

TECHTONIC

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Partner of the Year - Oracle Cloud Infrastructure
at the Oracle Partner Network Awards 2019

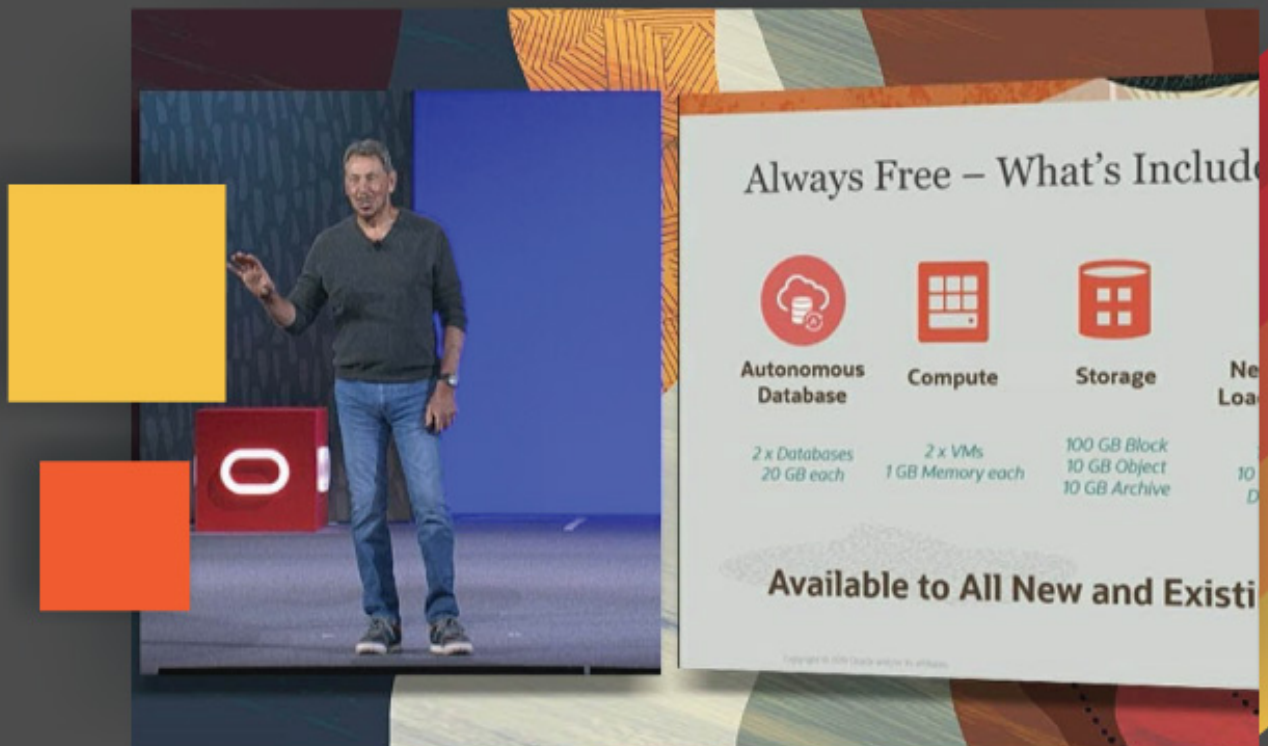


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Oracle Open World 2019
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Leader's **SPEAK**

"If you don't give up, you still have a chance. Giving up is the greatest failure."

Jack Ma's life story is a testimony to how failures are the stepping stones in your path to success. Success never comes easy, it comes with a lot of hard work, dedication and perseverance.

Jack Ma - born Ma Yun - was born on October 15, 1964, in Hangzhou, located in the south-eastern part of China. He and his siblings grew up at a time when communist China was increasingly isolated from the West, and his family didn't have much money when they were young.

After President Nixon visited Hangzhou in 1972, Ma's hometown became a tourist mecca. As a teenager, Ma started waking up early to visit the city's main hotel, offering visitors tours of the city in exchange for English lessons. The nickname 'Jack' was given to him by a tourist he befriended.

Without money or connections, the only way Ma could have gotten ahead was through education. After high school, he applied to go to college but failed the entrance exam twice. After a great deal of studying, he finally passed in the third attempt and went on to graduate from the Hangzhou Teachers College in 1988. He started applying to as many jobs as he could.

He received more than a dozen rejections - including from brands like KFC and prestigious institutes like Harvard Business School. His first two business ventures failed. Four years later, he gathered 17 of his friends in his apartment and convinced them to invest in his vision for an online marketplace called Alibaba. The site allowed exporters to post product listings that customers could buy directly.

Soon, the service started to attract members from all over the world. By October 1999, the company had raised \$5 million from Goldman Sachs and \$20 million from SoftBank, a Japanese telecom company that also invests in technology companies. Today, Jack Ma's net worth is \$38.4 billion.

His life story not only inspires us but teaches us the importance of having strong determination, persistence and positive outlook towards life.





New Business **ACQUISITION**

- | 'Application Support for trading application' for one of the leading banks in the country.
- | 'Implementation of Business Dashboards using Oracle Analytics Cloud and integration with Oracle Content Experience Cloud' for one of North America's leading fleet management companies.
- | 'Development of reports and dashboards for Oracle Financial Cloud, Oracle Projects Cloud and Oracle HCM Cloud' for a leading professional services company in North America.

CLOVER IN THE NEWS

Scan the QR codes to read more



Digital: Revolutionizing the way we bank!

Catch Javed Tapia in conversation with other industry leaders on CNBC TV 18 talking about how digital has transformed the way we bank.



Innovation to be Focal point for Technology from Budget 2019

Javed Tapia, MD – Clover Infotech shares his views on the expectations of IT industry from the Budget 2019-2020.



Clover Infotech wins 'Partner of the year' award for Oracle Cloud Infrastructure

We have won the "Partner of the Year" award in the category of Oracle Cloud Infrastructure at the Oracle Partner Network Awards India 2019.



Why cybersecurity is a central ingredient in evolving digital business models

Neelesh Kripalani, Sr. VP and Head CoE, shares his thoughts on why cyber security should be more than an afterthought when companies embark on their digital transformation journey.

Retail 4.0: How RPA can help Automate, Engage and Innovate

The article talks about how retail industry is going through a paradigm shift, wherein physical stores and e-commerce are no longer rivals.





► Tech **TRENDS**

According to Gartner market researchers, Intelligent Digital Mesh - the intelligent networking of devices, content & services - will shape the technological world in 2019

- **Autonomous Devices:** Autonomous devices use artificial intelligence to improve interaction with their environment and humans. In the future, Gartner expects more and more autonomous devices to network and collaborate - either independently or with minimum human input.
- **Augmented Analytics:** This trend represents another stride for big data, by combining it with Artificial Intelligence (AI). Use of Machine Learning (ML) will transform the development, sharing, and consumption of data analysis. It is anticipated that the capabilities of augmented analytics will soon be commonly adopted not only to work with data, but also to implement in-house business applications related to human resources, finance, sales, marketing and customer support - all with the aim to optimize decisions by using deep data analysis.
- **Digital Twins:** A digital twin is a virtual replica of a real-world system or entity. It is estimated that by 2020, there will be more than 20 billion sensors connected to end points. Initially, organizations will implement these replicas, which will continue to be developed over time, improving their ability to compile and visualize the right data, make improvements, and respond effectively to business objectives.
- **Immersive experience:** Virtual Reality (VR), Augmented Reality (AR) and Mixed Reality (MR) are changing the way people perceive the digital world. This combined shift in models of perception and interaction leads to users immersing themselves in the virtual world in a completely different way.

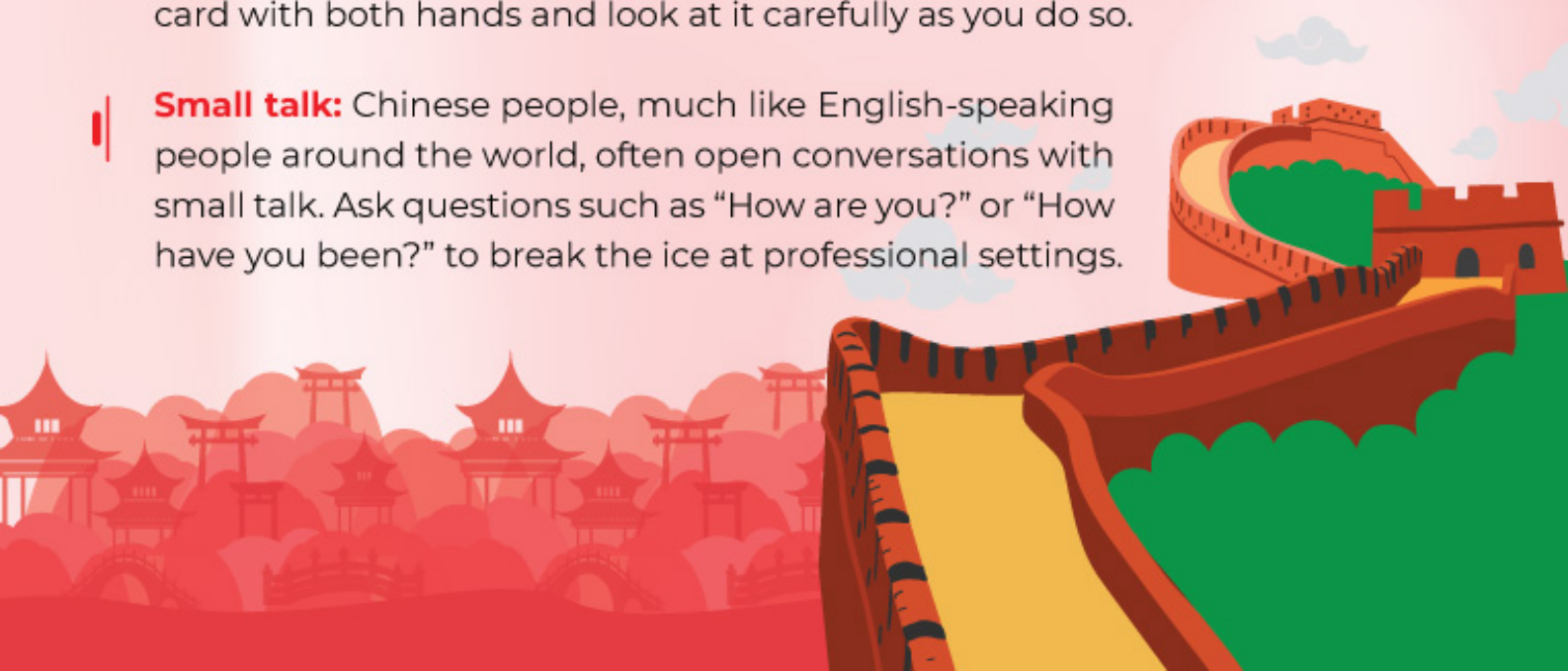
Culture Bytes: **CHINA**

In this issue of 'Culture Bytes', we are going to tell you about the rich history and culture, business etiquettes and top 5 places of visit in the beautiful and mysterious land of China.

Since ancient times, China has been known as the 'Celestial Empire'. This refers not only to China's strength and position as East Asia's Middle Kingdom, it also captures a more profound meaning, describing a land where divine and mortal once co-existed. It refers to the belief that the divine, through various dynasties, transmitted a rich and abundant culture to the Chinese people. Chinese culture is thus known as "divinely inspired", and is the only culture in the world to have a continuous recorded history of 5,000 years.

When it comes to business, Chinese are professional, meticulous and polite. Developing insights into the Chinese business culture and social etiquette will help you to avoid miscommunication and potential misunderstandings.

- **Greetings:** In China, nodding and smiling are very common greetings. In official business meetings, you will be offered a handshake. This handshake must be initiated by your Chinese counterpart.
- **Addressing:** It is very common for Chinese to address people by their titles followed by their surnames, for instance Manager Wang or Prof. Zhang. If you are unsure about the titles, you can also use Sir, Ma'am, Mr. and Ms.
- **Business cards:** Exchanging business cards is another key part of introductions. A business card is regarded as an extension of the person, so treat the business card carefully. The polite thing to do is accept the business card with both hands and look at it carefully as you do so.
- **Small talk:** Chinese people, much like English-speaking people around the world, often open conversations with small talk. Ask questions such as "How are you?" or "How have you been?" to break the ice at professional settings.



Conversation topics: While striking conversations with Chinese people, it is wise to stick to topics such as weather, travel, scenery, or food. These are safe topics to initiate the conversation. However, topics such as politics, especially those related to Taiwan and Tibet, must be avoided completely.

TOP 5 PLACES TO VISIT IN CHINA:

China as a tourist destination offers limitless scope for exploration. The natural beauty with picturesque landscapes and mountains, tranquillity of ancient temples and bustling cities such as Beijing - offer incredible experiences to satisfy the adrenaline rush of any travel junkie.



The Great Wall of China: The magnificent Great Wall of China (known as "Changcheng," or the "Long Wall" in China) stretches more than 6,000 kilometers from the fortresses of Shanhaiguan in the east all the way to Jiayuguan in the west, passing through Hebei, Tientsin, Beijing - where the best preserved sections of the wall can be visited - Inner Mongolia, Ningxia, and Gansu.



The Forbidden City, Beijing: China's largest and most important building, the Forbidden City - also known as the Imperial Palace - is situated in the very heart of Beijing and is a must-see while visiting the country.



Emperor Qinshihuang's Mausoleum Site Museum: It's one of China's most important tourist destinations and offers the unforgettable experience of standing in front of this assembly of soldiers and horses as if inspecting a century-old parade.

The Summer Palace: The Summer Palace, situated in the northwest of Beijing, is said to be the best preserved imperial garden in the world, and the largest of its kind still in existence in China. It is only a short drive (15 km) from central Beijing, but seems like another world.

Li River: The town of Guilin, in the northeast corner of Guangxi, boasts of some of China's most beautiful countryside and is famous for the Li River, which meanders through the town and surrounding Karst Mountains.

The Other **SIDE**



Shrikant Navelkar

Director & Head, Business and Operations - US

Let's explore 'The Other Side' (Hobbies and Interests) of our colleagues. Wouldn't it be interesting to know about the hobbies they engage in and their learnings from it? Let's hear it from Shrikant Navelkar - Director & Head, Business and Operations - US, about his love for food and cooking.

What are the different cuisines that you have tried so far? Which one is your favorite?

I am a food lover. I have tried all kinds of cuisines. Some of them are - Indian, Afghan, Chinese, Japanese, Korean, Sri-Lankan, Mediterranean, Lebanese, Mexican, Continental and Parsi. My Favorite cuisine is Indian.

What is your comfort food?

Goan Fish Curry Rice. Nothing beats the authentic aroma and taste of Goan Fish Curry Rice.

When did you first try your hand at cooking and what dish did you make?

I cooked for the first time when I was 13 years old. I had made Poha for myself.

How does cooking help you to unwind and rejuvenate and what do you usually cook?

Like the famous quote "Dining is not just about eating, it's an experience". The same goes with cooking. Cooking is not just another task for me, I enjoy the entire process of it - right from going to the market to buy fresh ingredients to chopping of fruits and vegetable to cooking the meal and then lastly, serving.

Serving is one of my most cherished moments of the entire cooking process. I love inviting guests over to my house for dinner, setting the table and then telling them briefly about each and every dish that I have made and answering any questions that they generally have about the food. This entire experience is soul-satisfying for me. Usually, I cook Seafood and Dhansak.

Please tell us about your favorite eating joint in India and abroad.

I enjoy exploring new eating joints. In India, I like the following places: Dhananjay at Calangute Goa (*Seafood*) | Tasty Tongue at Pune | CST Vada Pav
Abroad, I like food trucks in New York City and American Diners.

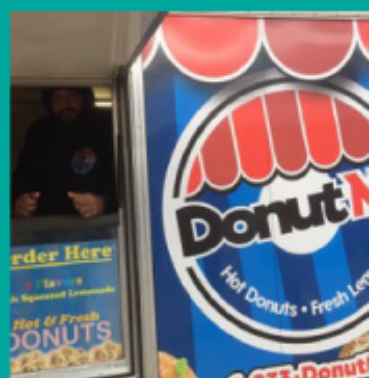
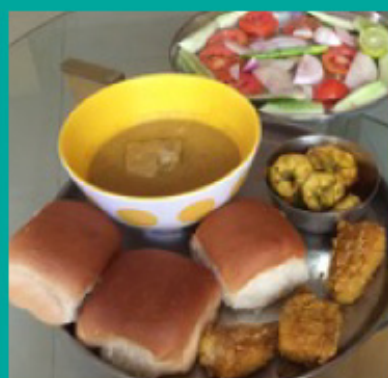
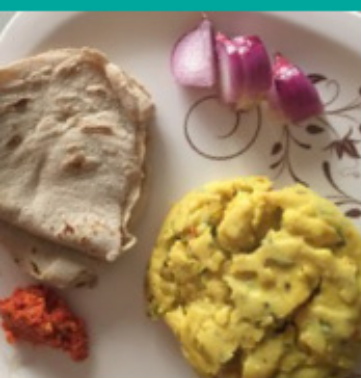
You have travelled to different countries, would it be correct to say that culture and tradition of a region highly influence its food. If yes, then in what way.

Culture as a concept is inclusive of food. Culture does not exist in isolation, it encompasses a lot of geographic, demographic and environmental factors. So to answer your question - Yes! Culture and tradition of a region highly influence its food. For instance, Afghan food is very basic, they prepare their food with minimum ingredients. That is because Afghans were warriors and they were constantly on the move. Hence, it was very difficult to carry stuff around for a lavish meal. They carried bare minimum things and adjusted in that. Hence, their food is very simple and it is mostly baked.

In Maharashtra, you will find different varieties of Modaks depending on the region you're in. For instance, people living near the Konkan belt, make rice Modaks that is because rice is the primary crop of that region. And, if you move towards Nashik, you will find fried wheat modaks.

Have you accidentally discovered an eating joint that you absolutely loved? If yes, please share the experience.

When I was a child, my father always spoke very fondly of this eating joint at Girgaon known as "Anand Ashram". Back in my college days, I was walking around in the by lanes of Girgaon and came across a very old wooden board with Anand Ashram written across it. My memory instantly got refreshed and I decided to go in and give it a try. I ordered for Goan Fish Curry Rice and it was the best I have had so far. It was basic, authentic and delicious.



Know Your Colleague

Tushar Salian is the Technical Architect - CoE at Clover Infotech. Let us all take a moment to know Tushar a little better. We asked him a few interesting questions about his thoughts, motivation, personality and leadership style. Read below to find out:

Your mantra to be a successful professional?

Promote Careers, not Jobs: Rather than looking for a well-paid job, look for a workplace that assures a fruitful career.

“Chase your passion and Money will come. Chase Money and you may never find your passion - Colin Wright”.

Offer Uncompromised Quality: To be a successful professional, it's important to prioritize, delegate and focus on high value tasks. We must aim at the best utilization of our limited time.

How do you maintain work-life balance?

Focus on Productivity, not Work Hours: For me, productivity scores higher than the time or number of hours spent at work.

Take Vacations: In the end, we only regret the vacations we don't take.

Your “Go-to” gadget?

My Remote Controlled Car and the Drone.

Favorite holiday destination?

I'm an Aquaholic. Any destination by the beach would be my go-to place.

Your favorite song/movie? And what was the takeaway?

The Shawshank Redemption (1994). The followings are the takeaways:

- Opportunities are everywhere, be courageous to make the most of them!
- In the end, perseverance and patience pay off!
- Be disciplined to do what it takes.

People you idolize?

Roger Federer

Your most memorable moment at Clover Infotech?

There are many memorable moments from getting my first client, to being selected in the Technology Solutions Group (TSG), to helping clients by delivering apt solutions. At every stage in Clover Infotech, I have had significant and memorable moments that have shaped my career.

What piece of advice would you give to your 20-year-old self?

- Travel as much as possible
- Today do what others won't, so tomorrow you can do what others can't



Tushar Salian

Technical Architect - CoE

Cloverites in **Action**



Digital: Revolutionizing the way we bank!

Javed Tapia, MD - Clover Infotech, in conversation with other leaders from the BFSI industry on CNBC TV 18 talking about how digital has transformed the way we bank. Watch it on Clover Infotech's YouTube Channel



Clover Academy

We're growing! A proud and joyful moment for all of us as Clover Academy moves to a swanky new office.



Cloverites in **Action**

CSR

Clover Infotech, in association with Catalyst of Social Action (CSA), has adopted homes to enhance the livelihood of underprivileged girls aged 6 to 18+ years and provide for their basic necessities such as education, health care, hygiene and sanitation.



Independence Day

What better way to celebrate Independence Day than giving people the freedom to express what independence means to them in their own ways!



Cloverites in **Action**



Peb Fort Trek

Cloverites trekked to Peb Fort. Check out the fantastic pictures below of all the fun they had.



Reward and Recognition

We never miss to acknowledge and appreciate efforts of our people. Check out the pictures of our Quarterly RnR felicitation.



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