

PROFESSIONAL DEVELOPMENT DIVISION

Centres of Excellence & Innovation Labs

Industry-partnered labs and certification programs that turn learning into career-ready skills.

Intel

AI Innovation Lab

Microsoft

Microsoft Azure Lab

Cisco

Cybersecurity & Networking
Lab

IBM

IBM SkillsBuild Lab

NASSCOM

FutureSkills Prime Lab

Salesforce

CRM & Cloud Innovation Lab

Orangewood Robotics

Robotics & Intelligent
Automation

Pearson

Communication & Professional
Skills

Academic Session 2026–27

8 Centres · 80+ Certification Programs

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Centres of Excellence & Innovation Labs

At Echelon Institute of Technology, we believe that classroom learning reaches its full potential only when it is paired with hands-on experience on the same technologies that industry uses every day. Our Centres of Excellence and Innovation Labs, set up with leading global technology and skilling organizations, give students that experience.

Each centre combines an industry-recognized curriculum, practical lab sessions, expert faculty mentorship, and a clear pathway to professional certification. Together they cover the full spectrum of future-ready skills: Artificial Intelligence, Cloud Computing, Cybersecurity, CRM, Robotics, Data Analytics, and the communication skills that tie them all together.

01	Intel Centre of Excellence AI Innovation Lab	<i>Imagine. Innovate. Lead.</i>
02	Microsoft Centre of Excellence Microsoft Azure Lab	<i>Empower. Transform. Excel.</i>
03	Cisco Centre of Excellence Cybersecurity & Networking Lab	<i>Secure. Connect. Evolve.</i>
04	IBM Centre of Excellence IBM SkillsBuild Lab	<i>Explore. Develop. Achieve.</i>
05	NASSCOM Centre of Excellence FutureSkills Prime Lab	<i>Learn. Upskill. Transform.</i>
06	Salesforce Centre of Excellence CRM & Cloud Innovation Lab	<i>Connect. Automate. Succeed.</i>
07	Orangewood Robotics & AI Innovation Lab Robotics & Intelligent Automation	
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AT A GLANCE

Choose your pathway

Centre / Lab	Focus Area	Flagship Program
Intel Centre of Excellence	Artificial Intelligence & Machine Learning	Intel® AI for Future Workforce
Microsoft Centre of Excellence	Cloud Computing (Microsoft Azure)	Azure Fundamentals (AZ-900)
Cisco Centre of Excellence	Cybersecurity & Networking	Cisco NetAcad Cybersecurity Essentials
IBM Centre of Excellence	Web Development, Data Analytics & Employability	IBM SkillsBuild Professional Development
NASSCOM Centre of Excellence	Emerging Digital Technologies	FutureSkills Prime (NASSCOM–MeitY)
Salesforce Centre of Excellence	CRM, Cloud & Business Automation	Salesforce Trailhead – Admin & Platform
Orangewood Robotics & AI Innovation Lab	Robotics & Intelligent Automation	Robotics, ROS & Computer Vision
Pearson Communication Lab	Communication & Professional Skills	Communication & Placement Readiness

01 · CENTRE OF EXCELLENCE

Intel Centre of Excellence

AI Innovation Lab

Imagine. Innovate. Lead.

At Echelon Institute of Technology, we recognize that Artificial Intelligence is reshaping every industry, from healthcare and finance to manufacturing and smart cities. The Intel Centre of Excellence (AI Innovation Lab) has been established to prepare students for the future by providing practical exposure to Artificial Intelligence, Machine Learning, and intelligent computing technologies.

Built around the Intel® AI for Future Workforce program, the centre empowers students with industry-relevant AI knowledge through interactive learning, hands-on activities, and real-world applications. Students develop the skills required to understand how AI systems are designed, trained, and deployed to solve modern challenges.

Whether you are exploring Artificial Intelligence for the first time or planning a career in AI, Machine Learning, Data Science, or Intelligent Automation, the Intel Centre of Excellence offers the perfect launchpad for your professional journey.

Why Intel AI Lab at Echelon?

The Intel AI Lab provides an immersive ecosystem where students move beyond theory and experience how Artificial Intelligence is transforming businesses and society. Students gain access to:

- Intel® AI for Future Workforce Curriculum
- Practical Machine Learning Activities
- Real-World AI Problem Solving
- Computer Vision Fundamentals
- Industry-Inspired Case Studies
- Collaborative Innovation Projects
- High-Speed Internet Connectivity
- AI-Focused Learning Environment
- Interactive AI Demonstrations
- Intelligent Data Exploration
- AI Ethics & Responsible Innovation
- Faculty Mentorship & Technical Guidance
- Modern Computing Infrastructure
- Continuous Performance Evaluation

The centre encourages curiosity, creativity, and innovation while helping students understand the real-world impact of Artificial Intelligence.

Intel AI Learning Program

The Intel AI Learning Program introduces students to the core principles of Artificial Intelligence through a structured and beginner-friendly curriculum. The training focuses on conceptual understanding as well as practical implementation using modern AI tools and methodologies. Students receive comprehensive training in:

- Artificial Intelligence Fundamentals
- Introduction to Machine Learning


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- AI Problem-Solving Techniques
- Machine Learning Workflows
- Computer Vision Concepts
- AI Decision-Making Models
- Emerging AI Trends
- Project-Based Learning
- Data Preparation & Exploration
- AI Applications Across Industries
- Natural Language Processing Basics
- Ethical AI & Responsible Technology
- Intelligent Automation
- Industry Best Practices

The curriculum is designed to simplify complex AI concepts while enabling students to develop confidence through practical experimentation.

Official Intel AI for Future Workforce Curriculum

The training is based on Intel® AI for Future Workforce, an industry-recognized program that introduces students to Artificial Intelligence through experiential learning and practical application. The course includes:

- Foundations of Artificial Intelligence
- Data and AI Concepts
- AI in Business & Industry
- Introduction to Neural Networks
- Responsible AI Practices
- Hands-on AI Activities
- Innovation Challenges
- Machine Learning Essentials
- AI in Everyday Life
- Computer Vision Basics
- AI Model Development Process
- Emerging Technologies
- Industry Case Studies
- Capstone Project

Students build practical understanding through guided exercises, interactive labs, and AI-driven projects that simulate real-world applications.

Skills You Will Develop

Upon successful completion of the Intel AI Program, students will be able to:

- Understand the principles of Artificial Intelligence
- Explain fundamental Machine Learning concepts
- Analyze real-world AI applications across industries
- Identify business problems suitable for AI solutions
- Work with AI datasets and basic model workflows
- Apply ethical considerations in AI development
- Think critically about intelligent systems
- Collaborate on AI-based projects
- Build a portfolio showcasing AI concepts and applications
- Prepare for advanced learning in AI and Data Science

Career Opportunities

The Intel Centre of Excellence lays the foundation for a wide range of technology careers, including:

AI Engineer (Entry Level)	Machine Learning Associate	Data Science Trainee	AI Research Intern
Business Intelligence Analyst	Data Analyst	Automation Specialist	Intelligent Systems Developer
Innovation Consultant	Technology Associate	Software Engineer	Emerging Technology Specialist

The program also prepares students for advanced studies, internships, AI certifications, research opportunities, and careers in next-generation technologies.

Other Certification Programs Offered

#	Certification Program	What You Will Learn
	Intel AI for Future Workforce	AI and ML basics.
2	Intel Edge AI	Edge AI deployment.
3	AI PC Developer Program	AI PCs and optimization.
4	OpenVINO Toolkit	Computer vision optimization.
5	oneAPI Programming	Parallel programming.
6	Computer Vision with Intel AI	Vision AI applications.
7	AI for Manufacturing	Industrial AI.

02 · CENTRE OF EXCELLENCE

Microsoft Centre of Excellence

Microsoft Azure Lab

Empower. Transform. Excel.

At Echelon Institute of Technology, we believe that digital transformation begins with the right skills and practical experience. The Microsoft Centre of Excellence (Microsoft Azure Lab) has been established to equip students with globally recognized cloud computing knowledge using Microsoft's enterprise technologies.

Powered by Microsoft's learning ecosystem, the lab enables students to understand modern cloud infrastructure, virtualization, networking, security, and Azure services through practical exercises guided by a Certified Microsoft Trainer (CMT).

Whether you are preparing for your first cloud certification or planning a career in cloud computing, system administration, cybersecurity, or IT infrastructure, the Microsoft Centre of Excellence provides the ideal platform to build professional expertise.

Why Microsoft Azure Lab at Echelon?

Our Microsoft Azure Lab provides students with an immersive learning environment where concepts are reinforced through practical implementation and industry-oriented activities. Students benefit from:

- Microsoft Azure Cloud Environment
- Official Microsoft Learning Resources
- Cloud Infrastructure Management
- Identity & Access Management
- Cloud Security Best Practices
- Enterprise-Level Case Studies
- High-Speed Internet Access
- Collaborative Team Learning
- Instructor-Led Training by Certified Microsoft Trainer (CMT)
- Practical Azure Portal Experience
- Virtual Machine Deployment
- Networking and Storage Configuration
- Interactive Learning Sessions
- Dedicated Faculty Guidance
- Modern Computing Infrastructure

The program focuses on developing technical confidence while helping students understand how enterprises build, manage, and secure cloud environments.

Microsoft Azure Fundamentals Training

Our training program is based on Microsoft Azure Fundamentals (AZ-900) and is specially designed for students, beginners, and aspiring cloud professionals who want to build a strong foundation in Microsoft


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Kabulpur, Kheri-Manjhawali Road,
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Azure. Delivered by a Certified Microsoft Trainer (CMT), the course combines theoretical concepts with practical demonstrations. The training covers:

- Introduction to Cloud Computing
- Core Azure Services
- Azure Compute Solutions
- Azure Storage Solutions
- Azure Identity Services
- Cost Management
- Cloud Architecture Concepts
- Certification Preparation
- Microsoft Azure Fundamentals
- Azure Regions & Availability Zones
- Azure Networking
- Resource Management
- Security & Compliance
- Monitoring & Governance
- Microsoft Best Practices

The curriculum follows Microsoft's recommended learning path and prepares students for both certification and real-world cloud environments.

Official Microsoft Certification Path

The Microsoft Centre of Excellence offers structured preparation for Microsoft Certified: Azure Fundamentals (AZ-900). The course includes:

- Cloud Computing Principles
- Compute and Virtual Machines
- Storage & Database Fundamentals
- Azure Resource Management
- Pricing, SLA & Cost Optimization
- Live Azure Demonstrations
- Certification-Oriented Learning
- Azure Architecture Components
- Azure Networking Services
- Identity, Authentication & Authorization
- Governance & Compliance
- Monitoring & Support Services
- Practice Assessments
- Capstone Activities

Students gain practical exposure using the Microsoft Azure Portal while preparing confidently for the AZ-900 certification examination.

Competencies You Will Develop

Upon successful completion of the program, students will be able to:

- Understand cloud computing models and deployment strategies
- Navigate and utilize Microsoft Azure services effectively
- Create and manage cloud resources
- Configure virtual machines and storage services
- Implement basic networking concepts within Azure
- Apply identity and access management principles
- Understand cloud security and governance
- Monitor Azure resources and optimize costs

- Prepare confidently for the Microsoft AZ-900 Certification
- Build a strong foundation for advanced Azure certifications

Career Opportunities

Completing the Microsoft Azure Fundamentals program opens pathways to various technology careers, including:

Cloud Support Associate	Azure Administrator	Infrastructure Engineer	Technical Support Engineer
System Administrator	Cloud Operations Associate	Network Support Engineer	
IT Operations Executive	Cloud Consultant	DevOps Associate	Cybersecurity Associate
Solutions Engineer	Software Engineer		

The program also serves as the first step toward advanced Microsoft certifications such as Azure Administrator, Azure Developer, Azure Security Engineer, and Azure Solutions Architect.

Other Certification Programs Offered

#	Certification Program	What You Will Learn
1	AZ-900 - Azure Fundamentals	Azure cloud fundamentals.
2	AI-900 - Azure AI Fundamentals	Artificial Intelligence fundamentals.
3	DP-900 - Azure Data Fundamentals	Data fundamentals.
4	SC-900 - Security, Compliance and Identity	Security, Compliance and Identity.
5	PL-900 - Power Platform Fundamentals	Power Platform fundamentals.
6	MS-900 - Microsoft 365 Fundamentals	Microsoft 365 fundamentals.
7	GitHub Foundations	Git, GitHub and collaboration.
8	GitHub Copilot Fundamentals	AI-assisted software development.
9	AZ-104 - Azure Administrator	Azure administration and deployment.
10	PL-300 - Power BI Data Analyst	Dashboards, reports and BI.

03 · CENTRE OF EXCELLENCE

Cisco Centre of Excellence

Cybersecurity & Networking Lab

Secure. Connect. Evolve.

At Echelon Institute of Technology, we believe that a secure digital future begins with strong technical foundations. The Cisco Centre of Excellence (Cybersecurity & Networking Lab) is established to prepare students for the ever-growing demand for cybersecurity professionals, network engineers, and IT security specialists.

Built around Cisco Networking Academy's Cybersecurity Essentials curriculum, the centre provides students with a comprehensive understanding of cyber threats, secure networking, digital defense strategies, and emerging technologies such as Artificial Intelligence in cybersecurity. Through practical learning and industry-oriented training, students develop the knowledge required to protect digital systems in today's interconnected world.

Whether you aspire to become a Cybersecurity Analyst, Network Engineer, Information Security Professional, or AI Security Specialist, the Cisco Centre of Excellence offers the perfect environment to build your technical expertise.

Why Cisco Centre of Excellence at Echelon?

The Cisco Centre of Excellence creates a hands-on learning environment where students understand how modern networks operate and how organizations defend their digital infrastructure against evolving cyber threats. Students gain access to:

- | | |
|---------------------------------------|------------------------------------|
| ■ Cisco Networking Academy Curriculum | ■ Cybersecurity & Networking Labs |
| ■ Interactive Security Simulations | ■ Network Infrastructure Concepts |
| ■ Digital Threat Analysis | ■ Ethical Hacking Awareness |
| ■ Information Security Practices | ■ AI in Cybersecurity |
| ■ Security Operations Fundamentals | ■ Incident Response Techniques |
| ■ Industry-Based Case Studies | ■ Expert Faculty Mentorship |
| ■ Modern Networking Infrastructure | ■ Collaborative Technical Learning |

The centre emphasizes practical knowledge, analytical thinking, and industry readiness to help students excel in the cybersecurity domain.

Cybersecurity Essentials Training Program

The Cybersecurity Essentials program introduces students to the principles of digital security and prepares them to identify, analyze, and respond to cybersecurity risks in modern IT environments. Students receive


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Kabulpur, Kheri-Manjhawali Road,
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structured training in:

- Cybersecurity Fundamentals
- Information Security Principles
- Malware & Ransomware Protection
- Data Privacy & Protection
- Security Risk Assessment
- AI & Data Science in Cybersecurity
- Incident Response
- Industry Best Practices
- Network Security Concepts
- Cyber Threat Landscape
- Secure Network Design
- Identity & Access Management
- Ethical Hacking Concepts
- Security Monitoring
- Security Policies & Compliance

The curriculum combines conceptual learning with practical activities, enabling students to understand how cybersecurity protects businesses and individuals from digital attacks.

Official Cisco Networking Academy Curriculum

The training follows the globally recognized Cisco Networking Academy – Cybersecurity Essentials program. The course includes:

- Introduction to Cybersecurity
- Cyber Threat Intelligence
- Security Technologies
- Data Protection Techniques
- Artificial Intelligence in Cybersecurity
- Digital Forensics Overview
- Real-World Security Scenarios
- Networking Fundamentals
- Malware & Attack Vectors
- Information Security Management
- Ethical Hacking Awareness
- Security Operations Center (SOC) Basics
- Practical Security Exercises
- Capstone Project

Students gain practical knowledge through guided activities that simulate real-world cybersecurity challenges.

Skills You Will Acquire

Upon completing the Cisco Cybersecurity Essentials program, students will be able to:

- Understand modern cybersecurity principles
- Identify common cyber threats and vulnerabilities
- Apply network security best practices
- Protect digital systems and sensitive information
- Analyze security incidents and recommend solutions
- Understand the role of Artificial Intelligence in cybersecurity
- Apply information security frameworks
- Strengthen critical thinking and risk analysis skills
- Collaborate on security-focused projects
- Build a solid foundation for advanced cybersecurity certifications

Career Opportunities

The Cisco Centre of Excellence prepares students for diverse roles in cybersecurity and networking, including:

Cybersecurity Analyst	Network Engineer	Information Security Analyst	SOC Analyst
Security Operations Associate	Network Support Engineer	IT Security Administrator	
Infrastructure Engineer	Security Consultant	Systems Administrator	Cloud Security Associate
Cyber Defense Specialist			

The program also serves as an excellent foundation for advanced Cisco certifications, cybersecurity specializations, internships, and careers in information technology.

Other Certification Programs Offered

#	Certification Program	What You Will Learn
	Introduction to Cybersecurity	Cybersecurity basics.
2	Cybersecurity Essentials	Threats, malware and defense.
3	Networking Basics	Networking fundamentals.
4	Network Technician	LAN/WAN installation.
5	CCNA	Routing and switching.
6	Python Essentials	Python programming.
7	JavaScript Essentials	JavaScript fundamentals.
8	Linux Essentials	Linux administration.
9	Ethical Hacker	Ethical hacking concepts.
10	Endpoint Security	Device protection.
11	Network Security	Secure enterprise networks.
12	IoT Fundamentals	Internet of Things.
13	DevNet Associate	Network automation APIs.

04 · CENTRE OF EXCELLENCE

IBM Centre of Excellence

IBM SkillsBuild Lab

Explore. Develop. Achieve.

At Echelon Institute of Technology, we are dedicated to nurturing future-ready professionals by combining academic excellence with globally recognized industry training. The IBM Centre of Excellence is designed to provide students with practical exposure to emerging technologies, workplace competencies, and digital career skills through the IBM SkillsBuild learning platform.

The centre creates an engaging environment where students strengthen their technical knowledge while developing critical thinking, communication, and professional skills required in today's rapidly evolving technology landscape.

Whether your goal is to become a Web Developer, Data Analyst, IT Professional, or a future technology leader, the IBM Centre of Excellence provides the resources and mentorship to help you succeed.

Why Choose IBM Centre of Excellence at Echelon?

The IBM Centre of Excellence blends technology education with career development, enabling students to learn through practical application and industry-inspired experiences. Students receive access to:

- IBM SkillsBuild Learning Platform
- Guided Technical Workshops
- Data Analytics Learning Paths
- Career Readiness Programs
- Collaborative Team Projects
- Faculty Mentoring & Career Guidance
- High-Speed Internet Connectivity
- Interactive Digital Learning Modules
- Web Development Practice Sessions
- Professional Communication Training
- Problem-Solving Activities
- Industry Case Studies
- Modern Computing Infrastructure
- Continuous Skill Assessments

Our objective is to help students become confident professionals equipped with both technical expertise and workplace competencies.

IBM Professional Development Program

The IBM Professional Development Program introduces students to essential digital technologies while strengthening the practical and interpersonal skills expected by modern employers. The curriculum balances technical learning with career preparation. Students receive training in:

- Web Development Fundamentals
- Responsive Website Design
- Data Visualization Concepts
- HTML, CSS & JavaScript Basics
- Data Analytics Fundamentals
- Spreadsheet & Data Handling


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- Communication Skills
- Workplace Ethics
- Professional Problem Solving
- Digital Productivity Tools
- Industry Best Practices
- Business Communication
- Critical Thinking
- Career Development Skills
- Team Collaboration

The program is suitable for beginners and progressively builds confidence through hands-on activities and real-world assignments.

Official IBM SkillsBuild Learning Path

Training is delivered using IBM SkillsBuild, IBM's official digital learning platform that prepares learners with both technical knowledge and employability skills. The course includes:

- Fundamentals of Web Development
- JavaScript Essentials
- Introduction to Data Analytics
- Visualization Fundamentals
- Presentation & Public Speaking
- Professional Ethics
- Resume & Interview Preparation
- Capstone Project
- Website Structure & Styling
- User Experience Basics
- Data Interpretation Techniques
- Business Communication Skills
- Workplace Collaboration
- Time Management
- Practical Assignments

Students complete guided learning modules while building projects that demonstrate their newly acquired skills.

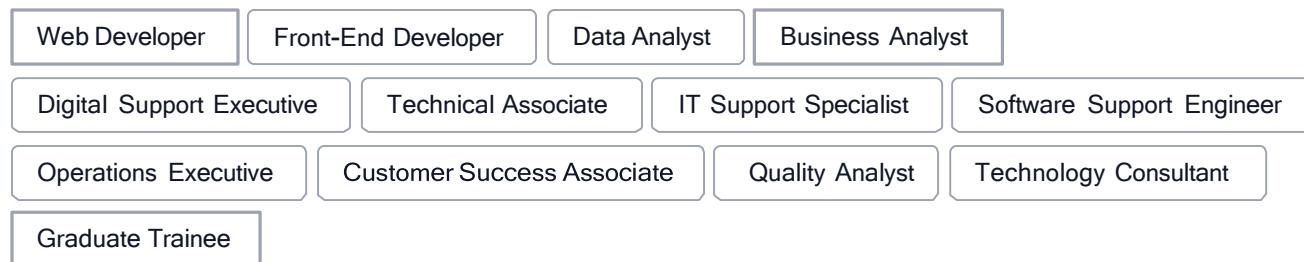
Knowledge & Skills You Will Acquire

By completing the IBM Professional Development Program, students will be able to:

- Design responsive and interactive websites
- Apply front-end web technologies effectively
- Understand fundamental concepts of data analysis
- Organize and interpret business data
- Present information professionally
- Communicate effectively in corporate environments
- Collaborate successfully within teams
- Demonstrate analytical and logical thinking
- Build a professional portfolio showcasing practical projects
- Enhance overall employability for technology-driven careers

Career Pathways

The IBM Centre of Excellence prepares students for a variety of entry-level technology and business roles, including:



The knowledge gained also serves as a strong foundation for advanced certifications, internships, higher education, and future specialization in technology domains.

Other Certification Programs Offered

#	Certification Program	What You Will Learn
	Web Development Fundamentals	Frontend web development.
2	IBM AI Fundamentals	AI basics.
3	IBM Data Science Professional Certificate	Python, ML and analytics.
4	IBM Data Analyst	Data analysis and visualization.
5	IBM Full Stack Software Developer	MERN, Git and DevOps.
6	IBM Cybersecurity Analyst	Cyber defense.
7	IBM DevOps and Software Engineering	CI/CD and DevOps.
8	IBM Machine Learning	ML models.
9	IBM Generative AI Engineering	GenAI development.
10	IBM Prompt Engineering	Prompt design.

05 · CENTRE OF EXCELLENCE

NASSCOM Centre of Excellence

FutureSkills Prime Lab

Learn. Upskill. Transform.

At Echelon Institute of Technology, we are committed to preparing students for the evolving demands of the digital economy. The NASSCOM Centre of Excellence serves as a gateway to industry-recognized digital learning, enabling students to develop future-ready skills through FutureSkills Prime, India's premier technology skilling initiative.

The centre bridges the gap between academic education and industry expectations by offering structured learning in emerging technologies such as Artificial Intelligence, Cloud Computing, Cybersecurity, Data Science, and Software Development. Through an industry-aligned curriculum and practical exposure, students gain the competencies required to thrive in today's technology-driven workplace.

Whether your ambition is to become a Software Developer, Data Scientist, Cloud Professional, AI Engineer, or Cybersecurity Expert, the NASSCOM Centre of Excellence provides the knowledge and guidance to accelerate your career.

Why NASSCOM Centre of Excellence at Echelon?

The NASSCOM Centre of Excellence is designed to create an industry-focused learning ecosystem where students continuously enhance their technical capabilities while developing problem-solving and innovation skills. Students benefit from:

- FutureSkills Prime Learning Platform
- Emerging Technology Training
- Hands-on Technical Assignments
- Cloud Technology Exposure
- Software Development Practices
- Faculty & Industry Mentorship
- Modern Computing Infrastructure
- Industry-Aligned Learning Paths
- Interactive Digital Learning Modules
- AI & Data Science Fundamentals
- Cybersecurity Awareness Programs
- Innovation Challenges
- Collaborative Learning Environment
- Career Readiness Support

The centre enables students to stay ahead of technological advancements while preparing for highly competitive careers.

FutureSkills Prime Training Program

The FutureSkills Prime Program is designed to equip students with multidisciplinary digital skills that are in high demand across industries. The curriculum emphasizes practical understanding, industry relevance, and continuous skill enhancement. Students receive training in:

- Artificial Intelligence Fundamentals
- Cloud Computing Concepts


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- Cybersecurity Essentials
- Software Development Fundamentals
- Data Visualization
- Automation Concepts
- Professional Problem Solving
- Agile Development Basics
- Career Development Skills
- Data Science & Analytics
- Programming Principles
- Digital Transformation
- Emerging Technology Trends
- Innovation & Design Thinking
- Industry Best Practices

The program provides learners with a comprehensive understanding of modern technologies through guided learning and practical implementation.

Official FutureSkills Prime Learning Path

The training follows FutureSkills Prime, India's flagship digital skilling initiative jointly supported by NASSCOM and the Ministry of Electronics & Information Technology (MeitY). The course includes:

- Artificial Intelligence
- Cybersecurity
- Software Development
- Data Analytics
- Innovation & Design Thinking
- Practical Assessments
- Digital Skill Badges
- Cloud Computing
- Data Science
- Programming Fundamentals
- Emerging Digital Technologies
- Professional Skill Development
- Industry-Oriented Projects
- Capstone Project

Students build technical expertise through structured learning pathways while applying concepts to real-world scenarios.

Skills You Will Develop

Upon successful completion of the program, students will be able to:

- Understand emerging digital technologies
- Apply AI and Data Science concepts to practical problems
- Explain cloud computing architecture and services
- Recognize cybersecurity risks and mitigation techniques
- Develop software using modern programming practices
- Analyze and interpret data effectively
- Think critically and solve business challenges
- Collaborate in multidisciplinary technology teams
- Build an industry-ready project portfolio
- Enhance employability with future-ready digital skills

Career Opportunities

The NASSCOM Centre of Excellence prepares students for a broad range of technology careers, including:

Software Developer

AI Associate

Data Analyst

Data Science Associate

Cloud Support Engineer

Cybersecurity Analyst

Technology Consultant

Full Stack Developer

Business Intelligence Associate

Digital Transformation Executive

IT Operations Engineer

Innovation Associate

The program also provides a strong foundation for advanced certifications, internships, higher education, and careers in emerging technologies.

Other Certification Programs Offered

#	Certification Program	What You Will Learn
1	Artificial Intelligence	AI foundations.
2	Cloud Computing	Cloud technologies.
3	Cybersecurity	Cyber defense.
4	Data Science	Analytics and ML.
5	Software Development	Programming practices.
6	Generative AI	LLMs and GenAI.
7	Prompt Engineering	Effective prompting.
8	Python Programming	Python development.
9	Machine Learning	ML algorithms.
10	Full Stack Development	Frontend and backend.
11	Java Programming	Core Java.
12	Salesforce	CRM platform.
13	RPA	Automation.
14	UI/UX Design	User experience.
15	Blockchain	Distributed ledger.
16	IoT	Connected devices.
17	DevOps	Automation and CI/CD.

18 Digital Marketing

SEO and marketing.


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06 · CENTRE OF EXCELLENCE

Salesforce Centre of Excellence

CRM & Cloud Innovation Lab

Connect. Automate. Succeed.

At Echelon Institute of Technology, we understand that every successful business today runs on customer relationships, connected data, and intelligent automation. The Salesforce Centre of Excellence (CRM & Cloud Innovation Lab) has been established to equip students with practical knowledge of the world's leading Customer Relationship Management (CRM) platform and the cloud technologies that power modern enterprises.

Built around Salesforce Trailhead, Salesforce's official free learning platform, the centre introduces students to CRM fundamentals, platform administration, low-code app building, business process automation, and AI-powered customer experiences. Through guided modules, hands-on Trailhead Playgrounds, and real-world business scenarios, students learn how organizations use Salesforce to manage sales, service, and marketing at scale.

Whether you aspire to become a Salesforce Administrator, Developer, Business Analyst, or CRM Consultant, the Salesforce Centre of Excellence provides the ideal platform to launch a career in one of the fastest-growing technology ecosystems.

Why Salesforce Lab at Echelon?

The Salesforce Centre of Excellence provides an industry-oriented learning environment where students experience how global businesses manage customers, automate processes, and make data-driven decisions on the cloud. Students gain access to:

- | | |
|--|---|
| ■ Salesforce Trailhead Learning Platform | ■ Hands-on Trailhead Playgrounds & Developer Orgs |
| ■ CRM Fundamentals & Business Processes | ■ Sales Cloud and Service Cloud Exposure |
| ■ Low-Code App Building | ■ Business Process Automation with Flow |
| ■ Reports & Dashboards | ■ Data Security & Access Control |
| ■ AI-Powered CRM & Agentforce Awareness | ■ Industry-Based Case Studies |
| ■ Superbadge & Project-Based Learning | ■ Faculty Mentorship & Career Guidance |
| ■ Modern Computing Infrastructure | ■ High-Speed Internet Connectivity |

The centre emphasizes business understanding alongside technical skill, helping students see how technology directly drives customer success and business growth.

Salesforce Platform Training Program

The Salesforce Platform Training Program introduces students to CRM concepts and the Salesforce platform through a structured, beginner-friendly curriculum. The training balances conceptual understanding with


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Kabulpur, Kheri-Manjhawali Road,
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practical configuration and development. Students receive comprehensive training in:

- Introduction to CRM & Cloud Computing
- Navigating the Salesforce Ecosystem
- Data Modeling & Data Management
- Business Process Automation with Flow
- Sales Cloud Fundamentals
- Lightning App Builder
- AI in CRM & Agentforce Basics
- Certification Preparation
- Salesforce Platform Fundamentals
- Objects, Fields & Relationships
- User Management & Security Model
- Reports, Dashboards & Analytics
- Service Cloud Fundamentals
- Apex & Lightning Web Components (Introduction)
- Salesforce Best Practices

The curriculum follows Salesforce's recommended Trailhead learning paths and prepares students for both certification and real-world CRM projects.

Official Salesforce Trailhead Learning Path

Training is delivered using Salesforce Trailhead, the official learning platform where students earn badges, complete trails and superbadges, and prepare for globally recognized Salesforce certifications. The course includes:

- Salesforce Platform Basics
- Admin Beginner & Intermediate Trails
- Flow Builder & Process Automation
- Reports & Dashboards for Business Insight
- Developer Beginner Trail
- Trailhead Badges & Superbadges
- Real-World Business Scenarios
- CRM Essentials
- Data Security & Sharing
- Lightning Experience Customization
- App Customization & Deployment
- AI Fundamentals & Agentforce
- Mock Certification Assessments
- Capstone Project

Students build a verified Trailhead profile of badges and projects that showcases their skills to recruiters and employers.

Skills You Will Develop

Upon successful completion of the Salesforce program, students will be able to:

- Understand CRM principles and how businesses manage customer relationships
- Navigate and configure the Salesforce platform confidently
- Design data models using objects, fields, and relationships
- Manage users, profiles, permissions, and data security
- Automate business processes using Salesforce Flow
- Build reports and dashboards for data-driven decisions
- Create custom apps using low-code tools
- Understand the role of AI and Agentforce in modern CRM

- Apply Salesforce best practices to real business scenarios
- Prepare confidently for Salesforce certification examinations

Career Opportunities

The Salesforce Centre of Excellence opens pathways to a wide range of roles in the global Salesforce ecosystem, including:

Salesforce Administrator	Salesforce Developer	CRM Consultant	Salesforce Business Analyst
Platform App Builder	Salesforce Functional Consultant	CRM Analyst	
Business Process Automation Specialist	Customer Success Associate	Salesforce Support Engineer	
Technology Consultant	Software Engineer		

The program also serves as the first step toward advanced Salesforce certifications, internships with Salesforce partner companies, and long-term careers as Salesforce Consultants and Architects.

Other Certification Programs Offered

#	Certification Program	What You Will Learn
1	Salesforce Certified Administrator	Platform configuration and management.
2	Salesforce Platform App Builder	Low-code custom app development.
3	Salesforce Platform Developer I	Apex and Lightning Web Components.
4	Salesforce AI Associate	AI fundamentals in CRM.
5	Salesforce Agentforce Specialist	Building AI agents with Agentforce.
6	Salesforce Business Analyst	Requirements and process design.
7	Sales Cloud Consultant	Sales automation solutions.
8	Service Cloud Consultant	Customer service solutions.
9	Marketing Cloud Email Specialist	Email marketing and journeys.
10	Data Cloud Consultant	Unified customer data.

07 · INNOVATION LAB

Orangewood Robotics & AI Innovation Lab

Robotics & Intelligent Automation

Empowering Future Innovators in Robotics, AI, and Intelligent Automation.

The Orangewood Robotics & AI Innovation Lab provides students with hands-on experience in Robotics, Artificial Intelligence (AI), Machine Learning, Computer Vision, Robot Operating System (ROS), and Industrial Automation. Equipped with advanced robotic platforms and industry-oriented training, the lab bridges the gap between academic learning and real-world applications.

Key Features

- Humanoid Robots and Mobile AI Robots
- NVIDIA Jetson-based AI Platforms
- Quadruped and Collaborative Robotic Systems
- Robot Operating System (ROS) Training
- AI, Computer Vision, and Automation Projects
- Industry-Aligned Curriculum and Workshops

Student Benefits

- Hands-on learning with advanced robotic systems
- Exposure to industry-standard AI and automation technologies
- Opportunities for live projects, internships, and research
- Industry-recognized training and certifications
- Enhanced employability in Robotics, AI, and Automation domains

Learning Outcomes

Students will be able to:

- Program and control robotic systems
- Develop AI and Computer Vision applications
- Work with ROS and autonomous robotic platforms
- Build real-world automation and intelligent system projects
- Apply robotics and AI concepts to solve practical problems

Courses Offered

- Introduction to Robotics
- Robot Operating System (ROS)
- Artificial Intelligence & Machine Learning
- Computer Vision
- Autonomous Navigation Automation
- Industrial Robotics &


Director
Echelon Institute of Technology
Kabulpur, Kheri-Manjhawali Road,
Naharpar, Faridabad-121101

- AI-Powered Robotics Projects

Career Opportunities

Robotics Engineer

AI/ML Engineer

Automation Engineer

Computer Vision Developer

ROS Developer

Embedded Systems Engineer

08 · INNOVATION LAB

Pearson Communication Lab

Communication & Professional Skills

Communicate with Confidence. Lead with Impact.

VISION

To empower students with communication excellence, professional confidence, and interpersonal skills essential for success in the global workplace.

The Pearson Communication Lab is a dedicated skill development centre designed to enhance students' communication, personality, and professional skills. The lab provides an interactive learning environment where students develop the confidence and competencies required for academic success, career growth, and professional excellence.

Why Students Need This Lab

Effective communication is one of the most sought-after skills in today's professional world. The Pearson Communication Lab helps students:

- Improve verbal and written communication skills
- Build confidence in public speaking and presentations
- Enhance interpersonal and teamwork abilities
- Prepare for interviews, group discussions, and placements
- Develop professional etiquette and workplace communication skills
- Strengthen leadership and personality development

Learning Outcomes

After completing training in the lab, students will be able to:

- Communicate effectively in personal and professional settings

- Deliver presentations with confidence and clarity
- Participate successfully in group discussions and interviews
- Demonstrate professional etiquette and workplace behavior
- Improve listening, speaking, reading, and writing skills
- Develop leadership, teamwork, and problem-solving abilities

Student Benefits

Communication Enhancement

- Improved spoken and written English
- Better presentation and public speaking skills
- Increased confidence in professional interactions

Career Readiness

- Placement-focused training
- Interview and group discussion preparation
- Resume building and professional communication skills

Personality Development

- Leadership and teamwork development
- Time management and interpersonal skills
- Positive attitude and professional grooming

Professional Growth

- Enhanced employability and workplace readiness
- Improved networking and collaboration abilities
- Greater confidence in academic and professional environments

Courses Offered

Communication Skills

- Spoken English
- Business Communication
- Professional Writing Skills
- Email and Workplace Communication

Personality Development

- Soft Skills Training
- Leadership Development
- Time Management
- Emotional Intelligence

Placement Preparation

- Group Discussion (GD) Skills
- Personal Interview (PI) Preparation
- Resume & LinkedIn Profile Building
- Aptitude and Employability Skills

Professional Excellence

- Presentation Skills
- Public Speaking
- Corporate Etiquette
- Team Building and Collaboration

Career Impact

The Pearson Communication Lab helps students become:

Confident Communicators

Effective Team Members

Future Leaders

Industry-Ready Professionals

Learn on industry platforms. Graduate industry-ready.

Eight Centres of Excellence. One campus. Your launchpad into AI, Cloud, Cybersecurity, CRM, Robotics and beyond.

ECHELON INSTITUTE OF TECHNOLOGY

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Director
Echelon Institute of Technology
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Naharpar, Faridabad-121101