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सिम्पली जयपुर

SIMPLY JAIPUR

DESTINATION FOR

JAIPUR'S OWN LIFE & STYLE

First Bilingual (Hindi - English) Life-Style Monthly Magazine

DATA
INFOSYS LIMITED

SIMPLY INTERVIEW

DR. AJAY DATA

Founder & CEO | Data Infosys Ltd.

ajaydata

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SIMPLY *Interview* WITH

DR. AJAY DATA

Founder & CEO | Data Infosys Ltd.

We grow when our people grow and people grow when the country is technically sound, the successful completion of 15 years of being a helping hand to the growing nation Data Infosys has secured a major place in the technology market. Simply Jaipur catches up with Ajay Data the Founder and CEO of Data Infosys Ltd the get the glimpse of his journey so far...

Tell us something undiscovered about yourself?

Ajay: I belong to a small village Khairtal, near Alwar and came Jaipur after schooling. After graduating in commerce stream from University of Rajasthan in 1992, I pursued MBA in Computer Application from Newport University, USA. I did diploma course in

'System Analysis & Design' from Uptron in 1994 and Doctorate in Electronic Data Processing from Netherlands in 1996.

You may be bit surprised to know that I have done Diploma in "Fashion Designing" from JD Institute of Fashion Technology also studied Spiritual Science through Pranik Healing.

While pursuing my education, I began working with Jaipur Glass and Potteries which was our family business and taken over to the oil business earlier. I was heading it to revive the unit, but this job was just a pit stop.

How did you start your entrepreneurial journey and set up Data Infosys, Rajasthan's first ISP?

Ajay : I was helping in our family business and thinking about global opportunities. Our country had just begun to witness the magic of the World Wide Web, and like many others, I was enthralled. But at that time, there was no major IT-related company in the state that I could look upon. Choosing to branch away from a family business is never easy, but when I expressed my intent to stay away from family business at the first available opportunity, my family supported me. In 1997-98, VSNL was the only internet service provider, a dial-up connection was the only choice hence In April 1999, I went ahead and established Data Infosys, Rajasthan's FIRST private Internet service provider (ISP) company.

Interesting pls continue.....

Ajay : I was just 26 years old, but I understood the needs of an evolving IT industry. Starting as one man at army to now 1000+ team members, Data Infosys has managed to carve out a niche for itself in the competitive IT market; we have served more than 25 lakh subscribers and servicing over 2,500 companies in the country and abroad.

Before long, I realised that emailing was poised to become the basic form of communication in future. At that time, an email system was designed to merely store or retrieve data in a flat structure, which meant that saving and accessing data took eons. An idea took shape in my mind: Why not to make a file storage akin to a database? This would enable fast retrieving of

data and users would get to enjoy other multipurpose features. So, in April 2000, with a seed capital of few lac from my previous company, I started building xgenplus email server - A Next Generation Email Server.

What are the major projects done by your company?

Ajay : Our major achievements have been developing World's Most Advance Enterprise Email Xgen Plus "www.xgen.in", Anti-spam software products, such as Spamjadoo "Spamjadoo.com". Few patents are filed and accepted in these products. We were the first to roll out Wi-Fi in Jaipur and online ticketing systems for Rajasthan tourism and the state's forest department to manage Rajasthan National parks entry. Not Just That We were even first to start Spot Energy Billing System in Jaipur which was first of its kind project of any power discom in India, we had also established the Call Centres for public sector undertakings and for power discom I.E.JVVNL, JDDVNL, & AVVNL in the state to address all customer complains which we replicate in other power discom also of various states like Uttaranchal, Punjab, etc. We have done major e-governance projects of the state, We were first to Build the Mobile applications for official and citizens use for Rajasthan Police which was one of its kind in India we started up several mobile apps on all platforms for bus ticket booking on behalf of RSRTC. We were first to bring the concept of RFID and online match tickets Sale of One Day International (ODI) match happened in Jaipur, India for which Rajasthan cricket association signed up the exclusive agreement as IT partner with us. We have also given IT consultancy to various companies and Government departments including Rajasthan Royals. Recently we have also done an agreement with India's Largest Govt. Telecom Company BSNL to be there E-partner for their online recharge and topup. Also we have signed up a seven years contract with them to provide Email services to their 9 million subscribers hosted from our datacenter using our email platform - Xgenplus.

Which communication technologies are essential to be able to enhance organisational productivity and support customers anytime anywhere?

Ajay : In this changing scenerio where world has become a play ground and there are no more geographical boundaries which controls the



> Interview by Anshu Harsh

competition and business opportunities, an effective communication platform like xgenplus (www.xgen.in) plays critical role.

Solution like xgenplus combined with bharatsync mobile app can empower teams to produce better results and help them to keep relationships with colleagues, vendors, customers and others and desired level.

I have an android phone like most of my colleagues in the company and others use the iPhone / windows to be able to respond as quickly as possible. The technology we have today enables us to have access to a lot of systems from anywhere which is not only convenient but also makes our work efficient.

A part from education, how do you think IT is affecting the way we live today?

Ajay : Use of IT is envitable , the only questions is WHEN ? The way you can enhance the productivity is by using right tools and techniques. Use of right technologies can not only help the organisations to grow but also make them survive into the biggest market falls and economic downturns. "No one can sanely deny the fact that technology has impacted our everyday life and the world at large considerably. With an online world and advancements in wireless and mobile technology, there is no doubt left that effective communication tools can MAKE or otherwise break the organisations.

What motivates you to still work hard and come to office every day?

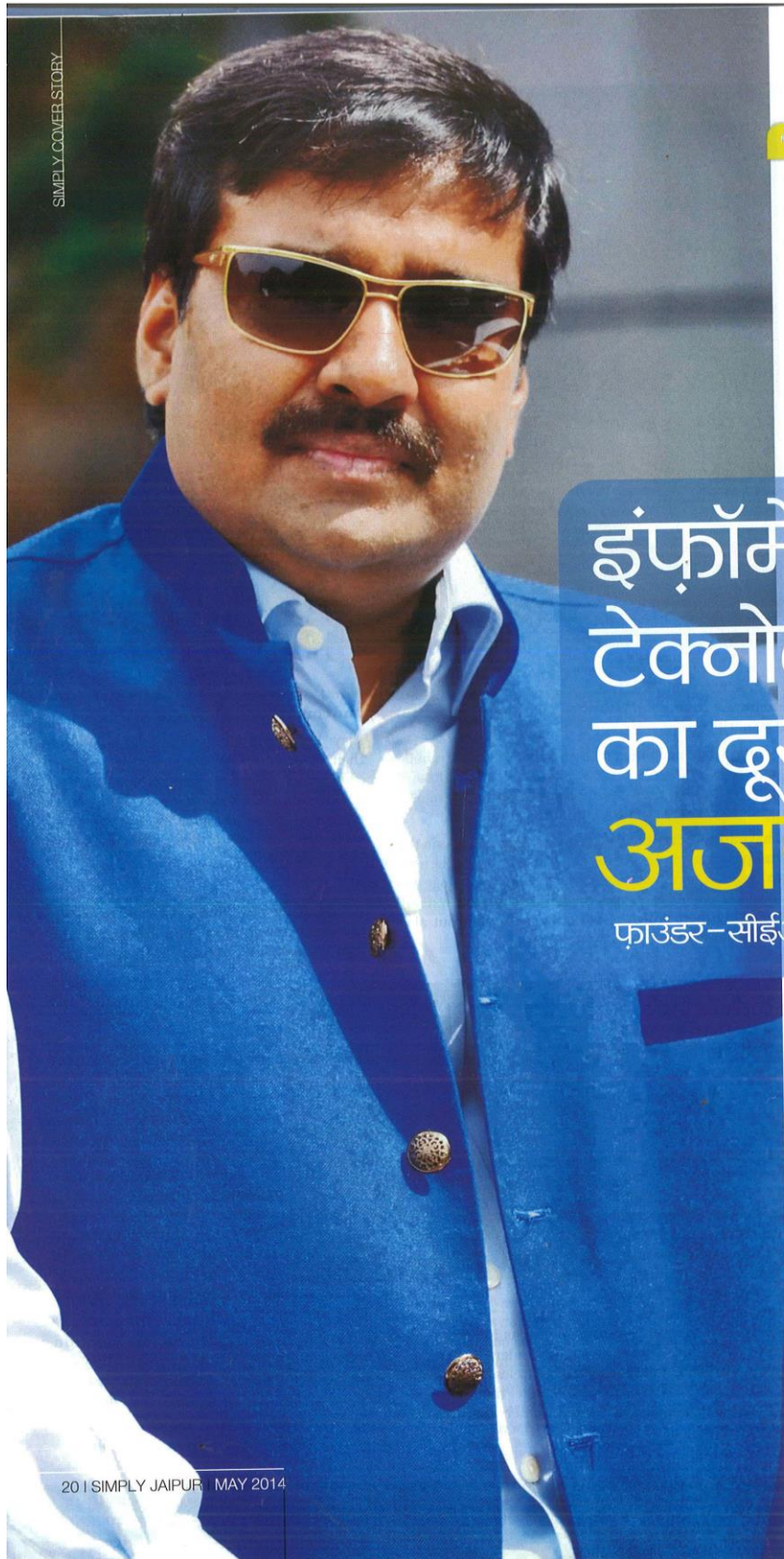
Ajay: Because of us, thousands of family run their house and because of our software solutions and services lacs of business have positive impact in their business. I always get motivated to work hard if I have some challenge to solve a problem which will have impact globally.

In those years while doing well for yourself, what have you done for the new generation entrepreneurs?

Ajay: As a Co - founder for TIE (The Indus Entrepreneurs) and EO, Jaipur (Entrepreneurs Organisation), I have tried to give back to society a networking platform where people can network to learn and grow with fellow entrepreneurs. I have been instrumental to bring DSCI (Data Security Council of India) in Jaipur, supported the initiatives of NASSCOM, PHD Chamber, AIESEC, NEN, FICCI etc. I regularly do mentoring and speak in colleges to motivate students to follow right virtues and become successful entrepreneur.

I would urge entrepreneurs to join organisations like TIE and EO , where they can benefit from networking with peers and also provide opportunities to others to learn from them.

Though I was haunted by taunts of being a तेली (because family is having oil business) who could never make it big in the IT sector, in April 1999, I went ahead and set up Data Infosys, Rajasthan's first private Internet service provider (ISP) company.



“आईटी सेक्टर में देश की शीर्ष कम्पनीज में से एक डाटा इन्फोसिस ने अपनी स्थापना के मात्र एक दशक में ही सफलता का परचम फहराया है। इसका श्रेय डॉ. अजय को जाता है जिन्होंने अपने अनुभव और युवा उत्साह की बद्धौलत इसे सूचना प्रौद्योगिकी के विश्व-स्तर पर पहुँचाया है।”

इंफॉर्मेशन टेक्नोलॉजी का दूसरा नाम अजय डाटा

फाउंडर-सीईओ, डाटा इन्फोसिस

इंफॉर्मेशन टेक्नोलॉजी एक ऐसा माध्यम जिसके द्वारा आज हमारे दैनिक जीवन के छोटे कार्यों से लेकर बड़े से बड़े काम आसानी हल किये जाते हैं। ई-कॉमर्स, ई-मेडिसिन, ई-एजुकेशन, ई-गवर्नेंस, ई-बैंकिंग, ई-शॉपिंग जैसे कार्य, सब सूचना प्रौद्योगिकी की ही देन हैं। पहले ये सब सुविधाएँ महानगरों, हाईटेक शहरों में ही सुनी जाती थी, लेकिन अब ये सब राजस्थान में भी उपलब्ध हैं। इन सब सुविधाओं को यहाँ उपलब्ध करवाने का श्रेय जाता है, डाटा इन्फोसिस लिमिटेड के संस्थापक-सीईओ डॉ. अजय डाटा को। वर्तमान में हमारे देश में सूचना प्रौद्योगिकी के क्षेत्र में हो रही तरक्की का श्रेय राजस्थान के इस युवा उद्यमी डॉ. अजय को भी जाता है।

मूल रूप से अलवर जिले (राजस्थान) के खैरथल के रहने वाले डॉ. अजय ने न्यूपोर्ट यूनिवर्सिटी, अमेरिका से कम्प्यूटर विज्ञान में एमबीए तथा नीदरलैंड से इलेक्ट्रॉनिक डाटा प्रोसेस में डॉक्टरेट की उपाधि प्राप्त की है। मात्र 40 वर्ष की उम्र में ही वे