

The Mentor

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Shiv Krishnan

By Timothy Burn

CEO of INDUS

One day when he was about 10 years old, Shiv Krishnan noticed a white car pull up in front of his modest house in India. From the car a man emerged dressed in traditional Indian garb. He entered the house, approached Shiv's grandfather and then fell to his feet prostrating in a traditional show of respect. The man had just that morning been appointed the Chief Justice of the Supreme Court of India, and he wanted to give thanks to Shiv's grandfather who mentored poor children, including him.

Krishnan has vivid memories of that morning. It was an event that showed him just how important mentoring is to young people.

"This man was one of some 5,000 poor children that my grandfather helped to educate," says Krishnan, adding that over the years he has come across other people who were educated by his grandfather, even as far away as the U.S.

"Give whatever you can to help people because education is very important." Krishnan today is the CEO of INDUS Corp., one of the fastest growing IT solutions companies in the Washington area. He not only mentors the hundreds of people on his payroll in the Vienna, VA-based Company, he also is a mentor to business school students at George Mason University.

Krishnan believes that the number one job of a leader is to find the strengths that lie inside of every person, and help each of them reach their full potential, and then encourage that person to pass the torch and mentor others.

In order to successfully mentor in business it helps to have a little life experience. Krishnan came to America from India

with \$500 in his pocket and the strong belief that he could build a great company. He founded INDUS - a name that combines "India" with "U.S." - in 1993 and the company has experienced an annual growth rate of 65 percent through 2005. He expects INDUS to break the \$100 million revenue mark this year.

INDUS consistently reinvests its profits and has maintained an aggressive acquisition strategy to help it continue to grow. In 2005 INDUS added 200 employees and \$30 million worth of business with the acquisition of the Secure Network Services of Halifax Corp. In 2005 it acquired AB Floyd Enterprises, Inc., a move that propelled INDUS into the lucrative defense and intelligence federal marketplace.

Krishnan expects to spend the next several months working to ensure that these acquisitions are folded seamlessly into INDUS. He says he is eyeing a number of possible acquisition targets in the future.



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