Partner Page

PTC®

INTERVIEW

" Our Indian customers need 1,00,000 PRO/E trained engineers "

Mr Rafiq Somani,
Country Manager, India Operations, PTC

"From twenty years of my industry experience, I believe CADD Centre is one of the best, dedicated and committed, engineering design training institutes

Parametric Technology Corporation (PTC) provides discrete manufacturers with software and services for product development. The company's Product Lifecycle Management and CAD solutions are widely used by organizations in industrial, high-tech, aerospace & defense, retail, and medical industries. PTC's major products include: Pro/ENGINEER, Windchill, Matchcad, ProductView, CoCreate and InSight.

In an interview to CADD Connect **Mr Rafiq Somani,** Country Manager, India Operations, PTC, talks about the career opportunities for trained PRO/E engineers in India and PTC's partnership with CADD Centre.

Mr Somani is responsible for driving PTC India's growth in Product Life Cycle Management (PLM) and Enterprise Content Management (ECM) across key verticals. Mr Somani is passionate about about working towards social causes. He is also the Chairman of the "The Aga Khan Economic Planning Board for India."

Excerpts from his interview:

What is your outlook about the CAD market and job opportunities in CAD in India?
The Indian market is growing leaps and bounds. India is becoming a back-end knowledge hub for the world. However, if it can improve its design productivity, it can become a global leader. The challenge is in creating more number of trained engineers. There is a very big demand supply gap industries say they have software but no trained manpower.

Every time I meet customers, especially big automobile manufacturers, they tell me, "Mr Somani, if you are going to give us trained manpower we will give you more business." In India, we have about 3000 customers. In our understanding, they require about 1,00,000 engineers who are trained to use our software.

What are the key challenges in reaching CAD training to students?
I think the key challenge is to spread awareness among younger generation about the career prospects in engineering profession. Unfortunately, students do not understand the benefits of good engineering education. They want instant gratification quick graduation and a BPO job with double digit salary. They don't think long term.

What are you doing to promote awareness and increase trained manpower?
PTC is trying to encourage youth in India to take up engineering as their profession. We run lots of school Programmes and let young students explore our products. If they get fascinated by designing technology that create great cars, buildings, watches,...they will choose engineering.

I feel the product developers need to invest also in training. For PTC, training

is an investment. In India we are partnering with you (CADD Centre) and we are not looking this as a business. We are ready to give our products to you at cost price. Our main objective is to increase the availability of skilled manpower in the industry.

In training partnerships, how do you ensure the quality of course delivery?
First of all we choose good partners. There are hundreds of training institutions offering CAD courses. The reason why we are working with CADD Centre is because, you are the best. I believe from my twenty years of industry experience, you are one of the dedicated and committed engineering design training institutes in India. Our customers have told me that good CAD engineers are coming out from your institute. We closely work with our training partners. We trained all CADD Centre engineers and equipped them to offer good training to the students.

What are the advantages for students who are trained by an officially recognized institute?
Students get access to well-trained tutors, authorized course materials and original software, all of which should provide them a good learning experience.

The tutors at many unauthorized training institutions may not have full understanding of the products they teach. They may be using illegal version of the software, which means the student is not going to see full features of the software. Also, such institutes may not have updated course materials.

Mr Rafiq Somani *launching new courses at Chennai*

New Launch

CADD CENTRE Introduces Advanced PTC courses at Indian Price

CADD Centre-PTC partnership assumes great significance to Indian students, considering the fact that across the globe, there are hardly two to three training companies that provide authorized Pro/Engineer courses for advanced modules. CADD Centre is introducing these courses at Indian price. It is pricing the PTC advanced courses of 40-hours at just INR 6000 to make the course affordable for Indian students.

Looking back, CADD Centre introduced training of PTC products in 2002 with 17 copies of Pro/Engineer software. From this modest beginning, the partnership keeps strengthening by each passing year. In 2009, the CADD Centre bought 1,000 copies of the software and deployed them in over 100 centres. In the same year, CADD Centre trained 8000 people on PRO Engineer foundation software this number is expected to increase to 22,000 by end of FY 2011.

CADD Centre has recently introduced three new courses in addition to the foundation level programme - to teach advanced modules of Pro/Engineer. The new courses include: Advanced Modeling, Advanced Sheet Metal & Tool Design and Mechanism Design (each is a 40-hour programme).

There are hardly two to three training companies that provide authorized Pro/Engineer courses for advanced modules anywhere in the world. The average cost of CADD Centre courses is INR 6000, which is very much affordable to Indian students.