

Rohit Aggarwal, CEO & Founder, Koenig Solutions Ltd

Yash Ved, IIFL | Mumbai | March 05, 2015 11:02 IST



Rohit Aggarwal, CEO & Founder, Koenig Solutions Ltd is a graduate of Comp Sc. and Engineering from Punjab Engineering College Chandigarh. With a penchant for mathematics and computers, even during graduation, Rohit single-handedly developed a mini-ERP for the SME sector. Koenig was Rohit's green-field operation started in 1993. He is overall responsible for developing Koenig into one of the foremost IT training organizations of the world.

Koenig Solutions is a well established and innovative training organization serving customers in over 50 countries. Koenig specializes in



providing state-of-the-art technical training on all popular IT certifications.

Our customers include many Fortune 500 companies and governments all over the world. Koenig is an authorized training partner of Microsoft, Cisco, Oracle, VMware, Red Hat, SAP, Novell, EC Council, Adobe, Apple, Autodesk, SCRUMstudy, Check Point, PRINCE2, PMI, Salesforce, Zend, EMC, Citrix, Android, IIBA, SAS, Linux Professional Institute and CompTIA. Koenig is also authorized testing centre for Prometric, VUE and Novell. Koenig is today a successful IT training company serving a global clientele. Apart from being a pioneer in Offshore Training, Koenig has the largest number of IT Trainers in the world. In November 1993, Koenig was born as an unremarkable training centre located in a congested part of Delhi –Patel Nagar.

Replying to Yash Ved of IIF L, Rohit Aggarwal says “We are growing at >50% YOY and hope to increase this to 100% from 2015. The growth opportunity is immense. We are also planning to set up training centers in Pune, Chennai and Singapore in the near future.”

Brief us about your expansion plans? How many new training centers are you planning to set up?

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What is the emerging concept of Live Virtual Classroom in IT Training?

LVC stands for Live Virtual Class where-in the teacher and student are connected via video-conferencing tools which allow sharing screens, presentations, video, audio and labs.

It not only saves the cost of travel, it enables learning at convenience of student. Above all it enables economies of scale by allowing students to join from all over the world for a class which might not have sufficient students in a certain geography.

By and large students still prefer face-to-face training but an increasing number of students are experimenting with LVC and staying with it.

Though LVC might never replace classroom training, it will eventually become a bigger market than class-room training.

LVC also represents a big business opportunity for Indian IT training companies because the world is their market now.

[Brief us about your tie-ups with different companies.](#)

All huge IT companies appoint training partners to deliver high quality training to their customers & to create skilled manpower for their products & services in the market. Companies prefer to outsource training because of the geographically and logistically diverse needs of the clients. They, of course, monitor quality and appoint only high quality delivery partners. Because of Koenig's commitment, high performance & trustworthiness as a training partner, most IT giants & vendors have partnered with Koenig including Microsoft, Cisco, Oracle, VMware, Red Hat, SAP, Novell, EC Council, Adobe, Apple, Autodesk, SCRUMstudy, Check Point, PRINCE2, PMI, Salesforce, Cloudera, Zend, EMC, Citrix, Android, IIBA, SAS, Linux Professional Institute and CompTIA.

[What are your investment plans?](#)

We invested US\$2 million last year. We have also invested Rs. 40 million in setting up a swanky training center in Dubai with a view to tap the growing demand for IT services in the region. This year the investment will be significantly more.

[Your current employee strength? What are your hiring plans?](#)

Koenig currently has 500+ Employees out of which 300 of are trainers. We hope to have 500+ trainers by end of 2015.

[Brief us about your happiness guarantee initiative?](#)

After years of working with major IT giants and providing IT training to a large number of students, Koenig has unveiled this unique Happiness Guarantee promise to its customers. With this Guarantee, Koenig takes upon itself to ensure that all students enrolled at its training centers in Delhi and Bangalore are not just happy with the service but also happier after attending the course because of the progress they make in their career.

“For several years, we at Koenig have been working to ensure that our customers are the happiest customers. This has been the driving philosophy behind all our efforts. We have now decided to go upfront about it. We now Guarantee Happiness to our customers. This approach is aligned with the mission of our company to Make the World a Better Place. The world cannot be better unless it is also happier. If any service can, education can ensure long-term happiness of people. In fact, education is of no use unless it contributes to the happiness of the recipient.

Offering true value for time and money is an important proposition that needs to be adopted by the industry at large. We want to start the trend amongst IT training companies to guarantee happiness to their students. We think this will prove to be the panacea for the industry because it suffers from lack of credibility due to past performance on its promises to the students. It is our belief that in times to come, companies will have no choice but to Guarantee Happiness to their customers.