





# *Sessionwise Schedules*



**LUCKNOW MANAGEMENT ASSOCIATION**  
**Annual Convention 2015**  
**on**  
***Developing Smart Cities: Imperatives and Challenges***  
**(December 04, 2015, Scientific Convention Centre)**

**INAUGURAL SESSION**

**10.00 am to 11.00 am**

9.47 am	Arrival of Hon'ble Governor
9.47 am to 10 am	National Anthem
10 am to 10.05 am	Lighting of Lamp Presentation of Bouquets Recitation of LMA's Vision & Mission By Mr. A.K. Mathur Director Convention
10.05 am to 10.10 am	Welcome address & Introduction to theme Mr. Alok Ranjan Chief Secretary U.P. and LMA Chairman Convention
10.10 am to 10.15 am	Release of Convention Journal 2015
10.15 am to 10.35 am	Keynote address 1: Dr. Sudhir Krishna, Former Secretary, Ministry of Urban Development
10.35 am to 10.55 am	Keynote Address 2: Mr. D.S. Mishra Additional Secretary, Ministry of Urban Development
10.55 am	Presentation of Mementos Mr. Sada Kant Principal Secretary Housing U.P. Govt & Co Chair LMA Convention
10.55 am to 11.10 am	Inaugural Address Shri Ram Naik Hon'ble Governor of Uttar Pradesh
11.10 am	Vote of thanks Mr. S.P. Singh OSD Dept of Urban Development, U.P. Govt & Co Chair LMA Convention National Anthem
<b>11.10 am to 11.30 am</b>	<b>Tea &amp; fellowship</b>

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**Annual Convention 2015**  
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***Developing Smart Cities: Imperatives and Challenges***  
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**Session 1: Establishing Smart Governance**  
**11.30 to 12.50 pm**

**Session Chairman**  
***Mr. Sudhir Krishna***

Former Secretary Urban Development  
Govt. of India

11.30 am	Announcement of Session 1
11.30 am to 11.35 am	Opening Remarks by Session Chairman
11.35 am to 12.00 noon	Mr. Sanjiv Mital, CEO National Institute of Smart Governance
12.00 noon to 12.25 pm	Mr. Jagan Shah. Director NIUA
12.25 pm. to 12.45 pm	Open House
12.45 pm to 12.50 pm	Summing up by Session Chair
12.50 pm	Presentation of Mementos
12.50 pm to 01.30 pm	LUNCH

**Session 2: Creating Sustainable Physical Infrastructure**  
**01.30 pm to 02.50 pm**

**Session Chair**  
***Mr. Kumar Keshav***

Managing Director  
Lucknow Metro Rail Corporation

01.30 pm	Announcement of Session 2
01.30 pm to 01.35 pm	Opening Remarks by Session Chairman
01.35 pm to 01.55 pm:	Mr. Kishor Nathani Sr Vice President Urban Mass Transit Company Ltd

01.55 pm to 02.15 pm:	Dr. Prashant Pradhan Director Smarter Planet Business Cities IBM (India & South Asia)
02.15 pm to 02.35 pm:	Mr. Gaurav Agarwal Director Operations & Sales, Public Sector Cisco
02.35 pm to 02.45 pm	Open House
02.45 pm to 02.50 pm	Summing up by Session Chairman
02.50 pm	Presentation of Mementos by Director Convention

**Session 3: Social and Economic Infrastructure of Smart Cities  
2.50 pm to 3.50 pm**

**Session Chair**

2.50 pm	Announcement of Session 3
2.50 pm to 2.55 pm	Opening Remarks by Session Chairman
2.55 pm to 03.15 pm	Mr. R.K. Jha, CEO, IL&FS, Smart City Initiative
03.15 pm to 3.35 pm	Dr. Sumit D Chowdhury, Founder GAIA Smart Cities & Former President, Reliance Jio
3.35 pm to 3.45 pm	Open House
03.45 pm to 03.50 pm	Summing up by Session Chairman
03.50 pm	Presentation of Mementos by Director Convention

**Session 4: Environment Sustainability and Improved Energy Efficiency**

3.50 pm to 4.50 pm	Session Chair
03.50 pm	Announcement of Session 4
03.50 pm to 03.55 pm	Opening Remarks by Session Chairman
03.55 pm to 04.15 pm	Mr. Pradeep Kumar Senior Fellow TERI

04.15 pm to 04.35 pm	Dr. O.S. Sastry Director General National Institute of Solar Energy
04.35 pm to 04.40 pm	Open House
04.40 pm to 04.45 pm	Summing up by Session Chairman
04.45 pm	Presentation of Mementos by Director Convention

### **Valedictory Session**

4.45pm to 5.30 pm	
04.45pm	Arrival of Chief Guest Hon'ble Chief Minister, Uttar Pradesh Presentation of Bouquets and Memento*
04.45 pm to 4.50 pm	Welcome address Mr. Sada Kant Co Chairman LMA Convention
04.50 pm to 05.10 pm	Valedictory Address Ms. Karuna Gopal President Foundation of Futuristic Cities
5.10 pm to 5.20pm	Conferment of Annual Awards by Mr. Alok Ranjan Chief Secretary, Uttar Pradesh
5.20 pm to 5.30pm	Address by Mr. Alok Ranjan Chief Secretary, Uttar Pradesh
5.30 pm	Vote of Thanks Mr. Sumer Agarwal Sr. Vice President LMA
5.30pm	H I G H T E A



# *Profiles of Panelists*



**Shri Ram Naik**  
**Hon'ble Governor, Uttar Pradesh**



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**Brief Introduction**  
(1st January, 2015)

Shri Ram Naik was designated as the Governor of Uttar Pradesh by Hon'ble President of India on 14th July 2014 and took the oath of office on 22nd July, 2014 at Lucknow, the capital of Uttar Pradesh. Subsequently he was also designated as the Governor of Rajasthan on 5th August, 2014 and held the additional charge for Governor of Rajasthan from 8th Aug. 2014 to 3rd Sept. 2014. Shri Naik was felicitated with 'National Eminence Award' in Mumbai on 13th December, 2014 by Pujyasri Jayendra Saraswati Swamigal of His Holiness Jagadguru Sankaracharya of Kanchi Kamakoti Pectam. The previous awardees included former Prime Minister Bharat Ratna Shri Atal Bihari Vajpayee, former President late Dr. Shankar Dayal Sharma, Bharat Ratna Dr. A.P.J. Abdul Kalam, etc.

Shri Naik was the Cabinet Minister of Petroleum & Natural Gas in the Government led by Shri Atal Bihari Vajpayee from 13th October 1999 to 13th May 2004. After creation of a separate Ministry for Petroleum & Natural Gas in 1963, he has a rare distinction to be the only Petroleum Minister to head the ministry for full five years. In the earlier Cabinet, he was Minister of State for Railways (Independent Charge), Home Affairs, Planning & Programme Implementation and Parliamentary Affairs (from 13th March 1998 to 13th October 1999), a record number of Ministries indeed at one time! He was a member of BJP National Executive Committee and also the National Convener of 'Good Governance Cell' specially constituted to enhance efficiency and performance of Ministers in BJP ruled states. Shri Naik decided that he would not contest 2014 Lok Sabha election and would continue to work for BJP sharing his political experience. The decision was announced in a press conference held on 25th September 2013,

the birth anniversary day of Pandit Deendayal Upadhyay who led Bharatiya Jana Sangh by his characteristic simplicity and expounded the theory of Integral Humanism. In 2014 Lok Sabha elections, BJP candidate Shri Gopal Shetty nominated from his North Mumbai constituency secured highest votes 6,64,004 and also the highest margin of 4,46,582 in Maharashtra. Shri Naik was his Election - in - charge.

When Shri Naik took over as a Minister of Petroleum & Natural Gas in October 1999, the waiting list of LPG for domestic cooking purposes was 1 crore 10 lakh. During his tenure he not only liquidated the waiting list but also gave 3 crore 50 lakh new connections against 3 crore 37 lakh connections in previous 40 years. He also introduced 5 kg cylinders to cater to the needs of families in lower income group in hilly regions as well as urban slums. The LPG cylinders were available on demand. He planned many programmes to overcome 70% dependence on import of crude oil and also started their implementation. Important among them was production of ethanol as a by-product in sugar factories, which would be blended upto 10% with petrol to be used as transport fuel. The Petroleum Ministry also allotted Petrol Pumps and LPG Distributorships to widows/dependents of Defense Personnel who laid down their lives in Kargil war. Brave women and men of those security personnel who lost their lives in protecting Parliament House from attack by terrorists in December 2001 were also awarded Petrol Pumps for their supreme sacrifice. In order to reduce pollution by vehicles run on petrol-diesel, he introduced CNG in Delhi and Mumbai. At present 1.40 lakh autorikshaw, 53 thousand taxies, 7,500 private cars and 8,400 buses-trucks-tempoes run on CNG in Mumbai. Instead of LPG cylinders for cooking, he introduced more safe, easy to use and also comparatively cheaper pipe gas for cooking. Presently 7 lakh families in Mumbai and 1,900 small industries are using PNG in Mumbai.

Shri Ram Naik is known as a friend of Mumbai suburban railway commuters. He started organising suburban commuters by founding 'Goregaon Pravasi Sangh' in 1964. A commuter activist turned into Minister of State for Railways in 1998, he got established the Mumbai Rail Vikas Corporation for providing better facilities to 76 lakh commuters who travel in the world's most over-crowded suburban trains in Mumbai. He was instrumental in starting 'Special Ladies Local Trains' in Mumbai for the first time in the world. Extension of suburban section of Western Railway upto Dahanu, 12 coach rakes, computerized reservation centres at various places, quadruplicating of railway lines from Borivli to Virar and 6 tracks of railway

line from Kurla to Kalyan are a few of the important works in the city for which Shri Naik was instrumental. The dynamic decision of banning sale of cigarettes and bidies on railway platforms and trains was taken during the regime of Shri Naik. The innovative idea of inviting commuters' suggestions for naming new trains is a brain-child of Shri Naik. He was also instrumental in providing relief to commuters affected in bomb-blasts of suburban trains on 11th July 2006. Dahanu-Churchgate locals have been commissioned from 16th April 2013, thereby increasing the distance of suburban section from 60 Kms. to 124 Kms. on Western Railway.

Shri Ram Naik who represented North Mumbai Lok Sabha Constituency from Maharashtra as a BJP MP has a track record of getting elected successively for five terms. Earlier he got elected as an MLA for three consecutive terms from Borivli Assembly Constituency, which is a part of his Parliamentary Constituency. In the elections for the 13th Lok Sabha, he secured 5,17,941 votes, which were the highest votes secured by an M.P. in Maharashtra. He created a new record of getting elected successively eight times from Mumbai. He used to present his annual Performance Report to the voters as people's representative to uphold the democratic principle of accountability. Even after becoming Governor, he has presented the report of first three months on 20th October, 2014 under the caption 'Ram Naik in Raj Bhavan'.

Shri Ram Naik, a seasoned Parliamentarian was the Chairman of the prestigious Public Accounts Committee in 1995-96. He was the Chief Whip of BJP in the 11th Lok Sabha. He also contributed significantly in the Parliamentary debates as well as in important committees like Joint Parliamentary Committees for Security Scam and Empowerment of Women, Railway Convention Committee, etc. He was also a member of the Chairman's Panel to preside over the Lok Sabha proceedings.

Shri Naik has been instrumental in singing 'Vande Mataram' in the Parliament. He successfully prevailed upon the Government to change the name 'Bombay' in English and 'Bambai' in Hindi to its original Marathi name 'Mumbai'. It is his brain-child, which made available Rs. 1 crore annually to each Member of Parliament for need based small development projects in his constituency. This amount was increased to Rs. 2 crore during his tenure as Minister of State for Planning & Programme Implementation. It has been subsequently increased to Rs. 5 crore. He also introduced, in the capacity of a Private Member, a Bill for 'Promotion of Breast Feeding and Ban on

Advertisements of Baby Foods'. The Bill was subsequently adopted by the Government and became an Act.

Born on 16th April 1934, at Sangli in Maharashtra, Shri Ram Naik had his early school education at Atpadi in Sangli District and secured B.Com. degree in 1954 from Brihan Maharashtra College of Commerce, Pune and LL.B. degree in 1958 from Kishinchand Chellaram College, Mumbai. He started his career in the Accountant General's Office, Mumbai as an Upper Division Clerk. In due course he rose to higher posts and also worked as a Company Secretary and Management Consultant till 1969. He has been a R.S.S. Swayamsevak from his childhood.

On the organizational wing of the political party, he started as a grass-root worker of the erstwhile Bharatiya Jana Sangh. In 1969, he resigned from the service to work as the Organising Secretary of Mumbai unit of Bharatiya Jana Sangh. He continued to work in that capacity for eight years. He was also President of BJP Mumbai unit for three terms. He was a Special Invitee of National Executive Committee and also the National Convener of 'Good Governance Cell'.

Shri Naik has personally pleaded for rehabilitation of project affected persons of Tarapur Atomic Power Project III and IV in Mumbai High Court from 2004. The long awaited justice is on way. Shri Naik has also written a book 'Saga of Struggle' which narrates the case. The book is translated version of his original Marathi book 'Gatha Sangharshachi'. With Shri Naik's initiative, a petition was submitted to the Rajya Sabha on 5th December 2007 for empowerment and rehabilitation of the leprosy affected families. The Committee on Petitions have submitted their report to the Rajya Sabha on 24th October 2008. He is also the President of the International Leprosy Union, Pune from 23rd November 2012. The NGO was founded in 1987 by the renowned sociologist Dr.S.D.Gokhale .

Shri Naik, a winner of eight elections, has also won over the serious disease of Cancer in 1994. He has devoted full time for the Party and also the social work stating that in recovery from Cancer, he got the 'bonus' of his life and that he would utilize it in the Service of the Nation. Shri Naik is a unique personality, known for his awareness and his eye for the details. He is respected for his honesty, wide networking and public contact, as also for his remarkable competence.

After being designated as a Governor, Shri Naik has resigned from the membership of the Bharatiya Janata Party and all its posts on 15th July 2014.

## Shri Ashok Kumar Khurana



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### Mr. Alok Ranjan

#### Academic Qualifications

1. B.A. (Hons.) Economics from St. Stephen's College Delhi University, Delhi
2. MBA from Indian Institute of Management, Ahmedabad (IIMA)

#### Work Experience

1. Joined the IAS in 1978 after securing fourth rank in the All India IAS Entrance Examination
2. District Magistrate & Collector of Ghazipur, Banda, Ghaziabad, Agra & Allahabad
3. Five years experience in Industry as General Manager, Cement Corporation, Managing Director, UP. Spinning Mills, Additional Director, Industries
4. Municipal Commissioner, Allahabad
5. Secretary, Basic Education, Govt. of UP.
6. Secretary, Finance and Secretary, Information GoUP.
7. Secretary to Chief Minister, Go UP.
8. Joint Secretary, Defence, Govt. of India
9. Managing Director, NAFED, Ministry of Agriculture, Govt. of India
10. Principal Secretary, Technical and Vocational Education, Social Welfare and Planning, Govt. of UP

11. Served as Principal Secretary, Urban Development, Environment and Homeguards, Govt. of UP.
12. Also worked as Infrastructure & Industrial Development Commissioner (IIDC) & Agriculture Production Commissioner (APC)
13. Currently Chief Secretary, Govt. of UP & President, LMA

### **Other Interests**

*Has written two Books:*

1. **The Collector Today**
2. **Towards Adult Literacy in India**

Has contributed several articles to 'Economic Times', Hindustan Times, Times of India and other magazines



## **Dr. Sudhir Krishna**

(sudhir.krishna@gmail.com; +91-8800388000)



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Dr. Sudhir Krishna is Chairman of the Expert Committee on determining the Standards for the Smart Cities, set up by the Bureau of Indian Standards and Adviser to the Government of Switzerland for the project on Capacity Building for Climate Resilient Cities in India. He is also a member of the Expert Panel of Advisers for the Central Vigilance Commission.

He was a member of the Indian Administrative Service for 37 years, till superannuation in June 2014 as Secretary, Ministry of Urban Development, where he was in-charge of urban planning, infrastructure development and urban transport. He was also Chairman of the Metro Rail Companies of Bangalore, Chennai, Delhi, Kolkata and Kochi and the Urban Mass Transit Company, a PPP venture. He had also initiated several new Metro Projects in cities including Lucknow, Nagpur and Pune and many BRTS projects.

Dr. Sudhir Krishna has held other senior positions also in the Central Government as Additional Secretary (Panchayati Raj), Joint Secretary (Fertilisers), Joint Secretary, 11<sup>th</sup> Finance Commission and Senior Deputy Director, LBS National Academy of Administration, Mussoorie and in the Government of Karnataka, as Metropolitan Commissioner, BMRDA, Principal Secretary, Public Works, Ports & Inland Water Transport, Commissioner of Commercial Taxes, Director Sugar, Divisional Commissioner, Deputy Commissioner, etc. He also worked in the Govt of UP as Deputy Secretary in the Institutional Finance Department.

## Brief Profile of Shri D.S. Mishra



Shri D.S. Mishra belongs to 1984 batch of Indian Administrative Service (IAS) from Uttar Pradesh cadre. He is currently working as Additional Secretary in the Ministry of Urban Development, Government of India, New Delhi.

He has served in various assignments in Union and State Governments. He has worked as Director (Personnel) and Joint Secretary (Foreigners) in the Ministry of Home Affairs, Chief Vigilance Officer, Airports Authority of India, and Joint Secretary in the Ministry of Mines in Government of India. His significant assignments in the State Government of Uttar Pradesh have been Principal Secretary to the Chief Minister, Principal Secretary, Urban Development, Tax & Registration and Civil Aviation departments, Secretary, Medical & Health-cum-Project Director, World Bank funded UP Health System Development Project, Collector & District Magistrate of Agra and Sonbhadra districts, Vice Chairman of Kanpur Development Authority and Special Secretary, Tourism, Sports and Civil Aviation.

Shri Mishra is B. Tech. in Electrical Engineering from Indian Institute of Technology (IIT), Kanpur. He obtained the degrees of MBA (International Business) from University of Western Sydney (UWS) Macarthur, Australia, Post Graduate Diploma in Human Resource Management from All-India Management Association (AIMA), New Delhi and Post Graduate Diploma in Democratization, Governance and Public Policy from Institute of Social Studies (ISS), The Hague, The Netherlands. He has shown keen interest in promoting good governance in the Government. He has published various papers on the subjects related to governance, public administration and development administration in national/international journals and books.

He has participated in national/international conferences/ seminars/ workshops/ training programmes and delivered lectures in various training institutes/universities. He was a visiting faculty in the University of Guelph, Canada in the Fall Semester of 2006.

Shri Mishra is committed to good governance in the public administration. He is fond of trekking, sports and reading.

## Mr. Sanjiv Mital



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Sanjiv Mital, the CEO of NISG, is an IT and telecom industry veteran with over 35 years of experience in the industry. He is an engineer from IIT Kanpur with a post graduate degree in management from IIM Kolkata.

He started his career in the IT industry and has cross- functional senior- level experience in IBM, Wipro, and Bharti Telesoft, in India and in Singapore.

He took on the challenge of furthering the cause of e-governance in India by taking over as CEO of NISG in 2009. Under his leadership, NISG has been spearheading several Mission Mode Projects for Ministries of Health, Education, Company Affairs etc. Under his leadership, NISG has diversified into many areas in e-Governance to ensure successful completion of e-governance projects in India.

He is also actively involved in mentoring young and emerging technology companies.

**Prof Jagan Shah**  
**Director,**  
**National Institute of Urban Affairs (NIUA)**



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Jagan Shah is the Director of National Institute of Urban Affairs, the premier thinktank associated with the Ministry of Urban Development, Government of India. The institute conducts research, policy and evaluation work for the Ministry and is presently also executing projects supported by Cities Alliance, Asian Development Bank, Rockefeller Foundation, Bernard van Leer Foundation, Tata Trusts, the Bhubaneswar Development Authority, City & Industrial Development Corporation of Maharashtra and Bill & Melinda Gates Foundation.

NIUA is the national PMU for the HRIDAY Scheme for heritage cities. It is also the strategic partner and 'single window' for the capacity building programme to support the AMRUT Mission for the renewal of 500 Class-I cities in India. NIUA is also deeply involved with the formulation and roll-out of the Smart City Mission.

Shah has 20 years of professional work experience in various aspects of urban development in India. He studied Architectural Design from School of Planning & Architecture (SPA), New Delhi and Architectural History & Theory from the University of Cincinnati and Columbia University in New York. He has served as the Director of Sushant School of Architecture, Gurgaon and has taught at the School of Planning & Architecture (SPA) from 1998 till 2006. From 2007 to 2010, he was the Chief Executive of Urban Space Consultants, providing consultancy in policy formulation, spatial planning, heritage conservation, transportation and livelihoods development.

Shah has advised the revision of the Regional Plan 2021 for the National Capital Region, has devised intervention strategies for the India Foundation

for the Arts and the Sir Ratan Tata Trust, and has executed large scale urban design assignments such as 27 stations for the Regional Rapid Transit System for the NCR and the Master Plan for the Mizoram University campus in Aizawl. He was a member of the Committee set up by the Ministry of Home Affairs to identify a site for the new capital of Andhra Pradesh and is presently a Member of the Committee set up by the Ministry of Urban Development to amend the Delhi Development Act 1957. He serves as Independent Director on the Board of Delhi Integrated Multi-Modal Transport System (DIMTS), a JV of Delhi Government and IDFC.

Shah was a founding member of the Modern Asian Architecture Network, which was established in 2001 to champion the cause of modern heritage in Asian cities. He has contributed writings to a large number of Indian and international publications. He has authored 'Contemporary Indian Architecture' (Roli, 2008) and co-authored Building Beyond Borders (NBT, 1995) with Satish Grover. His next book, '5000 Years of Indian Architecture: From River Valley to Metropolis' will be published by Roli Books.

**Kishor Nathani**  
Sr VP UMTC



**MSc, MBA (Materials)**, 6 months executive programme at IIML, is a professional with three decades of experience and proven leadership in the realm of transport, logistics and supply chain in the government and private sector. He has provided strategic direction to organisations which has impacted bottom-lines, big and small. He is conversant with trends and policies especially of MoUD, MoRTH, MOD and infrastructure sector. He is adept at visualising business models, assisting in bringing financial closures through PPP, multilateral agencies and govt/ viability gap funding/ committed outlays. He has undertaken and delivered on Concept to Commission' approach encompassing planning, project management and operations. Executed on strategies in procurement, contracting and sourcing from manufacturers and vendors. He is well exposed to all functions/ departments from operations to HR and administration.

Presently, Kishor is Sr VP UMTC a JV of MOUD which he joined in 2008. In UMTC he is dealing with and as

### **Head Business and Strategies**

Enabling re-emergence of UMTC as one stop shop on bus based public transport subject

Diversified and expanded the advisory and asset light business and delivered on margins

Established professional and lasting relationships

## **Project Director of JnNURM Transport Projects/ Detailed Project Reports (2009 and 2012 schemes, 13000 buses)**

Lead a team and prepared over 40 project reports leading to sanction of conservatively Rs 2500 Crores of central govt grants for purchase of buses and development of civil and technology infrastructure; brought about viability / financial closures through public and private sector investment tools

As Committee / team member assisted MoUD in creation of Urban Bus Specifications, model operations contract documents

Over sighted a team for transaction advisory/ bid process management for procurement of buses (10 cities) and operators (5 cities)

Conceptualised and created Unified Metropolitan Transit Authorities (UMTAs), Urban Transport Funds (UTFs), SPVs and profit centres across various states

Conceived the Parking, Advertising and Intelligent Transit System (ITS) policies

## **Project Oversight of Surat Bus Rapid Transit (BRT) (2011- till date,60 Kms, Rs 700 crores)**

Project management services for development of infrastructure, sourcing of funds, operation of buses, creation and management of SPV, transaction advisory / bid process management

## **Oversight Director of Nagpur City Bus Operations (2012 till date, 470 buses, 1500 resources)**

Under a management contract from IL&FS Transportation Network SPV, brought about complete turnaround, revenue and cost optimisation (EPKMs and CPKMs) leading to operational break even (presently Rs 39 per km)

Renewed infrastructure planning and development, customer strategies, technology deployment, sourcing of human and material resources

Planned financial commitments towards capex and opex and managed cash flow

Development of cost centres and allocation of over heads



Created a platform for renegotiation of concession agreements / commitments from central, state, municipal authorities and SPV towards viable and sustainable long term bus operations

### **Head of new Business Initiatives**

Advisory services for High Security Registration Plates

Business/ feasibility study on use of Alternate Fuels (Bio CNG, Ethanol, Bio diesel) for public transportation in Nagpur city

Asset light aggregation model for trucking industry for freight /good transport

Technology enabled municipal parking, business and transaction models

Bus based Intelligent Transit System (tracking, revenue collection, passenger information dissemination and control centres)

Operations of buses under the 'Gross Cost Model' for municipal transport

### **Director New Delhi Hop on Hop Bus Services JV SPV (2010 till date)**

First of it's kind organised tourist and VAS, a value for money

### **Contributor towards City Mobility Plans (10 cities)**

Urban freight and bus based public transport planning

Transit Oriented Development and mixed land use and transport

Alternate assessment and development of mass transport systems like BRTs etc

### **Other Functions**

Head HR, employee benefits and appraisals

Inter corporate harmonisation of departmental functions

### **Previous Positions Held**

Head of Materials and Technical Stores, Military College of Electronics and Mechanical Engineering, Secunderabad, 2006- 2007

Chief Operating Officer, Logistics Company, Bikaner, 2003-2006

Faculty of Higher Logistics Management, College of Materials Management, Jabalpur, 2000-2003

Head Logistics Maintenance Company, Nagaland, 1998-2000

Logistics Manager, Logistics Company, J&K, 1996-1998

Faculty Logistics Services, College of Materials Management, Jabalpur, 1993-94

Manager, Logistics Sub Depot, Punjab, 1990-93

Assistant Manager, Materials, Punjab, 1988-90

Assistant Manager, Administration & HR, Rajasthan, 1987

**Kishor Nathani**

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**Dr. Prashant Pradhan**  
**Director**  
**Smarter Planet business for India and South Asia,**  
**IBM**  
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Prashant runs IBM's Smarter Planet business for India and South Asia, with a portfolio covering Smarter Cities, Analytics and Smarter Commerce. Prashant is a senior executive at IBM with experience spanning IBM Global Services and IBM Research, across multiple geographies.

Prashant joined IBM in 2001 as a Research Scientist at IBM's Thomas J. Watson Research Center in New York, after completing his PhD in Computer Science from State University of New York, Stony Brook. He received his bachelor's degree in Computer Science from IIT Delhi in 1996.

Prashant moved to India in 2007 on an IBM international assignment, eventually moving to the India South Asia Business in 2008. During his tenure in India, Prashant was responsible for IBM India's maiden deals in key industry verticals including Telecom Passive Infrastructure, Renewable Energy and Financial Inclusion.

Prashant is a recipient of numerous corporate and academic awards and honors. He has served as chairman, panelist and speaker in leading local and international forums, press and media

**Mr. GAURAV AGARWAL**  
**Sales & Operations Director. Public Sector**  
**Cisco**

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A dedicated and enthusiastic up line manager, able to motivate sales teams to perform at their best, meeting stretch business objectives and developing strong client and partner relationships.

- IBM Hundred Percent Club member in all roles across multiple years
- Business and Technical Leadership Team at IBM
- Worldwide Software Group Olympic Team Member
- Attended Premium Learning programs from Chicago Business School and University of Boston nominated by IBM
- Multiple IBM Awards for Sales Performances through the years

**WORK HISTORY**

*Oct 2014* Sales & Operations Director. Public Sector  
*to Cisco (Based in Gurgaon)*

*Current*

Up line Manager with Sales Responsibility for all Central and State Government business for Cisco in India.

Grew Business 18% year on Year and was 105% of Plan

Selected as one of the top People Mangers in AP

*Apr 2013* Business Unit Executive Software Middleware Group  
*to IBM (Based in Gurgaon)*

*Sep 2014* Up line Manager with Sales Responsibility for 5 software group brands for India South Asia. Manage a sales team of 5 Managers and an overall team size of 65 people.

- Grew Business 35% year on year
- Met Revenue objectives and gained market share

- Jan 2011* Regional Executive Software Group  
*to* IBM (Based in Gurgaon)  
*Mar 2013* Up Line Sales Role for all customers in North and East. Managed a sales team of 4 Managers and an overall team size of 45 people.
- Grew Business 20% year on year
  - Marquee wins in both Government and Private Sector
  - Business through strong relationships with System Integrators
- Jul 2008* Business Unit Executive Tivoli Software  
*to* IBM (Based in Mumbai)  
*Dec 2010* Up line Sales Manager for Tivoli Sales across India South Asia. Team had 2 Managers and 15 sellers.
- Grew Business 30% year on year and gained share
- Mar 1999* General Manager Power Systems  
*to* IBM (Based in Delhi, Bangalore & Mumbai)  
*Jun 2008* Multiple roles starting from a Brand Sales Specialist in 1999 to running the India South Asia business for Power Systems in 2008.
- Grew business from 10 M USD in 1999 to 60 M USD in 2008
  - Grew Share from 10% to 40% in the Unix Market
  - Personally drove marquee wins across India South Asia

## EDUCATION

- Jul 1997* Indian Institute of Technology  
*to* Delhi CGPA 8.48  
*Mar 1999* MBA
- Jul 1992* Manipal Institute of Technology  
*to* Manipal, Mangalore University  
*Jun 1996* Bachelor of Engineering: Mechanical Passed with Distinction

## About Me

An extrovert dependable person who cherishes all relationships. An avid sports player and debater having represented University in swimming & debating competitions. A movie buff and a reader drawing inspiration from stories that I see and read. Just completed PADI Certified Open Water Diver certification

## Profile of Shri. R. K. Jha



Mr Ramakant Jha has recently joined as CEO of Smart City Initiative in IL&FS assisting the various state Govt, and Central Govt. in progressing Smart City Projects.

Prior to this Mr. R K Jha, was Managing Director & Group CEO, Gujarat International Finance Tec-City Co. Ltd. (GIFT), (a joint venture of Government of Gujarat (GoG) and Infrastructure Leasing & Financial Services Ltd. (IL&FS), for developing a Global Financial Services hub in Gandhinagar, Gujarat. He has about 50 years of professional experience in planning, design, project development, execution (including financing), research & development of large projects covering Town Planning, Transportation Planning, Detailed planning and design of Integrated Urban infrastructure as well and execution of the Projects.

Mr. R. K. Jha was born on 18th July 1945. Mr. Jha is a Civil Engineer, has Master's Degrees from India, Canada, U.K. and USA with specialization in Transportation Engineering and Project Financing.

His assignments include Head of Transportation & Communication, Dept. of City and Industrial Development Corporation of Maharashtra (CIDCO), New Town Development Authority of Navi Mumbai for over 25 years, Executive Director of the Maharashtra State Road Development Corporation (MSRDC), a specialized agency of the Government of Maharashtra for Transport Infrastructure development in Maharashtra state. A Professor of Civil Engineering at Indian Institute of Technology (IIT), Mumbai, visiting Professor at a number of prestigious national institutions like, Indian Institute of Management (IIM) Bangalore, Delhi School of Planning & Architecture, New Delhi, Railway Staff College, Baroda, etc.

President / Executive President of Navi Mumbai Special Economic Zone (NMSEZ) and Project Director of Transportation Infrastructure Business Group (TIBG) of NMSEZ/MSEZ

Some of the important projects to his credit are planning and development of Navi Mumbai, a city of 2 million, Mass Rapid transit of Navi Mumbai, planning of International Airports at Navi Mumbai, Multimodal International Hub Airport at Nagpur, Western Freeway Sea Link, Mumbai Trans-Harbour Link, Mass Rapid Transit Systems of Thane city, Nagpur city and Pune City, Planning of Goshree Island at Kochi and Planning of New Mahabaleshwar Hill Station, planning of SEZ at Navi Mumbai.

He has pioneered many large projects on BOT format, and has extensive experience in developing such projects from concept to implementation. He has been a member of many important expert committees of Govt. of India, Maharashtra Govt. and professional bodies. He is widely travelled and well respected in professional and concerned Govt. circles.

## Dr. Sumit D. Chowdhury



Sumit is a global thought leader and CXO in the field of Smart Cities, Telecom & Information analytics. He is a business leader, entrepreneur and best-selling management author, having led large, hyper-growth, multinational telecom and consulting companies in US, Australia & India. He has worked on technology based transformation of companies and is now focused on sustainable solutions for Smart Cities and Internet of Things. His global experience has provided depth and breadth of roles to manage people, processes, finances, projects, technology, relationships, & governance. He is a Visiting Faculty at Carnegie Mellon University (USA) & Academic Advisor to UWS (Australia). He is also the Program Director of Swachh Bharat Mission (Clean India Initiative) with the Ministry of Urban Development.

He provides mentoring & funding to entrepreneurs in areas like M2M, Internet of Things, Smart Cities, health-care, mobile internet & career services. He is serving on the Board of 4 Start-ups.

Sumit is a graduate of IIT Kanpur followed by MS and Ph.D from Carnegie Mellon University. He has a Certificate Diploma from Australian Institute of Company Directors.

He is the author of a bestselling career management book, 'Rules of the Game' published by Bloomsbury India that empowers readers to enhance productivity and fast-track their careers. He is represented by 'The Outstanding Speakers Bureau' and speaks in different forums on technology, career and management ideas. His motivational speaker series has been hugely popular with students & professionals. He is also a speaker on the TEDx platform.



Sumit is an avid painter, having had international exhibitions of his paintings. He is also a trained musician. He is an active marathon runner and cyclist having run several full marathons and long distance cycling trips across the world

## **Experience**

### ***Founder***

#### **Gaia Smart Cities**

January 2015 – Present (11 months) Mumbai Area, India

Gaia Smart Cities is designed to become a full service Solutions and M2M Telecom Services provider engaged in the business of providing innovative solutions for businesses, governments and individuals. They engage in strategic consulting using Global experts in Smart Cities, IOT, Devices, Networks and follow up with execution of projects. Gaia is also creating separate networks of sensors, actuators and platforms that enable rapid deployment of Smart City projects, Industrial Automation projects and B2C applications connecting THINGS to the internet. Gaia will connect people, process and things across heterogenous networks to create complex adaptive intelligent ecosystems.

### ***Member Board of Directors***

#### **Bravo Consulting Group - India**

March 2014 – Present (1 year 9 months) New Delhi Area, India

At Bravo, we work with you, assisting you to recognise and value your full potential. Applauding your success is what drives us – we're committed to the long-term vision of your professional development. People who deliver their best become role-models for others within the work environment – raising the bar and generating even more success.

When you BELIEVE in your own potential, you BROADEN your professional options and BENEFIT from the strategically planned professional success that follows. When it comes to BEING THERE for you, the Bravo team provides all the career support you need, ensuring you enjoy the experience of career transition and achieve your goals.

At Bravo, we help you identify and appreciate your genuine purpose – that marvellous, renewable energy source that comes from a deep understanding

of self and the passionate commitment to be the best you can. Our executive coaching and career advice ensures your professional future looks brighter than ever before.

### ***Member Board of Directors***

#### **Hello Health**

October 2010 – Present (5 years 2 months) Mumbai Area, India

Hello Health is a health care company providing home-based support for your health care needs. It is also providing remote technology based healthcare management and running corporate health camps and clinics. As an angel investor and Member of the board, I provide a sounding-board for the management decisions and authorize spends across the company. Hello Health is expanding to 6 eastern states of India in 2015 and will be supporting more than a thousand health-care professionals.

#### ***President - Enterprise Business***

#### **Reliance Jio Infocom Ltd.**

September 2012 – February 2015 (2 years 6 months)

Reliance Infotel Broadband is India's newest telecom enabled service provider, revolutionizing the digital lifestyle in India. I worked as the Chief Information Officer (CIO) for Jio for one year and then moved into business leadership role for defining and setting up the Enterprise Business of Jio. In this role I was responsible for creating the ecosystem of companies that will build solutions on top of superior platforms and network to provide innovative consumer services. I also led their effort in Smart Cities, Internet of Things, M2M communications.

#### ***Vice President and Partner***

#### **IBM**

June 2010 – September 2012 (2 years 4 months) Mumbai Area, India

I was the Communications Sector Leader for the Global Business Services team in India and South Asia. In this role, I oversaw the Transformation initiatives and Application Management program across all the large telecom companies in India and other projects across telecom, energy utilities, media and entertainment industries. I was responsible for Consulting and Solution sales, delivery and resulting profit and loss of the

Sector.

## ***CEO***

### **Reliance Tech Services**

April 2008 – May 2010 (2 years 2 months) Mumbai Area, India

I was the Founder CEO of Reliance Tech Services that is the Consulting, IT and Managed Services company of Reliance ADA Group. It specializes in helping customers manage all aspects of technology. It takes on end-to-end turnkey projects that require scale and complexity.

## ***CIO***

### **Reliance Communications**

January 2006 – May 2010 (4 years 5 months) Mumbai Area, India

As the CIO, I was responsible for IT Strategy & Governance, Architecture, Projects and Development, IT Operations, Security, Compliance & Risk Management, IT Budget Management and to lead a 2500-person IT team. I was responsible for consolidating IT teams across the company into a coherent, process managed and predictable delivery and operations factory that could keep the costs to industry-best practice while delivering significant value to the business in its period of hyper-growth.

## ***Managing Director***

### **BearingPoint**

August 1997 – January 2006 (8 years 6 months) Melbourne Area, Australia

Managed the Systems Integration Practice, Telecommunications Industry and subsequently the entire Australian practice of BearingPoint as the Country Head.

## ***Partner***

### **KPMG**

August 1997 – July 2002 (5 years)

Managed large project implementations, created innovative industry solutions in the telecommunications industry. Managed a team of industry professionals across multiple geographies.

## ***Research and Teaching Assistant***

### **Carnegie Mellon University**

August 1993 – August 1997 (4 years 1 month) Greater Pittsburgh Area

Taught multiple courses on Database Systems, Decision support Systems, Operations Research, Telecom Management.

## ***Project Engineer***

### **Philips India**

June 1992 – August 1993 (1 year 3 months) Pune Area, India

Responsible for architecting industrial engineering projects and designing electro-acoustic communication solutions for stadiums, airports, conference halls etc. Biggest project was the entire acoustic engineering of Vigyan Bhawan, New Delhi.

## **Publications**

### ***Rules of the Game***

#### **Bloomsbury India**

January 2014

The book, published by Bloomsbury India, demystifies what it takes to succeed in the corporate workplace, and it captures lessons from more than 200 senior executives and detailed interviews with 12 self-made professional CEOs. The book presents career management as a game and seeks to raise the bar for everyone in the journey of managing their careers consciously and getting out of the rat-race faster.

#### **Authors:**

**Dr. Sumit D. Chowdhury**

### ***Rules of The Career Game***

#### **Reader's Digest**

August 2014

The book, 'Rules of the Game', was the first Indian non-fiction book that was condensed by Reader's Digest and the cover story of August 2014 edition.

**Mr. Pradeep Kumar, Associate Director  
& Senior Fellow TERI**



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Mr. Pradeep Kumar, Associate Director, Sustainable Habitat Division has done BE in Civil from University of Roorkee (now IIT Roorkee) and M Tech (Building Technology) from IIT, Madras.

He is a Building Sector Energy Specialist – having more than 25 years of experience in working on projects related to optimizing energy use in existing buildings and designing sustainable habitats. He coordinated energy audit of commercial buildings, developing energy management programs, reviewing building design for energy efficiency, studying indoor air quality, and designing and installing of low energy cooling systems. He has been associated with the development of guidelines for the assessment of energy efficiency and energy conservation in commercial buildings as well as green rating system (GRIHA), and energy code (ECBC). He has worked as energy consultant for American bank for Central American Countries.

## Ms. Karuna Gopal



**Ms. Karuna Gopal**, is an Internationally acclaimed Thought Leader, Columnist, Keynote Speaker and Advisor on SMART CITIES. She is the Founder President of Foundation for Futuristic Cities. Inspired by the vision "VIBRANT CITIES for a VIBRANT INDIA" her Think Tank has been influencing Urban Transformation in the country.

### **Ms. Gopal serves on the:**

- International Jury for Intelligent City Awards (ICF, New York) - a Global Think Tank that identifies and awards 'Smart & Intelligent Communities' around the world.
- Advisory Board “Green World City Organization” (Australia) – A Global alliance of CEOs, senior executives and experts involved in creating a sustainable world
- Advisory Boards of
- Asia Pacific CXO Forum
- IIM (Bangalore) Business Fest
- IIT (Mumbai) Tech Fest

In the past, she served on the Chief Minister's Advisory Council of Andhra Pradesh (erstwhile united Andhra Pradesh) India and as City Representative, India - Council on Tall Buildings & Urban Habitat (CTBUH, Illinois, USA).

As a member of the US Government's flagship Foreign Leaders Program on Sustainable Cities ( IVLP) , Ms Gopal participated in roundtables with key officials of US Federal Departments and leaders from Sweden, UK ,Finland, China, ,Singapore etc. Back in the year 2010 she played a key role in forging

a Sister State Partnership between Washington State, USA and Andhra Pradesh, India.. She teaches senior IAS officers at theWBI (World Bank Institute) programs and at India's Premier Academy at (LBSNAA), Mussoorie.

She contributes to International Publications and has been Interviewed widely by both National and InternationalMedia. Her articles have been incorporated into Parliamentary Documentation of LokSabha for their policy relevance. She chairs and addresses conferences around the world and is a special invitee to meetings of FII (Foreign Institutional Investors) exploring investments into India.

She has contributed to the design of SMART CITIES MISSION of Government of India and is currently developing a"SMART CITY Protocol"& Smart Cities Index for India in partnership with Government, Industry and Academia. Ms. Gopal hails from a family of freedom fighters and IAS officers.

### **Innovations**

She introduced Innovations like SCULPT your CITY™, CORPORATES for CITIES™ and STOC™ – in the Indian Urban landscape.

CITIZENS for CITY of 2009 was recently recognized as a NATIONAL BEST PRACTICE at the launch of 100 Smart Cities by the Prime Minister of India.

### **Awards / Honours**

DEVI Award for “Dynamism & Innovation” 2015 presented by The Sunday Standard, New Indian Express Group

CHANAKYAAward for Visionary Leadership – Presented by PRCI 2015

The “50 Most Talented Green Leaders” Award for demonstrating exemplary leadership in Sustainability for Social Change, World CSR Congress - 2014

Honored for Eminent Leadership & Achievements (by Shri Bandaru Dattatreya, Hon'ble Union Minister), Union Ministry of Labour & Employment, 2015

International Visitor Leadership Program (IVLP) Government of USA,  
2011

Adjudged top 5 Woman Leaders of India - LEAD INDIA Campaign, 2007

Rotary GSE Scholar to USA, 1991

National Merit Scholarship, 1980





## **Lucknow Management Association**

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