

Three innovators from Indore chart a success story

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Three innovators of Indore have carved out a niche for themselves. They came together to launch a start-up from a rented room. Now, the company boasts of a staff strength of 750 and four offices in three countries. Three 37-year-old inno-



vators Kuldeep Kundal, Abhishek Pareek and Amit Agrawal are founder members of 'Cyber Infra-

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2012: started first office in San Jose, USA with total 230 people making them a small sized company

2014: started their second international office in Singapore

2015: reached benchmark of medium sized Co with 500 people

2016: started third international office in UK

2017: fourth international office started in Atlanta, USA

structure pvt ltd. "We met during graduation from MIT Mandsaur and became friends with similar

aspirations," Kundal said. Kundal and Agrawal were born and brought up in Indore, while Pareek hails

from a village near Kota. "After graduation, we got jobs as per our family's expectation and earned our bread. However, the innovator inside us was discontent" Pareek said. Following the desire to do something new, they quit jobs and amid opposition from family launched a start-up in Pareek's rented room in 2004. **CONTD. ON P10**

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"The room became our den. We started with doing college projects for engineering students to earn money," Agrawal said. They knew that it was not a long-term plan and started discussion over various ideas.

"Back then Cyber cafés were quite common and trending. They were not only hubs for internet users for also for cyber crimes and information theft," Kundal said. The trio came up with the idea of monitoring and controlling these crimes and developed first security software named 'Cyber Eye'.

"We approached police department and asked them to consider monitoring software even if not ours. They opted for ours as it was most economic," Pareek said. Their innovation spread like wildfire through media channels. "Our innovation caught attention of a company in Spain. It wanted us to provide a modified version of our software to monitor the use of their cyber space," Agrawal said. Next, they secured an order from Ireland where the customer wanted a software to monitor use of internet in family. Further, their 'Responsible Surfing' software attracted more attention from international companies, banks, educational institutes, airlines and more. In the following eight to nine years, the company grew into a proper medium sized company.