

Changing Trends in Technology and Business

with Mr. Hirak Kayal



Dr. Kapil Chaturvedi and Mr. Hirak Kayal with the student managers of IMT, Nagpur

Institute of Management Technology, Nagpur on January 6, 2017 had the privilege to host an interactive session of Mr. Hirak Kayal (Vice President-Cloud Applications, Oracle) at Concord'17, the Management Olympiad. Mr. Kayal has an industry experience of 23 years and has been through different functions and roles in complex matrix organizations. Mr. Kayal enlightened the student managers over the rate of change of technology and innovation and how they influence the business both from the customer's and company's perspective.

Here is an excerpt of the interview:

Q1. In the Indian scenario, what do you see as the potential of Cloud, is it the urban mass or the focus is on the accessibility in remote areas?

Ans. First, we need to understand the different aspects of Cloud which are: Infrastructure as a service (IaaS), Platform as a service (PaaS), Software as a service (SaaS) and consumers cloud. Consumer cloud has picked up a lot. If we look at Infrastructure as service, it is growing at a much faster rate and in fact it has the second largest market size among the various cloud components as it contributes to 38 percent of the overall revenue from the cloud. But, infrastructure as a service is bought mainly by businesses. Platform as a service has huge potential because the key difference between the traditional business application and a cloud application is standardization. And the moment we talk about standardization, we

need to have an avenue to twig it to our unique requirements. Paas is typically a business play. Software as a service has two applications, one is business application and the other one is consumer application. Consumer application has a wider appeal and growth is mainly targeted at the tier two and tier three cities of the country.

Q2. How do you see Internet of Things (IOT) and Cloud integration providing an edge to the business?

Ans. If you look back from 90's to 2000, the biggest change has been caused by one thing i.e. Internet. From 2011 to 2015, the change has been brought in by Internet enabled things like social media, mobile and to some extent analytics. From 2016 onwards the two biggest things that have come up are IOT and Big Data. For instance, if we give a simple IOT device to a nurse in the hospital, we can reduce her average time to walk around in search of equipments. The applicability of IOT is huge and it is going to be a defining stuff in the coming years.

Q3. Given the security issues of cloud, how do you convince your clientele regarding the same?

Ans. Earlier in 2012, when cloud started, people were concerned about security issues. But today nobody questions about cloud security except some of the financial organisations. They know that an individual organization spends a little amount on security solutions to secure the environment, but if we talk about Oracle, we are investing a huge amount of the overall budget only on security solutions. So, the companies see the investing capability of the organisation in such operations.

Q4. Would you like to give any words of advice to the student managers?

Ans. I will advice the budding managers to join an organization without arrogance. Also, I will suggest them to learn as much as possible from their experienced counterparts. I do believe that you all are well educated and given the required time, you will rise above other people in the organization, but when you join you need to respect others. You need to know that whatever job you do, nothing is insignificant. And then finally call the shots!

Q5. How has your experience been at IMT Nagpur?

Ans. It has been a great experience. I really liked the campus layout. It is quite neat and green. I have seen other institutes as well but the way you have maintained the campus is pretty good.