



CASE STUDY

SANDEEP

Sandeep began his working life as a research and development engineer, with little thought of pursuing an MBA. As his career moved towards business he began to consider a return to school. Learning business from the best professors in the world was the one thing Sandeep believed would differentiate his career in the future. To make it in the business community, an MBA became critical.

he was on the right path. Looking back, he believes his dream has come true. “Everybody has dreams, and a few get chances to fulfil their dreams.” Sandeep considers himself one of the lucky ones.

FINANCING THE MBA: OTHER OPTIONS VS PRODIGY FINANCE

Acceptance to INSEAD was a high point for Sandeep. He instantly celebrated the success of his application. But, the elation he felt wore off when he realised he would battle to find the finances necessary for his education.

In India, it's difficult to find the financing needed to attend international business schools. In addition to the limited options and loan limits, you also need to provide collateral and guarantees (cosigners).

Despite the challenges of working with Indian banks, Sandeep considered these options as he wasn't aware of other choices. He worked out a budget using his personal savings and all the possible funds he could secure from his family.

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No matter how much he could source, there was a shortfall between the loan amount available from Indian banks and the total cost of his education.

“I almost explored every option of finance, and I could not get to the last figure. I am not exaggerating when I say that if Prodigy Finance had not helped me in arranging the finance, I would not have been at INSEAD today.”

SANDEEP AS POSITIVE THOUGHTS ABOUT HIS ROLE IN PRODIGY FINANCE

PRODIGY FINANCE APPLICATION PROCESS

“When I decided to go to Prodigy for financing, I went to the site, and it was a pretty easy process. You just need to fill the form online.” Sandeep's pre-approval came through within the week. Then it was just a matter of uploading the documents. He had some reservations about the required documentation and whether his Indian materials would be accepted.

He need not have worried, and his mind was put at ease as soon as he began the process. For him, it was a pleasure not to leave his office to complete his application. “It was not an experience you will have with a bank... it's easy and open.”

THE PRODIGY FINANCE COMMUNITY MAKES IT POSSIBLE

“Prodigy Finance is the reason why I'm here today. You can apply to the schools, but at the end of the day, you have to pay for your MBA too. Prodigy, for me, is an investor in my future.”

Sandeep feels a part of the community investing in his future and has positive thoughts about his role in Prodigy Finance going forward. “You should invest because somebody invested in you. That creates a bond, a very strong bond, to the community. I think it's a fantastic thing, alums coming together and fund the MBA of the future students.”

WHY MBA? WHY INSEAD?

“The best thing you can hope for in life is to have that chance to fulfil your dream.” Sandeep may not have followed a traditional path to his MBA, but as he attained clarity over his future career goals, business school was unquestionably his dream. Working with Suzuki in his home country of India, as well as in Japan, he moved through the ranks and gained exposure to new projects. These drove a desire to mature in the strategic and operational aspects of business. For Sandeep, an MBA was the natural step, the only way to secure the academic background and solid base for career success.

Admission to a top business school was a priority for this go-getter. His initial search focused on programmes in the United States, but taking two years off from work was a worry. Looking at European MBAs made more sense; INSEAD was an instant fit for Sandeep both personally and professionally. The diversity offered was, perhaps, the biggest attraction of the school as the perspective gained from classmates is tremendous. When the acceptance call came in, he knew