



21st Star Nite Awards 2022

Venue: Roseate House, Aerocity, New Delhi
11th, Friday, November 2022

HYBRID EVENT(2021)



VENUE : HOTEL SHANGRI-LA, NEW DELHI

NOV 26 2021

20th STAR NITE AWARDS

PRESENTED BY

Hewlett Packard Enterprise | INGRAM

PRINCIPAL PARTNER

DELL Technologies | IRIS GLOBAL

PLATINUM PARTNER

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NetApp | Redington

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Delighting You Always

#SMA2021

Star Nite AWARD 2021

PARTNER TRANSFORMATION KEY ENABLER FOR EFFECTIVE BUSINESS TRANSFORMATION

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20th STAR NITE AWARDS

PRESENTED BY Hewlett Packard Enterprise | INGRAM

PARTNER TRANSFORMATION KEY ENABLER FOR EFFECTIVE BUSINESS TRANSFORMATION

NOV. 26 2021

Star Nite AWARD 2021

02 Panel Discussion Session

1. Partner Transformation Key Enabler For Effective Business Transformation
2. Partner Transformation Key Enabler For Effective Business Transformation

03 Corporate Presentation

1. Veeam Software
2. Polycom India Ltd
3. Hewlett Packard Enterprise
4. Fortinet India
5. Esqurity
6. Hewlett Packard Enterprise

HYBRID EVENT HOTEL SHARADA NEW DELHI

NOV 26 2021

20th STAR NITE AWARDS

NETWORKING PARTNERS

COMMScope | Veeam

RAI Infotech | tp-link

SOPHOS | ViewSonic

D-Link | Jabra GN

VALUE | ANOMALI

PRG NETWORK MONITOR

KNOWLEDGE PARTNER

NTT

CYBER SECURITY PARTNER

kaspersky

PASSIVE NETWORKING PARTNER

POLYCOM
Telecom Business
Connectivity | Sharada Ki

HYBRID EVENT



Lobby

Auditorium

Exhibitors

Helpdesk



About Star Nite Awards

The VARINDIA Star Nite Awards (SNA), is popularly recalled as the ***DNA of Channel***, is an annual event for the VARs, IT channel partners in the country. The event brings together leading technology vendors, distributors, MSPs, solution partners and resellers to discuss on industry trends, forge new business relationships and create business opportunities. Conceptualised in 2002, SNA has become an industry benchmark for recognising vendors performing in the Indian IT channel (B2B) space.

In its 21st edition, we are inviting 200 partners to the Channel Empowerment Session. Followed by the Super Session and VAR Symposium which started from the morning to evening, where they learnt on how to get ahead, stay ahead, and lead their business through the digital revolution. This event is the perfect platform to strengthen partner engagement and business networking.

Star Nite Awards 2021(Previous Year) had attracted over 1460 attendees over the Hybrid event (Physical and virtual)attended by the VARs/Partners from 20 different cities in the country. It was an unique opportunity for vendors and partners to come together in an entirely new way. There are key leaders from the most influential business leaders and partners in the country had attended the day long session.



Microsoft

VARINDIA

CHANNEL TRANSFORMATION SUMMIT 2021

TIMING 10.00 AM TO 12.30 PM

THEME PARTNER TRANSFORMATION
KEY ENABLER FOR EFFECTIVE BUSINESS
TRANSFORMATION



#SNA2021



26TH NOVEMBER 2021

HYBRID EVENT

PRESENTED BY



VARINDIA

PARTNER TRANSFORMATION SUMMIT 2021

FRIDAY, NOVEMBER 26, 2021 | 11:20 AM - 12:30 PM IST | HYBRID EVENT

**THEME : PRESENT EDUCATION SYSTEM TO TRANSFORM
TOWARDS HYBRID LEARNING**

MODERATED BY



DR. DEEPAK KUMAR SAHU

Editor-in-Chief
VARINDIA



SANJAY ACHWAL

Executive Director & Head of sales
INGRAM MICRO



FARHANA HAQUE

Group Director, DPSS
MICROSOFT INDIA



SANJAY RADHAKRISHNAN

Chief Strategy & Business Excellence
TATA CLASSEDE



LOKESH BAJAJ

Vice President, Education Services
SCHOOLNET INDIA



VENUE : HOTEL SHANGRI-LA, NEW DELHI

THEME

**PARTNER TRANSFORMATION
KEY ENABLER FOR
EFFECTIVE BUSINESS
TRANSFORMATION**



**FRIDAY, 26TH NOVEMBER
10:05 AM TO 11:15 AM**



JAYANT GUNDEWAR
EXECUTIVE DIRECTOR & HEAD ADVANCE
SOLUTIONS
INGRAM MICRO INDIA



JYOTIL MANKAD
DIRECTOR AND HEAD OF CLOUD
BUSINESS, INGRAM MICRO INDIA



SANTANU BHAUMIK
GROUP GENERAL MANAGER -
PROFESSIONAL SERVICES- INGRAM
MICRO INDIA



KOMAL BARUAH
GENERAL MANAGER - CORPORATE
STRATEGY- INGRAM MICRO INDIA



ANURAG SINGH
DIRECTOR AND HEAD OF
NETWORKING BUSINESS- INGRAM
MICRO INDIA



SHEELA ACHAREKAR
GENERAL MANAGER- INGRAM MICRO
INDIA



DILIP JANA
DEPUTY GENERAL MANAGER-
INGRAM MICRO INDIA



JITENDRA KHADKE
GENERAL MANAGER- INGRAM
MICRO INDIA



VAR Symposium

Seminar & Partner Awards Ceremony

Digital commerce is shaping how marketers approach partners and suppliers. It is advised to target the right VARs, who are working as a single point of contact between multiple IT vendors, to make it easier for organizations to purchase and manage a variety of technologies.

The VAR Symposium which is the preconference, worth USD 10 Billion worth cumulative capital, saw key decision makers of VARs attending the event. The daylong session included discussions on new business strategies to discover how to capitalize emerging customer needs. At the end of the symposium 100 VARs were recognised in 16 different categories starting from System integrators, solution partners, Sub-distributors VADs and Telecom Service partners who converged and shared ideas and drove discussion on the planned topic to shape the industry.

In the midst of global uncertainty and digital growth, the need for cybersecurity is greater than ever. We have invited about 12 OEMs as the speakers to address the day long session and there are many take-aways for the partners. Also organised a special session on the Tech Talk, where the Tech Icons has unveiled many facts and incidents.

VAR Symposium



IT Association Round Table





Leaders of IT Associations took part in the brain storming session



Inaugural Session



PRESENTED BY Hewlett Packard Enterprise IN-RAM	
PRINCIPAL PARTNER DELL Technologies IRIS GLOBAL	PLATINUM PARTNER COMMVault
GOLD PARTNERS NetApp Redington TeamViewer Western Digital. AMD TechData FORTINET IN-RAM	

DIGITIZATION PARTNER Canon Delighting You Always
CLOUD PARTNER NUTANIX
KNOWLEDGE PARTNER NTT

NETWORKING PARTNERS COMMScope Veeam D-Link Jabra GN PAESSLER PRTG NETWORK MONITOR tp-link ViewSonic IVALUE ANOMALI RAH Infotech SOPHOS	
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CYBER SECURITY PARTNER kaspersky
PASSIVE NETWORKING PARTNER POLYCARB
VIRTUAL EVENT PARTNER KESTONE

SUPPORTED BY FAITA TAIT PCAIT ISODA ASIRT COMPASS
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#SNA2021

THEME : PARTNER TRANSFORMATION KEY ENABLER FOR EFFECTIVE BUSINESS TRANSFORMATION

VENUE :
HOTEL SHANGRI-LA, NEW DELHI
HYBRID EVENT

**26TH FRIDAY
NOVEMBER
2021**



AMIT SHARMA
Administrative Secretary IT Department
J&K GOVERNMENT



MANOJ CHUGH
President Group Public Affairs &
Member- Group Executive Board-
MAHINDRA & MAHINDRA LTD.



SANJIV KRISHEN
Chairman
IRIS GLOBAL SERVICES
PVT. LTD.



ANSHUMAN RAI
Area Vice President
COMMVault



KHALID WANI
Senior Director, Sales
WESTERN DIGITAL



ASHUTOSH DUBEY
Country Manager - Channels,
Distribution & MM/SMB
HPE INDIA



SUNIL SHARMA
Managing Director- Sales
SOPHOS



DINESH KUKREJA
CEO
UNICAS SERVICES LLP



MANOJ TASKAR
Country Manager-India
ANOMALI



KAUSHIK P PANDYA
President
FAITA



Hewlett Packard
Enterprise

INGRAM



PARTNER
TRANSFORMATION
FOR
BUSINESS
INNOVATION

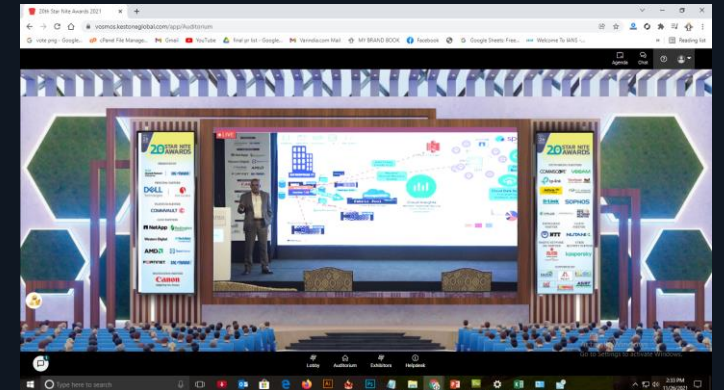
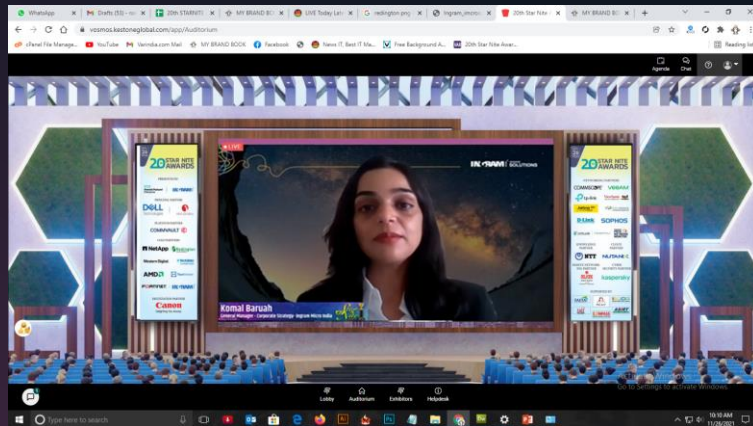
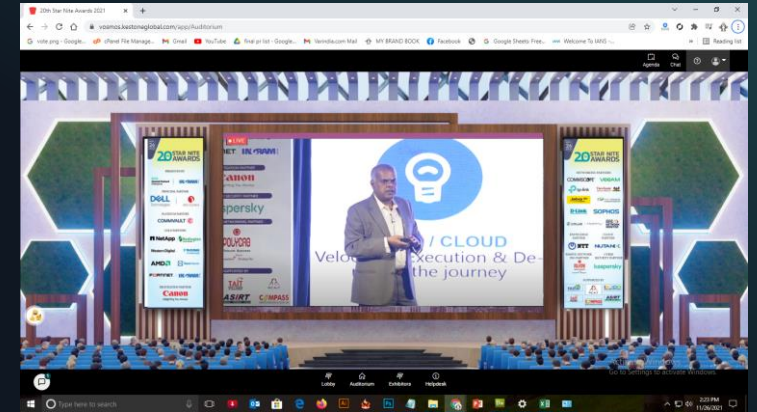
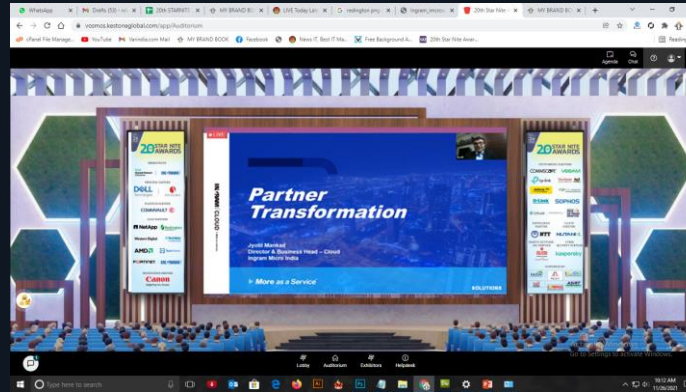
14th Nov 2021

INAUGURAL SESSION

INAUGURAL SESSION



HYBRID EVENT



Empower every learner and educator on the planet to **achieve more**

Amit Pawar
Director Modern Workplace – Microsoft Education Asia
apawar@microsoft.com



Activate Windows
Go to Settings to activate Windows.
Exit full screen (f)

Amit Pawar's Session : https://www.youtube.com/watch?v=Vwio_XLXJ28&t=1525s



20th STAR NITE AWARD 2021

VENUE : SHANGRI-LA NEW DELHI

DATE : FRIDAY, 26TH NOVEMBER 2021



CMO OF THE YEAR 2021



PRASENJIT ROY
CHIEF MARKETING OFFICER
NTT LTD.



PRABHJEET SINGH
HEAD OF MARKETING
CISCO SYSTEM INDIA



RAHUL NAUTIYAL
GEO MARKETING LEADER
HPE INDIA



ARVIND SAXENA
HEAD MARKETING & CORP. COMM.
NEC CORPORATION INDIA



RAJESH KUMAR
VP & HEAD OF MARKETING
UI PATH INDIA



KOMAL SOMANI
CHIEF MARKETING OFFICER
ESDS SOFTWARE SOLUTION LTD



RITU GUPTA
COUNTRY MARKETING DIRECTOR
DELL TECHNOLOGIES



RAHUL SINGH
VP & HEAD OF MARKETING
SAP INDIA



ARPITA SENGUPTA
DIRECTOR & HEAD OF MARKETING
REDHAT INDIA



KAUSTUBH PATKI
HEAD MARKETING(INDIA)
MICRO FOCUS



RISHI PRASAD
MARKETING LEAD, SOUTH ASIA
SEAGATE TECHNOLOGY

VARINDIA



Hewlett Packard
Enterprise

IN RAM
MICRO

20TH STAR NITE AWARDS 2021

FRIDAY, NOVEMBER 26, 2021 | 15:45 PM - 16:45 PM IST | HYBRID EVENT



MODERATED BY

DR. DEEPAK KUMAR SAHU

Editor-in-chief
VARINDIA



RANJAN CHOPRA
CMD
Team Computers



AJAY SAWANT
MD
Orient Technologies



PRARTHANA GUPTA
CEO
Cache Digitech



N. K. MEHTA
CEO & MD
Secure Network Solutions India



VIPUL DATTA
CEO
Futuresoft Solutions



ATUL AHUJA
Sr. VP
(Middle East, Africa & ASIA)
Softline Group

THEME : PARTNER TRANSFORMATION KEY ENABLER FOR EFFECTIVE BUSINESS TRANSFORMATION



20th STAR NITE AWARD 2021

VARINDIA

VENUE : SHANGRI-LA EROS NEW DELHI DATE : FRIDAY, 26TH NOVEMBER 2021



CHANNEL CHIEF OF INDIA 2021



ANIL SETHI

VP & GM - CHANNELS INDIA
DELL TECHNOLOGIES



LATA SINGH

EXECUTIVE DIRECTOR
IBM PARTNER ECOSYSTEM



AMER WARSI

ECOSYSTEM SALES
HEWLETT PACKARD ENTERPRISE



KHALID WANI

SR. DIR.(SALES)
WESTERN DIGITAL



AMARISH KARNIK

DIRECTOR – CHANNEL SALES
VEEAM SOFTWARE



Presentation by
Mr. Amit Kapoor
Business Manager- Channels & Distribution
HPE India
at 20th Star Nite Awards 2021

Video :
<https://varindia.com/video/mr-amit-kapoor--business-manager-channels--distribution-hpe-india-at-20th-star-nite-awards-2021>

SNA 2021 Awards



Best Wired and Wireless LAN Infrastructure Company Award goes to HPE - ARUBA, A HPE Enterprise at 20th Star Nite Awards 2021



Best Distributor Award goes to Ingram Micro India Ltd. at 20th Star Nite Awards 2021



TECH TALK



Mr. Dinesh Kukreja
CEO - Unicas Services LLP



Mr. Sunil Sharma
MD Sales - Sophos India



Mr. Manoj Taskar
Country Manager-India - Anomali

VARs and Partner attended the Star Nite Awards

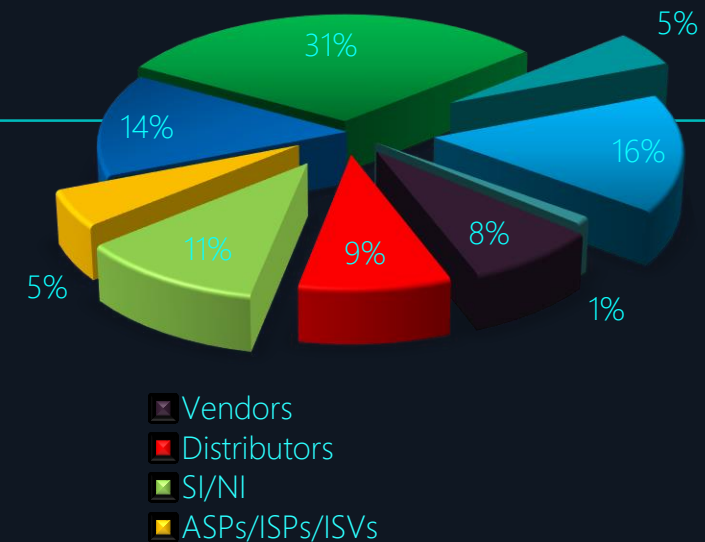


VARINDIA events are the benchmark among IT Companies and partners (VARs) for creating a single platform for discussing & introducing new technologies and sharing feedback to bridge the gap between vendors and channels.

IT serves as a major resource of business intelligence for VARs (Channels) that controls 80% of the average business in the country and always tries to be innovative and futuristic in its approach with respect to the content.



Segment wise





EVENT SUMMARY

26th November 2021

Venue: Hybrid

Hotel : Shangri-la, New Delhi

Top Award Categories

STAR NITE AWARDS

1. CHANNEL FAVOURITE COMPANY
2. END-TO-END TECHNOLOGY SOLUTION COMPANY
3. NETWORKING SOLUTION COMPANY
4. VIDEO CONFERENCING SOLUTION COMPANY
5. BEST INNOVATOR IN CLOUD TECHNOLOGY
6. BEST DATA CENTER IN INDIA
7. BEST STORAGE SOLUTION COMPANY
8. POWER MANAGEMENT SOLUTION COMPANY
9. HYPER CONVERGED INFRASTRUCTURE SOLUTIONS
10. BEST X 86 SERVER

PRESS RELEASE



Article



Image Gallery

https://www.varindia.com/Gallery/part/20TH%20STAR%20NITE%20AWARDS%202021_86



Channel Chief

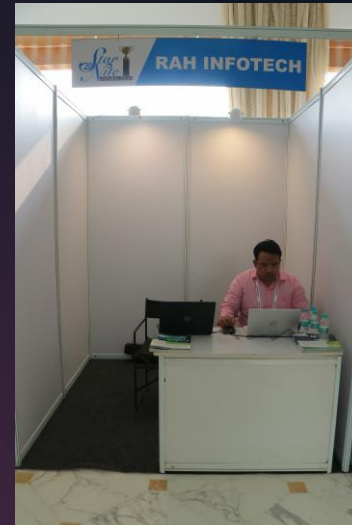
<https://www.varindia.com/news/channel-chief-of-india--2021>



Full event video

https://www.youtube.com/watch?v=vexTex8teP4&list=PLVnjwU0GcUi4dg57XNzP9UYn0ZnOZ_hJ

PHYSICAL BOOTHS



VIRTUAL BOOTHS



ADD AFOOTER

MM.DD.20XX

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