 40% of deaths among ICU patients are due to older antibiotics.

## **The visionary leader - Bala Subramanian**

Bala Subramanian, PhD. COO and Head of R&D, and recently ex-head at AstraZeneca India, along with Anand Anandkumar and Santanu Datta (ex-Cellworks), came together to form Bugworks. The triumvirate is a synergistic blend stemming from Anand's buoyant entrepreneurial skills, Santanu's unquenchable curiosity and out-of-the-box ideology and Bala



**Bala Subramanian**  
Co-Founder and Head, R&D

Subramanian's profound management skills. Each of them brings not only orthogonal skills and strength but also a diverse emotional quotient. This emotional quotient ranges from the astute optimist, the ever-balancing pragmatist, and the overt realist.

## **The experiential curve**

Experience is a virtue and always pays dividends. It was Bala Subramanian's two-decades-long stint at AstraZeneca India (AZI) that exposed him to the nitty-gritty of drug discovery. Bala gained hands-on exposure to the technical aspects of drug discovery. Along the way, he also picked up additional skills in project management, risk management, and decision trees. Cellworks, located at the southern edge of Bangalore, focused on modelling and simulation of biological systems based on semiconductor physics principles. A collaborative pursuit among these two entities brought these three fine heads to work on computational approaches to stitch novel multi-drug combinations for treating tuberculosis. Putting things into

perspective, Cellworks performed the computational exercise while AZI performed the experimental validation. This group of lead scientists from Cellworks and AZI later formed the core of Bugworks.

## **Stellar infrastructure and innovation-driven university**

AZI was the primary contributor to Bala's brainchild for Bugworks. The culture of high-quality, robust drug discovery science and several highly trained drug hunters made AZI a standout company. The fantastic learning comprised not only stellar infrastructure but also a global pool of skilled and experienced minds. In addition, the open, sharing and nurturing environment at AstraZeneca gave the vibe of a University in Drug Discovery and not just any other company. However, Bala - citing personal reasons - decided to call it quits with AZI after nearly two decades.

Shortly after, in only a year, AZI shut its R&D operations in Bangalore. Coincidentally, this incident was preceded by Cellworks' decision to off-load its infection projects and focus on





## Team Bugworks

developing solutions for cancer treatment. Subsequently, the trio then joined forces and started Bugworks. Apart from the trio, there was a secret armour, Shahul Hameed, the medicinal chemistry genius, that joined hands to anchor this entrepreneurial triumvirate.

### Funding- The Rise of Bugworks

Unlike other industries, pharmaceuticals and drugs are research-oriented and take up to ten to twelve years to discover new drugs. More so, the sums are exorbitant. The initial funding came from the Government of India, Department of Biotechnology, which helped Bugworks

“Combating Antibiotic-Resistant Bacteria Biopharmaceutical Accelerator” (CARB-X) organisation. It is a global non-profit partnership dedicated to accelerating antibacterial research to tackle the globally rising threat of drug-resistant bacteria. CARB-X finances and funds the best science from around the world.

### Working Culture

A pertinent question that always surfaces in one’s mind is what makes this startup different from the bigwigs of the field. And Bugworks was no exception. A tenderfoot and novice in this space, Bugworks was innovation-oriented. Large corporations

creation. These external partners are a force to reckon with as they operate via highly skilled and top-notch verticals.

The working culture and model have garnered significant benefits for Bugworks by bringing rich dividends such as keeping it capital-light. Also, it has helped produce realistic and most relevant data by engaging with the best in the business. Doing so has rendered access to the best skills and provided modularity in execution engines.

Additionally, the small-size workforce is no ordinary show. It comprises burgeoning thought leaders and decision-makers. The most profound competitive edge would be the collaboration with external partners. This has streamlined the entire process by generating the key data points for maturing a concept into the product; there is no scientific bias regarding which data supports the hypothesis and vice versa. Bugworks being the recipient of the final data for all the analysis and decision-making, there is no bias when conducting experiments to fit the hypothesis.

### Current Scenario

Bugworks, over time, has grown and today works on two major therapy areas. One focuses on combating antimicrobial resistance; the first progeny of the innovative platform is advancing into clinical trials. And upon success, it shall bring much-needed novel antibiotics to the patients, the potential of which the world hasn’t seen in over six decades. The second one focuses on immuno-oncology products for treating different types of cancers. Cancers are among the biggest killers that affect everyone. Every family today is touched by the suffering or loss of a dear one due to this affliction. Bala is no exception, and perhaps a reason to expand the arc within Bugworks is to work on cutting edge solutions that provide succour to the millions.



germinate. The Indian government granted not only financial support but also state-of-the-art laboratories within the NCBS Biocluster in Bangalore.

Apart from these, Bugworks received support from guardian angels. The first of these was not connected with healthcare or life sciences. All it took was this greying trio to attend a dinner invite, followed by a cheque waiting on the table.

To date, the most impactful grants towards Bugworks came from the

often take to bureaucratic and a process-driven system.

Given this trend, one of the thriving themes for Bugworks is to keep the innovation engine agile and quick-moving. A compact workforce of fewer than 25 employees handles everything from design, hypothesis testing, risk management and decision-making. More so, Bugworks liaisons with external partners for the voluminous data that helps transform a drug from conception to

# Breathing Life into Dreams of Aspiring food Entrepreneurs

*Serial Entrepreneur Kiran Biligiri believes in the power of dreams and the spirit of never giving up.*



**Kiran Biligiri** | Award Winning Restaurateur | Food Business Mentor

**M**any myths surround entrepreneurs and how they work. Some think that only a certain group of individuals have the talent to start something of their own. Yet others think that the only requirement for setting up your own business is a good idea. While there is no definition of what it takes to become an entrepreneur, there certainly is a common denominator – entrepreneurs are believers.

One such seasoned entrepreneur who started with nothing but faith in himself is Kiran. A first-generation businessman, Kiran today runs one of the most preferred choices in the restaurant and banqueting segment. His hospitality ventures have received multiple awards and recognition such as the Association of Catering Professionals, Times of India, Diners International, Department of Tourism have awarded his hospitality businesses and continues to provide great value and world class service.

## To Humble Beginnings

After graduating from IHM, Kiran started his career at Taj Hotels in 1995. The innovator within him kept urging him to start something of his own and he did it with just 2500 rupees in his pocket.

In the year 1996 along with his friends, he started an unconventional business of pest control called 'Sioux Biligiri'. The company grew exponentially and in 2007

was acquired for a million+ dollars by ISS, the world's largest facility management company.

Kiran then ventured into the restaurant industry and established the Award-Winning restaurant Utsav. Gradually, he diversified into banqueting with Moksh Banquets, which has emerged as the preferred choice for all celebrations, catering to huge events like IPL.

## Taking the Challenges Head On

Apart from facing numerous professional challenges Kiran faced a huge setback personally, when a couple of years ago he was diagnosed with a rare life threatening condition that affects one in a million (- Guillain Barre Syndrome). This affected his mobility and put him on a wheelchair.

For a person, who was his college cricket team captain, an avid badminton player, a golfer and a full marathon runner, he took this challenge head on. Undeterred by it, Kiran's infectious enthusiasm and passion for sharing, made him to inspire people to take their life to The Next Level.

## A Leader Who Believes in Imparting Knowledge

As a speaker Kiran inspires many at various premier educational institutions and business forums alike. When pandemic struck bringing tough times for the hospitality industry, Kiran's idea of sharing know-how and guiding aspiring entrepreneurs to start their own

Virtual/Cloud Kitchens laid the foundation to build the largest network of food-preneurs pan India and abroad.

Bridging the gap between opportunity and information, Kiran created an online course called "Kiran Biligiri's Cloud Kitchen Masterclass", covering comprehensively the process from ideation to execution of cloud kitchens. Today, his community includes almost 6000+ student members across India and abroad, with over 500 of them already proud Cloud Kitchen/QSR owners, connected through WhatsApp and Facebook groups.

His course not only gave the necessary impetus to the existing entrepreneurs but more importantly gave wings to homemakers, corporates and chefs to pursue their dreams. He has also been helping foodpreneurs to understand global food trends and sustainable practices.

*"When someone asks, what do you do, I say, whatever it takes."*



[www.kiranbiligiri.com](http://www.kiranbiligiri.com)



# A Testimony of the True Flavours of India

*The Rakesh Group is a big name when it comes to superior quality, authentic Indian spices*

Indian spices and flavours have a huge fan following, not just within the country but also beyond. For decades, Indian spices have been appreciated for both their unique flavours and their medicinal value, and have always been in huge demand.

Matching the traditional goodness of these condiments with modern-day technology and distribution, the Rakesh Group has emerged as a name to reckon with when it comes to superior quality, authentic Indian spices. Its long and eventful history in the segment has seen tremendous support from its dynamic and enterprising CEO, Mr Vivek Pathak.

## The Venture and the Visionary

The Rakesh Group started as an obligation to offer authentic Indian flavours. Ever since its inception, the company has focussed on producing premium quality products, without compromising on taste, texture and aroma, through meticulously formulated processes. Their emphasis on ingredient purity, strict quality surveillance and impeccable manufacturing processes has become the face of this celebrated organization.

The Group's CEO, Mr Vivek Pathak, has played a key role in turning around the Rakesh Group's prowess in the Indian spices segment. Apart from critically analysing business requirements, he has also identified deficiencies, overcome them with innovative solutions and steered both revenue surges and customer service improvements for the Rakesh Group.

Mr Pathak's deep knowledge and extensive experience in the field of sales, marketing and strategic management for the FMCG industry have helped him magnify the Rakesh Group into a behemoth that consumers can trust, even with their eyes closed. Today, the Rakesh Group boasts of an array of new products and formulas for several new spices and seasonings.

"We always try to implement new techniques and permutations to increase our sales. This fiscal, after everything was frozen by the lockdown, we focussed on our



**Vivek Pathak**  
CEO | Rakesh Group

## Leading from the Front

*Mr. Vivek Pathak is transforming the legacy of the Rakesh Group with his dynamic leadership*

mobile application for secondary sales to help us plan for required products and supplies," Mr Pathak said, sharing their vision for excellence and growth. It was the Rakesh Group's penchant for innovation that helped the organization sail smoothly during the pandemic, despite other businesses crumbling under pressure. "We were able to fill up the gaps and have managed to achieve fair growth."

## Penning Success despite a Crisis

Just like every other business across the world, the Rakesh Group was also faced with the unexpected crisis of the COVID-19 pandemic, which forced the company to take multiple quick decisions. Thanks to the able leadership of Mr Pathak, and the motivated workforce at the lower rungs of

the ladder, the Rakesh Group emerged as a more resilient venture than ever before, recording significant double-digit growth in FY 2020-21 despite the crisis times.

They strategized greater emphasis on catering to market demand by maintaining adequate stocks and ensuring fast, faultless distribution services. Ramping up the distribution and logistics of their products was one of the primary focus areas of Mr Pathak and his team. They also encouraged their multi-disciplinary team to tap on several virgin territories, including digital communications, to ensure the utilization of every opportunity to reach out to customers in need.

*"Our customers have always believed in our ability to not just meet but also exceed their expectations in terms of price, service and expertise," Mr Pathak says. "Customer need and satisfaction are thus our main mantras for success at all times."*

## From Strength to Strength

Today, the Rakesh Group is all set to add new avenues to its flourishing business in the form of a one-of-a-kind Food Zone in Kanpur. The ultramodern hub is set to host six manufacturing units across 15 acres, equipped with emerging technology and proficient manpower.

The group has also recently signed a contract with AXOR-Italy for the supply of a high-tech pasta plant with a production capacity of more than 2 tons per hour. As the venture enters multiple states and ready to explore the international markets, it is building a legacy in the market of Indian spices.

# The Inspirer ..... A Dynamic leader with Global Digital Vision

**R**akesh Rathi has won multiple awards and recognition, including a prestigious and decorated award from Hon'ble Pranab Mukherjee (13th President of India) at a glittering ceremony in Delhi, India in presence of esteemed corporate and political guests for his engagement with Global C-suite executives and taking a lead in setting up of multiple CoE (Center of Excellence) and Shared Service Centres in India for large global firms which are instrumental in generating FDI (Foreign Direct Investments) and employment. Rakesh is also a humanitarian and supports schools in rural India for underprivileged children.

Based in Switzerland, Rakesh has rock-solid professional background – Engineering (Mumbai, India) and MBA (IMD, Switzerland), global professional experience (Europe, US, APAC) of over 30 years across multiple industries and verticals in senior roles. He has been instrumental in successfully implementing cutting-edge technology impacting business drives with leadership of large global firms and well appreciated by his clients for both his technology and industry experience.

## Excerpts on our talks with Mr Rathi.

### Technology

Cloud, 5G, Digital Twins, IoT, Robotics would drive the next wave of digitalisation given the current annual IT spend is over \$3trillion globally.

### Entrepreneurship

You never fail, you either succeed or learn. Learning propels you to even bigger wins. Take calculated risks. Shoot for the moon, even if you miss it you will land among the stars...and that's absolutely fine!

### IT sector in India

If we look at the positives — the Indian IT and ITeS sector grew to US\$ 190 billion in 2020, ranks among the top sources of Foreign Direct Investments (FDIs) and has played an instrumental role in building strong bilateral ties with global economies.



**"RAKESH RATHI WITH SHRI PRANAB MUKHERJEE (13TH PRESIDENT OF INDIA) RECEIVING A PRESTIGIOUS AND DECORATED AWARD"**

### Industry expertise

I have had the opportunity to work across multiple verticals from BFSI, Pharma to FMCG/Retail, Manufacturing and Engineering. I believe technology is a common thread in all of them.

### Indian Leadership

India could tap the experience of Indian born intellectuals who have risen the ranks of corporate and are now leading CEO's of global firms like Sundar Pichai (Alphabet, Google), Satya Nadella (Microsoft), Vas Narasimhan (Novartis), Arvind Krishna (IBM), Raghu Raghuram (VMware), Indra Nooyi (ex-Pepsico), Srikant Datar (Dean, Harvard Business School) among others to foster growth as can be seen from the \$10billion investment planned by Sundar Pichai (Google) in India.

### Digitalisation post Covid-19

We had 10 years of business transformation accelerated in one year due to the pandemic and led to re-defining business strategies.

### Leadership Mantra

One of my clients (CEO) had advised me the following "If your actions inspire others to dream more, learn more, do more and become more, you are a leader"

### Next Phase for India's Growth

Given India has the highest number of youngsters with over 550million people under the age of 30, this will be instrumental in the next stage of growth both for India and also globally.

### Inspiration:

My parents have played a very important role in shaping my personality and in helping me become who I am. I have been inspired and influenced by different people at different times, but if I were to choose one, it would definitely be my dad.... always calm, composed, focused and an epitome of simple living, high thinking!

*To conclude the conversation on a lighter note and asking him about his stay in Switzerland for over 28 years, Rakesh mentioned "I have had a wonderful life living here both professionally and personally. Great friends, alpine ski, hiking trails, squash, our twin boys Ved and Arya.... Tout est bien!"*



# Bringing Quality Education to the Underserved

*Santosh Khatawate is behind the promising enterprise EDUBBUDDY, which is digitizing schools in Tier II and III cities of India.*

The coronavirus pandemic has disrupted almost every traditional sector, affecting day-to-day operations and management. However, it also played the role of a major catalyst in enhancing digital learning through EdTech platforms, which had already been on the rise for the last few years. However, the transition from a physical to a digital classroom proved to be smooth only for those in metros and bigger cities, while those down the ladder suffered heavily.

It was this disparity in digital educational facilities that caught Santosh Khatawate's eyes. He went on to establish EDUBBUDDY, an innovative EdTech platform, to empower students, educators and parents from Tier II and III Indian cities with digital education and school management.

## From Passion to Prodigy

Hailing from Karnataka, Santosh Khatawate had always shared a deep interest in technology and its myriad applications. After completing his graduation in Electrical and Electronics Engineering in 2001, Santosh went on to work at the prestigious Tata Consultancy Services for a few years, followed by the world-renowned Infosys.

In 2010, Santosh quit his job at the multinational tech giant and started handling his family business in the textile manufacturing industry. His passion for information technology, however, continuously inspired him to learn and develop his skills in the segment. Santosh developed multiple apps, such as Seedhabech, dedicated to product marketing of textile factories.

After attending a marketing session by an educational content developer, which was also attended by principal and friend Dr Manjeeth Jain, Santosh initiated a discussion on the need for a comprehensive and affordable EdTech product for schools, focussed on Tier II and III areas. An idea was born, which gradually shaped into one of the most innovative and promising platforms for the education segment in



India – EDUBBUDDY.

The venture was ideated between November-December 2020 and began development in February 2021. Within a short span of 4 months, EDUBBUDDY was declared as the go-to EdTech solution for schools by Education India, as part of their Principal's Conclave at Belgaum. The venture is set to go live on June 30, 2021.

## Catering to the Masses

"New age digital learning has already become prevalent in the metros and larger cities, and requires the two streams of Information Technology and School Academics to come together for an efficient solution", says Santosh. However, the underserved sections of Tier II and III cities of India are still lagging due to a lack of infrastructure, awareness and accessibility. EDUBBUDDY is solving this problem with its accessible digital platform targeted at these unserved areas.

Santosh was also quick to realize the gap in the existing EdTech segment in India,

which offers resources almost entirely to students alone. Even the prominent players in the field are more or less student-centric only, leaving behind educators and parents for whom the entire concept and practice of EdTech is a new experience.

Therefore, Santosh ensured that his venture EDUBBUDDY provided an equal emphasis on the needs of teachers, principals and parents alike, besides students of different age groups. Its dashboard has been designed to accommodate Student Buddy, Teach Buddy, School Buddy and Parent Buddy portals for corresponding users.

## A Solution for a Brighter Future

Santosh Khatawate's venture focuses on creating an easy-to-use school management system and digital content platform for primary and middle-school students, up to Grade 8. Besides, it generates skill-based activities and curriculum to make learning more enjoyable and relevant. EDUBBUDDY also imparts training to teachers, principals, school administration and staff to help smoothen their transition from conventional to next-gen technology-based school management systems.

*"We started EDUBBUDDY to help schools, especially from the Tier II and III cities, to leverage technology for digitized schooling,"*

"With our expertise and vision, these schools can now take learning experiences online, besides events, annual functions, meetings and more. I hope this venture can bring about a true revolution in schools, and make students, educators, parents and staff more resilient in the coming future."

# Translating Vision into Reality

## CA-turned-Entrepreneur Harsh Patel plans on making India a global hub of financial advisory

For someone who has just completed his studies in the accounting world, the conventional path is to opt for a glamorous job in the Big 4. Yet, some determined individuals choose the more difficult path and decide to take the entrepreneurial plunge. Harsh Patel, Founder and Global CEO of Water and Shark, has a similar story.

Harsh Patel's firm, Water and Shark, is a financial advisory venture that holds expertise in identifying the areas of complications during a business' journey, followed by the development and implementation of strategies to eliminate them head-on. With a resourceful talent pool of employees and a long list of national and international clients, W&S is growing from strength to strength under a young, dynamic leader, Harsh Patel.

### Standing Out instead of Settling In

It was a big decision for Harsh to not opt for routine employment way immediately after completing his education in 2015. However, challenges could not deter this 27-year-old's grit for standing out instead of settling in. "There have been difficult days, but it is this aspiration and the support I receive from my partners that keeps me going," Harsh says, as he gets candid about his vision and victory.

Today, Water and Shark are one of the youngest Indian Accounting & Tax Advisory Firm to go international. W&S was inceptioned by Harsh when he was merely 19 years old and has assumed an established and reputed global network today, its presence spanning across 4 continents within just 7 years. The firm is on its way to becoming an industry standard in the consultancy segment, thanks to an expert, efficient and dedicated team under an equally enterprising leader.

### Envisioning Growth

Harsh Patel firmly believes that a solid ecosystem for professionals can help them influence, respect, and grow with each other, eventually building respectable



**Harsh Patel**  
Founder & Global CEO

affiliations. This is exactly what his venture W&S caters to – building a "next-generation professional service network" – aimed at helping businesses and professionals keep pace with global economic changes.

In current times, unpredictability and stress have become synonymous with market conditions. It is in the face of this unsettling situation that a professional service industry like W&S can play a critical role in restoring businesses and reviving the economical downtrends on the whole.

Harsh has focussed all his energies on working out a results-driven strategy to combat the ill effects of COVID-19 on the global economy. He is helping businesses maintain the best of both firmness and fluidity to pave a brighter future for businesses, professionals, and the community in general. In doing so, he believes in using a collaborative, diversified, and progressive approach.

### Putting India on the Global Map

Today, Harsh Patel is a celebrated personality in the global Indian diaspora, having represented India at the Select USA Investment Summit 2019 held in Washington DC, organized by the US Department of Commerce. His venture Water & Shark has masqueraded its operations and management in India, the USA, the UK, Hong Kong, Singapore, and the UAE.

### Skyrocketing to Success

Harsh was listed among the Top 100 People Managers in India by Forbes, in association with Great People Managers Institute. He was awarded The Pride of Maharashtra Award in 2018 and ranked as Top 10 Rising Start-Up Consultants in 2018 by Insight Success. Harsh is among the youngest to have been nominated for and awarded the Acharya Abhinav Gupta Award by the Hon'ble Governor of West Bengal. He is also one of the few Indian recipients of the Finnext Award in the "Excellence in Finance" category, presented in Dubai.

Azim Premji's inspiring words - success is achieved twice. Once in the mind and the second time in the real world - are the backbone of Harsh Patel's every day hustle.

*Harsh says, "I believe opportunities come to those who work for it, and with that goal in mind, I wish to encourage all business professionals to envision their goals and dreams on a larger scale, where they can think global and expand their business."*



# The Enlightened Leader.

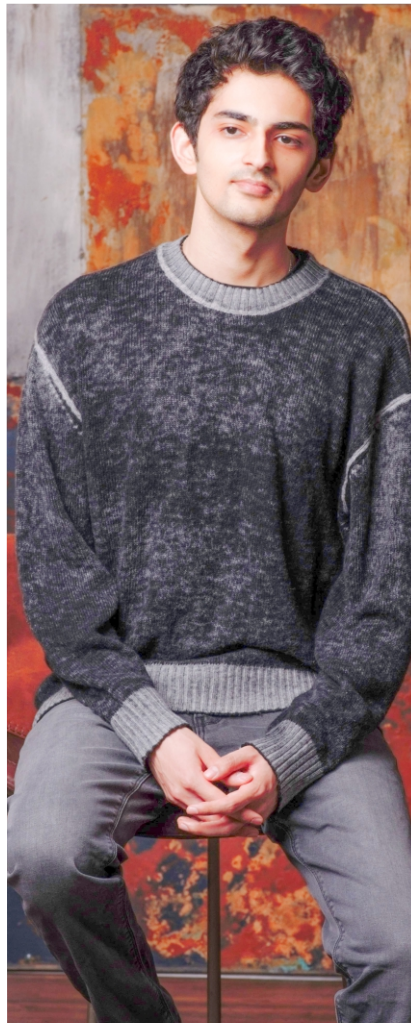
## Follow the Crowd or Lead by Example?

**S**trong enough to be weak. Important enough to be last. Rich enough to be poor. Serious enough to laugh. Successful enough to fail. Great enough to be anonymous. Assured enough to be rejected. Leading enough to serve. Successful leaders of this era are enlightened individuals who recognise that business practices and social reform require a new diversified approach. There is an old saying about the difference between a manager and a leader, Managers do things right. Leaders do the right things. To create a synergy between the two is what creates a highly effective leader.

A breakthrough business isn't just about technologies and business models, it is about a change in mindsets and leadership. The SILVERSEVEN group whose vision is to accelerate and create lasting change in **multiple disciplines alongside help facilitate the transition to a sustainable economy.** Founded by Devansh Sood, the firm exists to contribute towards bringing transformative change within societies using its business propositions. With the development of innovative disruptive technologies and social reform-oriented projects.

Devansh shares **“What started off as a single product firm developing luxury consumer products and electronics as a university project quickly turned into a much larger mission named SILVERSEVEN, which is the medium that I use to contribute towards change from my own life experiences as well as contributing towards creating just societies and betterment. It's about building and empowering teams, aspiring individuals to come on a journey with you, where more can be achieved through this phenomenal mindset. Inspiring, uplifting people and giving smaller voices that want change a chance to be heard to larger multinational firms to rethink their practices.**

**There are firms that know they are not sustainable; I believe they have an expiration date. A short-term outlook rather than a longer sustainable one. My firm is a magnified voice of my own where**



**Devansh Sood**  
SILVERSEVEN

**all business propositions and practices align to create the change that I have hoped for by contributing towards ending corruption, racism, bribery to name just a few in political and societal circumstances. Whilst shifting into a new age of digitalisation and innovation with disruptive technologies”**

The SILVERSEVEN Tour is a series of sequential events hosted in multiple cities worldwide that provide aspiring entrepreneurs, start-ups and organisations a platform to gain inspiration build and align their ventures to contribute towards the global sustainable development goals.

Alongside featuring cultural programmes and initiatives that feature artistry and innovation, working in collaboration with The Histare group founded by Akhil Vadehra, an India based history, heritage and culture think tank formed with the aim to advance ideas to transcend temporal boundaries.

Devansh's firm has also worked on projects in association with educational institutions such as Tahsin an Arabic word meaning To Improve, To Enhance, To Enrich with the aim of training, brushing, and building entrepreneurial skills in order for them to be self-reliant in developing areas of India. Once the community becomes capable of independently running their business, it is solely handed over to them.

Every leader requires a mentor and to lead by example one needs to put their ego aside and know what is best for those who follow, understand the cause and effect of every action taken. **“Having taken initiation from Saint Rampal Ji Maharaj from India has resulted in profound changes in my own life. Benefits are received not only in this world but also beyond. Some say peace does not exist or that God gives one according to his deeds. While this is true, the majority do not know the underlying principles and take such mishaps as a natural phenomenon that cannot be avoided. Many do not know who is the kind, peace giving God whom we have not even properly recognized until now, complete God Kabir. The magnificence of having a complete saint as a guru, and the knowledge imparted has a magnitude effect not only in personal circumstances but also professional. I highly recommend reading the book Gyan Ganga published by Satlok Ashram”** said Devansh Sood.

Change requires more than one hand; it is a collective effort. Becoming the kind of leader that people would follow voluntarily, even if an individual had no title or position are the ones that are an example to society. Leading with the power of truth, justice and purpose; empowering and uplifting those who follow no matter what nationality or religion they may be from.

# A Man With A Healing Hand

## Dr. Sunil Kumar Garssa

**D**r. Sunil Kumar Garssa, amicably known as the man with the healing hand in the medical circuit, began his journey in 1994. He was pursuing his MBBS from the S.M.S Medical in Jaipur, Rajasthan. Cometh any problem, and Dr. Sunil Kumar is the man, the healer. A legend of sorts, he is a force to reckon with when it comes to dealing with cardiology, especially the coronary procedure through radial route.

### How it all began

In 1999, he accomplished his MBBS and started his journey with his internship at the Sawai Man Singh (SMS) Medical College, in Jaipur, in January 2000. Here, he did his internship in different Department of Medicine. In 2001, he moved to the RNT Medical College in Udaipur for further



training. He attained the Doctor in Medicine (MD) in Internal Medicine. The training lasted for three years.

After a short sabbatical, from July 2006 till June 2009, Dr. Sunil Kumar pursued the Doctorate of Medicine (DM) in Cardiology from the Sanjay Gandhi Postgraduate Institute of Medical Sciences in Lucknow, Uttar Pradesh.

### The game-changing opportunity

The tables had turned for Dr. Sunil Kumar in 2010. Post his Doctorate in Medicine in



**Dr. Sunil Kumar Garssa**  
Senior Consultant | Interventional Cardiology

Cardiology; he moved to Jaipur for employment. At the time, the coronary procedure from the radial route was only at 10%. That is, the practice was at its nascent stage.

The cardiology stream soon witnessed an upward shift through the game-changing opportunity when the radial route procedure skyrocketed to 70% where he was working.

And today, at his own Multi Super Speciality hospital 'Dana Shivam' these numbers rose to more than 90%

### The entrepreneurial breakthrough

It was in 2015 that Dr. Sunil Kumar made an entrepreneurial breakthrough in the stream of cardiology. He gathered a team of high-calibre doctors of different streams. He and his team developed a 100-bedded Multi Super speciality hospital at Jaipur (Rajasthan) and named it 'Dana Shivam Heart & Super speciality hospital. This endeavour served as a breakthrough not only in medical circuitry but also in entrepreneurship. That is, it was a twofold opportunity that Dr. Sunil Kumar climbed upon to deliver justice through sheer determination, dedication and hard work.

But, this was no cakewalk. Just two years ago, in 2013, Dr. Sunil Kumar developed a Cardiac centre nearby Jaipur and served as the Interventional Cardiologist at the same

Hospital. He made the most of this opportunity and delivered stellar results, performing over 3500 coronary and peripheral catheterization and interventional procedures. During his stint, he also performed other procedures. These were balloon valvuloplasty, pacemaker implantations and peripheral therapeutic embolization.

Getting into, notice that he had performed over 3500 procedures and elevated their lives directly; this is already a commendable statistic. However, indirectly, the numbers go far beyond the patient count of 3500. The stellar and exquisite record is the reason behind the nickname - *Man with the Healing Hand*. The future is even brighter as he earned much more acclaim than the nickname.

### Into the Awards and Accolades

The next few years was the time for appearances, awards and praises for Dr. Sunil Kumar. It was all galore and glitz for Dr. Sunil Kumar and his loved ones.

Among the several awards that had his name imprinted, there are two that were impactful and invaluable. One was the Fellowship in the American College of Cardiology or FACC. And the second one was the Fellowship in the European Society of Cardiology or FESC.

Apart from these fellowships, there was the landmark of all acclaim. This was the award that appreciated Dr. Sunil Kumar's contribution in the business and entrepreneurship field. Dr. Sunil is among the prime and exemplary and a role model and aspirational figure for medical aspirants.

He was awarded the Business Leader of Rajasthan 2019 for his contribution to Healthcare. Business and Entrepreneurship. The event was felicitated by the Honorary Chief Minister, Ashok Gehlot. Two things made this award a standout. The first was felicitation by the Chief Minister of the State, and the second was his contribution in three fields - a triumvirate award.

As tomorrow unfolds, there is potential yet to be uncovered by his knowledge, expertise and, of course, his healing hand.



# Alka Verma - The Queen of NON SURGICAL HAIR TRANSPLANT in India

**A**lka Verma is an Indian actress who debuted on TV with the most classic show, C.I.D. She has acted in over 250+ commercials, she is well known for her multiple venture feat's.

Her most active and burgeoning venture goes by the name of Infiniti Hair Club, which typically specializes in Non-Surgical Hair Transplant

Alka is a giver, she has always believed in giving back to society, her artistic approach blended with her creative mindset has allowed her to help people with hair loss

Hair is the most underrated jewelry, that has naturally been taken away from some unfortunates, and this is exactly where Infiniti Hair Club does its magic.

*“We are in the business of giving confidence to people, a Hair system is just a medium to do so” -- Alka Verma*

Hair loss doesn't have to be permanent! There, we said it. Hair loss greatly affects both genders, but Alka Verma has a solution that can benefit both sides of the fence.

It can be difficult to accept the first stages of hair loss, especially if someone's in their late teens or early 20's. Infiniti Hair Club's hair replacement system will change how you feel about achieving a truly natural-looking non-surgical hair loss solution!

Everyone is different, from hairstyle to lifestyle but anyone who is ready to do something about their hair loss wants to look & feel amazing & super confident

## What does she do?

Alka Verma has mastered the intricate skill of non-surgical hair transplant. This technique involves fixing a hair replacement system to the scalp. This system is tailored to perfectly match the color & density of natural hair. Each system is made of 100% natural human hair with a lifespan of 6 to 12 months, depending on your choice of the hair system & how you maintain it.



**Alka Verma**  
Founder

## How does she do it?

Alka believes in an uncompromising commitment to client care, privacy, technical excellence, and artistry that provide a level of results that speaks for itself.

The new advanced hair systems help you get a full head of hair in just a matter of hours. The beauty is in the detail. Whenever a client leaves the Infiniti Hair Club with a hair system and meets someone for the first time, it is near impossible for the other person to tell if he/she is wearing a hair system.

## Why Infiniti Hair Club?

There is one huge difference between Infiniti Hair Club's Non-surgical hair transplant and all the other companies in this space. It's Alka Verma. She believes when you branch out, you lose the quality and customer experience. As soon as the process is complete, Alka herself does a detailed analysis of the work and approves it before the customer leaves the Infiniti Hair Club. Non-surgical hair transplant is a highly specialized task that requires an incredible

amount of skill and experience to produce truly natural-looking hair.

## Alka and her team have mastered the art of Hair systems.

This makes Infiniti Hair Club distinguished in the Non-surgical Hair replacement segment not only PAN India but also amongst the High Networth Individuals (HNI's), CEO's and individuals who travel from across the world to meet Alka regarding their hair problem.

## For Cancer and Alopecia patients

Hair Loss among Cancer and Alopecia patients is unfortunate. Infiniti Hair club offers bespoke systems for each individual. Choose from a number of styles, colors, textures, and lengths. It's comfortable, easy, and seamless.

## How much does a Non-surgical hair replacement cost?

The mission is very simple. Utilize the very best techniques and the most advanced technologies to provide customers with solutions and treatments at prices that remain affordable to just about anyone. Hair replacement systems are specific to the area of hair loss and the kind of hair system they choose; hence, the cost varies from individual to individual.

## Breaking the myth

Is this hair system just another type of wig? Absolutely not. The hair system perfectly blends with the texture and style of one's natural hair. You won't even notice

## What about my lifestyle?

This is the best part. You can continue with your daily routine like a run on the treadmill, go swimming and if you're feeling adventurous, go paragliding or scuba diving.

## Take the next step!

So if you feel you're ready to take the next step & discuss your hair loss problems, then visit Infiniti Hair Club. It has the talent, focus & experience to provide you with truly natural-looking world-class results that your hair deserves!.

# Education and Employability for All

*Janardan Tiwari's DataTrained is quickly assuming the role of a game changer for Indian education*

The Indian pedagogical narrative has witnessed a technology-oriented makeover in recent times. The ongoing pandemic has accelerated digital learning all over the world, and especially in India. With several educational institutions now feeling the need to redefine their education systems, DataTrained has emerged as the torchbearer of technology-powered learning.

## Powering a Paradigm Shift

DataTrained is an EdTech initiative that aims to make quality education accessible to all. The platform strives to bring together emerging technologies such as Data Science, Analytics, AI and others to address the lack of superior edification in the backward areas of India.

The EdTech partners with principal educational institutions to provide tailored course content. At the same time, its established relationships with leading corporates help DataTrained spearhead the careers of its students and offer them competitive jobs in the current climate.

## The Visionary behind the Venture

The initiative has come a long way in the last 9 years, largely championed by its Founder & CEO Janardan Tiwari. A seasoned entrepreneur, Tiwari has fuelled DataTrained as a brand that garners confidence and delivers results.

Unlike droves of entrepreneurs who have an exit strategy in place even before their start-up hits off, Janardan cares for his organization, the jobs he can create and the problems he can address. Call it a rags-to-riches story, for Janardan Tiwari, built his brand out of nothing and took it to the pinnacles of success. DataTrained is valued at nearly 100 crores today, speaking of Tiwari's consistent efforts.

Hailing from a lower-middle-class family of Ballia, Uttar Pradesh, Tiwari's father served in the Indian Army, while his mother was a homemaker. His passion for entrepreneurship saw the light when he



**Janardan Tiwari**  
Founder & CEO

started selling Modi kurtas online as a side stint. But that was not enough for his curious mind. Tiwari realized the relevance of upskilling, and the role digital education played for Tier-III cities like his, where individuals have to struggle to access quality learning resources.

Tiwari took it on himself to bring about the much-needed change in the higher education segment by way of the digital medium with one sole aim – Education for All.

## Helping Shape the Citizens of Tomorrow

"My journey is not one that was studded with stars. For two years, I worked around 20 hours a day, trying to make ends meet and fuel DataTrained with the limited resources I had," Tiwari shares. "This has made me realize that success always comes at the cost of limited resources."

DataTrained opens up several avenues for the middle-class Indian in terms of targeted learning. Tiwari's mission to drive

innovation in education, especially for towns that are lagging, is fuelled by the same sentiment. He is using his exceptional management portfolio into his organisation's strategy, finance, HR and plans, while he is all set to take it to the next level of the digital era.

He also feels strongly for the social milieu and has been helping underprivileged children by sponsoring education and clothing for them for a long time now.

## A Future of Many Possibilities

Janardan Tiwari plans to add much more to DataTrained's already diverse kitty by collaborating with more universities across the globe. Banking on the trend of personalized online education triggered by the pandemic, Tiwari plans on imparting Life Skill courses for students, professionals and government officials in the near future. DataTrained is already in advanced talks with the UP Government in this regard.

*"Starting from the ancient gurukuls to the medieval global universities and eventually the prestigious IITs, Indian education has always been held in high esteem. DataTrained wishes to emulate the same path of excellence, only this time resting on the pillars of technology, equality and utility," Tiwari says.*

With DataTrained focussing on both accessibility and employability of Digital Education, it is all set to redefine conventional paradigms for the higher education segment in India.



# Learn New Age Management with a *New Age B-School!*

India is the third-largest startup ecosystem in the world with more than 50,000 startups operating currently. It is growing at an accelerated pace at 30% and holds a promising future. Due to the soaring popularity of the startup system, many young students are exploring entrepreneurship as a career right after completing their graduation or post-graduation instead of seeking employment as salaried professionals.

They expect educational institutes and universities to offer entrepreneurship courses that could help them build necessary skills and competencies introduce them to the nitty-gritty of startup business and provide them with a launch pad for their business ideas, products or processes.

In these times, GIBS Bangalore stands out as an out-of-the-box B-School with a unique approach towards the education they impart.

Global Institute of Business Studies offers a number of courses befitting your goals. Some of the domains that you can tap into with the Global Institute of Business Studies are:

- Marketing Management
- Finance Management
- Human Resource Management
- International Business Management
- Operations and Supply Chain Management
- Business Analytics Management
- Entrepreneurship Management

A business school prepares the students to become leaders who can change the world. Keeping this vision in mind, the Global Institute of Business Studies introduced their IRE school, Innovation Research and Entrepreneurship School to encourage students to unleash their true potential. They are trained with real-time projects, teaching them leadership skills and other important life skills.

They have an innovative GIBS Finishing School and launched “Confusion 2 Conclusion” Programme recently. The programme was introduced to help students become the best version of themselves. This is done to resolve the biggest challenge of students – PLACEMENT.

A Dedicated team will be working on Complete Grooming of each student.

Overall personality development and enhancing of skills facilitates a student to be on par in his/her career professionally. The programme is divided into four levels ranging from physical grooming, resume building, personal branding to IQ, EQ, HQ and SQ development.

They provide you with knowledge about businesses from all over the country from a more global perspective. It is associated with a number of foreign universities to ensure international standards in the curriculum. They are also tied up with some foreign universities like:

- Lincoln University, Malaysia
- Lincoln College, USA
- Nottingham, University UK
- Putra Business School, Malaysia
- Stevenson University, USA

GIBS is able to achieve so much in terms of imparting knowledge and experience via their standout faculties. The resident faculties have more than 15-20 years of

GIBS is one of the first business schools to realise how important mental health and happiness is in a student's life. Along with infrastructural brilliance that facilitates the experience for students, GIBS promises to take care of mental health as well. It constantly makes efforts to make the learning environment a happier place for the students.

GIBS initiated the Happiness and Success Program for its students. Their program emphasises achieving satisfaction with work, where students are taught the art to be happy with the simpler things in life.

In today's fierce world of competition, people tend to exert themselves for absolutely no reason. Their happiness program conducts various activities that help students to stay content with their progress. These activities encompass laughter yoga, meditation among many others.

GIBS is known to have a learning environment laced with fun and extracurricular activities that makes the teaching-learning process extremely



**GIBS Business School**

teaching experience. Apart from those, they also have a great lot of international faculties and 60+ CEOs as visiting and guest faculty who will give a clear insights of today's Corporate World.

Today in this ever-challenging Competitive World, it is extremely important to take care of your mental health. Students are continuously studying and competing against each other. The pressure is too much at times and it is evident that students struggle to keep up with the increasing competition around them. What is the real problem here? The mental health of the student!

interesting and fruitful, making each student a potential leader of all good things in any field they choose.

For an institute that not only takes care of one's academic needs but also helps in dealing with the pressures of success, the Global Institute of Business Studies in Bangalore has created a niche to be the destination institution for the managers and entrepreneurs of tomorrow.

Enjoy the World of Knowledge and an Experiential Learning Finesse, a way beyond classroom experience at GIBS and choose Happiness with Successful Career set for the rest of your life!

# ITS TIME TO SHINE IN TOUGH TIME



*SUCCESSFUL LEADERS  
SEE THE OPPORTUNITY IN EVERY  
DIFICULTY RATHER THAN THE DIFICULTY  
IN EVERY OPPORTUNITY*

**We are inviting rising companies ,Emerging Leaders, Startups and entrepreneurs for next issue to share theirs brand stories , achievement successful journey to Get Featured..**

**Call for more info : 8743860208**