

# Infocarer

Volume 1 Issue 2 April 2022

Bulletin

## Message from Management

Hello Infocarers, I am G. Lakshmi Sekhar, known to all as GLS. I joined Infocareer in 2007 as a freelance trainer and then from January 2008, as full-time trainer, where my journey started with One Desk and Two Chairs. Chandrasekaran, the founder of our organization, and I, were colleagues in another organization. After some time, he left that organization and started Infocareer. Then 6 months later, I left that company as well and pursued my PMP Certification, for which Chandra was the catalyst.

As a young man, I ventured into several businesses with the hope of having my own organization. I had shared this thought with Chandra who asked me to join Infocareer, as he had identified my aspiration for teaching, as a profession. Swaminathan our accountant, was the second employee and I became the third. That one desk having two chairs, now fully occupied with Chandra and I facing each other, worked on putting together Project Management (PM) Training content and parallelly we embarked on Process Consultation with Chandra as the lead. I had the opportunity to invest small amounts in our company and became a stakeholder.

In the early days, we used to engage with just one or two trainees to offer PM training. Over a period of time, we were able to transform from one batch per month to four batches per month. Today we conduct six to seven batches of training per month for PMP Certification, keeping the

batch size small, thereby adding value to the participants. As time rolled by, we studied the gaps of the participants and found that training was just not enough, and that we had a lot of hand-holding to be performed. This changed our offerings from just training programs to mentoring programs. Our constant research on these training programs showed that normally people do not take the exam for six to eight months after finishing training, but today we have data to show that our trainees who go through mentoring are confident and fearless to take the PMP



**G. Lakshmi Sekhar**

PMP, ITIL-F, PRINCE2-F, PMI-SP, PMI-PBA, Hybrid  
Agile Micro-Credential, PMI ATP Instructor for PMP®



exam less than 10 weeks after training. Another factor that was a deterrent for people to take the exam was that that success rate was very low in passing the Certification.

We worked constantly and started innovating on how to change the way the content is presented along with hand-holding. We found that using several books as reference for the trainees gradually was reduced by improving our content, and today we recommend to avoid using any additional books but to focus on the materials we provide, with several practice exams that builds a lot of confidence in the individual. This mentoring process is more one-on-one and is very personal, that we believe no one in the industry offers this kind of service.

Looking at the global standards of only a 20% pass rate on taking the exams, we worked on our methods of mentoring touching nearly 90% pass rate over a six-year period. Currently, for the last 14-month period, we have 99.2% PASS rate, nearly 100% success. This constant innovation in our training and mentoring processes has resulted in giving several certified Project Managers to the society, that we are really proud of. We are in the process of creating 100,000 professionals by the year 2025, that is a mission for us, creating a leadership community, through a proven process, that might become a benchmark in the project management training industry.

Several people who have walked through the portals of Infocareer have expressed their experiences through testimonials, with over 700 people giving a 5-star rating on Google Reviews. Trustpilot shows a rating of 4.9 from all those who have experienced our mentoring

programs. We maintain a 10,000 people community on project management.

Our next steps are to create several programs to bring many certified people to use our model to train on project management. We have embarked on a Train-the-Trainer program recently. We have a good pool of training resources, about 65 trainers, both in India and abroad. We have built assets such as Road to Project Success and ICLeaFTM that have become good tools in the training process.

We have a great marketing team with dedicated individuals, who constantly work to bring in more professionals for us to train and create more and more project managers to our society.

Our goals not only focus on our business offerings but also includes our trainer's self-development. For instance, I have constantly upgraded myself through certifications. I am one among 12,000 people in the world with Schedule Professional certification, one among 5500 people with Professional Business Analyst. I am aspiring to become certified in Agile and Disciplined Agile Scrum Master, soon.

Our mentoring Division has contributed significantly to Infocareer's overall revenue – because of the tireless effort of our team. Let us soar higher and hitch our wagon to the stars. Best wishes to all Infocarers.

## Town Hall Meeting 7<sup>th</sup> April, 2022

Management normally conducts a Town Hall meeting the last Saturday of every month. Our financial year (FY) end meeting in March was scheduled on 7th April 2022, as Management wanted to show where we were in FY21-22 and where we wish to be in FY22-23. This was held at Anna University Alumni Club in Chennai, where all associates present in Chennai met physically and the other were given the opportunity to participate virtually as well.

The meeting started with a solemn invocation of the Almighty through a recital by Mr. Mohan Santhanam.

Our CEO and Founder, Mr. A. Chandrasekaran welcomed the gathering. He informed us that Infocareer was able to turnaround a Revenue for FY21-22, which was about 2.6 times more than our revenue in FY20-21. As on date then, we have become a 75 personnel strong company.

Chandra, as he is popularly known, spelt out the goals for the new financial year 22-23 after a series of review meetings with the division heads and key personnel. Our goal for FY22-23 is to bring in a Revenue which is 2.6 times of our FY21-22's revenue, as growth. We will emerge stronger and aim to become a 200 personnel skilled force. We are proud that we are a multi-national company, with presence in USA and West Africa.

Our CEO, congratulated the efforts put in by the Mentoring Team, headed by Mr. G. Lakshmi Sekhar, for bringing in record revenue by delivering mentoring and training services, under

tough pandemic times. Chandra appreciated all those who contributed to that division's success.

Chandra had all praise for Mr. Yogen Chawla, the Head of our Consulting Division and appreciated all the team members, for bringing in a global revenue from overseas assignments. Congratulations Team, for ensuring that such numbers could be met, daring the high-risk Covid-19 conditions.

The TechAgile Team headed by Chandra, opened new accounts and contributed significantly to Infocareer's overall revenue growth. Congratulations to all the team members for such an achievement. Chandra, introduced our newly joined Head of TechAgile Team, Mr. Mohan Santhanam, whose experiences will enrich our Team.

It was Management's dream to offer group medical insurance cover as a benefit, to its employees and family members. That is becoming a reality soon. Employees will be offered a cover based on individual capacities to pay the premium. Infocareer management has come forward to bear 20% of the premium for employee, spouse and children below 25 years, for the first year of cover.

Our CEO had also mentioned that all employee performance reviews of personnel who have completed one year of service, has been accomplished.

Chandra, mentioned that a large requirement of skilled personnel for our customers has been a continuous request, due to the quality and skill of personnel we deploy. He requested every employee to stretch out and support through referrals from friends and family circles. Every successful placement will be awarded with a referral bonus.

Likewise, our company wishes that all associates keep an eye and ear open for business opportunities that one may come across, to open doors for our growth. Such business referrals and closures will be an important factor for consideration during performance reviews.

Soon, an HR System (Time & Attendance) will be installed. It is mandatory that all will have to account for their time spent while at work. Two Champions – Niveditha and Jobdaniel, have been nominated to ensure that each one of us meets the company's requirements.

Giving back to society, is a virtue. Chandra announced that each one of us will have an opportunity to serve the society as part of our Corporate Social Responsibility (CSR) initiative, through InfoEYE, our newly announced CSR wing. Management expects each one of us to spend 40 hours of our time per annum. Also, our company is willing to match the money you donate towards our CSR initiatives. At least 1% of your salary is expected as your contribution for a good cause. Champions nominated to drive our InfoEYE initiative will be Sripriya Narayanasamy and A V Praveen.

Chandra, appreciated the efforts put in to bring out a monthly newsletter "Infocarer" by a team lead by Krishna Routhu.

One of our Trainers, Natarajan K had the opportunity to express his thoughts during the session by citing a story from the Mahabharata, a lesson on making the right choice to win any battle. Sripriya Narayanasamy also expressed her views on how, we work as one family, caring for each other, an element that gives each one of us a comfort and security to be engaged with Infocareer.

G Lakshmi Sekhar, gave us an insight on how 15 years progressed with each employee's dedication and passion to make Infocareer bigger and better. He thanked every employee who had a hand over these years, in ensuring training programs went seamless, both physically and virtually in the recent times.

Yogen Chawla appreciated every team member working on the NASSIT project in Sierra Leone, for all the efforts and solutions put forth to meet customer requirements. This customer satisfaction through the professional services that we delivered, paved the way towards renewal of our contract with NASSIT.

On a closing note, our CEO appreciated every single person on our Team for all the hard work performed, keeping in mind our Core Values of being Ethical and Transparent.





# Few Pics of Town Hall Meeting



Infocareer Family



here!



The National Social Security and Insurance Trust(NASSIT) is a Statutory Public Trust, charged with the responsibility of administering Sierra Leone's National Pension Scheme. NASSIT was established to provide retirement and other benefits to meet the contingency needs for workers and their dependents through the partial replacement of income lost as a result of old age, invalidity and death. NASSIT administers a defined benefit plan to provide these needs.

NASSIT's initial Pension Administration System (NAPOS-I) was developed as a client server application in Microsoft FoxPro and implemented in 2002 when NASSIT began operations. Many functional requirements of NASSIT were never fully automated in NAPOS-I and are still manual processes today. The NAPOS-I system was utilized for over ten years. In 2013 the application was rewritten in Microsoft C# utilizing SQL Server as the underlying database. This was simply a code rewrite and business processes were not revised. Also, at that time biometric requirements were added to the application in order to document and verify member identity. This rewritten system was named (NAPOS-II) and is the current application in use at NASSIT today.

NASSIT has been planning for several years to modernize their Pension Administration System and their Information Technology division but had run into hinderances. In 2020, NASSIT came up with an RFP to appoint a Project Management Consultant to guide them in their IT Transformation exercise.

Infocareer bid for this RFP and won the bid against

stiff competition from major global Management Consulting firms. Infocareer partnered with a local Sierra Leone organization (Telis SL Ltd) and incorporated a Consortium called Infocareer Telis Consortium (ITCon) to deliver Project Management Consulting Services to NASSIT to transform their Information Technology setup.

Since January 2021, ITCon has embarked on a strategic set of projects for NASSIT to ensure a successful implementation that meets the needs of NASSIT now and into the future. We have been working alongside NASSIT on the following projects:

- ➔ Design, Development and Implementation of a Web Based Pensions Administration System
- ➔ Design and Implementation of Scalable High Throughput Network Infrastructure including headquarters data center and DR sites
- ➔ Data Cleaning Process including Biometrics data
- ➔ Web-Based Enterprise Resource Planning (ERP) System
- ➔ Biometrics Capture and Authentication System and Establishment of a call centre

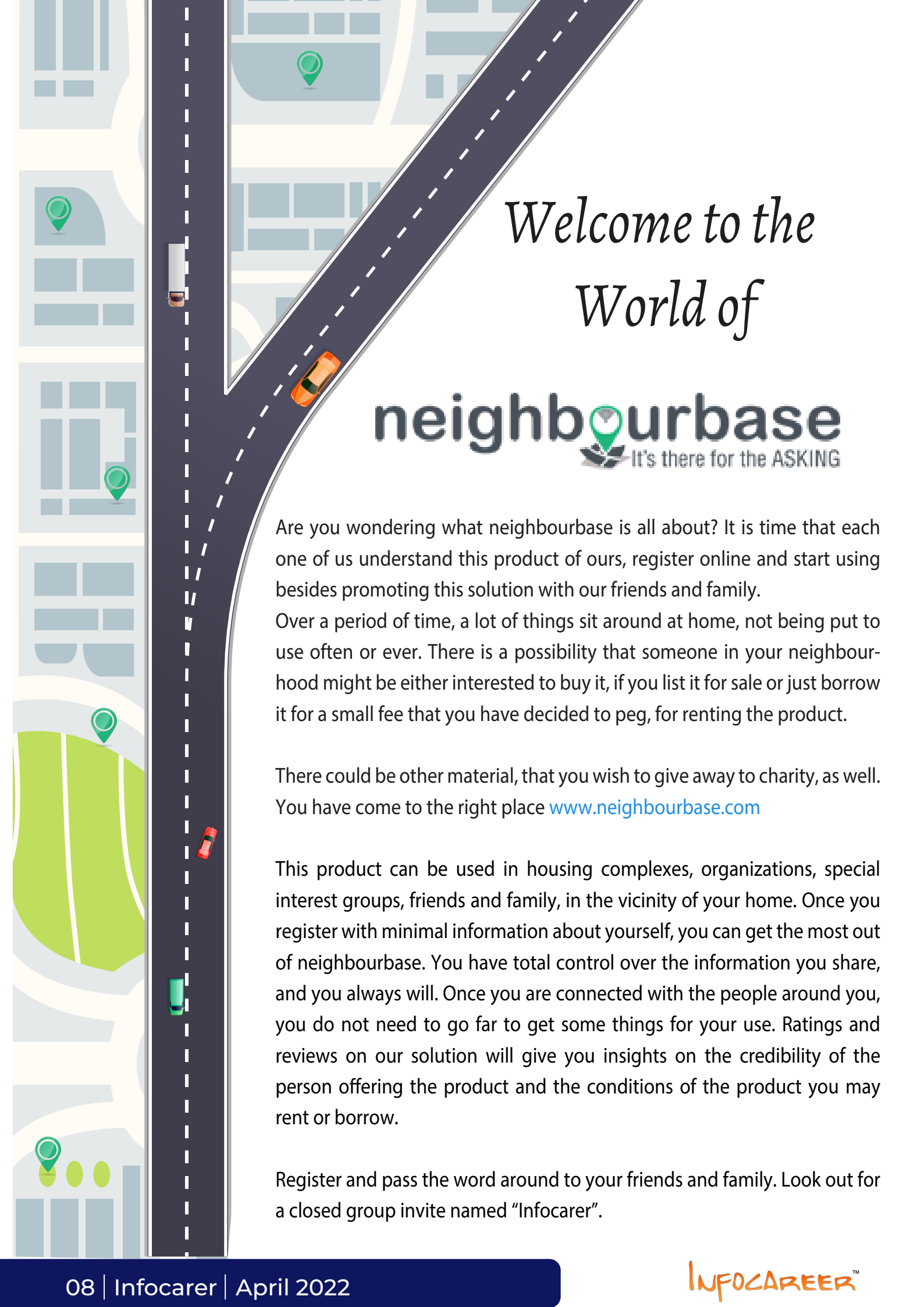
We have helped NASSIT prepare their requirements, roll out Expression of Interests from global bidders, shortlist bidders for the RFP stage, prepare RFPs, roll out RFPs, evaluate bidders responses and shortlisted bidders for award of contracts. We have also helped NASSIT manage their existing vendors and streamline their delivery processes. We have helped NASSIT plug leakages in their data thereby saving NASSIT tons of government money that was being distributed to illegitimate pensioners and their survivors.

While there have been major hinderances and bottlenecks along the way, our teams consisting of Priya Narayanasamy, Mohan Ram C, Tirumal Marugan, Praveen A V, Ramkumar Ramachandran

have all moved out of their comfort zones to ensure we overcome the challenges are provide the best of services to NASSIT.

We still have a long way to go. There are new systems being setup, projects in the pipeline that are being developed and delivered as the NASSIT IT organization is undergoing a major modernization to give efficient service to the pensioners. We anticipate that the transformation would eventually complete its evolution by the end of 2023 and we at that time will be proud to see the final results of our contributions to the new look NASSIT.



An illustration of a road with a dashed white line down the center, curving to the right. On the left side of the road, there are stylized buildings and green location pins. On the right side, there are more stylized buildings and a green location pin. A white truck is driving on the left side of the road, and an orange car is driving on the right side. The background is a light blue and white grid pattern.

# Welcome to the World of

**neighbourbase**  
It's there for the ASKING

Are you wondering what neighbourbase is all about? It is time that each one of us understand this product of ours, register online and start using besides promoting this solution with our friends and family.

Over a period of time, a lot of things sit around at home, not being put to use often or ever. There is a possibility that someone in your neighbourhood might be either interested to buy it, if you list it for sale or just borrow it for a small fee that you have decided to peg, for renting the product.

There could be other material, that you wish to give away to charity, as well. You have come to the right place [www.neighbourbase.com](http://www.neighbourbase.com)

This product can be used in housing complexes, organizations, special interest groups, friends and family, in the vicinity of your home. Once you register with minimal information about yourself, you can get the most out of neighbourbase. You have total control over the information you share, and you always will. Once you are connected with the people around you, you do not need to go far to get some things for your use. Ratings and reviews on our solution will give you insights on the credibility of the person offering the product and the conditions of the product you may rent or borrow.

Register and pass the word around to your friends and family. Look out for a closed group invite named "Infocarer".

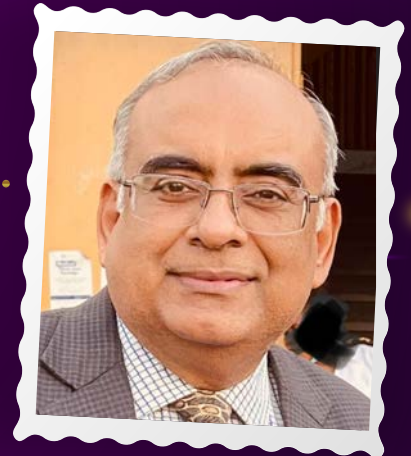


# Congratulations

For a Successful FY 21-22



**Head**  
Mentoring Team  
**G. Lakshmi Sekhar**



**Head**  
Consulting Team  
**Yogen Chawla**



**Head**  
TechAgile Team  
**Chandrasekaran**

**Congratulations!**

**INFOCAREER™**

Is now a

**salesforce**

**Partner**

[info@infocareerindia.com](mailto:info@infocareerindia.com)

Rajesh and team were closely pursuing to get a Partner status with Salesforce.  
Kudos, we have got our foot in the door.

*Welcome to* Our New Infocarers



**Mohan Santhanam**

Head - TechAgile, Services

He is a Mathematics graduate and an MBA turned MarCom Expert with 20+ years of experience, who will be Leading TechAgile Services.



**I. Jasmine Shoba**

Customer Support Executive

She has Completed B.E in Computer Science in Alpha College of Engineering and currently working in our company as a Customer Support Executive.



# Mentoring Training Calendar May 2022

## PMP Training

|  |  |  |  |
|--|--|--|--|
| <b>Online</b><br><b>WeekEnd Evening (Sat &amp; Sun)</b><br><br>04.30 PM - 08.30 PM IST<br>07th May'22 - 05th June'22 | <b>Online</b><br><b>WeekEnd Morning (Sat &amp; Sun)</b><br><br>08.30 AM - 12.30 PM IST<br>14th May'22 - 12th June'22 | <b>In-Person Session (Sun only)</b><br><br>08.30 AM - 06.30 PM IST<br>28th May'22-25th June'22                       | <b>Online</b><br><b>WeekDay Morning (Mon - Fri)</b><br><br>06.30 AM - 09.00 AM IST<br>09th May'22 - 01st June'22 |
| <b>Online</b><br><b>WeekDay Evening (Mon - Fri)</b><br><br>07.00 PM - 09.30 PM IST<br>18th May'22 - 10th June'22     | <b>Online</b><br><b>WeekEnd Evening (Sat &amp; Sun)</b><br><br>04.30 PM - 08.30 PM IST<br>21st May'22 - 18th June'22 | <b>Online</b><br><b>WeekEnd Morning (Sat &amp; Sun)</b><br><br>08.30 AM - 12.30 PM IST<br>28th May'22 - 25th June'22 |  |

## PMP Assure Orientation

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|--|--|--|--|
| <b>Online</b><br><b>Saturday</b><br><br>01.00 PM - 02.00 PM IST<br>07th May'22 | <b>Online</b><br><b>Saturday</b><br><br>01.00 PM - 02.00 PM IST<br>14th May'22 | <b>Online</b><br><b>Saturday</b><br><br>01.00 PM - 02.00 PM IST<br>21st May'22 | <b>Online</b><br><b>Saturday</b><br><br>01.00 PM - 02.00 PM IST<br>28th May'22 |
|--|--|--|--|

## PMP Hackathon Orientation

|  |  |  |   |
|--|--|--|---|
| <b>Online</b><br><b>Sunday</b><br><br>01.00 PM - 02.00 PM IST<br>01st May'22 | <b>Online</b><br><b>Sunday</b><br><br>01.00 PM - 02.00 PM IST<br>08th May'22 | <b>Online</b><br><b>Sunday</b><br><br>01.00 PM - 02.00 PM IST<br>15th May'22 | <b>Online</b><br><b>Sunday</b><br><br>01.00 PM - 02.00 PM IST<br>22 & 29th May'22 |
|--|--|--|---|

## DASM/DASSM

|   |
|---|
| <b>Online</b><br><b>(Sat &amp; Sun)</b><br><br>09.30 PM - 01.30 PM IST<br>30th April'22 - 15th May'22 |
|---|

## ACP Training

|  |
|--|
| <b>Online</b><br><b>Sunday</b><br><br>01.30 PM - 02.30 PM IST<br>06th May'22 |
|--|

*Congratulations!*

We have successfully completed our application for Trade Mark of Infocareer Pvt Ltd. We are authorized to use 'TM' superscripted to any use of

**INFOCAREER™**



We have partnered with M/S SRV Training Academy, Madurai, with the support of Mr. Vadivel. Soon, we will have skilled IT professionals with the best of Mentoring and Training ready for the industry.



**INFOCAREER™**

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