

A different approach to technical education



Under privileged children acquiring technical education

Moti Nagar is a relatively noiseless area located in India's capital, New Delhi. We entered a state-of-the-art institute with several classrooms. There was only one student in each room. And what about the teacher? The number of teachers in each room was also one. At first, I thought the students were all locals, but after looking at them, all my doubts vanished as some of the students had come from Australia, some from Fiji or Saudi Arabia and others from far-off Ghana and Angola in Africa. There were separate trainings being conducted in each classroom. The classes continue from morning till night.

The training center is Koenig Solutions, one of India's leading technical educational institutes, which gained worldwide fame for providing technical training at a less price. Recently, Koenig invited journalists from all over the world to attend the training.

They welcomed us at Indira Gandhi International airport with a taxi waiting for us. But this facility is not only for the visitors but also for their students. From the airport, they dropped us at their own accommodation - Koenig Inn - situated in Karol Bagh, New Delhi, where we spent our night. In the morning breakfast was served, and we were provided pick-and-drop from and to the Moti Nagar training center. Everyday, it was the same routine - lunch and then back to Koenig Inn.

Students from different parts of the world come to Koenig for acquiring technical training. But what do they learn here? Certification courses such as Microsoft, Cisco, Oracle, Linux, Java, Red Hat, CISSP, Security+, CEH, and many more. Hardware courses and certifications are also provided. Koenig is an authorized training partner for Microsoft, Cisco, Oracle, VMware, Red Hat, Adobe, CheckPoint, Novell, CompTIA, EC-Council, LP and CWNP.

What is the reason behind Koenig's success? We wanted to know this from the Founder and CEO of Koenig Solutions, Mr. Rohit Aggarwal. He informed us that the most important feature is one-on-one training, i.e. one trainer for each student. The price is almost half of any other institute.

But at such a low cost, is it possible to provide quality training? Mr. Aggarwal said that there is an abundance of technical expertise in India. Generally, Indians have a good knowledge of Math and Science. More emphasis is laid on both these subjects since school days. This is the reason good trainers can be found here at a low cost.

With one teacher per trainee, the student can learn quickly and easily acquire expertise in the subject. For this, Koenig has three methods of training - Regular, Fast and Superfast track.

Rohit Aggarwal said that the main hubs for technical training are - Germany in Europe, Abu Dhabi in the Middle-east, USA, South Africa in the African continent and Australia in the Asia-Pacific. At least 200 people from these places come to Koenig Solutions every month for attending training. The reason behind this is the course fee which is 50 per cent less than that in any other country.

Apart from that, Koenig provides Visa assistance, booking of air tickets, accommodation, daily pick-and-drop, instant 1000 rupees on arrival, ISD calling facility with 1000 rupees talk time etc. After the end of the training, airport drop facility is provided to the students. In other words, a Complete Solution for everything along with the training.

We learnt that Koenig has four training centers located in New Delhi, Goa, Shimla in Himachal Pradesh and Dehradun in Uttarakhand. The training techniques, facilities and opportunities are same at all the four locations. The total number of trainers at Koenig is approximately 100.

Mia Mia, a Ugandan, came to Koenig Solutions for Cisco CCNP training, which is a new course. When asked about his experience in Koenig, he replied, “Wonderful”. When asked why he had come here all the way from Africa, he said it was because of the low cost as he was self-sponsored. “Being the only student in the class, I am utilizing my time completely”, he remarked. When asked about the flip side of Koenig, he thought for some time and then replied- “Nothing as such”.

We spoke one by one to Mass from Angola, Bob Mills from United Kingdom, a couple from Fiji - Apolsi & Bhiji, Mohamed Aamanshah from Saudi Arabia and also with 15-20 other students. Some of the students had just started pursuing the course, some were in the middle of training and others were near completion. I felt that everyone was thoroughly satisfied with their training.

Bob Mills flew 4000 kilometers from United Kingdom for acquiring training. According to him, he came to Koenig Solutions for enhancing his skills and for a brighter career. A few years back, his elder brother had also attended training here and therefore strongly recommended Koenig to him.

Is providing good training the end of all responsibility? Koenig replies, “No”. They have also assumed a social responsibility to educate 100 less privileged children from New Delhi via the Koenig CSR project which has come forward to educate these under-privileged children. On one hand, Koenig is enhancing careers of their students and on the other; it is also trying to build the lives of less privileged children.