

Indian Bank implementing Kesdee training software

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KESDEE Inc is now in the Indian market, vending its 'e-Learning and Reference Solutions' software that is useful for training personnel in the financial sector. The Indian Bank has bought a customised version of it. The Reserve Bank of India is in the process of buying it.

The software is the synthesis of the numerous training programmes and case studies conducted and collected by

the man who founded the company, Dr S.L. Srinivasulu.

Dr Srinivasulu told *Business Line* that he had trained over 500 officers in the US Federal Reserve, under a project called 'Human Capital Management Initiative'. After this, the US Treasury Department and the Office of the Superintendent of Financial Institutions, Canada has had Dr Srinivasulu train their policy makers and regulators in various aspects of finance, such as risk management and capital need assessment.

"We have trained over 10,000 people in more than 40 countries," Dr Srinivasulu said. Kesdee was formed to make use of the expertise. Accordingly, a development centre was set up in Bangalore, which put together all the material on the Web and made it available for sale in the form of learning packages. Customisation is also done by the Bangalore office.

Mr M.B.N. Rao, Chairman and Managing Director, Indian Bank, (who said he had known Dr Srinivasulu for

more than 14 years), said that the bank was in the process of implementing the software. He said that the software was more than an online training product; it was capable of providing solutions to problems too.

Neither Mr Rao nor Dr Srinivasulu wanted to disclose how much the bank paid for the software, but Mr Rao said that the bank got a good deal thanks to his long years of friendship with Dr Srinivasulu.

But Dr Srinivasulu said that

the price of the product would depend upon a number of factors such as whether it is required to be accessed on the Internet or the intranet, the extent and nature of customisation needed and the number of users at the buyer's end.

The price could range anywhere between \$ 10,000 and \$ 200,000, he said.

According to Dr Srinivasulu, the Reserve Bank of India has "in-principle" agreed to buy the product, but is looking at how best to customise it for its needs.