

"Education is not a product it's a lifelong impact"



Harshil Gala

Harshil Gala is the Mumbai-based CEO of edtech company Navneet TopTech (NTT). An alum of Narsee Monjee College of Commerce and Economics, Mumbai and the University of Nottingham (UK), Gala acquired over a decade's experience in sales and marketing, brand building, operations and people management in the eLearning industry.

We spoke with Harshil to learn about his vision, the various initiatives of Navneet TopTech and their impact. Here are some excerpts from the interview.

1. What was the spark that led to the creation of NAVNEET TOPTECH? What were you hoping to change in classrooms?

Back then classrooms were still largely chalk-and-talk, while the world outside was rapidly becoming digital. We saw this widening gap and felt a deep responsibility to act. Navneet, with its legacy in education, wanted to reimagine how learning could happen with more engagement, more access, and more joy. NAVNEET TOPTECH was born from that vision: to support teachers with tools that make learning more visual, interactive, and aligned with how children actually absorb knowledge today.

2. You've introduced several products over the years. What are the most defining elements of what NAVNEET TOPTECH offers?

At the heart of everything we build is the teacher. Our phygital solution, TopClass, blends the physical classroom with the power of digital content animated lessons, voiceovers, experiments, and MCQs all designed for real classrooms, not just ideal ones. Then there's TopSchool, which supports learning beyond the classroom. What sets us apart is our commitment to curriculum alignment, language inclusivity, and simplicity. Teachers don't need to learn new tech they just teach better with it.

3. Looking back at the journey so far, how do you feel about the impact you've created?

It's humbling. We've reached thousands of schools and millions of students but numbers aside, the real satisfaction comes from hearing a teacher say, "Now my students really listen," or a child saying, "I finally understood that topic." There's pride, yes, but also a sense of responsibility. Education is not a product it's a lifelong impact. We're just getting started.

4. AI is being called the next big disruptor in education. How do you see it reshaping the Indian learning ecosystem?

AI has incredible potential, but it's not magic. It can help identify learning gaps, personalize pace, and assist teachers with insights but only if it's designed for our classrooms, not just global models. In India, where diversity and scale are both challenges, AI can be a powerful enabler, but it must always serve the educator, not replace them. When used thoughtfully, it can humanize learning more than dehumanize it.

5. The NEP 2020 places a strong emphasis on using technology to enhance learning. Do you think we're moving in the right direction?

The intent of NEP 2020 is inspiring talk about equity, flexibility, and digital empowerment. But intent must meet infrastructure, training, and mindset shifts. At NAVNEET TOPTECH, we see our role as turning that policy vision into classroom reality by building tools that work in Tier 1 and Tier 3 schools alike, in English, Gujarati, Marathi. It's not just about digitizing lessons it's about humanizing education through better tools.

6. What's on the horizon for NAVNEET TOPTECH? Where do you go from here?

We're investing in smarter, AI-backed insights for teachers, expanding our language offerings, and building tools that work even without constant internet. We want to reach more rural schools, train more teachers, and keep listening to classrooms. The future isn't about more tech it's about better impact.

7. Finally, what keeps you going every day in this space?

It's the belief that a good education can change the trajectory of a life and that we can help make that happen. When we walk into a classroom and see a child's eyes light up, or when a teacher tells us we made her job easier, that's all the motivation we need. We're in this not just to build better tools but to help raise better learners, better citizens, better human beings.