

# REWIND

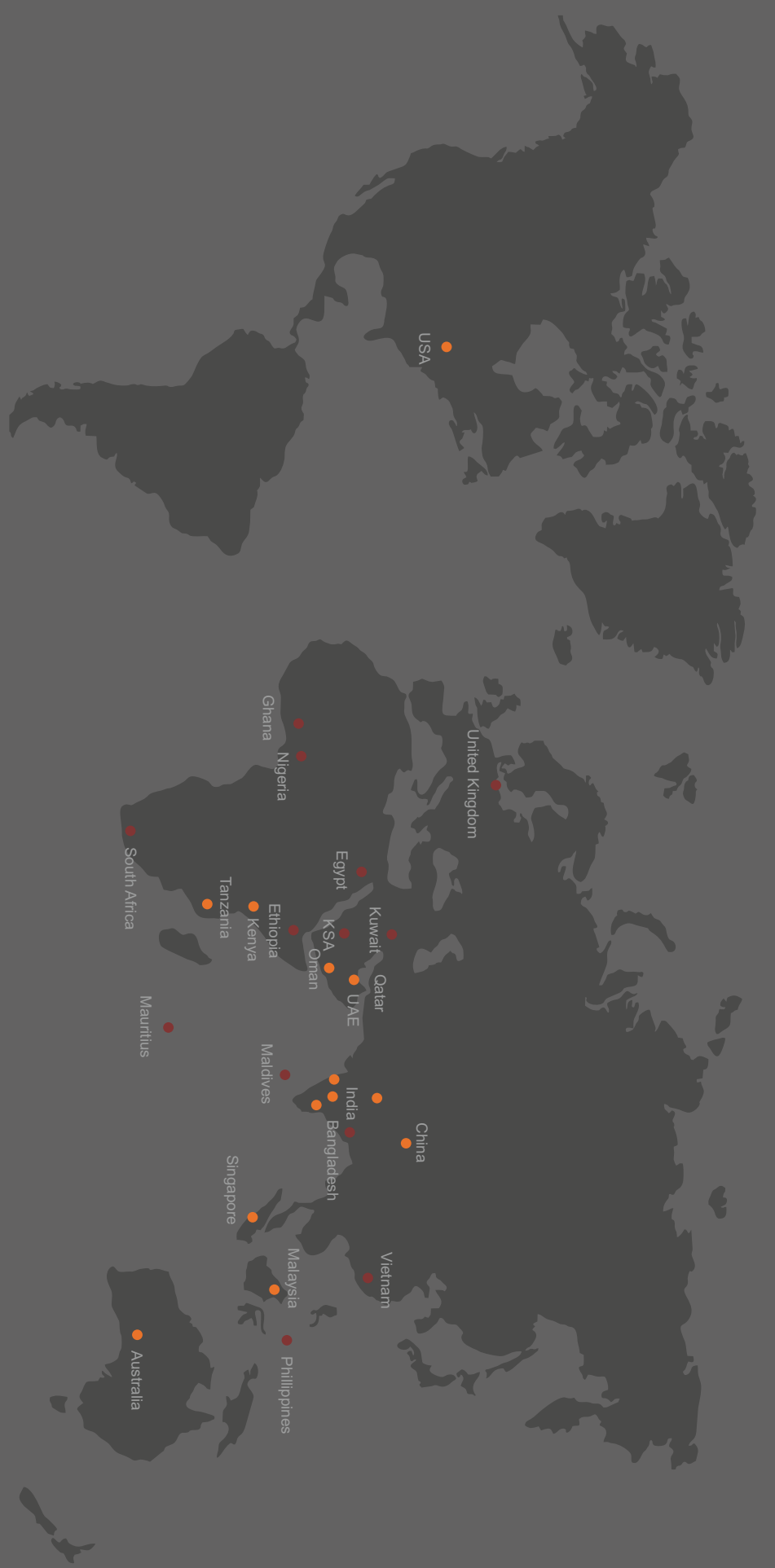


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FROM OUR PAST



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- PHYSICAL PRESENCE
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## WHO ARE WE?

We are pioneers in empowering professionals with knowledge since over 15 years. Today, we have spread our wings across Australia, China, India, Kenya, Malaysia, Oman, Singapore, Tanzania, UAE and USA. Since inception, we have trained over 5,00,000 professionals in 43 countries from over 1000 organisations worldwide.

We are renowned in conducting corporate training and public program in people, process framework, IT, UX and design domain for enterprises and governments worldwide.



MR. VIKRANT PATIL

## FROM THE DESK OF CEO & MD

**“Customer is the king”**, this age old adage is at the very core of Vinsys, that binds over 350 employees. And with this simple philosophy, we have ensured satisfaction of our customers for over 18 years. Therefore, this principle forms the basis of our business, service, pricing, communication strategy.

As the acting CEO & MD of Vinsys, I address this annual newsletter to our customers, associates, employees, vendors, who are equal partners in our success. Through this annual newsletter, our objective is to be clear, transparent, straightforward, while I share the Vinsys success story, strategy, future prospects.

### THE INCEPTION STORY

My entrepreneurial stint started in the year 1995 with the franchise of a L&D Centre. After the tremendous success of the first one, I invested in the second one in the year 1997. For five consecutive years, I was awarded with the most successful Center Head. In my career as a Center Head, I realized how important vocational knowledge is for a professional. And thus Vinsys was born in 1999 with the sole aim of becoming a global leader in facilitating corporate and individual training. And today I can proudly say that Vinsys is indeed one of the best L&D organisations globally.

### LEADING FROM THE FRONT

Vinsys was founded to provide the best customer service under learning and development domain. However, being a passionate entrepreneur, ***I believe in experimenting with keeping a positive outlook.*** Therefore, in the year 2000, I decided to make Vinsys more than just a L&D organization. With this thought, Vinsys took a step ahead to expand its portfolio vertically and horizontally. With an aggressive team by my side and strong business relationships, Vinsys was able to expand in Australia, India, Kenya, Malaysia, Oman, Singapore, Tanzania, UAE and USA successfully. We also broadened our portfolio by adding consultancy services for BMS, Project Management, ITSM, IT Technology and Foreign Languages.

### SUCCESS MANTRA

I believe in the mantra, "Never wait for opportunities, rather create the new ones. And to create opportunities you need to reach out and establish only the strong relations by valuing the values of your business associates or companions. Just keep your attitude-humble, approach-positive."

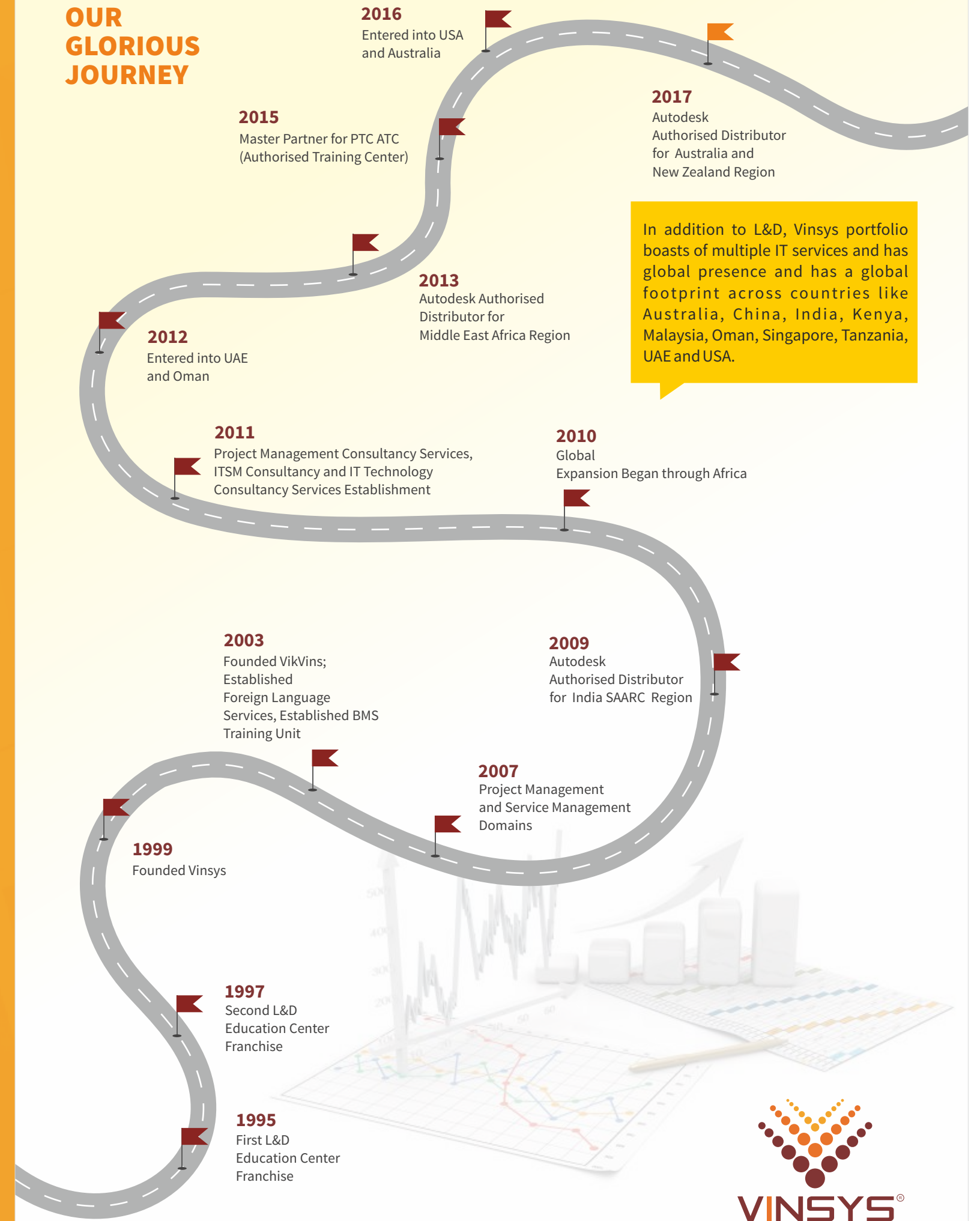
### OPTIMIZING FUTURE GROWTH

New entrants probably believe that training is similar to trading. Industry veterans believe that training is an imperative asset, which helps any organisation and individuals in achieving desired results, effectively and efficiently. Trading does bring in quantitative benefits, but not necessarily qualitative benefits. Quantitative benefits are far more important when it comes to learning and development. Vinsys has always focused on Qualitative aspect, and will continue to do so. With this approach, Vinsys aims to be the market leader in the Learning & Development industry. People have always been the key asset for Vinsys. In its growth, they come on top of the list. Employee development is of prime importance and Team managers will be working closely with the HRD to craft next level of the employee development path and learning opportunities to attain skills and competencies which will eventually help them in accomplishing future goals. Adding more senior resources will enhance real world experience and develop best practices while we plan to set a benchmark for the industry.

With this legacy and experience, over the next 3 years we will invest in various projects, but not limited to process automation, customer service excellence, digital transformation and e-learning projects. Customer engagement projects are the key in our agenda over each passing year. VINSYS BEATS Dubai 2016 Leadership Summit was one such project, where 408 participants from over 100 organizations had participated. Our customers will see more of such projects in coming years. In addition, our objective is to enhance our business relationship with the existing and potential clients to play a vital role in their L&D vision to ensure consistent qualitative service delivery and training execution. To optimize it more, we plan to implement various systems to make it more user friendly and convenient for learners, L&D departments, procurement departments, clients and sub-contractors. Portfolio acquisition is another area of consideration to bring in the industries best to clients. We already have Autodesk, SAP, Oracle, HFI, Red Hat, PTC, PMI, Peoplecert, Directive Communication and many more on board now and the list will expand over the next couple of years. Eventually we also plan to focus on partner development programs to bring in same value system to all our partners and sub-contractors who are essential elements of the business. Ultimately, we would meet the key industry expectations of responsiveness, quality and consistency with innovation and excellence.

I close this epistle and feel honoured to have worked with you for over 18 years. I look forward to working with you for many more years to come to make Vinsys more successful and strong in the coming years for all the learners.

## OUR GLORIOUS JOURNEY





## THE MILESTONES ACHIEVED IN THE FY 2016-17



### HFI PROUDLY DECLARES VINSYS AS AN EXCLUSIVE TRAINING PARTNER FOR THE MIDDLE EAST

Vinsys has been chosen as an exclusive Training partner by Human Factors International for the Middle East in December 2016, we have executed its first successful batch with 19 participants in March 2017 at Dubai, UAE. HFI is the world's largest organization in UX/ UI Domain and Vinsys is delighted to get associated with HFI to address training and certification needs in the user experience domain through modules like Mobile UX, CUA and CXA. This strategic partnership between HFI & Vinsys will focus on empowering application developers to gain UX skills.



### DUBAI CUSTOMS ACKNOWLEDGE VINSYS AS THE VENDOR OF THE FY 2016-17

In Dubai Customs annual vendor felicitation event Vinsys brought home the Vendor of the Year award. The award was presented under the IT consulting category.

### ISACA PUBLISHED A CASE STUDY ABOUT COBIT5 IMPLEMENTATION DONE FOR DUBAI CUSTOMS BY VINSYS ON 18<sup>TH</sup> JAN, 2016

ISACA is an independent, non-profit, global association that focuses on the development of the best practices used in IT governance. Formally known as the Information Systems Audit and Control Association, recognized our efforts in delivering COBIT5 Implementation Training at Dubai Customs by publishing a case study over it.

### VINSYS CRAFTED B.E.A.T.S. LEADERSHIP SUMMIT ON 23<sup>RD</sup> AND 24<sup>TH</sup> NOVEMBER, 2016 AT THE JUMERIAH BEACH HOTEL, DUBAI, UAE

Business Excellence And Transformation Summit (B.E.A.T.S.), 2016 took place in Dubai in the month of November '16. This summit aimed at providing a global interactive platform to leaders, managers and professionals who believe in continuous learning and development. This event was attended by more than 400 CxO level professionals who came together and made the event a memorable experience.

At the event four reputed speakers enlightened us with their experience and knowledge.

They were:



**Dr. Marshall Goldsmith**  
World's #1  
Executive Coach



**Dr. Fons Trompennars**  
One of the  
Top Thinkers 50 Group



**Mr. Arthur Carmazzi**  
World's # 10 in Leadership  
Guru Category



**Mr. Tom Abbott**  
Leading Sales Strategies and  
Social Selling Speaker



### VINSYS IS NOW AN OFFICIAL AUTODESK EDUCATION DISTRIBUTOR FOR AUSTRALIA AND NEW ZEALAND REGION

Now along with India SAARC, Middle East and African regions, Vinsys will also manage Australia and New Zealand region. Appointed in January 2017, this expansion is a huge achievement for us.



### VINSYS WINS AUTODESK EDUCATION BEST GLOBAL DISTRIBUTOR'S PERFORMANCE AWARD

On 15<sup>th</sup> February, 2017, at Autodesk's Annual Global Learning Distributors Partnership Showcase Summit, Vinsys received the Best Global Distributor's Performance Award. In the race were 3 top competitors, however, it was Vinsys who brought the award home. According to the Autodesk Team at Vinsys, the award they received was the result of their multiple efforts.



## THE MILESTONES ACHIEVED IN THE FY 2016-17

### EXPANSION

Expanding wings in North America, Canada and United Kingdom this year has been a stepping stone for a robust base in the region. Empowering the workforce on emerging technologies and 24x7x365 support to the research center has helped corporates in the region to not only explore, but to adapt the knowledge and implement the same in their professional environment.



### PARTNERING WITH ORACLE

Oracle Workforce Development Program on boards Vinsys as an exclusive delivery partner for setting up Center of Excellence in colleges to bridge the gap between industries and academia. This certainly is an alignment with the new Skill India Vision initiated by the Government of India.



### PARTNERING WITH SAP

Vinsys went on board with SAP Education as a premium SAP Education reseller in the region. This has given prospects to explore 1870 SAP implementations done by SAP consulting in the last year for educating the workforce to upgrade latest skills.



### EXPERT TRAINERS FROM VINSYS WERE INVITED TO DELIVER TRAINING BY THE UNITED NATIONS, EUROPE

Vinsys was selected by the United Nations as the training provider for CRISC to the United Kingdom's strategic team in Spain and Italy.

### VINSYS LAUNCHED A TRAINING ON WOMEN SAFETY & SELF DEFENCE, WHICH IS CURRENTLY IN A GREAT DEMAND

Through Women's Safety and Self Defence Workshop, Vinsys wants to empower women so that they can protect themselves from dangerous and unpleasant situations. In a short span of one year, we have delivered over 100+ trainings of this particular course.

### EVENT: ISO 21500 PROJECT MANAGEMENT - DEGREE OF CONFORMITY ASSESSMENT

**Client: Dubai Customs- CDD**

ISO 21500 assessment audit was to assess the effectiveness of the project management framework and controls to support the delivery of projects, including compliance with the strategy on the management of projects. The assessment audit was conducted in accordance with the ISO 21500, prepared by Project Committee ISO/PC 236, Project Management.

### EVENT: AGILE TRANSITION-COACHING AND HANDHOLDING

**Client: CAPITA, India**

Coaching and Handholding of Agile Scrum methodology over a period of six quarters and created Agile Scrum culture within teams and the organization.

### EVENT: SIX SIGMA IMPLEMENTATION PROGRAM

**Client: Yash Technologies, Hyderabad, India**

Performed coaching and handholding to project teams for multiple Six Sigma Implementation Projects undertaken by Yash Technologies, Hyderabad, India. As a principle consulting organization, coached project teams for Six Sigma projects consisting of

various business areas, complex processes and of high volumes.

### EVENT: AUTHORIZED TRAINING PARTNER FOR PROJECT MANAGEMENT TRAINING

**Client: State Government of Madhya Pradesh, India**

Customized Project Management training based on PMI Project Management framework for Senior Officials from various State Departments of Government of Madhya Pradesh, India.

### EVENT: PMI STANDARDS DEVELOPMENT

**Consultant: Mr. Nitin Shende, PMP®**

Organization: Project Management Institute (PMI) Inc

- Selected as "Final Draft Reviewer (Standard Portion) for Project Management Body of Knowledge (PMBOK® Guide) Sixth Edition"
- Selected as "Final Draft Reviewer (Guide Portion) for Project Management Body of Knowledge (PMBOK® Guide) Sixth Edition"
- Selected as "SME Reviewer for Standard for Organizational Project Management (OPM Standard)"



**MR. AVIINAASH WAIKAR**  
SME-Behavioral & Management Solutions

Mr. Aviinaash Waikar is a certified life coach and a personnel management expert. His leadership is a source of inspiration for individuals and organizations, as he influences them to live as leaders and realize their potential. With innovative ideas and ground breaking concepts, Aviinaash shows how to take on challenges and make better decisions. The quest for self-improvement has made him one of the most in demand SME. With a rich industry experience of 26 years, he works closely with the IT, ITES, Manufacturing & Govt. Organizations delivering training programs in the field of Behavioural, Functional & Communication Skills around the globe. He is a certified Life Coach from Certified Coaches Alliance-Canada, Certified NLP Practitioner from Dr. Richard Bandler Society of NLP-UK, and a Hypnotherapist from California Hypnosis Institute-USA.

**“The Difference Makers”**

*We have a team of more than 400 SMEs dedicatedly working towards achieving goals.*



**MR. SURYAKANT SURVE**  
SME-E-Commerce domain

Mr. Suryakant Surve has been consulting and training for over 20 years in the latest Java based technologies/frameworks and developing enterprise applications. He has conceptualized and executed many high performance software solutions in various business domains. He has also imparted trainings on SAP-Hybris for customers globally while working extensively in establishing design and architectural standards, interface design standards, best practices, code walk-through guidelines/checklist, and production migration. Trainings on IBM-MQ, IBM-WAS, SOA, JEE, Web Services, Spring, Design patterns for customers globally are also feathers in his hat. He has successfully led a team to implement solutions using JEE, Web Services and other Web Technologies. He has also published a paper on e-learning for an international academic journal.



**DR. YOGESH PAWAR**  
SME-Behavioral & Management Solutions

Dr. Yogesh Pawar is an entrepreneur, author, and a coach to business leaders and entrepreneurs. Yogesh is a Master's degree holder in Transactional Analysis from ICTA Kochi, and believes in the philosophy of servant leadership. He is a doctor in predictive psychology from Mumbai University. Over the last 16 years, he has dedicated his life to helping leaders seek clarity and build tolerance through his breakthrough workshops and talks on 'what great leaders do?'. Yogesh travels across the globe to assist leaders in building their organizations and businesses. He focuses on developing and creating behaviours and habits in leaders that create impact in the market place. He is the proponent of the 'Leadership Imbalance Model', which helps leaders realize 'what they should not do'.



**DR. AMIT ANDRE**  
SME-Technical Training

Dr. Amit Andre is a veteran professional with sharp intellect and passion for technology. With over 15 years of rich work experience, he is a fantastic blend of technical expertise and business acumen. He firmly believes in sharing knowledge and gaining new insights as and when the opportunity arises. Training and development, project management, business extension and people management are a few of his interest areas, which he brings to the table with poise. Data Science, Analytics, Business Intelligence, Integration tools and ERPs are a few of his core expertise which can be banked upon irrespective of product owners.



**MR. MANGESH ABNAVE**  
SME-Technology Training

Mr. Mangesh Abnave has over 14 years of experience in IT Production and Development environment as Oracle Database/Infrastructure Architect, Designer, and Administrator. He is well-versed with system HW design/configuration, automation, scripting, replication, tuning, clustering and backup and recovery of multiple versions of Oracle Database 9i, 10g, 11g and 12c. During his 14 years of rich industry experience, he has worked with multiple clients in various domains like Finance, Insurance, Manufacturing, Oil and Gas, Telecom, etc. He is Oracle Sun Solaris System Admin Certified, Oracle Certified Professional with extensive experience in Oracle and various Infrastructure Technologies.

*“The **Difference Makers**”*



**MR. MANPREET SINGH BINDRA**  
SME-Technology Training

For over 10 years, as a professional trainer, Mr. Manpreet Singh Bindra has supported IT professionals unlearn, learn, and become successful in the industry. This stint helped him evolve and become a better professional in terms of gaining knowledge and understanding wide array of technologies on multiple end-to-end platform stacks, both on premise and in the cloud. His core competencies include Amazon Web services, HTML5, CSS3, JavaScript, jQuery, AngularJS, Java SE8, Java EE6, Spring 4, Spring MVC, Spring Boot, Hibernate 3.5, Struts2, Oracle ADF 12c, Oracle SOA 12c, Oracle web Center, Web services, JAX-WS, JAX-RS, Design Pattern, Oracle WebLogic administration, Jersey, Apache CXF.



**MR. AIMAN ELKHALIFA**  
SME-Technology Training

Mr. Aiman Elkhalfa is a senior IT professional with over 9 years of IT Management, Operations, Support, Training and Technical service experience with proficiency in Arabic and English. He is also technically astute with expertise in Systems Analysis, Administration & Development plus has a strong background in IT Management. His specialties include Team leadership with the capacity to train, mentor and develop IT professionals to enable them to handle customer requirements independently. Developing IT business solutions, providing consultancy services, recommending technical and functional expertise, and promoting system usefulness are some of the key services he caters to. He can deliver on HTML 5, CSS 3, Bootstrap, JavaScript, JQuery, JQuery Mobile, JQueryUI, PHP, MySQL (Administration & Development), MS Azure, Visual Studio, PowerShell, ECSP, SQL Server, MySQL, Adobe, MS Windows Server, MS SharePoint, COMPTIA, Windows Desktop Support, Office 365.



**MS. JENNY ELIZABETH HYATT**  
SME-Behavioral & Management Solutions

Ms. Jenny Elizabeth Hyatt is a global learning and performance professional with over 20 years of experience across USA, UK and India. She has a Master's in Consulting Psychology from California School of Professional Psychology, San Diego, CA USA; Post Graduate Diploma in Human Performance Improvement, Orange, CA, USA, and a Certificate in Human Resource Management from XLRI, India. Jenny is a global citizen, originally from the US, but studied in the UK and has lived and worked in India for the last 9 years. She uses her global expertise to develop managers and leaders into future global leaders. She believes in developing people to deliver results. With a facilitative approach which helps adults to learn in a fun way, Jenny likes to bring her class alive by adding real life examples and by helping participants figure out practical uses for the knowledge and skills gained in her workshops. People appreciate her in-depth knowledge and application of psychology to real life business situations. She is a certified ICF coach and NLP and Master NLP practitioner. She has extensive experience with using psychometric assessments such as MBTI, DISC, Hogan, and 360 degree feedback to develop leaders.





**MR. VISHAL VYAS**  
SME-Governance and Service Management

Mr. Vishal Vyas (CGEIT® CRISC®) is a senior consultant, internationally acclaimed coach, and renowned speaker for IT governance and IT Service Excellence frameworks. During his 14 year stint as an IT management consultant, he has been invited to 24 countries to work with reputed organizations in various industries such as Government, Banking, IT, Oil and Gas, Telecom, Automobile, Utilities, etc. to advise and coach senior IT professionals on ITIL, ITSM, COBIT, IT4IT, ISO20000, BS38500, CGEIT, CRISC and Corporate Governance. He spearheads a team of experienced consultants at Vinsys to build and give high quality training and advisory content and delivery competency.

*“The Difference  
the Makers”ice”*



**MR. NITIN SHENDE**  
SME

Mr. Nitin Shende is an Electronics & Telecommunications Engineer, PMP®, PRINCE2, QPMP, CSM, Qualified ISO Lead Auditor, ITIL Foundation, and Certified Six Sigma Green Belt. He has over 29 years of collective professional experience in managing Domestic & International Projects & Programs, PM Consulting, Organizational PM Competency mapping, PMO set up and enhancements, gap analysis as well as facilitating trainings. Nitin is a Subject Matter Expert (SME) reviewer & member of 'Contributor & Reviewer' team for PMBOK® Guide Fifth edition, and member of 'Contributor & Reviewer' team for 'Standard for Program Management' published by PMI(USA) , PMBOK® Guide Fourth edition. Nitin has handled several projects and programs in various capacities across a variety of business sectors, complexities, and demography. He has successfully organized and delivered over 400 knowledge sessions, lectures across the globe; published papers on organizational development activities. His passion towards project management is enriched with great dedication, commitment and zest of satisfying stakeholders. He enjoys managing, consulting, mentoring, and handholding activities with specialization in people, processes and strategic business management.



**MR. ARTHUR CARMAZZI**  
Leadership Guru and Corporate Culture Transformation Expert

Mr. Arthur Carmazzi is a world famous motivational speaker who is ranked among world's top ten influential leadership gurus by Guru's International. His brain child 'Directive Communication (DC)' became revolutionary and highly effective which is a psychologically based workforce transformation methodology. He is also the author of various best sellers, such as The 6 Dimensions of Top Achievers, The Colored Brain Communication Field Manual, Identity Intelligence, Lessons from the Monkey King, and The Psychology of Selecting the RIGHT Employee.



**MR. AJIT JOSHI**  
SME-Governance and Service Management

Mr. Ajit Joshi is an ITSM Consultant/Trainer with more than 13 years of ICT (Information and Communications Technology) experience, out of which 10+ years experience in conducting multidimensional training and facilitation workshops and consulting assignments. He specializes in adopting a pragmatic approach based on the understanding of the business' strategic goals and aligning IT processes with business processes at business unit management and executive level. He is proficient in providing the best solutions for service designs and transition activities, including requirements gathering, testing strategy sign off, service design pack completion, liaising with projects, facilitating workshops, and ensuring adherence to industry best practice. He is also an expert in service analysis of current offerings, gap analysis and suggested improvements.

## WORDS OF WISDOM

### Leadership in the New Millennium



Leadership is an inter-reliant set of relationships among leaders and followers who understand and mutually agree on a purpose. The most important part of leadership is not the leader, but the relation between the leader and the followers. Such emphasis can increase productivity, foster a strong organizational culture, and motivate people to work together. In addition, programs aimed at leadership development should prepare individuals to become change agents and facilitate the transfer of knowledge in various ever-changing contexts. Therefore, individuals participating in such programs should become well-equipped to face the challenges of modern leadership, including a need for increased collaboration, knowledge sharing, and implementing change.

Many view conscious and systemic attention to developing people and distributing learning throughout the organization as a defining characteristic of leadership, which while complementary, is different from management. Therefore, a leadership culture is one that couples learning and leadership and fosters this pairing as an essential part of organizational life. The main goals of leadership are to increase the group's level of motivation, and morality, to support a common purpose, and to be able to develop major social changes.

#### AN ANALOGY TO BETTER HIGHLIGHT THIS IS

“When you make things with your hands, you force something into being. You polish it, you cut it, and you fold it. You do everything to build it from end to end. Whereas, leading requires a lot of talking, a lot of communicating. And when you're a creative who makes things, you immediately build a distinction between the talkers and the makers. And makers tend to look down on the talkers. And leaders are talkers. You don't trust them, but now you're one of them. At first you think you can't do anything with your hands anymore. But you can. You make relationships. One at a time. With the same painstaking attention to craft that you knew as a maker.”

As a leader, one needs to remember that you are alone and accountable to the needs of the whole. The whole is the product. And you're making it. You own it. And you succeed and fail with it. True creative leaders recognize that they live and die by their team.

#### ABOUT THE AUTHOR

Mr. Avinaash Waikar is an Expert Instructor. With a Masters in Commerce from V. M. University, Chennai, he has a rich experience of more than 23 years. He is a Life Coach and Personal and Professional Relationship Coach with a certificate from CCA, Canada. He is also a certified Practitioner in Neuro Linguistic Programming (NLP) by the Dr. Richard Bandler Society of NLP.



Dr. YOGESH PAWAR

Dr. Yogesh Pawar is among the top 10 strategic speakers in Asia recognized by the American Institute of Business Psychology. A certified Blue Ocean Strategist, he has a doctorate in Predictive Psychology from the University of Mumbai. His upcoming book, *Why Strategies Fail and Succeed*, focuses on creating a balance between impact vs efficiency in an organization, and why individual goals fail vs the goals that are achieved: the five principles of strategic leadership. He has been a member of the yearly strategic meet at TATA Motors, TATA Telecom, TATA Bluescope, Minda Corporations, Ernaratech, major UAE Banks, and many more. He was awarded with the rising entrepreneur and speaker in training and learning domain by [entrepreneurship.com](http://entrepreneurship.com).

## FIND A WAY TO SERVE

The 'servant leadership' philosophy means leading people by serving them the best. Great servant leaders focus on these points:

- Give with a feeling of gratitude
- What you give will come back
- Educate, expose and experiment regularly to move forward
- Build a strong team of like-minded people
- Have a cause bigger and better than yours

The author of *Magical Affirmations* quotes...

***"As I joyfully volunteer to serve those in need in my community, I feel deeply fulfilled and satisfied. Whenever I volunteer my service and my time, I always get back a whole lot more than I give. Volunteering helps me develop important success skills even more rapidly. Volunteering helps me build a huge network of powerful relationships by letting me meet all kinds of people that I would never otherwise meet. As I spend a lot of time serving, I build a network of generous, caring people who love to give and make a difference in the world."***

“As I joyfully volunteer to serve those in need in my community...” This means giving back to the society, soulfully; without any gain or expectations. This behavioural ethic was exhibited by some of the great servant leaders in history, like M. K. Gandhi, Nelson Mandela and Warren Buffet. All had a cause to give back to the society they live in. Leaders must ask themselves how they can give back to the society at large.

The second line of the affirmation focuses on how the leaders feel when they give back. And to feel a sense of fulfilment, leaders must first focus inward than outward,

as they can find the sense of fulfilment only if they are content with themselves. They must then focus on those things or services they can give to their people in order to achieve that fulfilment. A leader can grow infinitely if they focus on giving more.

The third line of the affirmation focuses on being a volunteer to learning. As a leader, you must ask yourself when has been the day you really did something new that supported your larger cause for your organisation, society or yourself. If you have not volunteered to learn proactively, you will only do things that you know, and expecting new results will be insane. Great leaders are the learners for life. They expose, educate and experiment on a regular basis. At times they fail and at times they pass, but they learn from the experience and help their organisation, society or their personal cause move forward.

The fourth line in the affirmation focuses on how servant leaders hold a strong network of people due to their open minded nature. They respect everyone in their journey and are vigilant of the fact that these people around them are making a difference to their life and the society. This displays the humble behaviour of servant leaders and hence they are able to build a strong team with beliefs in them.

The fifth line in the affirmation focuses on the focus of the servant leaders. It says their time is dedicated to help and serve people and make their life better. It can be in any form, product, service, kind or cash. However, they have dedicated their lives in the service to the society. This is how they build up a strong company, trust or dedicated group of people who have the dream to make a difference in the world.

## TECHREADY 2021

Think back just a few years when social, mobile, cloud, and big data ruled the emerging technology landscape. Business and technology management executives wondered what big data meant; when the cloud would disrupt their companies; and how to engage effectively on social channels. In 2016, Hadoop turned 10, the cloud has been around even longer, and social has become a way of business and life. So, what's next?

Emerging technologies are closely associated with the future of knowledge work because they play key roles in shaping and transforming how knowledge work will be conducted and how companies in various industries will have to adapt and in some cases, rethink their business model end-to-end.

For an insight, let's navigate ourselves through a few of them.



**Emerging technologies:** Artificial Intelligence, Computer Vision, Robotics, Blockchain

The advancement of Machine Learning and other techniques in Artificial Intelligence are giving businesses and their development teams the opportunities to design data-driven applications that can recognize patterns to become sufficiently “cognitive” to reduce and even automate repetitive manual work. The availability of both proprietary and open data has allowed software engineers and data scientists to use a portion of the available data to train mathematical and statistical models that can predict most likely scenarios or outcomes for a given set of parameters and external inputs.

While Artificial Intelligence makes the machines and systems smarter by consuming data to train algorithms and build models that could mimic real-world scenarios and think like humans, Blockchain improves and automates workflow through its unique way of processing, storing, sharing immutable transactional information in a distributed peer-to-peer network.

**Emerging technologies:** Advanced Computing, Deep Learning, Biometrics, IoT

In the digital age where every organization is a digital company, digital identity is the building block to understand current customers, future customers, and how they are related to each other and to other organizations.

Digital identity, at its core, is a machine-readable dataset of attributes that describes a person, an organization, a place, a physical asset large or small.

**Emerging Technologies:** Big Data Management, Data Analytics, Data Visualization, Machine Learning

As mentioned, every organization is a digital and data company, but meanwhile not every company has the expertise, capability, and resources yet to use advanced analytics to extract value from all of the internal and external data to generate greater actionable business insights.

At Vinsys, we are working with our customers to understand how to further marry trusted data and emerging technologies to optimize and grow their businesses- from Blockchain based data feeds integration to digital identity solutions to building the next generation analytics platform to data innovation projects. Being a leader in corporate technology training, we intend to create a quipped army to conquer emerging technologies.

With research centers complimenting data centers at Vinsys, we thrive to impart accurate knowledge across platforms over technologies.

In simple words, we at Vinsys focus on the “how” and | the “why” of technologies while pointing out the “what”.

*Dr. Amit Andre holds a Bachelors degree in Engineering (Computers). After completing his MBA in Leadership & Sustainability and International Business, he opted for a PhD in Data Science. With over 15 years of rich work experience, he is an incredible blend of technical expertise and business acumen. A veteran professional with sharp intellect and passion for technology, he firmly believes in sharing knowledge and gaining new insights as and when the opportunity rises.*

## PROJECT MANAGEMENT MATURITY MODEL (OPM3)



**Organizational Project Management Maturity Model (OPM3):** A Guide to Strategic Success, Business Improvement and Competitive Advantage. The 'length, breadth & depth' to which an organization performs the well-defined approach of project management is de-noted to its maturity of project management.

**MR. NITIN SHENDE**

PMP®, QPMP, PRINCE2, CSM, DBM, Vice President, Vinsys

*Developed under the stewardship of PMI, OPM3® is an acronym for the Organizational Project Management Maturity Model.*

Incessant need of the industry, demand to deliver consistently and with predictability to cope up with competition within professions, organizations worldwide are cuddling project management as a way of successfully completing projects to meet business objectives. Having systematic management of projects & programs at the organizational level helps to achieve organization's strategic goals. It is a broader view of establishing project management work culture and can be applicable for specific business vertical, business unit or department in a large scale organization or to the complete organization if it is termed as projectized.

Larger perspective of project management focuses on 'capacity and capabilities' of an organization in the effective management of multiple projects and its functioning, implementation of strategy, to meet business, finance objectives.

**Knowledge, Assessment & Improvement** are the three intertwining elements of OPM3. Enlightening the relation among organizational business strategy and projects and the importance of organizational support to project management practices. Organizational project management model helps organizations employ project management to accomplish their goals within the triple constraints while satisfying majority of stakeholders most of the time.

**Knowledge element talks about** project management related best practices and its practical implementation processes within the organization. This Knowledge element is described in OPM3 and in the OPM3 Knowledge Foundation book, describing organizational project

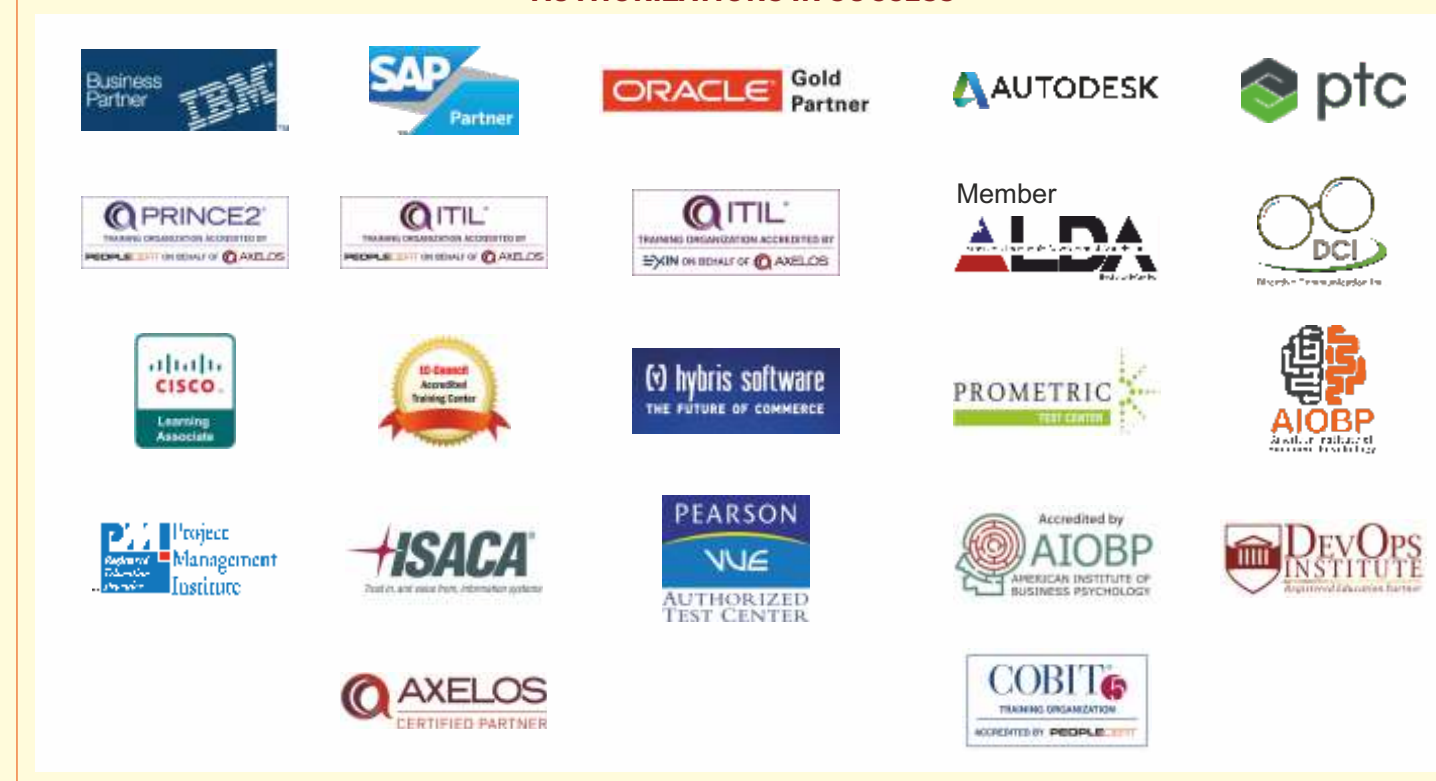
management, organizational project management maturity, relevant best practices and how to use OPM3, an asset, a treasure of practical information.

**Assessment element states** the ability to understand the current state of project management in the organization in order to analyze the enhancement requirements for the future growth plans of the organization. Through the assessment in relation to the characteristics explained in OPM3, Subject Matter Experts (SMEs) can compute organization's general maturity comparative to the capabilities that have been achieved.

**Improvement element tells** how to get on with upgradation and enhancement to its organizational project management maturity. Based upon the results of an assessment and expecting an organization desires to achieve higher maturity, one should refer the Improvement element of OPM3. An organization should decide to follow a course for improvement and, accordingly, determine the Best Practices it wants to improve. Organizations should refer to OPM3 to understand the series of capabilities leading to each Best Practice of interest to identify the prerequisites for progressing from their current state to an improved level of organizational project management maturity, with optimum utilization of resources.

OPM3 can enable an organization to improve its ability to achieve its strategic goals through these three interdependent elements— **Knowledge, Assessment and Improvement**. Once an improvement plan has been established, the organization would implement appropriate developmental activities to attain the capabilities necessary to increase its organizational project management maturity.

### AUTHORIZATIONS IN SUCCESS



### OUR PRESTIGIOUS CLIENTS

IBM	Fidelity	Infosys
Accenture	HCL	INTEL
Atos	EMARATECH	L&T Infotech
Microsoft Corporation	Emirates	Nigerian Petroleum Dev Co(NPDC)
Bank of America	Emirates Nuclear Energy Corporation	Oman LNG
Abudhabi Chemical Co. (ChemaWEyaat)	Emirates NBD	Oman Methanol Company
Abudhabi Islamic Bank	ETA Star	Oman Oil Company Exploration & Production
Abudhabi Sports Council	Ethad Airways	Oracle University
ADGAS	Exceed IT Services	Petrofac
ADMA OPCO	Farah Leisure	Petroleum Development Oman
Advance Electronics Co. (Saudi)	Kahramaa (Qatar Electricity)	Qatar Airways
Al Hosn Gas	King Fahad National Library	Qatar Aluminium (QATALUM)
Capital Market Authority (Saudi)	KPMG Nigeria	Saudi Aramco
Computer Network Systems	Ma'aden Aluminium	SERCO
Dept of Municipal Affairs (Abu Dhabi)	MAF Carrefour	Smart Vision
Dept of Transport - Abudhabi	MAF Fashions	State Audit Institute - Oman
DEWA	Majid Al Futtaim (retail)	Supreme Group
Diyar United Co (Kuwait Oil Co.)	MICROSOFT Gulf	TANFEETH
Dubai Airports	Ministry of Defence (Oman)	TechNIP
Dubai Aluminum	Mohammed Bin Rashid Housing Est.	Total E&P Yemen
Dubai Ambulance Service	National Finance - Oman	Western Region Dev. Council
Dubai Civil Aviation	National Solidarity Program (Afghanistan)	YemenLNG
Dubai Courts	NAWRAS (Oman)	ZADCO
Dubai Police	MEDA	ZAMBIA Revenue Authority
Education (IBM Egypt)	TTCL	Kenya Commercial Bank
TanESCO	Airtel	Tanzania Revenue Authority
Bank of Tanzania	Ministry of Finance (Tanzania)	TATA MOTORS
CTS	Godrej	ICICI
Genpact	TCS	Reliance
Siemens	Tata Motors	Capita
UHG	Nomura	Capgemini
Synechron	NTT Data	Bajaj
Allianz	Principal Financial	

## FRAMEWORK FOREST



### MR. VISHAL VYAS

CGEIT®, CRISC®, ITIL® Expert, TOGAF, ISO38500 Lead IT Governance Manager, ISO 20000 Lead Auditor, ISO20000 Lead Implementer, ISO27005 Lead Risk Manager, COBIT®5 Implementer, COBIT®5 Assessor  
**Vice President - GeTSM**

When you have enough years of IT experience under your belt, you have already spent most of these years in 'developing', 'coding', 'testing', 'assessing', 'validating', 'fixing', 'responding to', 'building', 'structuring', 'connecting', 'migrating', 'planning' and 'controlling' stuff. Someone in IT has to do these activities all the time, then and only then, all applications, databases, servers, networks, databases will be usable by business.

But after spending some years in IT, you have already started thinking that, "Do I really need to do all this stuff or can I now move on to directing and steering my technology environment."

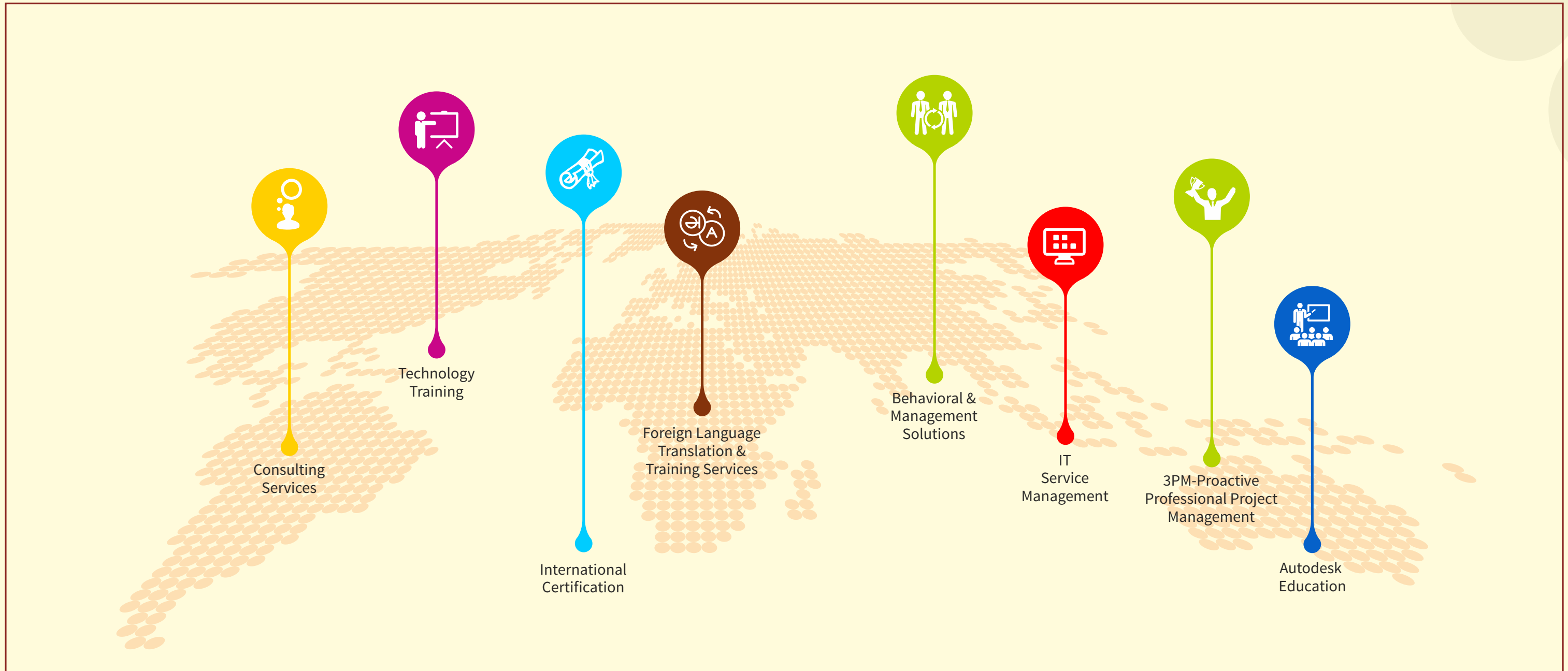
Business wants a strong, reliable partner in technology environment all the time. CIOs are being invited to boardrooms, and business decisions are becoming increasingly technology decisions.

CIO probably understands this need of being a reliable business partner in taking technological decisions that makes business sense. However, the challenge is that there is no silver bullet for this.

- There are frameworks and trainings available to make you a great service support and service delivery manager, viz. ITIL.
- There are frameworks and trainings available to make you a great project manager, e.g. PMP and Prince2
- There are frameworks and trainings available to make you a great Information Security head, viz. CISA, CISM etc.
- There are frameworks and training available to make you a great IT control professional, e.g. COBIT, SOX.

But there is no single framework for making a you a good CIO, the role is simply too complex and too vast to be covered by one framework. Hence in the interest of the next best career move, you want to know what management framework/ standard is most suitable for you to learn.

### Services & Offerings



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*“WE made  
the difference”*