

Delhi School of Economics

**Career Opportunities with RocSearch
Discussion Document
January 2005**



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About RocSearch

- Founded in 1999
- Advisory board comprising prominent thought leaders from industry
- Offices in Europe and India
- Highly qualified Researchers and Analysts
- State-of-the-art facility in India with scalable IT infrastructure
- In house training on research methodologies and statistical tools for high level intelligence creation
- Ability to operate 24 hours a day 7 days a week for quick turnaround
- In-house databases and strong support systems
- Wide coverage - all industries, markets and geographical regions
- Extensive business report publishing experience

Products and Services

Information Services

- Market Analysis
- Industry Analysis
- Tracking Services

Corporate Reports

- Company Profiles
- Competitor Analysis
- PEST Analysis
- SWOT Analysis

Analysis & Reporting

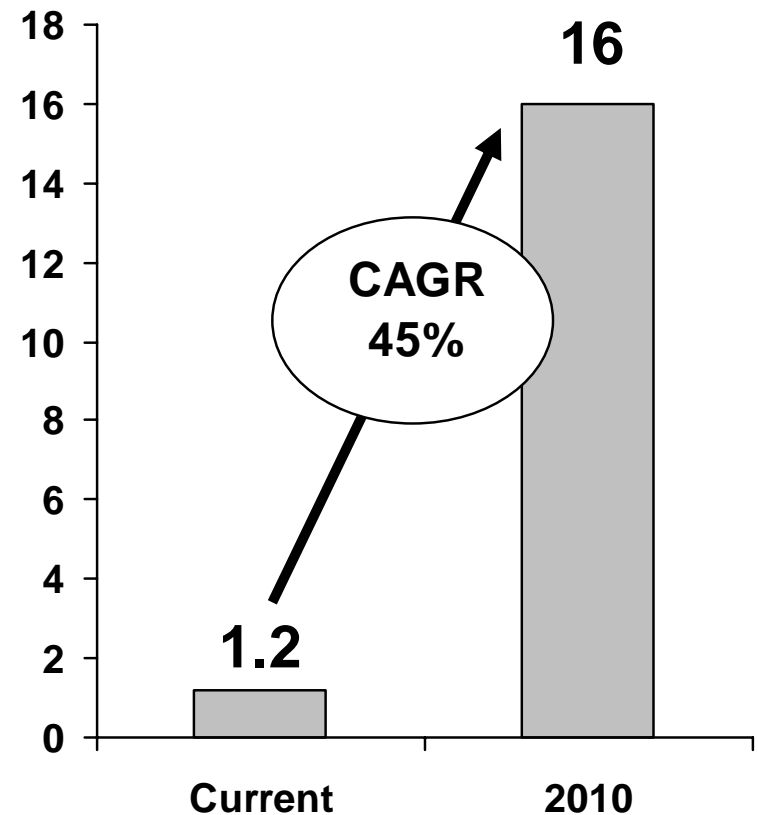
- Competitor Information
- Trend Analysis
- Full Scale Data
Collection, Analysis &
Reporting Services

- **Over four years of experience in publishing reports**
- **More than 3500 titles till date**
- **Wide coverage - all industries, markets and geographical regions**
- **Impressive clientele that includes major Fortune 500 companies**

Our Vertical – The Knowledge Management Industry

- 2003 revenue from KPO were USD 1.2 billion. Expected to grow to USD 16 billion by 2010 at a CAGR of 45%. Growth to be driven by new knowledge processes and growth in existing processes.
- New processes to be done from India are equity, financial and insurance research, remote education and remote publication.
- Existing processes projected to grow at a CAGR of 50% are data integration and mgmt, market research and competitive intelligence

KPO Revenues (USD bn)



Why RocSearch?

RocSearch

Career Growth

Excellent Training

Established relationships

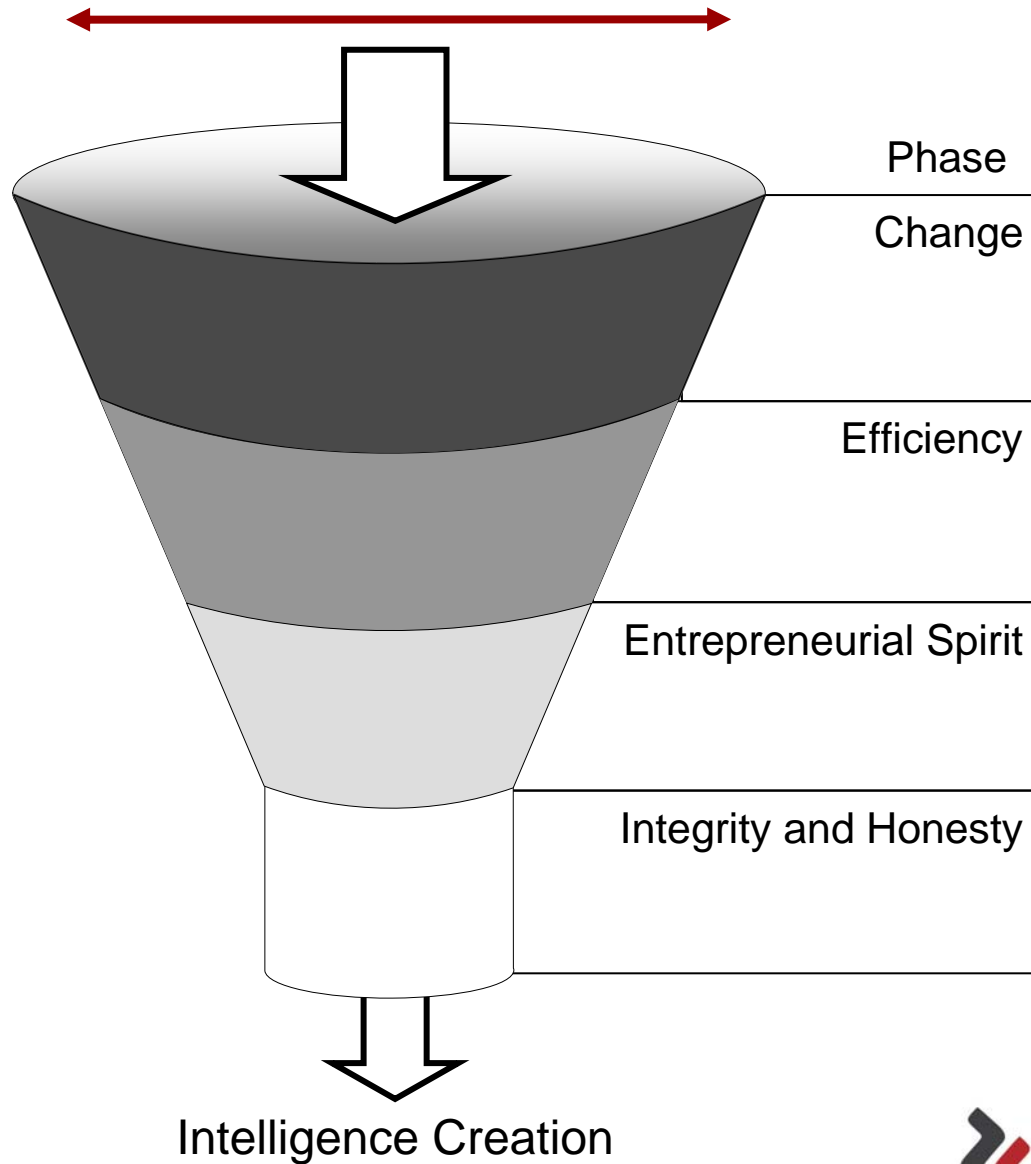
Intellectual Capital

**Infrastructure
& Support**

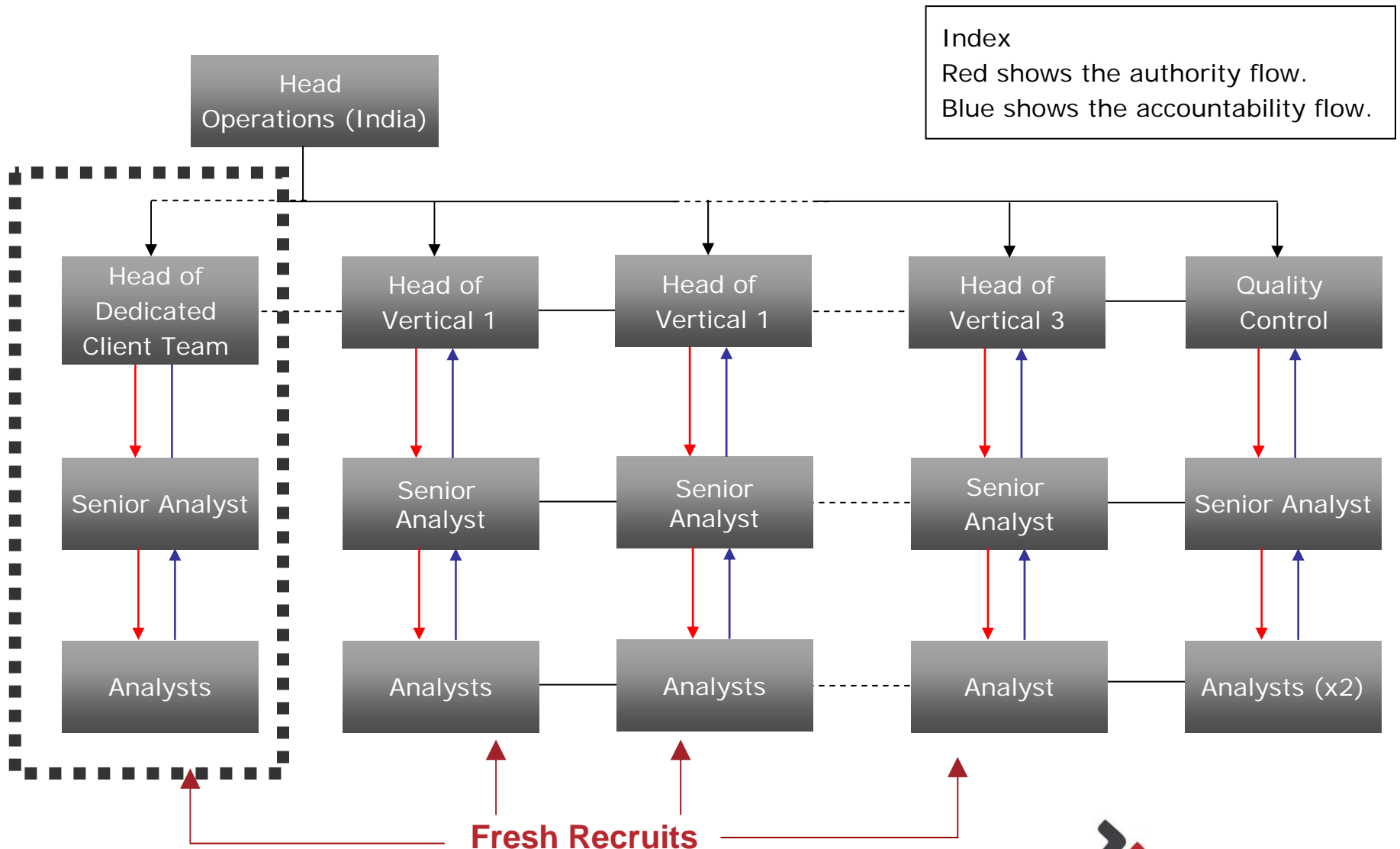
- Opportunities for exponential growth
- Expertise in various domains
- Pre Defined Roadmap to success
- Dedicated trainers
- Advanced research and statistical tools
- Incentives for effective learning
- Client base in North America, Europe, Asia
- Comprises Blue chips
- Knowledge transfer to improve processes
- Highly qualified post-graduate research team
- Vertical specialists
- Young Dynamic workforce with Average Age <25
- State of the art research centre
- Onshore-Offshore model for client support with London and New Delhi offices

Capability Development Model

Effort Dispersion



Placing Our Most Important Asset – You !



Our Experience in Business Research

Proven Track Record with direct customers including:



Track record with leading business research resellers

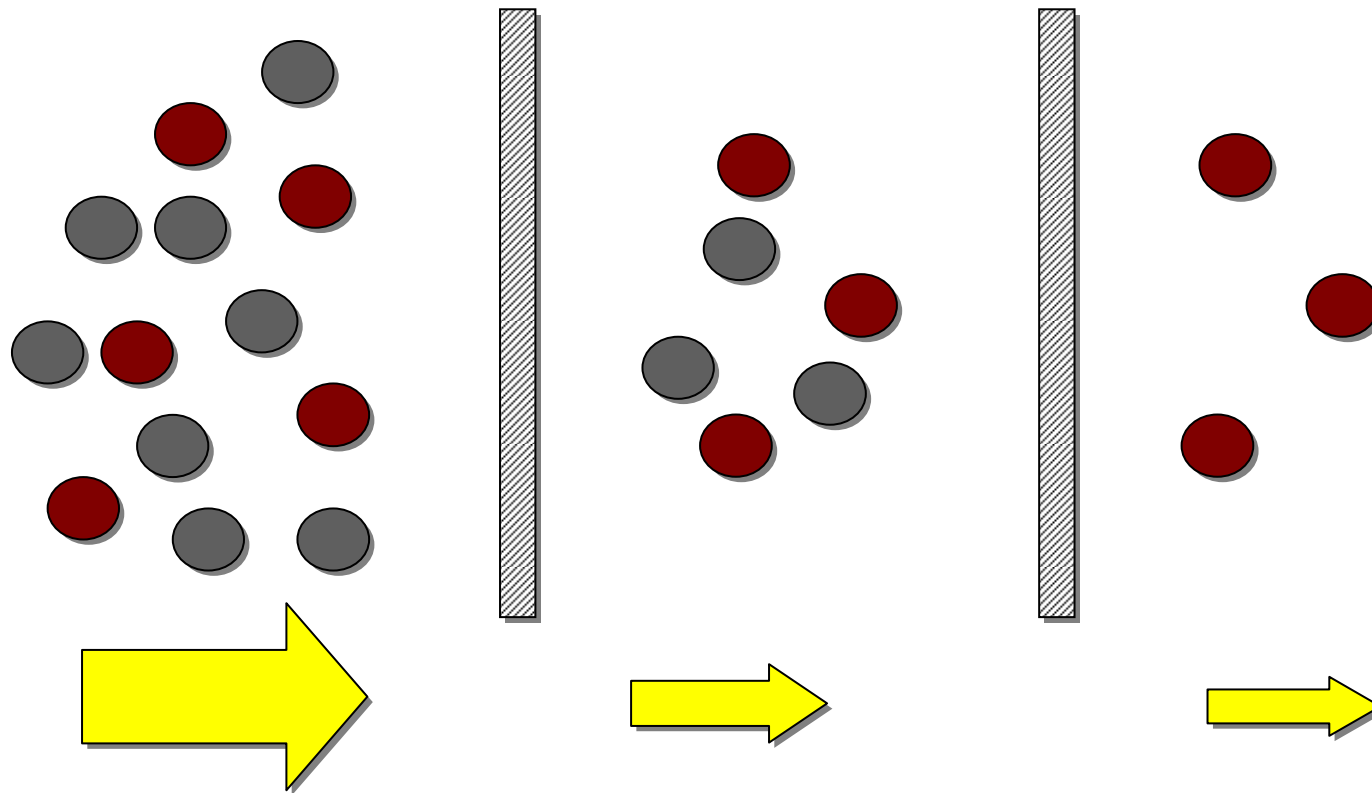


RocSearch Infrastructure



- **State-of-the-Art Building**
- **Uninterrupted power supply through redundant feeders backed by generator sets**
- **Optic Fiber Cable connectivity**
- **Dedicated Bandwidth with full backup**
- **Conference Room with video-conferencing facilities**
- **Training Room with latest facilities**
- **VoIP facilities for cost effective telecommunication**
- **24 hour Support Services, security and maintenance**
- **Staff breakout and relaxation services, restaurant.**

Placement Process – Filters and Evaluations



Phase 1 – Written Test
Venue – Campus/Facility

Phase 2 – Interviews
Venue – Campus/Facility

Phase 3 – CEO Chat
Venue – Our Facility

 Students Fitting the RocSearch Profile

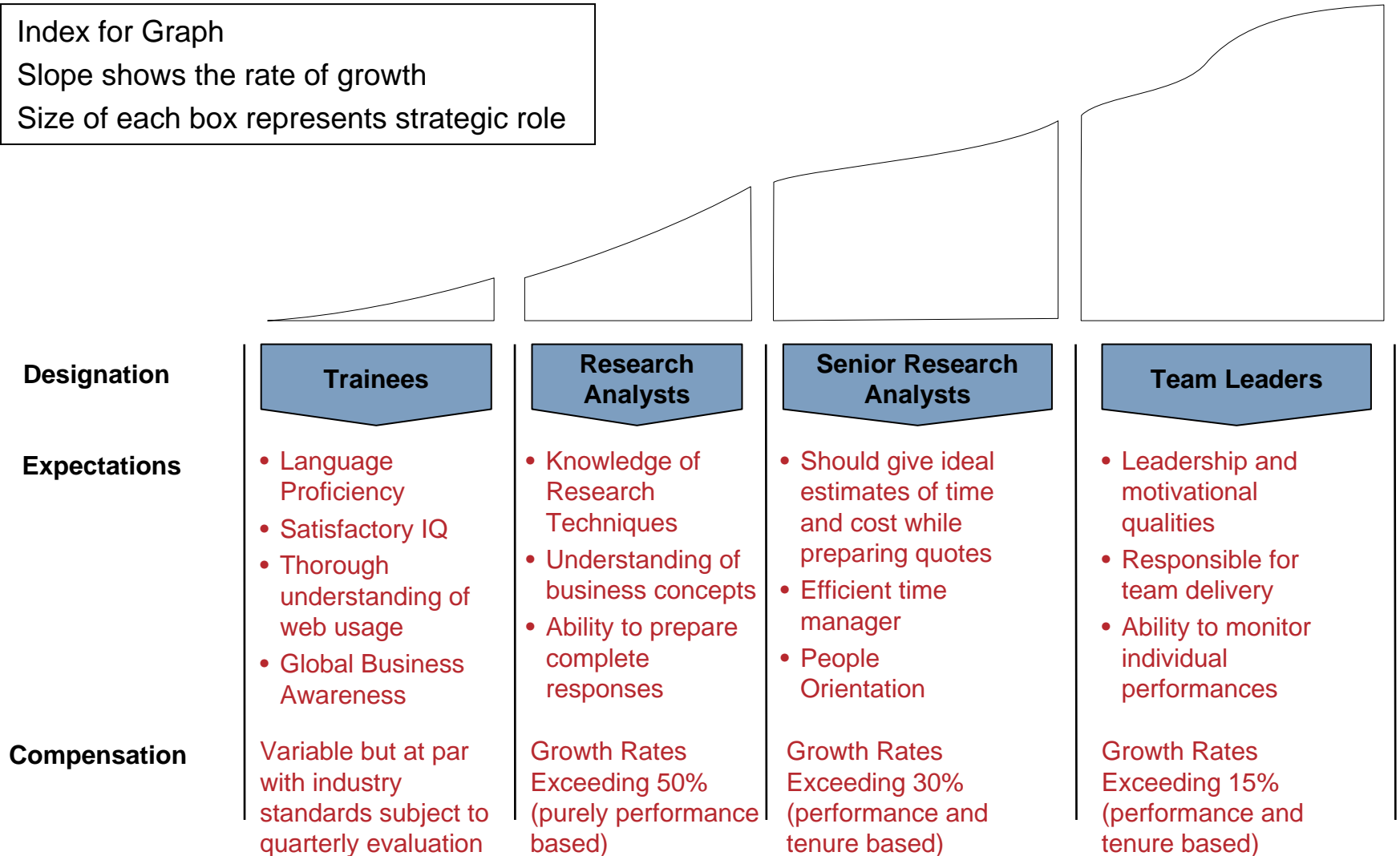
 Students not Fitting the RocSearch Profile

Compensation

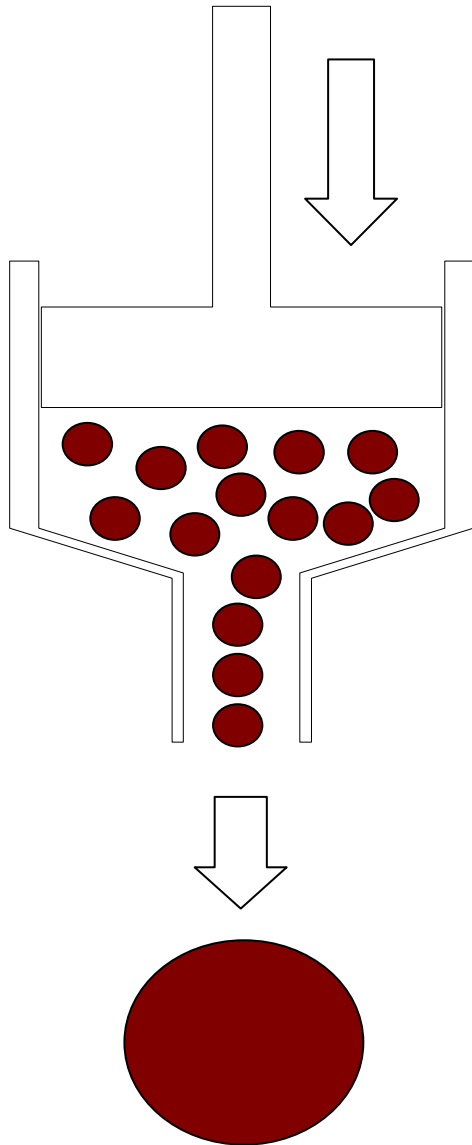
Index for Graph

Slope shows the rate of growth

Size of each box represents strategic role



Closing Notes



- **RocSearch Belongs to an industry that is growing at breakneck speed. Being associated with us gives high performers an opportunity to grow at exponential rates.**
- **We offer two streams of specialisation – industry expertise for customised research and report writing**
- **Soft benefits include Flexi-Timings & access to in-house fitness center and cafeteria**
- **Please feel free to visit our home page at www.rocsearch.com to know more about our work and our management team**

Questions are Welcome !