

From the President

Dear IIT Alumni,

I thank you for your active participation in the IIT Alumni activities and making them a big success. The Networking events, held every two months, have provided our members an opportunity to exchange views, explore ideas and develop business opportunities. We were very fortunate to have Adjunct Professor David Hood, National President, Engineers Australia to speak on climate change at our social dinner in August. The function was booked out and every one enjoyed the evening. Thank you for providing strong support.

Our IIT Alumni web site and IITaV LinkedIn are now active and I urge you to check them out and be an active contributor to both. We will soon be linking our Alumni Web site with brief member background and other details. We will be seeking this information from you and your consent to participate.

The Alumni Association is for the benefit of our members, therefore your suggestions for the future activities that will add value will be much appreciated. Please feel free to contact me or any other member of the committee to have a chat over coffee.

I look forward to seeing you at the Diwali Dinner on 24 November, a social event filled with festive fun and good food.

With warm regards,

Arun  
[arunkumarau@gmail.com](mailto:arunkumarau@gmail.com)

IITaV dinner, 18 August 2012

Our dinner event held jointly with Engineers Australia on Saturday 18 August 2012 at Cafe Saffron, South Morang, attracted over 80 attendees. Arun Kumar, President of IITaV, welcomed the guests and explained the mission of IITaV. Dr Behera, Consul General for India in Melbourne, presided over the event and spoke briefly about India's Climate change record and policy. David Hood, National President, Engineers Australia presented on the topical subject of **"Climate Change - Real or Not?"** The talk generated immense interest and vigorous discussion. Brief talks were given by Stephen Durkin, the Chief Executive Officer of Engineers Australia and Ms Rohini Kappadath of Pitcher Partners, sponsor of the event. Strong support from RMIT University, Swinburne University of Technology who exhibited their electric car, members of IITaV and guests made it a



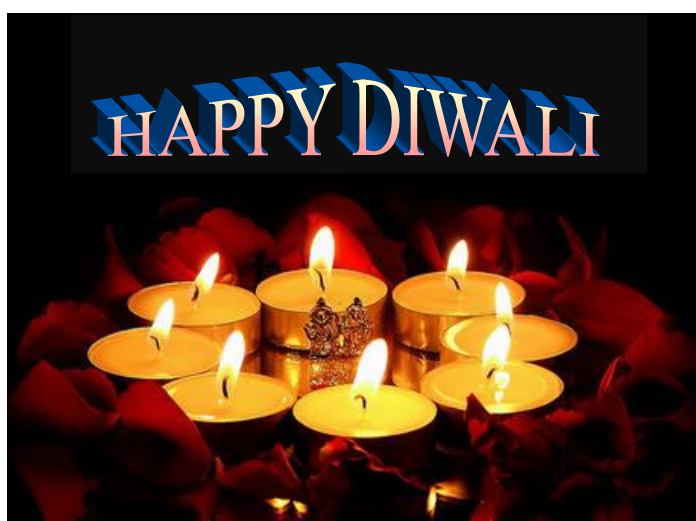
Photo: Courtesy Indian Voice Newspaper



special, high-profile event. Raj Rajakumar was MC. Our congratulations and thanks to Ravi Singh and team for making the event a success.

Registration is open for IITaV Diwali Dinner on Saturday 24 November, 6.30 pm

A social dinner evening with a Diwali theme will be held on Saturday 24<sup>th</sup> November at **Café Mod Oz, 492 St Kilda Road, Melbourne** starting at 6.30 pm.



It will be a three course Indian dinner and BYO (wine only). The charges for this event are:

- Members and partners – \$25 per head
- Non-members and their partners – \$35 per head
- Children from 5 to 15 – \$20 per head
- No charge for children below 5.

**If you are not a member and are considering IITaV membership, now is a great time to act. If you join now, you can avail of the member rate for the dinner, and the membership subscription of \$50 will see you through till Dec 2013.**

To confirm your place please register and pay by **Saturday, 10 November** – type “<http://www.trybooking.com/CBNJ>” in your web browser.

For enquiries, contact  
Ravi Singh (Tel: 0435657413, [rsingh\\_se@hotmail.com](mailto:rsingh_se@hotmail.com))  
or Raj Rajakumar (Tel:0432474385, [raj.rajakumar43@gmail.com](mailto:raj.rajakumar43@gmail.com))

We look forward to your support and participation to make the event a success.

## IITaV Networking events

Our networking events continue to grow. These events provide an opportunity for Alumni and guests to meet each other in an informal environment, build their networks and pursue their professional goals. Our sincere thanks to Professor Ajay Kapoor, IITaV member, and Associate Dean (Research) for hosting the events reported below at Swinburne University's Advanced Technology Centre in Hawthorn.

### September 2012 Event

The theme of this well attended event was "**Marketing Professional Services**". Our key presenter was Jim Dingwall, Partner d2e ([www.d2e.net.au](http://www.d2e.net.au)) – a niche consulting business with clients in Banking, Telecom, Utilities and Infrastructure sectors. Jim gave a valuable insight into what compels buyers to approach a service provider.



In the **hunting** mode, you have to convince the buyer about a slew of conceptual agreements:

- The buyer has a need
- The need is important
- The need can be met
- The Return on Investment for doing so is impressive
- An outsider is the best alternative
- You are that outsider

In the **branding** mode, the prey comes to you, abandoning these formidable defences, and asks how you might be able to work together. All you have to do now is to avoid





inadvertently insulting the buyer's relatives, and you have a deal!

Jim also articulated three golden rules in contracts:

1. Vendors do what they are paid to do
2. Client sets the rules
3. Most people want to do the right thing.

### October 2012 Event

**Establishing Professional Services** was the focus of this event held on October 11, 2012. Following a busy informal networking session, Sunny Chandra, IITaV member and an early graduate of IIT Kanpur made an interesting presentation on his proposal for an IT Park in Melbourne. Sunny talked about his company which will bring together his migration agent knowledge and IT industry knowledge to help IT professionals from India to settle



in Australia. He said that his company would hire these people and provide them as IT consultants to Australian companies on contract at competitive rates. He is seeking investment from interested IITians and other people in his venture.

At the end of Sunny's talk, there was a lively discussion about the main assumptions behind his proposal. IITaV wishes Sunny well in his venture. He can be contacted at:

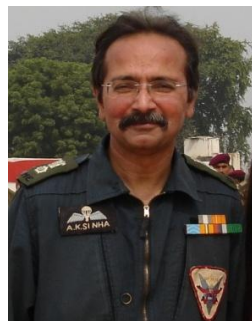
[sunny.chandra@sunmarg.com.au](mailto:sunny.chandra@sunmarg.com.au), Tel: +61 (0)419 846 464

For suggestions, enquiries and feedback about our Networking events, please contact:

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Rajiv Lal ([lalrajiv@optusnet.com.au](mailto:lalrajiv@optusnet.com.au))

### Meet IITaV member, Dr Arvind Sinha



Lt Col (Retd) Dr Arvind Sinha is an Alumnus of the Indian Institute of Technology, Madras and the National Defence Academy, Khadakvasla.

#### **What is your current role?**

I am Director of Engineering in the Defence Material Organisation which provides strategic advice (Scientific, Engineering and Technological) on Army and Naval Aviation aircraft in-acquisition and in-service.

#### **What where your roles in the Indian Army?**

Whilst in the Indian Army, I served with specialised units covering Electronic Warfare, Airborne Special Forces, and Aviation; my Command of the Engineering Unit in Siachen Glacier Operations was honoured with Special Order of the Day. I was the Dean of the Faculty of Aviation at the Military Engineering College, before prematurely taking retirement from the Army.

#### **Your work in Australia..?**

In Australia, beyond my research & lecturing contributions, in the field of Aerospace Design I was instrumental in pioneering and coordinating the Victorian Ministerial led Aerospace & Aviation Trade Mission to India. It led to several business collaborations in various aerospace fields – First Air display participation of indigenously designed trainer Aircraft Hansa at the Australian International Air show; Redesign of the Hansa Landing Gear in collaboration with Wackett Aerospace Centre, RMIT University and above all; planting the Indo-Australian joint design and development of a 5 Seater Aircraft "NM5". The NM5 is now jointly developed by National Aerospace Labs, Bangalore and Mahindra Aerospace and manufactured at Gippsland Aeronautics, Victoria, reaching a major milestone of successful prototype flight trials.

I established the American Helicopter Society (AHS) International's Australian Chapter, of which I am the President, and Chairman of its biannual series of Australian Pacific Vertiflite Conference on Helicopter Technology. I also represent Australia on the "International Helicopter Safety Team" for reducing Australian Helicopter accidents, and am the Chairman of its Regional Safety Forum. I was the first Australian to be bestowed with the AHS International Technical Fellowship. In the field of Unmanned Aerial Vehicles. I have also established and chair the Australasian Aerial Vehicle Systems Conference.

Contact: [sinha.arvindk@gmail.com](mailto:sinha.arvindk@gmail.com)

## Climate Change – Real or Not?

IITaV's high profile event on 18 August 2102 focussed on the challenging topic of Climate Change. Adjunct Professor David Hood, Engineers Australia's National President, spoke passionately about the seriousness of unchecked carbon dioxide emissions, and the impact that increasing concentrations of carbon dioxide and other greenhouse gases in our atmosphere are having on the planet's climate. While the extent and severity of global warming on single weather events was still uncertain, it is highly likely that we will see increasing frequency and intensity of severe weather events along with increasing length and severity of dry spells, loss of ice mass in the Arctic and Antarctic, melting of glaciers, and consequent sea level rise which he said could be as high as 2 metres along the east coast of Australia by the end of this century.

Professor Hood said that the impacts of human activity, including climate change, the loss of ecosystem services, and the current mass extinction of the earth's species that is now well documented, are all compounding to such an extent that a disruption to our economic system now seems inevitable.

To avert this impending disruption a major change in our lifestyles and our economic construct will be necessary.



Professor Hood believes that we can change the way we make development decisions to ensure that natural and social capital is rebuilt, rather than being destroyed with every

new development that is approved. He pointed out that even six star Green Star rated buildings were still impacting negatively on the planet, just a little less so than before. But, he doubts that our political leaders have the will to make the necessary changes.

Professor Hood said that while there are many examples of good moves in the right restorative direction, particularly in countries like India and China, he believes these are simply a case of too little too late. He is optimistic however that the "great disruption" will bring out the amazing ability of human beings to rebuild and reinvent the way we manage our living systems - a new economy will emerge based on values unlike those of today where material possessions and a higher speed of material flow from mines to landfill seem to indicate national wellness.

Adjunct Professor David Hood can be contacted at [davidahood@mac.com](mailto:davidahood@mac.com)

## India's Best Engineering Colleges 2012 – Seven IITs in Top Ten

IITs have again scooped the pools in India Today and Nielsen's 2012 ratings of India's best Engineering Colleges. In the top ten are: IIT Kanpur ranked No.1, followed by IIT Delhi (2), IIT Kharagpur (3), IIT Chennai (4), IIT Roorkee (6), IIT BHU (7) and IIT Guhawati (10).

<http://indiatoday.intoday.in/bestcolleges/2012/ranks.jsp?ST=Engineering&LMT=0&Y=2012>

## Vale Dr S K Behera

Dr Subhakanta Behera, Consul General of India in Melbourne, passed away suddenly on 9 November 2012. A fine diplomat, scholar, poet and writer, Dr Behera was a great supporter and attended and contributed to several events of IITaV. He also launched our inaugural Newsletter in August 2011. We will miss Dr Behera's encouragement and advice.



May his soul rest in peace. We offer our deepest sympathy and best wishes to his wife, Mrs Rajashree Behera and their children.

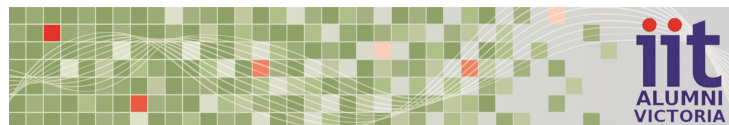
## Contact

Thank you for your contributions and interest in our Newsletter. Thank you to Dilip Desai, IITaV member, for his report on the October 2012 Networking event in this edition. Please also visit IITaV's website at <http://www.iitav.org.au>. This site contains information about IITaV and our activities.

Your feedback, suggestions and contributions to the Newsletter and the website are welcome. We can be contacted at [mail@iitav.org.au](mailto:mail@iitav.org.au)

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