

# Koenig eyes US IT training mart

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OFFSHORE IT training firm Koenig Solutions is eyeing over \$6 billion IT training market in the US.

The firm is targeting the US training market through its Live Virtual Classroom (LVC) training model, which it claims reduces the cost-to-company for organisations that plan to impart training to their employees.

"We hit upon this idea after our first strategy to invite foreign professionals to our centres in India and Dubai found success. Such a programme will not only will help us gain professionals who don't want to travel so far to India," Koenig Solutions CEO and founder Rohit Aggarwal said.

This helps such professionals invest on training

and cut unnecessary expenses and travel. Besides, for firms it helps in cutting costs of travel and lodging and concentrate on the training part, he added.

"We are opening a sales office in California (Sunnyvale) this month and have taken on-board Gregg Hall, who is our corporate sales manager for the US market," Aggarwal added.

This is not Koenig's first overseas market, the firm has also ventured into Africa. In the 2013-13 fiscal, the firm got a total order value of over \$7 million from African government authorities (including governments of Nigeria, Tanzania, Zambia and Lesotho), Aggarwal said.

The company has till date trained and certified close to 30,000 foreign students from about 50 countries.