

Gujarat TSP wins prestigious FITAG Award



Federation of Information Technology Associations of Gujarat is commonly known as FITAG. FITAG is an Umbrella body of all 24 IT associations across Gujarat existing in all the class of cities; FITAG thus represents nearly 2500+ IT partners in Gujarat. The aim of founding the Federation is to propagate & spread the message of IT in general.

www.fitag.in

“Customer relationship involves focusing on client benefits religiously; I believe in perseverance.”— Varun Amin



At the age of 26, Mr Varun Amin, Proprietor of Amin Infotech, has been conferred the Best Solutions Software Award by the FITAG (Federation of IT Associations of Gujarat), in a 1-day convention of over 450 channel Partners and sponsors.

Out of several awards in different categories, Amin Infotech won this highly-prized accolade for its contribution as an effective sales and service Partner for Tally Solutions Pvt Ltd for the last 10 years.

In an interview, Varun speaks about the challenges (and rewards) of being an entrepreneur, his successes as a Tally Service Partner (TSP), and his plans for the future:

What is the background of your business?

For the past 10 years, I have been associated with Tally Solutions. Amin Infotech is solely devoted to Tally sales, service, support and implementation. Our core strength lies in delivering customised solutions

on Tally.ERP 9 and providing implementation services. I worked closely under an MTP (Master Tally Partner) since Tally 6.3 and have been actively involved in marketing Tally for more than 9 years.

Your family and educational background?

My dad has run a factory for the last 25 years in the industrial area of Baroda. We are a close-knit family. Our family values teach youngsters to think on their feet. I have been working with an MTP from my 12th standard. Thereafter, I completed my diploma in IT and later, graduated with an MBA with flying colours.

How do you feel about the award?

I am delighted on winning this coveted honour from FITAG and am grateful that my efforts have been noticed and appreciated by the governing body. It felt like conquering the hearts of the masses. I attribute my success to TSPL (Tally Solutions Pvt Ltd). At times I felt the pressure, but the folks at Tally were always at hand to motivate me. I owe my success to Tally and am confident that with our concerted efforts we shall bag many more awards in the coming years, too.

What were the other factors that contributed to your success?

I express my gratitude to Mr Ketan S Desai (Tally team), Mr Mahesh Hundia, Director, Whizkid Computers Pvt.Ltd., Mr Rakesh Pagare (Support Manager of Amin Infotech), Mr Hitesh Patni, Director, YNS Group, Mr Rakshit Sheth, Director, Trimax Infotech and my team. I truly feel that without their continuous support, this would not have been

possible. I have tapped the potential of my employees, while leaning on the experienced shoulders of the business.

Who has been your inspiration?

I look up to Mr Bharat Goenka, MD, Tally Solutions, for defining and crafting the path to success. While many people can respond to obstacles, his vision allows him to see beyond. I have learnt the importance of knowledge and persistence by following in his footsteps.

At the age of 26, what do you take from life?

I set my targets for each moment, day and year. I am not afraid of failure. I pursue my goals till I attain them. Customer relationship involves focusing on client benefits religiously; I believe in perseverance.



How would you describe the business network and your team?

I enjoy a huge network with Tally. I can vouch for 3 Tally customers of mine in every 3 km in Baroda. I have a database of more than 6500 happy customers who don't provide me reference sales but sales orders. I have catered solutions to car dealers, builders,

dealers, offices and many more. My team of 7 comprises of 5 sales engineer and two officers.

Share your hobbies and interest?

I am a movie buff. I enjoy travelling and listening to music in my leisure.

Any message to budding businesses?

Customer relationship involves thinking about the benefits to clients, religiously. I don't advise customisation, unless necessary. I believe in providing quality service at an affordable price.

Your future goals?

I aspire to walk with Tally, and for Tally. I shall give my 100 % in realising the 2015 goal of ours to be fully established as the business solution across the entire pyramid in India.

