

---

# MR. AKSHAY SHAH

## (FOUNDER, DIRECTOR & COO)



---

### QUALIFICATIONS

---

*Bachelor of Commerce from the University of Mumbai, India.*

---

### ACHIEVEMENTS – [HTTP://WWW.IWEBTECHNO.COM/AWARDS](http://www.iwebtechno.com/awards)

---

*Akshay has won in the Technology Review INDIA TR35 2011 contest for iWeb's software innovation 'Agilewiz BPMS™'; this contest recognizes the outstanding innovators under the age of 35 each year. Please visit <http://www.technologyreview.in/TR35/Profile.aspx?TRID=1053>*

*"STAR ENTREPRENEURSHIP AWARD" had also been conferred to iWeb promoter Mr. Akshay Shah by the 3rd International India Innovation Summit 2010.*

*iWeb has been named as one of the 50 emerging companies in India for 2010 by NASSCOM. Please refer the list at <http://emerge.nasscom.in/2011/02/iweb-enterprise-suite%E2%84%A2-from-iweb-technology-solutions-an-erp-solution>*

*iWeb has also been named in the top 16 SaaS Apps in India by the NASSCOM SaaS App Jury in 2011, Details available here: <http://bit.ly/jzuqTP>*

*Akshay was recently selected as a 'Citizen Candidate' to contest the Mumbai BMC Elections in Feb 2012 by Mumbai 227 NGO – [www.mumbai227.co.in](http://www.mumbai227.co.in). Akshay is an active Socio Political Activist with Mumbai 227 representing Ward 'N' of Mumbai.*

*Akshay was invited by the Entrepreneurship Cell, IIT Bombay as a speaker cum panelist for The Entrepreneurship Summit ' 11 which was held on the 6th of February 2011 at IIT Bombay.*

iWeb has been conferred the 'Indian Leadership Award for IT' at the National Level by the All India Achievers Foundation -New Delhi. <http://www.aiaf.org.in>

*Akshay also topped in the Most Popular Entrepreneur Challenge 2009 and was also voted The Top Rated Entrepreneur in the same campaign. Please Visit - <http://www.yourstory.in/entrepreneurs/participants/1843>*

*Had also won VOICE OF ENTERPRISING INDIA CONTEST At TiE SUMMIT '09*

*Akshay was nominated and ranked at 139 in the Tata NEN Hottest Startups Awards 2008. Around 700 plus start-ups and entrepreneurs had participated in this Event across INDIA.*

---

#### *AREAS OF INTEREST*

---

*Akshay is a technology & business enthusiast cum blogger. He is an invitee blogger on global platforms like GrowVC.com, Yourstory.in and on the TechnoFIRST portal respectively. Most of my blogs are available at <http://www.iwebtechno.com/Awards.html>*

---

#### *RANGE OF EXPERIENCE*

---

*Akshay's core skills include:*

- *Enterprise Resource Planning Software & Technology Innovation, Development, Customisation & Implementation.*
- *Marketing and Product Demonstration of ERP Software and related Enterprise Solutions.*
- *Team Worker and Business Understanding of Enterprise Projects based on XP Standards*
- *Project Management for Enterprise Projects based on CMM, CMMI Level 5 & ISO 9000:2000 Standards.*
- *Exposure to various Enterprise Products like SAP, mySAP, Oracle, PeopleSoft, JDEdwards.*
- *Basic Web Application Programming know how in ASP 3.0, ASP.NET, Java, ADO, VBScript, XML, XBRL, AJAX and JavaScript.*
- *Database Application Programming in Access, MS SQL Server, Oracle, DB2 & ANSI-SQL.*
- *Developing RAD Programs using SQL Enterprise manager, Visual Studio – VB.NET*
- *Developing Codeless Programs using RAD Tools for iWeb Enterprise & Other applications*

- *Developing web based applications using HTML, DHTML, XML, and Flash technology.*
- *Knowledge on core IT Technology OOPS, OOAD, DFD, CASE, RAD, Codeless Tools and framework like IBM Web Sphere, Web Logic, SAP Net Weaver.*
- *Software Testing Skills using Test cases, 6-sigma & FEMA Management Techniques.*
- *Installation of Intranet & Internet networks on windows 2000 / XP & .NET Technology.*
- *Technical exposure to DSL Technology and router settings.*

---

***BUSINESS EXPERIENCE:***

---

*Akshay is a part of the core team in innovating, developing, marketing and implementing:*

*A. iWeb Enterprise Suite™ - A web based integrated ERP / CRM / SCM product on multiple technology platforms catering to a gamut of verticals.*

*B. AgileWiz BPMS™ - Technology Framework - Programming without coding – A codeless programming platform.*

*C. Smart HIMS – An eGovernance Health Information Management System.*

*Business Process Re-engineering*

*Assisted the Evaluate and Envision phase of three BPR projects, producing business case, recommendations etc.*

*Marketing and Customer Management*

*Is the spearhead of the organisation on the marketing, product demonstration, project management and correspondence fronts for Asia, Asia Pacific and South East Asia with select regions of US and Europe.*

*Role at iWeb Technology Solutions Pvt.Ltd. as an Executive Director and COO*

- ✚ *Spearheading & Innovating the Technology and Product Road Map for the Company and providing managerial, tactical and technical direction to the company.*

- ✦ Brand Management Strategies - Brand Building and Positioning, Brand Identity.*
- ✦ PR & Media - Press releases, Events.*
- ✦ Strategic Planning -Market & Product research, Competition Analysis.*
- ✦ Sales & Marketing, Distribution Channel Management & Franchising.*
- ✦ Strategic Planning -Market & Product research, Competition Analysis.*
- ✦ Product Launch - seminars, workshops and in house Product Training programmes.*
- ✦ Development of marketing collateral such as prospectus and Authoring of presentations and demos.*
- ✦ Managing the day to day business operations right from Marketing to Development and project delivery.*
- ✦ Ensuring smooth co-ordination between the Sales team and Production team.*
- ✦ To take care of project timelines and delivery schedules.*
- ✦ Regular interactions with the Customer, Project Heads and Team Leaders.*
- ✦ Project Tracking and Report Analysis.*
- ✦ Interacting with the Board of Directors and creating submissions, reports.*
- ✦ Closely working with the R&D Team and various Technology vendors on the new product and technology initiatives.*

---

# MR. YOGIRAJ KAMAT

## (JOINT FOUNDER & DIRECTOR)



---

*An Electronics Engineer and Entrepreneur by profession, Yogiraj has experience in various capacities. He holds Bachelor of Engineering in Electronics Engineering (Hons) Degree from Goa University, and Master of Science in Electrical Engineering from University of Southern California, Los Angeles, with a specialization in Computer Networks. While in the United States, Yogiraj worked as Software Engineer in DCE division of Brocade Communications Systems Inc. in Silicon Valley. Upon returning to India, Yogiraj founded United Enterprises, a Real Estate Development and Construction firm. He is also a Director in Bitnet Technologies Pvt. Ltd., an IT solutions and consulting company. Yogiraj's key skills include:*

- *General Management & Strategy*
- *Technology Analysis and Review*
- *Systems Analysis*
- *Business Development*

*As a Director and Joint Founder, Yogiraj plays a significant role in Development of an effective Business Model, as well as Operations, Strategy and Project Execution of iWeb Technology Solutions Pvt. Ltd.*

---

# MR. SIDDHESH NASNODKAR

## (JOINT FOUNDER, DIRECTOR & CTO)



---

*Siddhesh is a Joint Founder, Director and CTO at iWeb Technology Solutions Pvt. Ltd., and is responsible for driving Technology and Business Development through the organization. He plays a significant role in technology consulting and driving iWeb's innovative technology through the organization and to the clients.*

*He holds Bachelor of Engineering Degree in Computer Science (Hons) from Goa University, and Master of Science in Computer Science from University of Southern California, Los Angeles. Siddhesh worked as Software Engineer with Cisco Systems Inc., in Silicon Valley. He is a founder and Managing Director of Bitnet Technologies Pvt. Ltd., an IT solutions and consulting company. He is also a Managing Partner in Viscon Real Estate Developers.*

*Siddhesh's core functionalities include Product Optimization, Project Development and Business Development.*

---

# MR. KETAN TRIVEDI

## (FOUNDER, DIRECTOR)



---

*A Chartered Accountant and serial entrepreneur by profession, he has 29 years experience in various capacities. After graduating with a Bachelor of Commerce degree from the Sydenham College of Commerce & Economics, a premier institution of Bombay University, he completed his articleship with M/s N.M.Raiji & Co. Chartered Accountants, Mumbai, one of the major accounting firms in India in the eighties. During this period he managed audits of large publicly listed companies including Wipro Ltd., Tata Tea, Tata Chemicals Ltd., Nirlon Ltd., Ceat Tyres, Chase Manhattan Bank, Hindustan Petroleum, and Toyo Engineering among several others. Thereafter he worked as a Chief Accountant and then as a Finance Manager for the Nirlon Group. After leaving Nirlon Group, he started his own firm K. S. Trivedi & Co. and later went on to found/associate with a couple of software and financial services ventures. Ketan's core skills include:*

- *General Management & Strategy*
- *Deep Functional Knowledge of Business Processes of Diverse Verticals*
- *Systems Analysis*
- *Financial Management*
- *Investment and Corporate Banking*
- *Project Management*

*To leverage his practical experience and extensive knowledge in business processes, information systems and software and feed his entrepreneurial hunger, he co-founded iWeb Technology Solutions Private Limited with Akshay Shah following the fantastic chemistry they experienced while collaborating for a third-party IT project.*