



South-South

LEARNING VISIT FEBRUARY 8-21 **INDIA**

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Name: Rajiv Vaishnav

Title: Vice President

Company: NASSCOM

URL: <http://www.nasscom.in/>

Rajiv Vaishnav is the Vice President - Member Outreach at NASSCOM, the premier trade body and the 'Chamber of Commerce' for the IT-BPO industry in India. He is responsible for member outreach and is simultaneously leading several forums at NASSCOM. As part of the member outreach, he conceptualizes and implements the development of multiple touchpoints for members by synergizing NASSCOM and its member companies' interests and objectives, at both the regional and national levels.

Additionally, he also leads the Remote Infrastructure Management (RIM) Forum, Emerging Companies Forum, Product Forum, Engineering Services Forum, Animation Forum, Quality Forum, Captive and the Women in Leadership initiatives.

Rajiv has been with NASSCOM for six years, and has rolled out NASSCOM's Western Region operations with setting up of its first regional office in Mumbai, and later the Pune office. As the Regional Director for Western Region, he has initiated several state level activities and events in Maharashtra, Gujarat, Madhya Pradesh, Chhatisgarh and Goa. He has been an instrumental part of NASSCOM's Trusted Sourcing Initiative and has led the Cyber Labs initiative in Mumbai, Thane and Pune in partnership with the enforcement agencies.

His previous work experience of nearly 25 years spans across the corporate and not-for-profit sector, he was the Director, TiE Mumbai before joining NASSCOM and played a key role in establishing the organisation grass-root upwards in India. He has worked with Indo-

American Chamber of Commerce (IACC), Franchising Association of India (FAI) and US-Environment Resource Center (US-ERC). In the corporate sector, his experience includes stints with Emery Worldwide and Air

Express International.

At NASSCOM, Rajiv has administered several outward trade delegations including those to International Franchise Expo '99, USA, Emerging Companies delegations to CeBIT Australia - 2005, 2006; emerging companies' delegation to Silicon Valley - May 2007. He has represented NASSCOM in the International Advisors Council to the Mayor of Luwan District in Shanghai, China and E-Sports Symposium in Seoul, Korea. Rajiv was invited by the U.S. Government to participate in their International Visitors programme on US Trade and World Market.

Rajiv is a Science graduate from Mumbai University, and is very passionate about realising the potential of the Indian IT industry. In addition to his work profile, he is equally enthusiastic about developing new IT destinations in the country, and fostering platforms for Industry-academia interactions as he believes these are the two most critical requirements for the Indian IT industry to maintain its globally **AP Government**. All contact details of Government officials from Andhra Pradesh's IT department can be found at:http://apit.ap.gov.in/pages/contact_us.html