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EDUCATION SPECIAL

SEPTEMBER - 2017

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Education

MACMILLAN EDUCATION INDIA

125 YEARS OF MOULDING
MINDS, HOLDING HANDS WITH
EDUCATORS & MOVING AHEAD!



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Director - Schools



Rajesh Pasari,
Director - Finance & Operations



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By Sujith Vasudevan

Macmillan Education is one of the world's leading publishers of English language teaching and school curriculum materials, with 174 years of publishing experience. Operating in over 120 countries worldwide, today Macmillan Education publishes ELT and school curriculum materials in print, digital and online formats to suit the needs of classrooms around the world. Established in India in the year 1892, Macmillan started publishing in India with Arithmetic books and Spelling Readers, followed by titles for Higher Education, adding literature titles shortly thereafter. Throughout its long and illustrious presence in India, Macmillan has continually evolved and, in some cases, reinvented itself to meet the changing needs of young learners.

Key Management:

Yash Mehta, Director – Schools

Yash is on the Board of Macmillan Education India and is responsible for driving the business in India and adjoining countries like Sri Lanka, Bhutan, Middle East, Nepal, and Bangladesh. He is acknowledged as an accomplished professional and transformational leader with knowledge, competency and skills transcending multiple sectors - banking, telecom, retail, financial services, real estate, education and publishing.

Yash is a management graduate with around two decades of experience. His expertise spans profit center management, general management & leadership roles in large scale organizations at national & international levels. Over the last one decade, he has established himself as a distinguished thought-leader and sector specialist in the domain of education management. Yash has been elected as Joint Secretary in The Association of Publishers in India (API), the trade body of the Global Publishers in India.

Before joining Macmillan, Yash was with Educomp Infrastructure & School Management Limited as Vice President - Schools and Retail. He has also worked with premier housing finance institutions like HDFC Ltd and ICICI Bank Ltd early in his career.

Rajesh Pasari, Director – Finance & Operations, India & MENA Region

Rajesh is on the Board of Macmillan Education India, and is responsible for, and leads the business enabling functions including of Finance, Information Technology, Supply Chain & Logistics, and Administration. Professionally, Rajesh is both a qualified Chartered Accountant & Cost Accountant. He has comprehensive experience in environments with problem resolution, economic and business function.

Rajesh carries more than two decades of invaluable experience and progressive career with large MNCs and Corporates like Marico, Seagram (now Pernod Ricard), Spencer's & Net Ambit. Rajesh has travelled extensively on work-assignments across geographies, and thus has the ability to easily adapt to various cultures & creating a comfort platform for client interaction.

One of the high points of his career was when Rajesh was instrumental in successfully raising two rounds of Private Equity funding in a Financial services startup for which he was recognized as the 'Best CFO' in 2012, in the 'Fundraising' category by the CFO India magazine (A 9dot9 media company). In 2015, he spearheaded the successful carve-out of one of the verticals of Macmillan by monetising it for the company. This led to CFO India magazine recognising him as one of the Best CFOs in the 'Collaboration' category.

With our country nearing the goal of universal enrolment in the age group of 6-14 years, the focus of K-12 education is moving to quality of curriculum, using technology as an enabler for teaching in the classroom and achievement of learning outcomes. Macmillan Education, a partner in progress with schools in India, is one of the few education companies that offer comprehensive and pedagogically strong K-12 solutions, enabled by technology. Placing its stakeholders' needs at the centre of all it does, Macmillan is the first choice of over 15,000 schools PAN India. Having served the government and private sector with unique contextualized content, Macmillan has been a forerunner in adopting technology, not only as a conduit for its content but also to supplement its print resources.

eLearning Solutions

People everywhere are becoming more connected and recent trends in education are screening, sharing and collaboration. Macmillan has embraced digital learning across its education business and is continuously investing in cutting-edge digital content and technology for teachers, students and schools to provide flexible, quality solutions that bring together print and digital.

“Educational Technology is ushering the new age of learning in India. Despite being at an early stage, compared to that of other developed economies, Ed Tech in India is growing at a phenomenal rate of 58 per cent. Today, it is uncommon to see an urban child not using internet for learning resources. Effectively meeting the demand for eLearning resources is Macmillan Education, with its rich suite of curriculum linked resources – language apps, games, virtual labs, videos, virtual and aug-



their learning and increase their knowledge. Macmillan's collection of apps is expanding rapidly and includes MacGenie, Chem Eq Game, Wonderful Me, Spell Well, Hindi Pathshala, Maths Magic Grid, Eureka Grids and Word Fun for younger learners.

Recognizing Customer Needs

Macmillan supports schools, teachers and students through a lifetime of learning with its innovative content in relevant, engaging and flexible formats. Ranging from print books to learning management solutions, the content is well-researched, free-from bias and pedagogically sound serving the entire spectrum, from Kindergarten to Higher Education. As a proactive partner, not only does Macmillan provide readymade content, but also creates customised solutions for several Indian educational institutions. Having bagged the biggest customised solution partnership with a recognised chain of over 200 schools in the South of India, Macmillan is at the forefront of K-12 solution providers, offering a unique learning experience on tablets with energised text books, animations, videos, games, interactive activities, tests, projects and quizzes.

Building Capability

Macmillan Education understands that being a successful educational publisher is not only about creating exceptional teaching materials. Good teaching makes all the difference to successful learning, which is why teacher professional development and training is an integral part of what Macmillan does.

From year-long teacher training workshops in schools to online

courses in authorship, there's plenty for teachers to get involved in. Each year, Macmillan Education India trains more than 30,000 teachers and conducts over 1,000 workshops on a range of topics, including pedagogy, teaching 21st century skills and psychology. In their Language Learning division, Macmillan's dedicated team works closely with English Language Teachers to curate all the training and support into a flexible learning portfolio.

Offering Unique Assessment Programme

To move towards improved instruction and subsequently, improvement in learning outcomes, performance of students and schools should be accurately judged, based on empirical data. Towards this objective, Macmillan Education runs ICAS, a global diagnostic assessment for students from Grades 3 to 12 in Mathematics, English, Science and Digital Technologies, in collaboration with University of New South Wales, Australia.

ICAS is an annual benchmark of learning progress and puts powerful knowledge in the hands of teachers and parents. It can be used effectively by Indian schools to define their learning trajectory and an individual path for each child; it gives deep insight into the true capability of a child—assessing the higher order thinking and problem-solving skills needed for success. Macmillan is looking to expand its assessment footprint to over 5,000 schools in the next couple of years.

Delivering Excellent Customer Service

Macmillan India uses Digital Asset Management (DAM) system and Content Management System (CMS),

Macmillan India uses Digital Asset Management (DAM) system and Content Management System (CMS), which help automate production workflows for greater efficiencies throughout the publishing cycle

mented reality to create a 21st century learning experience," says Yash Mehta, Director, Macmillan Education India.

The schools that Macmillan caters to are spoilt for choice in digital resources, both for students and teachers. Whether at home or on the go, Macmillan apps give learners the chance to practise their skills, extend

Macmillan India fact sheet

Offices:

Noida (Headquarter), Chennai (Registered Office)

Offerings:

- School curriculum and assessment
- Higher Education & Language Learning

125 years of publishing in India

26 offices across the country

253 sales personnel

470 employees

1800 plus active titles

2,000 plus authors

15,000 partnering institutions

750,000 teachers access various education solutions

20,000,000 students touched



Macmillan's passion for learning & commitment to education is second to none, making it the most trusted K-12 solutions partner

which help automate production workflows for greater efficiencies throughout the publishing cycle. The systems cut operational costs, boost collaboration, reduce book publishing lead time and maintain high quality standards across Macmillan's production and digital supply chains.

Using 'Oracle Hyperion Planning' for its centralized planning, budgeting, and forecasting solution, Macmillan is able to integrate financial and operational planning processes and improve business predictability. In addition, cloud technology is used to provide support to all users across 25 locations in India. Its 250+ strong sales team is equipped with tablets to access CRM/Email/ Digital con-

tents on the go. Continuous employee learning is enabled through its online learning platform, LEAP which has over 3000 programmes. For shared learning, a robust global company intranet ensures that news and information is regularly posted by leaders and internal specialists for shared learning.

"The work culture at Macmillan is based on our values and principles encompassing elements of trust, collaboration, innovation and diversity. In India, we are a 125-year-old young company, rearing to keep in touch with constant changes and 'Discover, Learn and Achieve' with our customers," says Rajesh Pasari, Director, Macmillan Education, India.

Macmillan's passion for learning and commitment to education is second to none, which is why it remains the most trusted partner to deliver comprehensive K-12 solutions that will drive student performance and help educators and institutions to deliver excellent results. It works to transform the ways in which institutions deliver education, and aims to encourage a lifelong love for learning. 