

Visionary Seminar by Hiten Bhuta

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We closed our account for the, for the year March 1997 with e-profit of 35 lakhs and we are, we are targeting a profit of more than one and half crore for March 1998. We are a very young company. You know, as all the companies in the internet business, we'll be a very young company. You will not find Bajaj in the internet business. Because it's not that old, you know. Internet line itself is, is very young. So, you can compare, you know, compare us with what Bajaj is to scooter industry, we are to internet industry. We are offering certain services, selling very good products, certain items, uh, which, you know, offer the customer a one-stop solution. We have given training programs to major industrial groups. We have run, uh, training programs for public sector undertakings. Uh, we have given, uh, website design and development. We have done work for... Recently we did for RTI, last week and we got 30,000. It's a 2300 crore public sector undertaking. Okay. We have got our own three web servers in USA, uh, www.bigindia.com, indianjeans.com and chanakya.com. And this is who we are. We are basically a very young professionally managed company and all the guys, those who are... Those who you are seeing in- in- in coat and tie wearing the name tag, they are the people who are, who are working with us. Okay. So, this is who we are. We have 30 people working with us and four offices in Bombay, one at Nariman Point, one at Pan Charaka, one at, two at Borivali and, uh, one at Bangsar. One at Borivali and one at Bangsar. Okay. So, this is what we are. So, Hotmail is doing things and we have borrowed the concept from Hotmail. Give free stuff and then sell you stuff. Okay. And what was the other question? Ah, yeah. The other question is that if-

Speaker 2

Please speak up.

Speaker 1

... if BBS, she is working in BBS and from BBS it is possible to login on to internet very fast and not from the home. Because home you are what is known as dial-up, dial-up networking.

Speaker 2

Mm-hmm.

Speaker 1

And BBS has a leased line. They have spent 22 lakhs s- setting up the d- the, the leased line. So, you can directly log in. It's like a hotline, hotline to internet. We are coming on to that in a moment's time. Okay. That, that, does that answer your question?

Speaker 2

Okay. Thank you.

Speaker 1

(laughs) For the time being, he will answer. Okay.

Speaker 2

In terms of quality of usage, which of your clients do you think are highest in internet usage? Quality of usage.

Speaker 3

(coughs)

Speaker 2

Quality of usage amongst your clients. Can you name the top three?

Speaker 1

Jitu bhai is asking a very pertinent and a very valid question. Okay. Very tough. If I have to be honest, it's very tough to answer that. Okay. With the quality of usage, who are the good clients who are making full use of internet? I have got one company in mind, Cypress Basic Knowledge. They are making good use of it.

Speaker 2

(laughs)

Speaker 1

Making a lot of money. So... But apart from us, if you ask, you know, it's in your... It's not, it's not that they don't want to make use. They have been giving a lot of connections and lot of, lot of people they are, they are making them aware of internet. It's not that they don't want to use it for quality purpose. They want to, but it's that they don't know how to. Okay.

Speaker 2

I am talking of your clients who have been trained by you, who are the ones who are-

Speaker 1

Right. So those who are trained by us, they are trained by us for one day. And, uh, after the training, it's left to them if they want to make use of the internet facilities and internet. And lot of people are making use. Okay. I can ta- I can name one, BDP. You know, there is one young girl, BDP operator. I, I, I am mentioning individual. You know, corporate, I don't know. Because once we have trained, it's over. Individuals keep in touch with us and then we can find out. But BDP operators, they started a whole new business of, uh, internet email center. You know, she started up an email center and, and receiving and giving emails and things like that.

And we had one textile exporter who is, uh, I mean, uh, who is export trade in garments. An individual operator grew by more than 300% by installing internet. His phone and fax bill, you know. The, the basic advantage is that your phone and fax bill will, will, will get reduced. They were spending three lakhs per month on phone and fax, it got reduced. Okay. So that's about... There are a lot of people who are using it for a good purpose. What I would invite you is-

Speaker 2

Can I add one small thing? Sorry to interrupt you. The advantage that most of the people have is in knowing what are the utilities of the packages and the services that we offer, the need of an individual is very, very diversified. The more you need something, the more it helps you. We educate that what all things can be done from these services that we provide. And it's like, you know, you have some solution for a problem. So every time you have a problem, you use it. You encash on it. So we kind of value the utilities. There is something very, very genuine and very, very useful. And we are spreading that utility. That's what it is. My purpose of asking was that you are giving the exposure at the end of... As Jitu bhai said, at the end of the day's seminar maybe people have got the basic awareness. But is there a part two of your proposal that tomorrow we will help you do this and day after we will help you do this? We have just begun. I am sure by the end of this session, none of these queries will remain with you or with me.

Speaker 1

No. So your question is there. Let me address that.

Speaker 2

I mean, from Jitu bhai's point of view, don't just leave them with some knowledge. Say that come... This is part two of my proposal. This is how I will help you.

Speaker 1

Ah.

Speaker 2

You can charge us so and so.

Speaker 1

And Jitu bhai has really thought about it.

Speaker 2

We have just begun, Jitu bhai.

Speaker 1

No, no, no. He is saying, he is saying very good stuff. It is going to be much of an infor- although we are running away with 10.

Speaker 2

One second. If you don't mind, do you give us like a demo of a relief-communication package?

Speaker 4

... always better this, I would probably have to monitor. I could not. If you can change your, uh, schedule of business.

Speaker 5

It's not possible.

Speaker 4

It will be the last one.

Speaker 1

So, I- I assume that all of you are clear the seminar is going to be up to around 5:00, 5:30. And ...

Speaker 5

Could you explain the ... I mean ...

Speaker 1

But I will, I will try to organize something. Okay. Right now-

Speaker 4

Yeah, that's why I've been calling you out there.

Speaker 1

No, I will, I will, because, uh, there is a significant amount of public coming here. You know, it does not make much sense for a lot of people.

Speaker 4

Oh, that's all right.

Speaker 1

Do you have any, do you have already an exposure onto the internet?

Speaker 4

No. I will give, I will call you.

Speaker 1

Okay, no problem.

Speaker 4

I wanted to be specific on your phone. I will call you about it.

Speaker 1

Okay, good. Thank you. Yeah.

Speaker 5

What I would suggest is, if you go through the scope of the seminar, seminar in the beginning, many of these questions could be answered. And, uh, we can just try to start with the ...

Speaker 1

What is your name?

Speaker 5

Sabu. Sabu Iya.

Speaker 1

Sabu Iya. So, thank you for the suggestion. We are just going to start in a moment.

Speaker 5

Because everybody is asking questions, we cannot, I mean, we are not able to start the seminar, right?

Speaker 1

(laughs)

Speaker 5

(laughs) So let us start with the scope, scope of the seminar, seminar and then-

Speaker 1

No, a lot of, a lot of times that would happen that, you know, uh, I passed my engineering in 1992 and then, studied a training division in a fortune 500 company. For four years, I used to train people, and just two years, I started my own company and I have been made CEO of the company. And a lot of time when I, you know, I talk to people and on phone, like without experience and then when I go and meet him, you are, "You are the one I talk to? You look so tiny and you look so short too." So like, Sabu is concerned that people are asking a lot of questions and I may not be able to answer them. Don't worry, we'll start with same our time.

Speaker 5

No, it's, it's not like that. Actually, if you go to the store, I mean, there would be, I mean, it's, uh, if the particular subject is coming, they can wait, no? That's-

Speaker 1

I just wanted... See, Sabu, the purpose here is if I can get in touch with their questions here. Uh-

Speaker 5

I have a small question for myself, actually. You say you're making a lot of money from internet.

Speaker 1

Yes.

Speaker 5

So I would like to know if someone has an internet connection-

Speaker 1

Yeah.

Speaker 5

... how can he make money?

Speaker 1

Right. So now you are asking a question. Very good. So we will answer that.

Speaker 6

(coughs)

Speaker 1

So that is a correct kind of question to ask that, "If I have an internet connection, how will I make a lot of money?" Now, if I start speaking something that is not related to that question ...

Speaker 5

You will feel bored.

Speaker 6

(laughs)

Speaker 1

I mean, so now I know that Sabu is here to find out how to make a lot of money using internet.

Speaker 5

Not that, actually.

Speaker 1

None of that?

Speaker 5

Not that, this is part of it.

Speaker 1

Sorry?

Speaker 5

This is just part of it. I just-

Speaker 1

Part of it? So, bahka kya hai?

Speaker 5

It's working out for us. (laughs)

Speaker 1

So, I will do it. Please, thank you so much for your suggestion. I really appreciate that. Please don't feel offended. This is more of an, you know, the, one of the, one of the ways we, we try to make the training and the education more effective, is let it be more fun first, okay, so it will be more interactive. And so, you are, which college are you going to do?

Speaker 5

Um, I'm actually working now.

Speaker 1

Which college you are in now?

Speaker 5

I didn't-

Speaker 1

Which college? Did you study for college?

Speaker 5

Yeah, yeah. I am, I'm, I'm from Kera- Kerala.

Speaker 1

Kerala?

Speaker 5

It's a Marathi school.

Speaker 1

Very well. All over India, the college is stayed in the same. The person who is training comes on the stage to start the training. And before he starts this tra- training, half of the people are asleep, the college students. So it's really a smart idea to find out first that how... I mean, what is the exact application that they are working on to, so that I can address that, okay?

Speaker 6

(coughs)

Speaker 1

So anyway, you have, uh, you have, please feel free to, uh, interrupt me during the session, uh, when I'm talking. Our purpose and our commitment today is to, at the end of this session, leave you with a very clear idea of what internet is, how it will be benefit to your business, how it will be benefit to your education, how it will be current circumstances in your life. Okay? That's what the purpose that we are working on. And, uh, it is, it is part of a, what, what I, what I will say, part of an interactive one, okay?

Speaker 6

(coughs)

Speaker 1

So feel, feel free. Absolutely feel free. We don't get offended. Okay? Keep asking. And we feel the more the question, we feel better. Okay. The first session that we are going to start with is on internet. Uh, what is internet? This, this is going to be a half an hour session. We are going to discuss what is internet. So I would like some of you to probably say something on what is internet, those who already know. Internet is a network of networks. Uh-huh.

Speaker 5

Some of you, suppose one company is having a small network within it, they have all these organizations. That network is connected to some other network. So link of all these networks is called internet.

Speaker 1

Okay. Very-

Speaker 5

From one small country, another small country, another small country, they will be having their own network.

Speaker 1

Mm-hmm.

Speaker 5

So one country's network is connected to another country's network. And the link of this total is called, uh, internet.

Speaker 1

What's your name?

Speaker 5

Umesh.

Speaker 1

Umesh.

Speaker 5

Yes.

Speaker 1

Umesh has literally summarized what is internet in a one-sentence and explained it very nicely. By the way, is there anybody who is not exposed to computers or internet? Just wave your hands if you don't know what is computer. You don't know what is computer. And not much experience dealing with computers. 24 months. Okay. Uh, may I have, where is, which was the exact application that you are looking at?

Speaker 6

I was just wondering if there is a possibility of computer application. How I can get information from the internet? Do I have to pay some kind of money? I know you said everything is free but I wanted to see how I can get information from the internet. How I can get the information from the Google or Microsoft or Facebook or Twitter?

Speaker 1

Is there any particular subject or area that you want to learn?

Speaker 6

No, no, no.

Speaker 1

Okay. Cool.... you're in government and it's code, you don't have any information on the ... You worked on internet and you saw the connection speed is very slow?

Speaker 7

Very slow. No, it's starting to work.

Speaker 1

Mm-hmm.

Speaker 7

But after as soon as the time passes-

Speaker 1

Mm-hmm.

Speaker 7

... somebody has been using it for 15 minutes, your- your patient has to have want- looking for some answer, looking for the host, looking for the host, looking for the host. You disconnect, again dial that number, you will get the information.

Speaker 1

So it depends on... .. Yeah. Yeah. Exactly. So what we- what we- what we are going to find out is various concern and questions in our ... Would you like to say something on, current, uh, ... One more thing.

Speaker 7

One more thing.

Speaker 1

So it's a all, very good questions, you know. This is going to be a great session, compared to that, actually. Compared to morning, it's going to be

a great session. Morning batch, we had a lot of people who did not ask any questions.

Speaker 8

Thank you.

Speaker 1

Huh?

Speaker 8

Converting into another language.

Speaker 1

Converting into another language? How do you do it?

Speaker 8

Uh, iPhone to Indian English. (crowd chattering) A phone's camera. Just convert to the language. Yes. And then you're good to go.

Speaker 1

As most of you are aware of computers, we're not going to computer, but we will first begin with networking. Okay. There used to be a world when there was no computer. Okay. There used to be a world where there was no computer in the world. I mean, it's a computerless world. Today, it's difficult to imagine. Uh, we get used to so many kind of things, like TV, like telephone, and like electricity, that we forget sometimes that there had been a time when there was no computer. Okay. So let's take, let's take a glimpse of that time. Suppose we are in past. Suppose we are in past, in a moment when there's no computer in the world. And suddenly, in say 1970, around that time, computer introduced. A lot of people are getting access to computer. All the routine job, a lot of work which was initially done manually is now, is now, is now on computer. Word processing,

database management, writing letters, putting on data, processing information, things like that. And now, every office has say four, five, six computers. Okay.

Imagine a typical office having a six computer and, uh, everybody's working on different things on their individual computers. Okay. And the typical day in that office will be, someone develops a, a report right now. Okay. He's seen a report in India. And that report, he wants to show it to his boss, or her boss. And, uh, so now he'll go with the report and run around to GPS, MD, and show the report. I'm in a typical office. Okay. 1980s. 1980s. And you show the report to him, and invariably he'll say, "No, no. This is not correct. Go and change it." And again, take the floppy out, come back to your computer, put the, put the floppy again, change the report, go back to your boss, and do all the running around. Okay. And imagine that this is 1980s, and someone comes to... and you are heading a technical company. Okay. You are heading a computer company. Someone comes to the software and says, "I have a sick computer in my office." You know how to solve that problem?

Speaker 8

Making a network would solve it.

Speaker 1

Huh?

Speaker 8

Making a network would solve it.

Speaker 1

Sorry?

Speaker 8

Making a network would solve it.

Speaker 1

Making a network would solve the problem. Very good. That's like a simple logic. Can you see that? How? What is making a network mean?

Speaker 8

It's connecting all the computers.

Speaker 7

Connecting all the computers.

Speaker 1

All the computers sharing the same data.

Speaker 7

LAN systems.

Speaker 1

LAN systems. Right. But at that time, there was no LAN word. Okay. So it was like simple. Take a piece of wire, put it in all the six computers and connect it. That's how things work. Now if you had, if you had known this in 1980s, you wouldn't be a fortune 500 company. Like Noble Network. It became a Fortune 500 company. Local area network. Take a wire, put the card, connect the computer, share the data. (foreign language) So this is how, how world is. Now we all know, make a network. So when the things are over, we all know how it's that simple. Like that. Okay. So that's how

people started connecting that network inside the office, or inside their, you know, business premises, their six computers, eight computers, they started connecting it to local area network. So that, that usage kind of spread very fast. Everybody started having a local area network. And suppose we are a company as big as, say, Bajaj.

And Bajaj has one office in Nariman Point and another office in, say, Unnao. And now, so Bajaj's Nariman Point office problem they have solved. They put the wire, put the local area network and system started working. But now they have to regularly send the data from Bombay to Unnao. Get it checked, bring the data back, and then again process it, like that. So how would you solve that problem? Now any... another technical term. Sorry? What? No, no.... but you are in kind of 90s networking way, big time. How would you- how would you solve this problem? Why do your networking there, but how would you do it?

Speaker 8

We would do more or less the same.

Speaker 1

Huh?

Speaker 8

We would do more or less the same.

Speaker 1

Uh-huh. Yeah, when we have this database and stuff, it will track up all your answers. Uh, what's your name?

Speaker 8

Uh, Shriram.

Speaker 1

Huh?

Speaker 8

Shriram.

Speaker 1

Yeah. Okay, what Shriram is saying is very valuable, you know. Uh, if you want to have a 91 point car and internally computers connected, put a wire.

Speaker 8

(laughs)

Speaker 1

And suppose you want to connect Bombay and Pune office with a simple logical way, put a wire there too.

Speaker 8

(laughs)

Speaker 1

(laughs) And then, Bombay to Pune, if you connect by wire, then Bajaj will pay so much money. Well, huh?

Speaker 8

You can use telephone lines.

Speaker 1

Ah.

Speaker 8

Or internet.

Speaker 1

No, I mean, that case, that- that- that's available to people, that became available to people later on. Initially people tried putting cables over long distance, transfer the computer data. Okay. But then-

Speaker 8

There was an alternative.

Speaker 1

Correct.

Speaker 8

Transferred by a floppy disk.

Speaker 1

There was an alt- but you want to have an online data transfer.

Speaker 8

Okay.

Speaker 1

Suppose you have an online data transfer, okay?

Speaker 8

Okay.

Speaker 1

So- so people found out there was a problem. All technological, uh, growth is driven by a problem. Someone finds a problem, and see that there's a- there's a huge problem existing. Okay. And then one person like Shriram comes up with a solution and says, "Put a modem at this end, put a modem at that end, and connect it via telephone network." Why to put, uh, new wires? You know, if you put a new wire from Bombay to Pune, it will cost a fortune. But why not use the existing wires, which are there, telephone wire, and use it to connect both the computers? And what you require is a simple thing, is a modem. Okay. We are going to see what is a modem. Can we have the modem page? So, modem. Uh-huh. You're not aware that this... 'Cause I want to demo this. Okay, so there's- there's an equipment, uh, which is called as modem. Who has seen the modem? I mean, who has not seen the modem? Not seen the modem? Not aware of modem? Not seen the modem? Not seen the modem? Very good.

Speaker 8

Not seen the modem.

Speaker 1

Very good. We'll have the modem demonstration now. Modem? This is a modem. This can be used-

Speaker 8

Sorry, JVC.

Speaker 1

This is JVC. Now we talk about brand also. We're gonna talk on those, huh, brands, and pays, and JVC, and all other... You are- you know, you can ask me. We are- we are much familiar with everything in computers. We are familiar with the various brands. We are familiar with... Uh, we are much familiar with, uh, everything in computers. We are familiar with brands. We are familiar with various costs. We are familiar with what are the various options which is available to the customer. So please take this opportunity. You know, you can ask us. Are you purchase- planning to purchase a modem?

Speaker 8

No, not yet.

Speaker 1

Not really yet. So, otherwise, you're a potential customer. Okay, so this is a modem. Now, whenever you cannot hear me, just remind me like that. Okay? So this is a modem, and this is the piece of instrument which is used to connect two computers separated by a long distance and via telephone line. Okay? Is that clear, the function? Now I'll explain how it will work. I'll explain how the modem will work. Okay? Now, when telephone lines were designed, telephone lines were not designed... Why were telephone lines designed? Telephone lines were designed to transmit the sound data. We speak, and that data gets transferred over a long distance on telephone line. That's how telephone line was designed. And to- to- to use telephone lines, we use this- this instrument. Okay? This is a telephone instrument. We are going to explain how this works. It's a very simple instrument. There are- there- there is a converter here, which is known as a mic. The mic takes the sound data, conver- takes it as an input and converts it into telephone data, which can be transferred over telephone lines. And there is a- there is another converter here which is

known as a speaker. Speaker takes the telephone data and converts it into sound data. Okay? So this instrument basically is a two-way converter. Okay? Sound into telephone signals, telephone signals into sound. Now, modem is also a two-way converter. By the way, we are going to have a lot of layman's language spoken here, okay?

Because this is going to be a- we- we want... Our purpose and our intention is to leave you with a clear-cut idea of what internet is and how it works. So we are going to speak words which we normally use in day-to-day language, you know? It's kind of more layman style, more practical, more realistic.

Speaker 8

Okay.

Speaker 1

So this modem also- it also acts as a two-way converter. Okay? So there is a connection which is- which is- goes into the modem. Okay? And the other end- other end goes into the computer. Okay. Here. And there's another connection which goes into the telephone line. Okay? Out of the modem, into the telephone line. Okay? So one- so what modem works is also as a two-way converter. It takes the computer data through this wi-cable, processes it, and converts it into telephone data, and sends over the telephone line. And when it receive the telephone data over the telephone line, it takes it, processes it, and- and transfers it- it via this modem, via this cable, into computer as a computer signal. Okay? Now, this is about... It's a very simple technology. There is one chip inside. If you open this modem up, there will be one chip inside it, uh, which is, I think RS- RS something, which is 1S. It's a standard technology, uh, which is used in manufacturing of modem. So, and then we have a- this is about the technical information on the modem. Then you have the commercial information, like, uh, there are a lot of companies. Who is planning to purchase modem by any chance? Just can I... Raise your hands.... or, or as I'll skip the commercial part. No, okay. So then, this is about modem.

There are... if, if you are not planning but in time, anytime in future you want to buy, there are major, uh, two considerations that people have when buy- when they buy the modem. One is the speed, the speed at which the data will get transferred over modem. The standard speed currently in India is for, uh, is 33,600 kilobits per second, thir- or 33.6 Kpbs or short, okay? And the GVC modem which is a good modem, Taiwan is made, works fine, with five year warranty, it cost 4500. Can I question it? Yeah, you wanted to know the... what it is required to connect to internet and things like that, right?

Speaker 8

I want to ask about hardware requirement.

Speaker 1

Hardware requirement.

Speaker 8

Question, uh, what's the difference between...

Speaker 1

Internal cost less. (speaks Hindi). See, external ka advantage itna hai ki, you can, you know, transfer it from one computer to another computer. Internal modem bahut jyada aata hai, andar lag gaya, lag gaya. Then you have to open the computer and then transfer it, okay? Now, this is about the wide area network. Are we clear on the wide area network? That when, uh, Bajaj wants to go to connect Bombay to Pune, then they can have an option of putting modems at both ends, their computer at both ends, and they can use the existing telephone network to connect, that is known as wide area network. Okay. So, what happened? It become very popular. In, in lot of... this, this is known as dial-up, dial-up modem, dial-up networking kind of arrangement, where you dial the phone number at the other end, and then your modem gets connected. You know how we dial fax?

Speaker 8

Fax.

Speaker 1

We dial fax, and then the, when the fax gets connected, there is a fax tone, and then we send the, send the fax data. Similarly, when the modems are connected, uh, when the modems are connected, uh, the modem gives a signal, the initial phase two kind of signal which is known as the modem protocol, and then both the computers get connected and then they can transfer the information. So initially what happened was, as you can see wide area network can save a lot of money, it can, it can, uh, reduce the... it can reduce a lot of amount of, um, you know, communication cost. So, wide area network became very, very popular in United States, in Australia and Europe. And by the, by the beginning of say 1985, '86, we had a lot of wide area network spread all across USA. For example, all the universities in USA, all the libraries in USA, lot of schools and colleges, they started linking their information and knowledge in the database using wide area network. So they had a, they had a wide area network specially designed for American universities. And then there is a European company, they had a, a European network, where they, where they included in their wide area network, say London Metal Exchange or the stock exchanges of London or stock exchanges of UK. Then we have Australian companies coming out with their plan and linking the major industrial organization and major chamber of commerce and making their network. What happened was, kind of wide area network becoming, started becoming very, very popular. By year, say, uh, 1989-'90, there are more than 300, 300 major wide area network operating in the world, okay? And they are all following some kind of protocol, okay? As I told you, protocol is the standard set of signals which both the modems will exchange before

beginning the actual communication. You know, we have, like before we begin the fax communication, a fax tone is exchanged. Similarly, before a modem begin communication, they exchange a standard set of signals. Okay? That's a protocol. So, everybody designed their own protocol, okay? And one of the way, you know, lot of time, people say, "Nahi, nahi, protocol toh hamko samajh mein nahin aaya, kya hai, what is a protocol?" So, one of the ways, uh, which I try to explain them is, I mean, not an offensive way but it's like a slightly casual way to explain the protocol is like, is like suppose, uh, you are, kind of you are heading a company, right? Or you are into a company, and, uh, you are into account business, okay?

Say, you are, you are the person authorized to issue cheques, and I have to collect payment. Now recently, I had to collect a payment for computer system from a company that of where I supplied the computers. Everything was perfect. Mal bhi de diya. Sab kuch theek se pahunch gaya. Just go and collect the payment. I go there and, uh, that gentleman is sitting in the seat with the tie on. And I say, "Hello, sir, how are you?" He'll say, "I am not very fine. Super kya ho gaya ki biwi se jhada hua hai." Now he is going to explain me about his biwi ka jhada. (toilet flushing) Tahi main hi yeh problem sahi mein bahut, bahut, bahut aaj kal bahut relationship mein problems ho rahe hain. You know divorce ke rate badh rahe hain, US mein bhi yeh problem hai. US mein toh sabse bada social problem yahi ho gaya hai, like that. Then he will say, "You know biwi ka jhada to theek hai, but there are lot of problems in, you know, economy and slowdown and all that." Then we talk for half an hour on that. Then he will say, "Yeah, yeah, I mean, I can understand, you know, it's really, really unpleasant." And for me, I am not interested in that stories. Hamara toh bhaya paisa laao, mal de diya hai, paisa laao. But then we follow a certain protocol. You know, we have a protocol, we begin the communication before we say the actual thing, we say, "Hi, how are you?" So that, so the other person does not feel offended. He kind of, you know, gets what you are saying. So in a modem, the protocol is the, before beginning the actual communication, the set of signals that we exchange, okay?... designed their own protocols. As I was... as I'm telling you, wide area network became very popular. There are more than 300 wide area networks. Everybody designed their own protocol. And there are 300 major protocols

in the world, still in the world right now, and they're operating various networks. So in 1989, there was a problem. There are... that suppose I am a person who is connected to American universities. I am following that wide area network and I want to access informa- information from Europe. Would I be able to access? Audience. Huh? Audiences. (speaks in Hindi) That happened. Actually, that happened. And everybody said, (speaks in Hindi). It's so common sense. Let's adopt a standard protocol which everybody can access, which everybody can understand, where everybody can get connected. So in 19- uh, late 1990, there was a meeting call of 300 or 400 network administrator in USA. You know how they meet? They all talk, you know, in all these jeans and T-shirts and they met over

Speaker 8

...

Speaker 1

and they said that, "Let's, let's get down to a solution." (speaks in Hindi) Which is common to everyone. And then everybody got down a solution and they, they, they accepted a standard protocol called as TCP/IP protocol. You may write this down, you know. This is a frequently used term by GSA Net. TCP/IP protocol, meaning Transfer Control Protocol and Internet Protocol. Okay. That's the standard protocol which is used world over for internet and modern communication. Okay. What, what happened due to that, there was an explosion, explosion in number of network users in the world. For the first time, anybody having a computer, a modem and a TCPIP protocol can connect to the... In theory, can connect to all the 300 networks, and get information, can data, can get data, can get knowledge from everyone. So, so what that meant was, in 1991, there was a couple of thousand users of, uh, of these networks. But when those, those modern... Tho- tho- those networks got interconnected using this TCPIP protocol, there was a standard protocol accepted. That was that. That formed what is now popularly known as internet. ... People. You log into internet, search the net. You know, that, that's the word that they normally use. Surf the net, browse the net and find the information that they require. That's how internet came to being. And it has been, it has been making a wave in a lot of cases. Internet has been impacting a lot of companies, a lot of businesses. Like Microsoft has invested, plan to invest \$5 billion in

coming three years on internet-based softwares, because they see internet is the future. You have Bill Clinton, who is the... who is the president of USA. They have put internet into their priorities, you know, government's priority. Uh, in fact, if you recently read I. K. Gujral had given a speech... uh, you know, there was this news article. There was a speech given by I. K. Gujral that we are going to have the internet used, spread in India, students will get better facility like that, because everybody has realized the importance of internet and its facilities. In fact, Bill Gates has written a book, who is the CEO of Microsoft, called The Road Ahead. In that book, he mentioned that the biggest application of internet in coming years will be in the field of education and banking.

So we have, you know, people, uh, all the universities in America, you know, schools in America that are offering free access, free internet access to students. Okay. The Compaq Computers company is, is also offering free notebook to school children, so that they can get educated through internet. In fact, you know, the kind of project that school children in America take up is like, uh, making a study of art museum, art museum in Paris or making a study on the Indian culture. And this is so amazing, so amazing. Uh, if I can just share one experience that, uh, you know, there's a facility of internet through which you can, you can chat, uh, with people all across the world. And chatting, just general chit-chatting, you know. Non... not goal, goal-orientedly. (speaks in Hindi) I was, I was talking recently on a chat channel and I had one, uh, one of the person logged in from California and, uh, her name was Jenny. And Jenny said, uh, uh... I mean, we were just discussing about some Indian culture and Indian philosophy and things like that. Some said, you know, "Indian philosophy is very great and Indians are kind of, you know, they have spent their... uh, lot of Indians have spent their entire life philosoph- philosophizing about what life is and the meaning of... deeper meaning of life." Then I said, "Okay, okay. I mean, uh, yeah, I know. I've read it- I've read that, all those things on internet. But, uh, do you know one thing?" I said, "What one thing? I know so many things about Indian philosophy." And I mean, kind of, you know, you're just asking whatever you know about. And she, she said that, "Why do you, uh, start... why do you start all your Indian philosophy why do you start with all mantras with om?"... why Om Shanti

Shanti or why Om Namah Shivay or why Om Kirti Sambhavi? What is the meaning of the word Om?

Speaker 9

Indian philosophy.

Speaker 1

Indian philosophy, right. The American school kid, she was on eighth standard or ninth standard? Now, we got the... but, uh, it's not like the... though the... that comes from the... it doesn't look cool. So. But I'm like, "No, you know, oh, it's kind of, uh, it's kind of very mysterious thing."

Speaker 9

(laughing)

Speaker 1

"You cannot explain it on net." (laughs)

Speaker 9

(laughing)

Speaker 1

I had to say that. You cannot explain it on net. You know, it's a something, something, something so... It's like you have to just experience that, you know? That's like something like that. Something like ice cream. You know, ice cream, you can only eat and you cannot tell people how the ice cream tastes. Om is like that. She said, "Stop kidding. I know what Om is." And she gave me a big explanation of what Om is. Like Om means something like creating from nothing. O has some root in Jewish, Jewish language. I was so amazed with eight, eighth standard person and she has done a whole project on Indian philosophy and Indian Vedas. And where did she get all the information from?

Speaker 9

(laughing)

Speaker 1

From the internet. So, we have people now giving priority to internet-based education in, in USA now, right now also in India. Internet is being afforded, uh, highest level of priority in education. Okay. So, that's what has, has given rise to tremendous amount of interest worldwide on internet and internet, internet-based technologies. Okay. So, we see that the number of network users in India also is growing at a phenomenal rate.

I'm just going to tell something on, uh, internet in India. Okay. We're going to go to the next topic, internet in India. Uh, before we go into internet in India, I just like to ask you, do you ha- do you have any question on LAN, on wide area networking, on, on modem, or on internet?

Speaker 9

Actually, uh, the relive-

Speaker 1

Good. Uh, first of all, thank you so much, Abu, you asked-

Speaker 9

The relive-

Speaker 1

Because-

Speaker 9

The reliability of information available from the internet.

Speaker 1

Sorry?

Speaker 9

The reliability of information available from the internet is not, uh, it's not always reliable. We can depend on some information available on the internet and we can just double it, but it's not always, uh... Suppose I have two home pages in internet.

Speaker 1

Hmm.

Speaker 9

But I can put anything, uh, I mean, I want to put in-

Speaker 1

Very good, Abu. I want that question. First of all, thank you so much, Abu, for asking question. You know, it really relaxes me. So, I get tense. Am I... If, if, uh, everybody is listening and not asking questions, I get scared. There are two possibilities. One is, it's going so good nobody feels like asking questions.

Speaker 9

(laughing)

Speaker 1

Or it's going so horrible, people are feeling, "When I run out of the... I'm going to go, you don't want to ask any question." (laughs) Anyways, Abu, thank you. So, I welcome question, you know. And, uh, we are feel free and kind of, you know, participate and interact. What Abu is asking is a very relevant question. What is the reliability of information on internet? Anybody can put anything. You're very accurate. Everybody is putting whatever they want.

You go and ask philosophy on internet, you'll get more than 50,000 pages and more than 30,000 individuals declaring that they are God. That they are God. I mean, you can put what- whatever you want. You go and, go and say, "God," you will get... I will do it right now. Ya hum hi jaane ke kareng e. And you will have people declaring everything. So, you had that, uh, Heli Comet task, you know? Uh, that Heaven's Gate-

Speaker 9

Yeah, yeah.

Speaker 1

... suicide case coming up. Why? Because people put whatever they want to. But you got to be judicious enough to, to take whether they're telling lies or telling the truth, things like that. Or else, I got a lot of, lot of things to share on what happens on internet. If you're especially talking on chat lines, dangerous, don't talk. People all give lies. They then, then, then they'll say, "I'm a prince of Paris." Or what? "Prince of Baghdad."

Speaker 9

(laughing)

Speaker 1

And here though where the princess will wait.

Speaker 9

(laughing)

Speaker 1

(speaks in Hindi) I had, I had one case happening, you know, one of my friend... Uh-huh. Surely. Now you feel like laughing that people got a ज्ञान बुझने लग गया था यार। When they were working in d- doing a good study in computer science, uh, in University of Bombay, Kaleena, and then now Prince of Baghdad is saying that, "Wow, wow." (speaks in Hindi) "So, good, good to meet you." (laughs) (speaks in Hindi) And then ultimately, you know, like any love story figures out. So, there's no reliability. Don't trust them. Okay. Uh, so this is about internet. Now we are going to go into internet in India. Sorry.

Speaker 6

Can I have your permission?

Speaker 1

Yeah. Sure.

Speaker 6

To ask some question.

Speaker 1

Ask.

Speaker 6

I have something on internet and I want to ask something on internet.

Speaker 1

Sure.

Speaker 6

I'm little boy mother. Excuse me.

Speaker 1

No, no. That will be, will be (16:14) and, uh, that's like how FTNL provides a telephone connection. BSNL provide the internet connection. And there are three major categories. Do you know the three major categories of internet connection? Who would like to speak out that? Hmm? You know that? Everybody knows that? Categories of connection? You know that, Dalvi sahab? Would you like to, would you like to explain that?

Speaker 9

Manish Telikar.

Speaker 1

Very good. So, what is the... So, what is the different charges in them?

Speaker 9

500, 5000, 15,000.

Speaker 1

(laughs) There we go.

Speaker 9

It will be reduced by first October.

Speaker 1

Huh?

Speaker 9

It will be reduced by first October.

Speaker 1

Ah-ha-ha. These are the possible changes. Let me know. Thank you. So, he's already saying it correct. There's a T-Cell account which is charged 30 rupees an hour and you have to buy 500 hours with, uh, 500 hours minimum advance. And you have a shell account. A shell account-

Speaker 9

It will be free.

Speaker 1

Yeah. Share account is ten rupees an hour and you have to buy 500 hours in one. Then you have a student share account which is like one rupee per hour and you have to buy 500 hours in advance. 500 rupee, 5000 rupee, 15,500 rupees. 500 rupee is a registration fee. 15,500 is 500 rupee. And what you need to do is a simple stuff. Take a BSNL form, get out a draft

on the name of Vijay Sanjan Nigam Limited for 15,500. No, no, no. That's what I'm saying. Don't go and give it to me. Give it to him. Give it to us. Give it to us. You will get 1000 rupees as commission. Yeah. Actually, sir, I have heard that we can use a seller phone. We can use a seller phone. Thapu is having all intelligent questions. He wants to make sure he gets the most out of it. You can spend your this is the smart way to work. Get the most out of your time here. Get the most value out of your time here. He is asking the most questions. And his question is, India is a great country. Mera Bharat ma. And Kerala, who is from Kerala? Who is from Kerala? Oh, and Kerala is still the God's own country. So what happened was, we started giving internet connection in August 95 and they gave us three categories. A share account, I will explain now what is the difference between all the three accounts. Share account is 1 rupee per hour, student account. What will come in it? Only text will come. And to get that account, only text, you don't get colors, you don't get graphics, you don't get multimedia sound and video effects like that.

That's a shell account, student shell account. To get a student shell account, you need to be only a student. You will have a certificate from your college. Go to the other. Go to the other and meet Mr. XYZ. If you are not a student, but you still don't want to spend a lot of money, you just want to have text data, then you can pay 5000 rupees or 5000 rupees. But if you want to get a full-fledged internet access with multimedia, with colors, with graphics, with everything, then you need to spend 15,000 rupees to get a TCP account. But what happens? So in August 95, all this started happening. So guess what? What everyone must have done? Student. Student. Jaya has a smart answer. Everybody will take a student account. 15,000 rupees. Who will do it? First, do the testing with 500 rupees. If everything is going well, then you go for a bigger account. Everybody took a student account. And some people are affluent, they are rich, they can afford a TCP account, then they took a TCP account. And then they started telling their friends, you know what, I saw this photo on the internet today. Then friends will say, Jaya will go and tell her father, you gave us an account of 500 rupees, and see here, he listens to songs in 15,000 rupees account, we will listen to songs here, and he sees photos. So give us something like this. Then there was like a big have and have not. So Indian student community was divided into haves. Haves are the people having the easy age account. And have nots, poor people, they only have

the shell account. Very gentle. So that Kerala is Kerala. Somebody thought this should be called Socialism. What is this? Some have shell, some have TCI. Then they designed a software called as ShellShock. They were layered like a shock. Now that ShellShock software converted the shell account into a graphics account. Hala, Dalvi Da, we didn't know. Paisa Vasudha. Now you will say that your expenses are very high. So ShellShock software became very popular. People said, Why do you waste 15,500? Take a 500 rupee, if you are not a student yourself, then tell your uncle's nephew's daughter. You are a student. You go and get an internet account for us. Student account is used for this? I don't know this shell account. No, no. Student shell account. You have to spend 5000 rupees. Okay, then? But I just want to know what I mean, whatever you get from it in total stake. First let me answer one by one. First of all, three words I will talk first. So do you know how Amdavadi people work? You know people from Amdabad. So you go to them. There was a big sale in Amdabad. There was a big sale in Amdabad and there one gentleman went there and said, Ask how much is this shirt worth? So he said, 200 rupees. He said, 200 rupees? 200 rupees is too much.

Is it a looting paise? You say 100 rupees. He said, 150 rupees. Go, you take it. You want my uncle's son. He said, 150 rupees is also too much. He said, No, say properly. He said, Okay, 100 rupees. That's it. 100 rupees is too much. 100 rupees is also too much. Say more properly. He said, What will you say more properly? I will give you 50 rupees. Go, go and see. It is time to pay. Do not do that. He said, No. Amdavadi people say 50 rupees is also too much. Say properly. The shopkeeper said, You are angry. He said, Why are you doing like this? Go, take it for free. So Amdavadi people say, Then give two. If you take it for free, then give two. Like we have these people, those who try to get the CCBI account and graphics and all that, then they tried it. If the sales of the software comes, then 5000 will be converted into 15000. This is good. Then they said, Why should we spend 5000? Catch the student, hit the account, put the sales off and run the graphics account. So in a sense, you can convert a 500 rupees account into a graphics account. Now what you are asking is the... What are the different conditions? Shell shock, use of shell shock. Is it different from TCV? That's what you want to ask? Yeah, the difference here, what he is asking is...The question Sahab is asking is that uh, what is the difference between the actual TCPIP account and the shell converted TCPIP

accounts? Meaning that there is a difference between a full fledged account...

Speaker 8

Is it type limited?

Speaker 1

TCPIP is multi...

Speaker 8

No, no, no, no.

Speaker 1

No, no, no. Shell. Because Shell Shock software. Oh, I did not explain that.

Speaker 8

Oh, I see.

Speaker 1

So, the party in Kerala said that we have designed the shell shock software. These are registered, legal, not pirated, authenticated, good software which converts shell inserts in the, in the graphics account. Okay, with all the color and with all the photographs.

Speaker 8

He is getting confused.

Speaker 1

(laughs)

Speaker 8

He is asking as a person from Kerala. Is it legal? Is it legal?

Speaker 1

Yeah, it's legal.

Speaker 8

It is legal?

Speaker 1

Kerala. A company in Kerala, Extentech Technology. It is legal.

Speaker 8

But, the shell shock.

Speaker 1

Can I, can I complete this so that he gets an idea? Okay.

Speaker 8

Yeah, yeah, yeah.

Speaker 1

Then they develop the program. See, what our intention is that you leave the seminar with a lot of value and satisfaction. So, we need to give a clear and complete information. So, this th- these people, they design the software and then they, then they put the software on the internet. So that the whole world can take it for free. Even the software is also free. Don't

spend anything. Download that software, put it in your machine, make the shell into graphics, make the shell into color account and have fun. You know, kind of a big thing. Everybody in India kind of rushed to the website. Download the software and start using it. Now the, now the question is... Oh, it's legal. Legal, legal. Whatever we are discussing, we are using. It's all legal stuff. It is not, it is not giving any problem to BSNL customers. It's a very good software, very good technology. Whatever is happening in your, now PC, if you have applied the shell shock, then whatever is happening is in your computer. And, and, and that's like, that's not burdening or over, overloading the BSNL's network.

Speaker 8

So, it's legal. But it will damage our computer.

Speaker 1

Not damage. Not damaged.

Speaker 8

It will give you burden.

Speaker 1

Not burden.

Speaker 8

Yeah.

Speaker 1

But it will, it will take more memory space and it may hard disk space. So, it's like, it's perfectly all right to use it. Okay. Perfectly all right. Now, what was the question? Yeah, your question is, what is the difference between a TCPIP and a shell account? On a TCPIP account, what you can do is multitask. Suppose one, on one line, you are talking to the USA. Another

line, you can get some more information from UK. Another window. You know how Windows 95, you can open multiple windows. Multiple windows opens in Windows 95. On a TCPIP account, you can open multiple windows. But in a shell account, shell shock. Uh, I mean shell converted TCPIP, you cannot open multiple windows. You can only open one window. Okay. Is that clear to you? So, whenever you plan to take a... Is that clear to you?

Speaker 8

Yes.

Speaker 1

Shell and TCPIP and shell shock. So, whenever you are planning to take the internet account, you just get in touch with us. Uh, we will send the main form. You keep the draft ready with you to BSNL, 15000 plus show and deliver it to BSNL and make your life easier. Okay. This is about internet in India. Any question? Now, we are going to go to the real stuff.

Any question about internet, internet in India? Uh, thank you, Sheetal. I really want to acknowledge you. Thanks for asking.

Speaker 8

What are we going to see on the PCP? The same thing we will see in the computer every day.

Speaker 1

Yeah.

Speaker 8

Every day.

Speaker 1

Every... Okay, so we will come across a lot of unbelievable stuff today. Lot of unbelievable stuff, and we don't want you to believe us. We want you to see for yourself. Okay. So, when we go... The rest of the seminar, we are going to talk a lot of things like, like, like which, which, which leaves you with a kind of experience of, "Is it possible?" Like that. So, I mean, don't, don't kind of just come to conclusions. Wait for some time. Then we will, Anil, Anil is going to start the demonstration in a while. So, you can see everything. Do it yourself. Okay, now we have a gentleman, Balaji, from, from Max CNA advertising.

You know, he is an, he is heading advertising company and the mission of the advertising company is to, is to leave people with an experience of wow. You can, "Ah, this is something like real stuff." Okay. Sheetal doesn't answer the question if I say stuff. Okay. Now, we go to the second session of the seminar today. The internet offers a lot of facilities and a lot of features. Okay. You can do a lot of things once you have an internet account. And by the way, what... I, I just... This is the question you got to really ask those who don't have an internet. I mean, I have been, uh, spending a lot of time with a lot of standard questions. So, standard question that people ask is, you know, what it mean, what it means to have an account? Is it like a bank account? What is, what do you mean when you say you have an account? How, how... I mean, what, what is an account? Where is the account? On my computer is the account? On the telephone line is the account? Where is the account? So, do you have a question? No. So, who has a question? Sir, internet doesn't offer you. So, do you have a question? Okay. So, good. So, internet account is a

password. It's a simple stuff. There is nothing big stuff in that. It's a password which BSNL gives. When you pay them money, they give you a password. This is the password, this is your account number. You type in that, sorry.

Speaker 8

There is a space on their server.

Speaker 1

They give a space on the server and, and give you a password whereby you can log in and access the internet, okay. So, this is about internet. Once you are logged on to internet, you know, once you get the account and once you are logged on to internet, there are various facilities and features that internet offers. You can do a lot of...