Student CEO Meet

Mr.Palash Bagchi
STPL Global Technologies

SAHYADRI CAMPUS

7th
November
2015

SAHYADRI

COLLEGE OF ENGINEERING & MANAGEMENT

MANGALURU

We cordially invite you
to attend the programme of

Student - CEO Meet

Chief Guest:
Mr. Palash Bagchi
CEO, STPL Global Technology

Presided by
Dr. Umesh M. Bhushi
Principal

on 7th November, 2015 at 11.30 am
at ground floor Seminar Hall

Dr. Umesh M. Bhushi
Principal

Dr. A. P. Achar
Director - MBA

Department of Business Administration
SAHYADRI
COLLEGE OF ENGINEERING & MANAGEMENT
MANGALURU

Invitation and Welcome Banner

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COLLEGE OF ENGINEERING & MANAGEMENT
MANGALURU

DEPARTMENT OF BUSINESS ADMINISTRATION

Welcomes

Mr. Palash Bagchi
CEO, STPL Global Technology

Profile
Mr. Palash Bagchi
CEO, STPL GLOBAL TECHNOLOGIES, HYDERABAD.

Mr. Palash Bagchi, is the Chief Executive Officer of STPL GLOBAL and a full time Director of its representative companies in various countries. Before acquiring this position he was associted with some of the world's top organisations. He was Software Client Leader at IBM, Mumbai. Prior to this he was a Senior Manager for South Asia at Oracle Financial Services Software Ltd. Besides, he was a Business Developing Manager, Infrasoft Technologies, Malaysia. He is the person who was instrumental in developing the business of Core Banking Systems, Loan Management Systems and Anti Money Laundering System to banks and financial institutions in South East Asia markets.

He holds a B.E. degree in Civil Engineering and has studied Finance from IIM, Calcutta.

Mr. Palash Bagchi is an Executive Management Member with exposure to spheres of Education, Information Technology, Banking and Financial Services, Telecommunications, Energy and Utility. He has been imbibed with Global best practice skills of process standirdisation, global risk management, sales and marketing, product management and alliance management. Mr. Palash Bagchi is experienced in various emerging markets including Africa, South Asia, and South East Asia.

To mention his role in the STPL, Mr. Palash Bagchi has not only strengthened the IT services arm of STPL but has created four new software product start-ups by instilling innovation and creativity within the organisation. During his regime, internal and external communications have contributed to the substantial growth of STPL. Mr. Palash Bagchi has created an accurate and transparent Financial and Accounting System for its Board and Investors. He has given a lot of emphasis for accurate and timely analytics and business intelligence for improved decision making. His company has been rated as a 100% excellent .

"Doing business
in a
networked world"

Student CEO Meet

"Think globally,
do business in a networked world"

- Mr. Palash Bagchi, CEO, STPL Global Technology

Mr. Palash Bagchi addressed the first year students of Sahyadri College of Engineering & Management on "**Doing business in a networked world**". Mr. Palash Bagchi said that this world is fair to everyone which gives a lot of opportunities as well as challenges. It is important to note that every challenge opens up for an opportunity. He shared his experiences as to how he leveraged the challenges and took them as opportunities to go up the ladder of his career.

He said the genesis of anti money laundering product lies in global terrorism.

He spoke about the perception on networking in doing business. Today the world has become flat because in doing business there is no restrictions either in acquiring the customers or making business alliances across the globe, provided, you have strong aspirations.

Innovation and ability to acquire customers across the globe is possible through the power of networking.

The mode of doing business these days is very different from that of the past.

A very structured approach in doing business on line with a strong digital marketing strategy reduces the cost of doing businesses which has the advantage of lowering the price of the product to the customers.

He said in his business he acquires 12 customers a day through network and the cost of customer acquisition has become almost zero which is the important factor for survival in global business.

He spoke about the importance of business alliances to create brand value particularly for smaller companies. Alliance with the major brands is not only possible but become easier through global networking. He concluded the session by motivating the students to "**Think Globally**".

Feed back from MBA students

Santhosh Prakash

The session was very informative. It was knowledgeable.

The guest outlined on how he converted failures into opportunities in his life. He stimulated the students on network building through the college by having good number of friends. He highlighted that we are in the flat world as there is no information that cannot reach us with emerging digital strategies.

Reema Salian B.

The session was very educative. Mr Palash Bagchi gave us a clear idea as to how to do business in a networked world. He inspired us and we will inculcate the same in our Student Entrepreneurship Programme.

Suraksha Shetty

The session was informative and interesting and was very effective. The guest told us that TRUST is very important in networking. In the modern world it is essential to know how to network. It is based on how you communicate to the outsider.

Ankitha Shetty

The session was motivational and simple. It was very informative. We got an opportunity to hear from a CEO of a big company. The CEO provided information to us in a simple way so that we could follow.

The first step to be successful in any business is to maintain a good network with everyone. We were motivated by his real life experiences.

Srinidhi Maroli

The session had a professional approach.
He gave good examples on the topic.

It was about how to start up the network business. Trust is the main factor in the networking business. He stated that everything cannot be sold on line.
For example, Car, home etc.

Anvitha

We got to know as to how to acquire a customer at low cost.

Secondly, we learnt about the digital strategy. Thirdly, we were enlightened on how to make alliances with other companies to create a brand value.

Pooja S.

We learnt a lot about networking and business entrepreneurship. We also got to know the teaching methodology at IIM, Calcutta..

There are more opportunities in the field of agriculture in India. But farmers are less educated whereas in other countries such as Switzerland etc. 80% of the farmers are Ph.D. Holders. He said that the educated people should think of agriculture as a career.

Anirudh Bhat

We acquired a lot of information on networking from the CEO. We must thank the Management of our college for organizing an occasion with Mr. Palash Bagch, a vibrant personality.

Think Globally was the phrase which he used at the end of the session. He made us think out of the box. He explained how to generate new business ideas.

Sarvesh Rao K.

The session was very good and we gathered knowledge on many unknown things in networking.

He gave us ideas as to how to lead our life, how to think creatively and do things in an effective manner and how to be a successful person in life. He explained about the cultural differences in different countries in doing business.
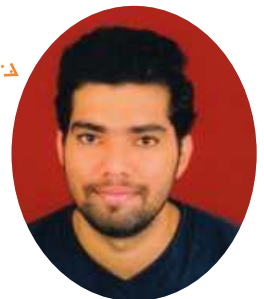
Prashanth Shenoy

The CEO was interactive. Example given about WhatsApp by him was really impressive.

He said that everything cannot be sold online especially in India. He gave a good example of SNAPDEAL selling car online this Diwali and he was curious in knowing about Snapdeal's success on selling cars online.

Q&A
...with MBA Students

VISHNU PRASAD: Sir, Could you please tell me the work culture differences in other countries that you have worked in comparison to India?

CEO: I found in some countries employees are not much responsible. Nigeria is very good to deal with in terms of work culture. In India, personal relationship and emotions influence the changes in work behaviour. But attitude is important. Even the attitude counts right from the day one of your internship. Take my case, I have promoted my failure.

CHAITRA: Sir, you have developed four softwares for your company. What are your upcoming projects?

CEO: To tell you the fact, one of my projects failed. The project was related to Mobile POS. The project failed because of regulatory restrictions, increase in overheads, differences in licensing agreements in different countries, globalisation, and extreme thin margin etc. Failures were the stepping stones to success in innovation. For innovation, we need people who are passionate. At present, I am working on payroll application project which I hope may crack the market. To develop any conventional product, challenge is required. In innovation every member of the team should have a sense of belonging.

NISHMITHA SHETTY: Sir, how do you encourage creative thinking within the organisation.?

CEO: We encourage creative thinking within the organisation. We treat the employees as if they were coming to their own house. At the same time, they should not be burdened. Everyone has expectations............. Everything should be pre set and pre defined of what you do. Processes should be liberal, stress free in the office. People should feel like home. I walk into everyone's place and consult with them.

SAYONA: Sir, Can you name a person who has had a tremendous impact on you as a leader?

CEO : To recollect my memory, when I was in I-Flex Technologies, I did not get the clue of the deal with the CEO of Oracle. My first year was a failure. Before going in for a deal, he asked me about the deal value of which I had a little knowledge. He advised "You don't remember? You should have full information on every e-mail out of the 100 e-mails which we receive everyday."

That advise made me realise the amount of patience required to make a deal, the speed, grasping, reading numbers ,data management etc. It was not classroom teaching.

Though I failed to meet the target, I did not quit but succeeded. I converted my failure into an opportunity.

AADIL HUSSAIN: Sir, How do you help your employees adjust with the culture of your organisation?

CEO: It is the organisation which frames the culture of its employees. Work within the organisation should be flexible and each employee must respect the another. At the same time, there should not be much of restrictions. Fair amount of liberty should be given. There is no real taboo as such. My cabin door is always open to any of the employees to come in and discuss.

HARSHITA VASANTH RAI: Sir, what is the future of the software manufacturing industries in India?

CEO: In India, the situation is very pathetic. In due course of time, it may improve. Indian companies, have to build the market, create a hype to market its products. There is also a question of intellectual property. Creating a brand value is important. India has got a lot of opportunities in the arena.

CHAITRA: What are the best practices you follow in your organisation which are unique from the other organisations?

CEO: We give more importance to product identity. Even a little knowledge is important. No knowledge will go waste. I even respect the knowledge and experience of each and every one of my company including the company's security guard.

The CEO ended his talk with a piece of advise to the students.

Initiative taken by
Mr. Karthik Bhandary

Chief Co-ordinator
Mr. Raghavendra Prabhu

Round table discussion

1. your opinion about the learning environment created by the college.

   I found that the college has taken significant effort in creating an open and serene culture to allow education to bloom in itself.

   These have resulted from:
   - College Infrastructure
   - Hands on Experience Lab
   - Incubation Centre

2. Your opinion about the quality of students resulted from your interaction with them.

   Students are extremely smart , presentable, well mannered. They also possess good probing skills, good communication skills.

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