

# INTERVIEW

# Conversation with CEO of Koenig Solutions



Rohit Aggarwal has more than 15 years experience in IT training and certifications. Koenig Solutions Pvt. Ltd. is the pioneer and current #1 in Offshore Training

**Hackin9 Team: Tell me about your company?**

Koenig is a unique training organization in the sense that though we are based in India, 95% of our customers are from outside India. 50% of our customers are from Europe. We are a global hub for IT training where people (>100 per month) fly in from all parts of the world for training and certification. Even after paying for travel and airfare our training solution costs 50% of European costs. For example our 4-week CCSP course is € 3,800 including travel, official curriculum, exams, accommodation, meals. Similar course in Europe costs more than € 8,000.

**H9T: How do you manage such competitive prices?**

India has the second largest # of IT professionals in the world and living costs are substantially less as compared to Europe. Since we serve a global customer base, economies of scale work for the benefit of our customers.

**H9T: Apart from the price what makes your training unique?**

We offer 1-on-1™ training, which is a unique solution in which the participant

gets a personal trainer. The training is fully customized and can be started from Any Date™. We also offer training in holiday destinations – Goa (which is India's most popular beach) and Shimla (nestled in the world's highest mountain range – Himalayas). We provide an end-to-end solution – airport pick-up, hotel, daily transport, in-house testing, meals and support from the hospitality desk.

**H9T: How is your solution useful for our reader?**

It is critical for security professionals to remain up-to-date with security techniques, tools and certification. Since time is money, training has to fit in their schedule rather than vice versa. With 1-on-1™ training, participants can schedule training as per their work schedule. They also save 50% money as compared to European costs. We provide official training for Microsoft, Oracle, Cisco, Red Hat, EC-Council, CWNP, Novell, CompTIA certifications. We offer all popular security certifications – CCSP, CCNA Security, RHCSA, CEH, CHFI, ECSA / LPI, Security+, SCNP, SCNA, .....

**H9T: Who are your customers in Europe?**

Most of our customers are Fortune 500 companies and Governments. The top 4 banks of Netherlands (including ING) are our customers. Some of our customers are US military contractors working for General Dynamics.

**H9T: What is your training structure?**

We provide instructor-led training in a classroom environment. Training is hands-on, intense and practical oriented. For Cisco course, we use real Cisco equipment. A distraction free environment is provided to maximize learning.

Since, the participants remain away from work / family and are focused on learning for the duration of the 'boot camp' they learn a lot more than they would in a day school. In fact, we arrange other services (including cab pick-and-drop from the hotel) to enable the student to spend maximum time on studies.

**H9T: What can the attendees expect?**

Attendees can expect to learn about the latest security technologies and tools using official curriculum and certified trainers. 95% of our students return back fully certified. Batch sizes are small (not more than 5 students) and all students get individual attention of the trainer. They also get to see Incredible India and meet IT professionals from all over the World.

**Koenig is Authorised Training Partner of:**



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#1 IN OFFSHORE TRAINING  
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