ATUL G. CHITNIS

**TECHNOLOGY MARKETS ENABLER
WITH FOCUS ON LINUX AND OPEN SOURCE SOFTWARE,
DATA NETWORKING AND MOBILE COMPUTING TECHNOLOGIES**

Senior IT professional with 20 years of experience, active in the fields of Linux, Open Source, data networking and mobile computing, with proven ability to motivate large groups of people, organize teams and lead from the front.

AREAS OF KNOWLEDGE AND EXPERTISE

- Recognised expert in Linux and Open Source technologies

- Extensive experience in mobile and hand-held computing, wireless data networks

- Vast experience in virtual and online community building

- Extensive experience in technology market enablement, identification and understanding of future technologies that could impact clients and technology audiences

- Enjoy wide-spread recognition in technology circles

- Entrepreneurial and innovative approach to work – take ownership and drive projects, often lead from the front and by example, with active involvement at every level

- Well known for the ability to explain new and future technologies to diverse audiences, ranging from students to heads of business

- Excellent writing and expressive abilities. Regular writer for industry publications

- Often interviewed and quoted by press, TV and other media

- Accomplished and sought after public speaker

- Involved in the promotion of innovation and adoption of new technologies

- Active in Industry and Government circles, as well as at grass-root levels

SELECTED ACHIEVEMENT HIGHLIGHTS

- Driving interaction between Indian Industry, Government and the Open Source community since 1996. Was personally responsible for getting Linux into the hands of tens of thousands of people when no one had heard of it, and enabled thousands of decision makers through projects such as the PCQuest Linux Initiative, Linux Bangalore, FOSS.IN and articles, public seminars, workshops and direct engagement. Addresses and drives an Indian market estimated to be more than US$100 Million.

- Created and drove a market for data communication and networking since the 1990s. This work resulted directly in the creation of a data-communication market in India that was non-existent at that point. The modem industry, email and online services were introduced and explained through articles, public seminars, workshops and direct engagement.

- Assisted the Government of India to formulate a policy for their Linux Initiative, and wrote the first formal proposal for Open Source adoption policies. This led to the formation of an active Government policy of the adoption of Open Source technologies in Government activities, as well as in technical education.

- Was invited by the National Computer Board of Mauritius (Govt. of Mauritius) to educate industry and media on Open Source related matters. Framed guidelines for Open Source adoption for the the NCB, and and helped formulate policy for Government, education and industry.

Government of India Initiative for FOSS (2004 – Present)

Member, PRSG

The Steering Group Committee that oversees projects funded by the Ministry of Communication and Information Technology in the field of Free & Open Source Software. As a member of this group, it is my responsibility to monitor the performance and results of projects, and to approve funding. Current budget overseen is US$1 Million.

Selected highlights:

- Establishment of the National Resource Centre for FOS (NRCFOSS) under the aegis of the MCIT and Anna University, Chennai.

Exocore Consulting (P) Limited (1999 – Present)

CTO & Director

Exocore Consulting helps clients adapt to new technologies, by providing knowledge and consulting resources in data networking, open source solutions, technology identification and adoption, mobile computing, etc.

Interact with Exocore's clients to advise them in matters related to data networking, computing strategies, office automation and migration to Open Source technologies.

Selected highlights:

- Guided a Mumbai-based startup while setting up an online commodities exchange. My duties involved identification of technologies, designing and overseeing the development and deployment of the system, auditing partner organizations for technology compliance and performance, negotiating with national and international partners.

- Consulted for a leading online lottery company in India, guiding them in the selection and deployment of mobile communication systems using GPRS, GSM, WiFi, CDMA and Radio-networking. supported the company during negotiations with technology partners.

- Enabled a large mobile telephone operator to move from a proprietary Unix platform to Linux and other Open Source platforms for their mobile and Internet operations. Developed custom solutions to address requirements such as SMS gateways.

- Guided a well known technology company developing mobile computing solutions as it engaged the Open Source developer world, resulting in substantial increase in credibility and involvement with Government, industry and military customers. Advised on redesign of products and product lines, and repositioning of market-facing communications from the company.

- Consulted for India's best-known accounting software firm, advising on technology as well as customer support mechanisms. Initiated the process of the company making its products available on Linux.

FOSS.IN and Linux Bangalore (1999 – Present)

Founder & Organizer

FOSS.IN (http://foss.in) and Linux Bangalore (http://linux-bangalore.org) are India's largest annual Free & Open Source events, and see participation by thousands of people from India and the rest of the world.

Selected highlights:

- Drove Linux and Open Source Community engagement with industry, academia and governments thought participation in industry events, beginning with Bangalore IT.COM 99, where the Linux pavilion was rated as "the Crown Jewel of IT.COM" by media.

- In 2001, conceived the idea of an event for the Free & Open Source community in 1999, and caused the community to participate in various technology events as an entity. Helped the community put together this event, called Linux Bangalore/2001. This event grew from a small regional event to a massive, national and internationally recognised event, and garnered support from industry, community and governments.

- Drove since its inception, organizing it annually. The most recent (at the time of writing) was FOSS.IN/2005, which saw more than 3000 participants from across India and the world.

PCQuest/Cyber Media India Ltd. (1995 – 2002)

Contributing Editor

PC Quest is one of India's foremost technology magazines. Became associated with the magazine in January 1993. In 1995, became a contributing editor for the magazine.

Selected highlights:

- Began writing COMversations, a column in PCQuest that ran between January 1993 and December 1996, and became the cornerstone to PCQuest's strategy to change from a generic PC publication to a reader-driven, user-oriented technology magazine.

- Started the PCQuest Linux Initiative, and led the team that created the annual Linux cover CD for the publication, which exposed tens of thousands of budding engineers to Linux and Open Source. The team conceived, created and mastered the annual CD, wrote most supporting articles for these special issues and provided write-in support for thousands of readers.

- Initiated the Open Source Desktop Initiative in 2000. Expanded the project through PCQuest in August 2001 as a follow-up to the July 2001 Linux special issue. Set the ball rolling for major Linux adoption on corporate desktops.

C&B Consulting (1994 – 1999)

Consultant & Partner

C&B Consulting provided consulting services in networking solutions. My work involved understanding client requirements and recommending solutions, then overseeing their implementation.

Selected highlights:

- Guided a large, multi-million dollar multinational corporation during the setup phase of its subsidiary in India, evaluating and overseeing the deployment of technologies. Established communication networks using available technologies, linking the subsidiary to its parent company in the USA, as well as peer units in Asia and Europe.

ARB Constellation (P) Limited (1989 – 1994)

CTO

ARB Constellation pioneered data-comm solutions in India, developed corporate data-networking solutions.

My role involved identifying data-communication solutions for our customers, as well as leading the team that developed products and solutions.

Selected Highlights:

- Conceived and developed CyberNet – a corporate communications host that allowed companies, using modems and telephone lines, to run data communication across national and international networks. CyberNet became the foundation stone for datacomm efforts by companies such as Asea brown Boveri (ABB), Associated Cement Companies (ACC), Indian Aluminium (Indal), Cyber Media, etc. and was adjudged as the Best Indian Software by the Computer Society of India

- Set up India's first ever online communication service caller CiX, which was the starting point for thousands of Indians dipping their toes into the online world.

Constellation Software (1986 – 1989)

Developer

Constellation Software pioneered the development of low-cost PC based software in India, and changed the mindset of many organizations who had never purchased legal software before.

Was the primary developer of the software created, and successfully sold thousands of packages to many reputed companies.

Compu-TACT (1985 – 1986)

Software Engineer

Compu-TACT developed management information systems for companies located in India and in the Gulf.

My role was the development of database front ends for the applications written using dBASE and Clipper.

ADDITIONAL PROFESSIONAL EXPERIENCE

- Designed and conducted numerous corporate seminars and work-shops for many prestigious firms such as Infosys, IBM, Maruti Udyog, AMP, Tally Solutions, Spice Telecom, Encore Software, etc.

- Designed and conducted numerous public seminars and workshops, including country wide speaking tours.

- Regular speaker at educational institutions, motivating students and faculty alike.

PERSONAL

Date of Birth:	20th February, 1962
Place of Birth:	Berlin, Germany
Nationality:	Indian
Languages spoken:	German, English and Hindi
Education:	Bachelor of Engineering (Mechanical)
	Gogte Institute of Engineering, Belgaum - 1985

CONTACT INFORMATION

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Other References:	On request

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