

Vinod Gupta

Birth Date: 4 July 1946
U.S.A. Citizen

Present Status:

Managing Partner, Everest Venture Group
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Education:

- Early Childhood – Grew up in the village of Rampur, Maniharan, District of Saharanpur UP India
- Completed 12th grade at Jain College, Baraut UP
- BTech Agricultural Engineering – IIT Kharagpur 1967
- MS Agricultural Engineering – University of Nebraska, Lincoln 1969
- MBA – University of Nebraska, Lincoln 1971
- Honorary Doctorate from Monterey Institute of International Studies, Monterey
- Honorary Doctorate from University of Nebraska, Lincoln
- Honorary Doctorate from Singhania University, Udaipur India

Public Service:

- Past Trustee of the John F. Kennedy Center for the Performing Arts in Washington, DC - Appointed by President Clinton from 2000 – 2006
- U.S. Consul General to Bermuda – Appointed by President Clinton and confirmed but did not go due to Ambassador nomination
- U.S. Ambassador to Fiji – Nominated by President Clinton – but ended up declining due to business commitments

Work Experience:

Marketing Manager, Commodore Corporation 1971 – 1973

Founder and CEO, Business Research Services, American Business Information, 1973 – 2010
infoUSA.com and *infoGroup*

Entrepreneurial Success:

Mr. Gupta founded Business Research Services in 1972 with a \$100 bank loan, two part-time employees, and 4,800 Yellow Page phone directories, which were free for the asking. Mr. Gupta started compiling business lists from the Yellow Pages. In its first month, he received checks for \$13,000 and orders totaling \$22,000. After this lucky start, American Business Lists and Vinod Gupta were on their way to building a successful company.

By 1993, the company had revenue of \$42 million and \$14 million in profits.

In 1993, Mr. Gupta took the company public and American Business Information was listed on the Nasdaq Stock Exchange. Mr. Gupta also completed 45 acquisitions in 12 years.

By 2007, *infoGroup* had expanded from a handful of employees to a workforce of more than 6,000 employees with sales topping \$750 million.

The Company was sold in 2010 for \$840 million to a Private Equity Firm. Mr. Gupta is still working and has started other companies and is busy doing charitable work.

Charitable Work:

After being inspired by Warren Buffet, Mr. Gupta has donated over \$100 million in charitable contributions mostly for education and healthcare. Some of them are listed below.

Indian Institute of Technology, Kharagpur, India

Mr. Gupta credits his success to IIT Kharagpur. He has given over \$30 million to his alma mater IIT Kharagpur over the last 25 years, where he set up the first business school and law school.

The Vinod Gupta School of Management was the first business school in the IIT system. It was inaugurated by President S.D. Sharma in 1993. The objective of the school was to develop technical management professionals to be future CEO's who will lead technology-driven and knowledge-based industries. The school is the top B-School in India and offers both a Master of Business Administration (MBA), and PhD degrees. The two-year MBA program spans four semesters of full-time residency including a six-month internship. Both promote rigorous study through a state-of-the-art infrastructure.

Rajiv Gandhi School of Intellectual Property Law was the first law school in the IIT system. It was established to meet the demand for Intellectual Property Lawyers who are well versed in technology patents and copyrights. As India continues to grow into its role as a global partner in software and technology, lawyers are needed to protect Indian intellectual property. This is the top law school in India, and only intellectual property law school in the IIT system.

Schools in his Village to Educate Girls

Mr. Gupta has invested over \$30 million to establish several schools in his village of Rampur Maniharan, District Saharanpur, India as follows:

Ram Rati Institute of Technology was opened in 2000 with a view to give vocational training to women in rural areas. To keep up with the modern trend of having co-education and to increase admissions, the decision was made to admit young men also. Courses on Computer Science, Secretarial Practice, Textile and Fashion Design besides the courses recognized by Uttar Pradesh Board of Technical Education are available.

William Jefferson Clinton Science and Technology Center educates village children grades 1 to 12 with higher quality education. After President Clinton visited Mr. Gupta's high school in his village in 2001, he was appalled by the state of the classrooms. He urged Mr. Gupta to build a new school with modern classrooms and laboratories. Mr. Gupta has spent over \$10 million for new science labs, libraries, and classrooms. Results have been phenomenal. Now the students graduating from high school are being accepted into top Engineering and Medical Colleges.

Hillary Rodham Clinton School of Nursing was established so that village girls could be educated and get professional jobs. The school has a full-time hostel for students as well as visiting faculty. There is also a Library and Learning Resource Center. More than 300 village girls get nursing education here and get 100% employment in nearby medical facilities. Mr. Gupta believes that nursing education makes these girls self-sufficient and not dependent on their husbands.

University of Nebraska

Mr. Gupta has donated over \$5 million to the University of Nebraska for various programs at the College of Business, Agricultural Engineering Department, Tractor Testing Lab and Department of Mass Communications.

University of Lucknow India

Mr. Gupta's father was a graduate of the University of Lucknow and he has also made charitable contributions to the University of Lucknow as follows:

Giri Lal Gupta Institute of Public Health was established and named after Mr. Gupta's father because of the state of health in Uttar Pradesh and the intense need of strengthening and mainstreaming community health education/intervention.

Shanker Dayal Sharma Institute for Democracy was established and named after Mr. S.D. Sharma who was the President of the Republic of India and was also the roommate of Mr. Gupta's father at the University of Lucknow. The institute has courses on Democracy and Governance. It also takes up Parliamentary and Judicial Training programs and research projects.

Giri Lal Gupta Student Center, Christian College Lucknow was established by Mr. Gupta to honor his father by building a student center named after him. The Student Center has an Auditorium, Canteen and Recreation Room. The Auditorium has seating capacity of 200 and is fully air conditioned and has a state-of-the-art sound system. The Canteen has modern kitchen equipment and large color televisions. It is a gathering place for students.

Other Charitable Contributions:

Save the Tigers in Ranthambore – Mr. Gupta is a frequent visitor to Ranthambore Tiger Reserve and has been instrumental in the conservation of tigers. He contributes to their survival at Ranthambore National Park by not only showing solidarity, but also by providing equipment, provisions, and vehicles in coordination with the government's "Project Tiger". Ranthambore National Park is one of the biggest and most renowned national parks in Northern India.

George Washington University – Established Scholarship Fund.

Phillips Exeter Academy – Established the Ben Gupta Scholarship Fund.

Prof. A.S. Davis Chair – Established at IIT Kharagpur to honor his favorite teacher in Thermodynamics.