

INDIA'S FRONTLINE IT MAGAZINE

# VARINDIA

THE ULTIMATE *Voice* OF INDIAN VALUE ADDED RESELLERS



SUBSCRIPTION COPY NOT FOR SALE

VOLUME XXII ISSUE 5 JANUARY 2021 PRICE Rs. 50



“  
FORTIFY YOUR  
SECURITY  
OPERATIONS  
WITH  
TECHNOLOGY,  
INTEL &  
EXPERTISE !!  
”

**MR. SHRIKANT SHITOLE**  
Vice President & Country Head  
- India & SAARC, FireEye, Inc.



# building a better tomorrow, together



## Internet of Things (IoT)

Work smarter in the #AgeofIoT through solutions that enable Smart Farming, Smart Vehicles, Smart Factories, Smart Healthcare, Smart Mobility and more



## Digital Solutions for businesses

Become a #DigitisedSMB by choosing from solutions that help you engage with your customers 24x7, expand your business reach as well as empower your employees



## Future-ready Networks

Get your business networks ready for tomorrow by managing and automating your multiple cloud networks on a single platform, with Vi™ SD-WAN



## Security Solutions

Manage productivity and ensure customer data privacy while you secure business data across devices & networks, with solutions that safeguard against threats, malware, phishing, DDoS attacks and more

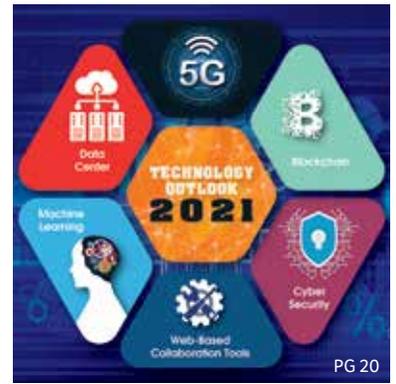
To know more, call **1800-123-123-123** or visit us at [myvi.in/business](https://myvi.in/business)

O&M 5574

INDIA'S FRONTLINE IT MAGAZINE

# VARINDIA

THE ULTIMATE *Voice* OF INDIAN VALUE ADDED RESELLERS



VOLUME XXII ISSUE 5 JANUARY 2021 PRICE Rs. 50

SUBSCRIPTION COPY NOT FOR SALE

## 2021: RINGS THE PREPARATION BELL FOR CYBER & DATA CHALLENGES

30PG

**“Atmanirbhar Bharat means India is an active participant in the global economy”:  
Ravi Shankar Prasad**

Shri Ravi Shankar Prasad, Union Minister for Communications, Electronics & Information Technology and Law & Justice, Government of India clarified that Atmanirbhar Bharat doesn't mean isolated India. “Atmanirbhar Bharat means India is an active participant in the global economy and this is the crux of the whole PLI scheme. India's time in the global electronic manufacturing has come,” he said. The Minister was speaking at the 15th India Digital Summit, organized by the Internet and Mobile Association of India (IAMAI).

**Global PC market ends 2020 on a high with 25% growth in Q4**

The latest Canlys data shows that worldwide PC market growth accelerated in the last quarter of 2020, as shipments of desktops, notebooks and workstations increased by 25% from a year ago to reach a record 90.3 million units. These latest numbers exclude tablets. Ongoing strong demand in the holiday season led to a third consecutive quarter of sequential growth, with shipments in Q4 up 13% sequentially over what was a stellar performance in Q3. On the back of this remarkable recovery after a supply-constrained Q1, total PC shipments in 2020 grew 11% to reach 297.0 million units. This represents the highest full-year growth since 2010 and the highest shipment volume since 2014. Worldwide PC market growth in 2020 was singlehandedly driven by notebooks and mobile workstations. Shipments of these devices increased 44% from 2019 to reach 235.1 million units. Conversely, desktop and desktop workstation shipments fell 20% from last year to reach 61.9 million units in 2020.

## CYBER & DATA SECURITY SUMMIT 2021

### READINESS FOR THE CYBER AND DATA CHALLENGE 2021

**CYBER & DATA CHALLENGE 2021**  
09.00 AM - 21.00 PM

FEB 19 2021

#CDS2021

Virtual

COVID has been the catalyst forcing engagement online, and according to our new consumer research, it has exposed brands' digital channel shortcomings.

The technological breakthroughs megatrend is manifesting itself in a proliferation of technologies. To remain relevant and to succeed, emerging technology strategy needs to be a part of every company's corporate strategy. With the digital content and technology trends on the rise, the scope of various brands and industries to engage and connect with their target audience is boundless.

The world is competing against each other for data and cyber security. Data has become extremely vital as it provides both macroscopic and microscopic insights to leaders and strategists within the organization. Secondly, no body can afford attack. New business processes driven by digital transformation increase risk exposure and the traditional perimeters are complex, increase risk, and are no longer compatible with today's business models.

The daylong summit will attract 400 delegates from the security and Cyber -data security industry to discuss and deliberate on the topic.

**For more, please contact:**

Dr. Deepak Kumar Sahu Mob.: +91-9818928406 Email: deepak@varinida.com	Mr. S. Kamlakar Mob.: +91-9886280836 Email: kamlakar@varinida.com	Mr. Anil Kumar Mob.: +91-8108017479 Email: anil@varinida.com
---	---	--

**KALINGA DIGITAL MEDIA PVT. LTD.**  
 A84A/3, Rose Apartment, Paryavaran Complex,IGNOU Road, New Delhi - 110030

# LATENCY TO BE THE NEW CURRENCY OF GROWTH IN 2021

We have entered into the most exciting digital decade which is expected to bring a new era of interconnection – in which digital applications and services will be of great demand.

This transformation has not been caused by the Covid-19 pandemic, but it has been accelerated by it. This accelerated pace of the digitalization of enterprises will become one of the key factors for future economic growth. As economic activity moves from analog to the digital sphere, there is one thing that all these applications have in common, and this is related to the purely physical characteristics of the speed of light which we call “latency”.

Latency means reaction time such as, what causes the lag we experience with long-distance video conferencing, calls and the time it takes for a transaction to be registered when you're making online purchases; for getting a smooth reaction and good user experience when using applications that are hosted in the cloud; for the time between executing a stunt in an online game and your counterpart experiencing the result.

From a business perspective, latency issues cost you money. Productivity related to virtual desktops, conference and video calls, and all that is entailed in working from home is dependent on high-performance interconnection. But also industrial activities like remote robotics, AI-supported research and development, and the advances in the product development of the connected cars would not be conceivable without the performance, security, and resilience that come with the lowest possible latency. So, latency in digital services and applications is truly revenue-related.

Such critical applications, of course, have high requirements for both performance and resilience/security, elements that are also extremely closely related to latency. From a performance perspective, the applications need response time in the low millisecond range. They also require a very high level of resilience and security to ensure the seamless transmission of data. Critical applications also entail highly sensitive data – be that business secrets or personal health records – which needs to be secured in a safe environment.

Secondly, when it comes to quality and infrastructure services, latency is the new currency. The need of the hour is how to improve latency and reduce costs for backhaul connectivity. Today, every organisation and tech savvy individuals are looking for high-performance, secure interconnection in order to do business. In the digital world, resiliency is business-critical.

The answer would be the 5G networks. It enables a new kind of network that is designed

to connect virtually everyone and everything together including machines, objects, and devices. The 5G wireless technology is meant to deliver higher multi-Gbps peak data speeds, ultra-low-latency, more reliability, massive network capacity, increased availability, and more uniform user experience to more users. Higher performance and improved efficiency empower new user experiences and connects new industries.

Not only does 5G deliver high-bandwidth and low latency wireless data transmission, but the technology is set to play a crucial role in edge computing. Beyond speed improvement, the technology is expected to unleash a massive 5G IoT (Internet of Things) ecosystem where networks can serve communication needs for billions of connected devices, with the right trade-offs between speed, latency, and cost.

Enterprises can take advantage of network edge 5G computing solutions. When combined with edge computing, 5G has the potential to provide near real-time connectivity for network devices, such as SCADA systems, Internet of Things (IoT) devices, drones, autonomous cars, and much more. The reason behind how the 5G core networks will allow for reduced latency times is because of the associated technology by the name network slicing.

Going forward, Indian's Datacenter Market is going to make a huge impact on the national economic landscape. Increased speculation from foreign companies and accelerated adoption of digital technologies across public and private sectors are the underlying driving factors to this rapid evolution. The Data Center market is experiencing this unprecedented investment; there is simultaneously a growing call for such investment to be sustainable. Only a few Data Centers in India are focusing on the renewable energy and energy-efficient power and cooling solutions. As the growth of IoT and remote work is driving the cloud services market to an incredible double digit mark, but in order to properly capitalise this explosion of data it is important to scrutinise where the data is being held.

Another matter of concern is the increasing reliance on internet and software across nearly every dimension of our lives, which also exposes us to the inherent privacy and security vulnerabilities related to the internet and software itself. In this complex information landscape, one of biggest underlying challenges for information technology (IT) and cybersecurity professionals is how to establish a trusted environment in the age of hypermobility in the ever expanding perimeter driven by the need for 'anytime-anywhere' access to network resources.



Further, remote work and organizational continuity have raised IT's profile during the pandemic, and with that, cybersecurity has become an even larger concern than ever. Large-scale adoption of work-from-home technologies, heightened activity on customer-facing networks, and greater use of online services all present fresh openings, which cyber attackers have been quick to exploit.

A pop-up has been notifying users that as of February 8, WhatsApp's privacy policy will change and they must accept the terms to keep using the app. As part of that privacy policy refresh, WhatsApp also removed a passage about opting out of sharing certain data with Facebook. WhatsApp has exposed the phone numbers of the web users on Google Search via indexing.

Let's wait and watch for the next move how the year 2021 brings new technologies to watch for.

**S. Mohini Ratna**  
Editor, VARINDIA  
mohini@varindia.com

# SURGE PROTECTOR

**30W USB-C PD & 2 FAST CHARGING USB PORTS**

## CA-3SPS

3 Socket Surge Protector with 30W USB-C PD + 2 USB Ports



**CA-T3HDD**  
Thunderbolt™ 3  
HDMI Docking Station



**CA-T3DP**  
Thunderbolt™ 3 to  
Dual DisplayPort™  
Adapter



**CA-HDX50/120**  
HDMI Extender Over  
Ethernet (50m/120m)



**CA-4VSP**  
4-Port VGA Splitter  
with Full HD Support



**CA-5HDS**  
5 x 1 HDMI Switch  
with 4K Support



**CA-PPTR1**  
Presentation  
Pointer



**CA-C25GE**  
USB-C™ 3.0 to  
2.5G/Gigabit  
Ethernet Adapter



**CA-HDK200**  
2 Port HDMI USB  
KVM Switch



**CA-PC624**  
Patch Panel 24/48  
Port CAT 6



**CA-IP400MP**  
Megapixel (2M) PoE  
Day/Night PTZ Internet  
Camera With 2-Way  
Audio



Warranty  
rma@cadyce.com

Online Chat  
www.cadyce.com

Email Support  
support@cadyce.com

Sales  
sales@cadyce.com

**Toll Free: 1800 266 9910**  
**Tech Support: +91 9172212959**

Pune: 08087635350, 08793014270/71 • Mumbai/Rajasthan: 09769726552 • Gujarat: 09974800847 • North: 09999071626 • Delhi: 09313122475 • Haryana: 09716619191  
Bangalore: 09972534115, 09880660912 • Hyderabad & AP: 09949976234 • Maharashtra: 09226923696 • Rest of India: 09595207300 • Tamil Nadu: 09500052809

**Publisher:** Dr. Deepak Kumar Sahu  
**Editor:** S Mohini Ratna  
**Executive Editor:** Dr. Vijay Anand  
**Sub - Editor:** Aparna Mullick  
**Correspondent:** Lopamudra Das  
**Art Director:** Rakesh Kumar  
**Network Administrator:** Ashok Kumar Singh  
**Visualizer:** Ravinder Barthwal  
**Manager-IT:** Subhash Mohanta  
**Manager-SEO:** Bidyadhar Behera

**BUSINESS:**  
 Commercial Manager: Amit Kumar Jha  
 Sr. Marketing Manager: Ashok Ranjan Dash  
 Circulation Executive: Manish Kumar

**CORPORATE OFFICE:**  
**VAR House,** A-84A/3 Rose Apartment, Paryavaran complex, IGNOU Road, New Delhi - 110030  
 Tel: 011-41656383, 46061809  
 Email: edit@varindia.com

**Bangalore: Bureau office**  
 Marketing Manager: S. Kamala kar  
 Correspondent: L. G. Swami  
 D-103 G.F., Ashish JK Apartments  
 Thubarahalli Extended Road  
 Bangaluru- 560066  
 Tel: 080-49530399 | Mobile:09886280836  
 E-mail: kamlakar@varindia.com

**Mumbai: Bureau office**  
 Regional Manager (West): Anil Kumar  
 Sr. Correspondent: Mamta S.  
 Anurag Residency, 203 - "B" Wing, Plot No-5,  
 Sector-9, Kamothe, Navi Mumbai-410 209  
 Tel: 022-65561292, Mobile: 08108017479  
 E-mail: anil@varindia.com, mamta@varindia.com

**Chennai: Bureau office**  
 Branch Manager: K. Parthiban  
 F1, Meadows Green Apartments, 64, Chetty Street  
 1st Cross, Mel Ayanambakkam, Chennai - 600 095  
 Cell No. : 98400 55626  
 E-mail: parthiban@varindia.com

**Hyderabad: Bureau office**  
 Branch Manager: Sunil Kumar Sahu  
 32-161/3, 202 Neha Paradise, Nr. Maissamma  
 Temple, Venketeswara colony  
 Ramakrishna Puram, Hyderabad - 500056  
 Telangana, Tel: 040-32989844/ Cell No. 08100298033  
 E-mail: sunil@varindia.com

**Kolkata: Bureau office**  
 Marketing Officer: Sunil Kumar  
 Correspondent: B Kiran Dutta  
 Megatherm Electronics Pvt. Ltd.  
 Second Floor, Megatherm Building, Unit -E, Plot - L1  
 Block GP, Sector V, Salt Lake, Kolkata - 700091  
 Mobile: 08100298033, E-mail: sunil@varindia.com  
 Mobile: 09903088480, E-mail: kiran@varindia.com

Printed and Published by **Deepak Kumar Sahu** on behalf of  
 M/s. Kalinga Digital Media Pvt. Ltd. and Printed at Pushpak  
 Press Pvt. Ltd. Shed No. 203 - 204, DSIDC Complex, Okhla  
 Industrial Area, Phase-I, New Delhi-110020 and Published at  
 A-84A/3 Rose Apartment, Paryavaran complex, IGNOU Road,  
 New Delhi - 110030, Editor - S Mohini Ratna.

For Subscription queries contact: info@varindia.com  
 Subscription: Rs. 500(12 issues)/Rs. 1000 (24 issues)

All payments favouring:

KALINGA DIGITAL MEDIA PVT LTD

© All rights are reserved. No part of this magazine may be  
 reproduced or copied in any form or by any means without  
 the prior written permission of the publisher. (1999-2020)

\* All disputes are subject to the exclusive jurisdiction of  
 competent courts and forums in Delhi only.

# CONTENTS

**OUTLOOK 2021 / 20pg**



## REGULARS

Round About	8
Channel Guru	10
Hot Bytes	12, 14
On the Ramp	16, 17
Voice N Data	18
Channel Buzz	19
Movers & Shakers	46
Product of the Month	45

## OUTLOOK 2021

20 Technology Outlook 2021

## COVER STORY

30 2021: Rings the Preparation Bell  
for Cyber & Data Challenges

## VAR SECURITY

44 Videonetics with its 'Sajag'  
Pandemic Management Suite  
Empowering Security Operators

## 2021: RINGS THE PREPARATION BELL FOR CYBER & DATA CHALLENGES





Intel® Evo™ platform powered by  
Intel® Core™ i7 processor



# SWIFT AS A SWIFT

PRESENTING THE POWERFUL, ULTRA-THIN,  
ULTRA-LIGHT, ACER SWIFT SERIES.

Introducing Intel® Evo™ platform: Exceptional experience, anywhere.



ULTRA-SLEEK  
METAL BODY

ANTI-MICROBIAL  
COATING

DEDICATED  
GRAPHICS

EDGE-TO-EDGE  
DISPLAY

**ZERO DOWN PAYMENT\***

**ATTRACTIVE OFFERS\***



\*T&C Apply

Shop now at [store.acer.com](https://store.acer.com)



[www.acer.com](https://www.acer.com)



6366 800 400



[/AcerIndia](https://www.facebook.com/AcerIndia)



[/AcerIndia](https://www.instagram.com/AcerIndia)



[/Acer\\_India](https://twitter.com/Acer_India)

# WORK FROM HOME AND WORK FROM ANYWHERE

## 1. What are we heading for?

Since March 2020 the world is under the rule of pandemic. That means staying home, wearing mask, washing hands and feet every now and then, disinfecting yourself, your clothes, your guests, and abiding by many others health rules prescribed by WHO and your government. In my company in Noida, Kolkata and US locations, people are largely working from home and after nearly a year got more or less accustomed to the WFH mode. There were initial fears and hiccups aplenty, still young software engineers complain about loss of human or peer contact, boredom of staying home like a bird in a cage, but the delivery to the clients have not failed for a moment or a day, no escalation happened due to WFH. Of course, during a local storm called Amphan in Kolkata a few months back, many people had to come to office to work since many localities lost their power and internet network for one to two weeks' time. In short this is the situation the world over. The question that hangs on our minds is that, where are we heading for? Shall we get back to our normal mode of operating hour based office again, after vaccines are successfully used and tested, or there will be more surprises to come?

## 2. Work From Anywhere

This would be incredible or absurd to think of such a concept before 22 March 2020 isn't it! Today we are living in a "brave new world" – borrowing from Aldous Huxley – and we are not scared of adventures and new ideas. If you have your tools and infrastructures in place, at least in IT you can work from anywhere in the world, and this is acceptable for any domain of knowledge industry. You can work from town or village, seaside or hilltop, the office becomes portable and dynamic, flexible and "smart". There are tools to monitor, track, collaborate with individual workers from the end of managers or clients. Of course, the "new normal" is a term which has the seed of change into it, the future will evolve as the business needs are stitched along with the situation of pandemic, which is still far from abetted, despite recent vaccines and optimism in some quarters, many MNCs are seriously planning downsizing of physical infrastructure and office space, new rules and practices are evolving according to client needs.

## 3. More digital, more online:

The cry from the beginning of the lockdown has been "more digital, more online". It is one of the most visible and important outcomes of the "new normal". Zoom, Microsoft Team, Google Meet and a whole bunch of connecting modes are there to help us tide the storm. This is helping to reduce the digital divide, empowering people in many sections and domains in new communication modes, promoting mobile and digital connect across classes, genders, social strata. This is a revolutionary impact of the pandemic on the whole world. This is fueling the growth of three important, AI & BI ( Artificial and business intelligence ), Smart life and IoT ( Internet of things ). Pharma and clinical labs are working overtime to create, hone, improve effective vaccines. Similarly, information technology R&D centers are pouring over creating new ways of understanding and connect, defeating physical distance and even time by bringing out new unique solutions to the pandemic challenges. These solutions will indeed long overstay the pandemic, changing pre-pandemic world and workplace into a completely new identity.

## 4. What are we looking for?

We are looking for a world free of pandemic where both work and social life may flourish in a collective manner. This longing is going to be met or helped by AI, BI, IoT and Smart technology. The price we pay for this is the anxiety of health and job cuts, salary reductions, loss of lives of some friends and relatives, a pain resulting from enforced isolation and social distancing all over the world. The economy took a long and steep dip from February 2020 and is still under the clouds but there are signs of recovery both in India and the global markets. 2021 is predicted by market experts and economists to be a significantly better year which will probably witness a new beginning, seeing a horizon of knowledge and industry which had not been imagined by us till 2020.

## 5. The new Human Resource Management

The writing on the wall is – farewell old, conventional employee management and employee relation and replace it with a new one, like replacing a cart drawn by bulls or horses by a supersonic jet. Yes, the change may very well be that much dramatic. We may not realize this impact or the implication of the new era in 2021 itself but I have no doubt we will see positive signs of the stage turning, new trends emerging, disturbing the status quo, upsetting the stagnant, starting a trickle which probable become a flood of new experiences in 2022-23. We are on the brink of a new era, and we must prepare ourselves for it.



Asoke K. Laha  
President & MD, Interra IT

The new era employee has to be someone who not only leverages new technologies but is a person who takes complete responsibility for whatever he produces. He will be A+, he will have to be equal to the needs of the new growth engine. Managers will be replaced by Leaders. Employees will be self-driven and need not be managed. The remote workforce will be norm. HRM and management will not monitor and supervise him, but rather will get from him innovative ideas and a partnership. The new workplace will be – independent of location – something where there is no clear cut demarcation between employee and manager, both will sync up in win win and both will function as stakeholder in client satisfaction and revenue earning.

I just tried to give you an outline of what strikes me as a probable future after pandemic, I may like to answer if you have any thoughts or reactions to this little article in this publication. Wishing you a very good 2021.

# DELL Technologies

NEW PRECISION MOBILE WORKSTATIONS

## AS POWERFUL AS IT IS INTELLIGENT.

Let's make genius real.



Precision 15/17 3000/5000/7000 Series  
(Models 3551, 5550, 5750, 7750, 3550)  
Mobile Workstations

Intel®  
Xeon® Processor



Please Contact



## Iris Global Services Pvt Ltd

Mahipalpur Extension, Mahipalpur, New Delhi, Delhi 110037

Achin Kumar : +91 9873592171



## FORTIFY YOUR SECURITY OPERATIONS WITH TECHNOLOGY, INTEL & EXPERTISE !!

### How FireEye is addressing various challenges into SOC?

Cyber security at its core is the ability to have control over information. In order to do that well, organizations need to have a combination of the right tools and competent personnel. SOCs are vital to an organization's security posture and the three most important activities for the SOC are minimizing false positives, an agile DevOps program, and Threat Intelligence reporting.

Security teams protect critical assets for their organizations, a challenging charter with difficult odds in today's dynamic threat environment. The future success of security teams calls for a new paradigm - a way to verify and continuously test the promises of others. That new approach is the Verodin Security Instrumentation Platform (SIP), a cyber security risk assessment and management platform that enables teams to ensure their critical assets are always protected. With the Mandiant Security Validation (formerly Verodin), one can rapidly quantify and prove their ability to defend the organization from the expanding threat landscape of sophisticated adversaries around the world and their latest attacks, whether one's architecture is wholly on-premise, hybrid, or in the cloud.

The ideal way to initiate a change to set the stage for the future of Security Operations centers (SOC) is with a cyber security platform such as FireEye Helix, which is a cloud-hosted security operations platform. Security operations — big or small — require a holistic, foundational approach. FireEye Helix helps organizations build that foundation. FireEye Helix is a cloud-hosted security operations platform that allows organizations to take control of any incident from alert to fix. Available with any FireEye solution, FireEye Helix integrates security tools and augments them with next-generation SIEM, orchestration, and threat intelligence capabilities to capture the untapped potential of security investments. Designed by security experts, for security experts, it empowers security teams to efficiently conduct primary functions, such as alert management, search, analysis, investigations, and reporting. Integrating visibility, protection, and detection with advanced analytics is not a dream of the future, but an achievable reality right now.

### In the growing cyber attacks across the globe, how is FireEye geared with its tools and technology to secure the customers?

FireEye's new security portfolio- Cloudvisory is a control center for cloud security management that delivers visibility, compliance and governance to any security environment. Managing complex, multi-cloud environments is a reality for the majority of enterprises. By consolidating these environments into one consistent interface for monitoring and managing distributed, dynamic multi-cloud environments, FireEye Cloudvisory

helps one take control over infrastructure misconfiguration. One of the exciting use cases for Cloudvisory is the visibility it provides into assets across cloud environments.

Mandiant® Advantage: Threat Intelligence is the first SaaS-based offering by Mandiant Solutions to combine its Threat Intelligence with data from the frontlines of its industry-leading cyber incident response engagements, delivered through an easy-to-use management platform. Mandiant Threat Intelligence provides organizations with information on active threats as they emerge and is the first generally available SaaS offering on the new Mandiant Advantage platform. Mandiant Solutions plans to introduce a family of Mandiant Advantage SaaS offerings to augment and automate global security teams with controls-agnostic, actionable breach, adversary, operational, and machine intelligence data from the company's global deployment of product telemetry and the Mandiant front lines.

### How FireEye has developed its ecosystem partners in India?

FireEye's extensive partner network makes for the best service to have in any industry or vertical. The FireEye Affinity Partner ecosystem can help develop a stronger security posture and build and maintain a robust security program through value-added security services, frontline insights into complex challenges and innovative security solutions. FireEye has extended relationships with Technology Solution Partners, Global Services Providers, and Cyber Risk Law and Insurance firms.

FireEye's Technology Partnerships team enables the partners with the tools and expertise needed to create unified, integrated experiences across diverse solutions. FireEye is always searching for the right partners to provide the best experience and protection for our customers.

Through the Affinity program, we are committed to fully enabling our partners to stay ahead of their customer's growing cyber security needs by offering:

- Next-generation threat prevention as a service
- Competitive leasing programs
- Partner-branded, FireEye-powered security solutions
- Market-leading advanced threat prevention that integrates with complementary technologies

At FireEye, channel partners are our Force multipliers and we continue to invest to strengthen their capabilities to better serve our customers. In 2021, we will continue to invest resources to build strategic partnerships with our SIs, VARs, Alliances and VADs in India to fully enable and engage them to accelerate our joint growth. We are confident that the channel fraternity will see a long-term benefits to partner FireEye to help secure their customers.

### Can you share the best practices on



**SHRIKANT SHITOLE**

**VP & COUNTRY HEAD  
- INDIA & SAARC  
FIREEYE, INC.**

### how FireEye updates on the newer threat vectors to its customers as well as the industry?

As the intelligence-led security company, FireEye has published a number of security-related blogs in our website and security reports. Examples include the M-Trends 2020, an annual publication from FireEye Mandiant that contains insights based on frontline investigations of the most interesting and impactful cyber attacks of the year and the Security Predictions Report which is a compilation of the list of Cyber security expectations for the coming year, to name a few.

With A Global Reset: Cyber Security Predictions 2021, FireEye looked back at the past 12 months and identified several new and evolving cyber security trends that will likely persist as we move into 2021. FireEye continues to educate and raise cyber security awareness in the wider community by tackling these topics of interest and relevance - remote work and other impacts of the global pandemic, ransomware, nation-state activity, cloud security, and security validation.

FireEye Chat is also one of the ways we like to keep our customers updated about the industry. FireEye Chat is our quarterly talk show which brings guest experts front and center to cover today's most important cyber security topics.

**"Built to Defend - FireEye, the most comprehensive protection to combat today's advanced threats. And, the only cyber security company which combines the automation of world-class technology with the power of unparalleled frontline human expertise, including industry-recognized services and nation-state grade threat intelligence in collaboration with India's leading Technology Aggregator, iValue InfoSolutions."**



**LAPCARE®**  
Expect More Explore More

# NEW YEAR DHAMAKA

Buy Lapcare products & win exciting prizes

## LUCKY DRAW

1st Dec-2020 to 28th Feb 2021



**KIA SELTOS 1.5**  
Petrol H T E G  
(Petrol Base Model)



**TATA Tiago XE**  
Petrol Base Model



**HONDA Activa 5G (4 Nos.)**  
One in Every Zone



**Apple iPhone 11- 64GB (4 Nos.)**  
One in Every Zone



**Branded i3 Laptop (24 Nos.)**  
Six in Every Zone

### Terms & Conditions

- Vehicles mentioned will be given on Ex Showroom price. Insurance /Reg charges and all other expenses will be borne by the Winner
- All warranties and subjective claims on products and goods will be as per the schemes/offers by the respective companies. RIPL will not be responsible for any of those issues
- RIPL reserves the rights to change, extend or withdraw any terms & conditions of the offer at any time, without prior notice or assigning any reason
- The Company's decision will be final in case of any ambiguity related to any offer and qualification of the free gift
- All Disputes are subject to the Jurisdiction of Faridabad (Haryana) Court

For more information contact your nearest Lapcare distributor or WhatsApp at 8800736969

**Rx Infotech P Ltd**  
Authorised Distributor of Lapcare  
sales@rxinfotech.in



8800736969  
[www.facebook.com/lapcareworld](https://www.facebook.com/lapcareworld)  
Toll Free : 1800 120 0852

**Lapcare India P Limited**  
1201-1208, 12th Floor, Puri Business HUB,  
Sector - 81, Faridabad - 121004, Haryana  
Enquiries at [customercare@lapcare.com](mailto:customercare@lapcare.com)



## TechnoBind partners with Tidal Software for Workload Automation Solutions

TechnoBind announces its partnership with Tidal Software, a player in workload automation solutions. Under the partnership, TechnoBind and Tidal Software will deliver robust, easy-to-use technology and an



unmatched customer experience for enterprises in India. The main objective behind the partnership is to provide enterprise workload automation solutions that orchestrate the execution of complex workflows across systems, applications and IT environments.

"We are delighted to partner with Tidal Software. Working with a trusted company like Tidal will provide a growth opportunity for us to meet growing global demand for solutions that address some of the most critical IT challenges organizations face today. All of these are very meaningful and growing markets for India given

its digital push. We are happy that, with Tidal Software, we will address the ever growing challenges in the digital era," said Prashanth G J, CEO at TechnoBind. "We look forward to opening new doors, expanding opportunities, and helping customers develop new revenue streams, prepare for the challenges of tomorrow, and lower the costs of business."

## Cloud4C collaborates with Citrix for VDI Solutions

Cloud4C has partnered with Citrix to offer Citrix Virtual Apps and Desktops service for enterprises to leverage unmatched security and mobile workforce capabilities.

With expanding teams and remote working on the rise, the collaboration between Cloud4C and Citrix will help enterprises to seamlessly deploy Citrix's Virtual Apps and Desktops to any device across the workforce with ease and zero disruption. Cloud4C's Virtual Desktop Infrastructure (VDI) solutions will enhance productivity and improve performance, with efficiency, security, and scalability. Providing secure, remote work is the core value proposition of the VDI solution and this has become more relevant due to the need for employees to work securely from home due to COVID-19 pandemic.

## F5 takes over Volterra – a multi-cloud management startup for \$500 mn

For \$500 million F5, the application networking company has taken over a multi-cloud management startup – Volterra.

With this acquisition, the company is creating an edge platform built for enterprises and service providers that will be security-first and app-driven with unlimited scale.

"With Volterra, we advance our Adaptive Applications vision with an Edge 2.0 platform that solves the complex multi-cloud reality enterprise customers confront," said François Locoh-Donou, President and CEO, F5.

"Our platform will create a SaaS solution that solves our customers' biggest pain points," he added in a statement on Thursday.

The deal closed at \$440 million in cash and \$60 million in deferred and unvested incentive compensation.



## HCL Technologies ties up with Claim Genius over AI claims management solutions

HCL Technologies (HCL) and Claim Genius, a player in Artificial Intelligence (AI) automation solutions for the auto insurance market, announced the signing of a strategic agreement to jointly develop and market new AI claims management solutions. As part of this agreement, HCL will be providing Claim Genius's real-time damage analysis technology for passenger vehicles to global insurance carriers. HCL is integrating Claim Genius's platform with HCL's core claims platform, which is widely used by carriers.

This integrated workflow solution will be available for HCL's global clients and will drive speed, accuracy and productivity improvements for the automobile insurance services sector. Once the service is implemented, clients will be able to get an instant AI-powered repair estimate for the damaged vehicle based on photos or videos uploaded from the client's mobile app or claims management system. This estimate information can immediately be incorporated into the insurer's claims management workflow utilizing HCL's core claims-management products.

## Pega buys Qurious.io for AI-powered Speech Analytics

Pegasystems Inc. announced its acquisition of Qurious.io, Inc., a cloud-based real-time speech analytics solution powered by artificial intelligence (AI) for customer service teams. Terms of the deal are not being disclosed.

Qurious.io's software-as-a-service (SaaS) offering uses speech-to-text, natural language processing (NLP), and emotion detection capabilities to analyze the dialog within each customer service call as it happens. The software then provides agents with real-time insights and coaching so they can improve customer interactions, make better recommendations, and boost customer loyalty and sales. The company was founded in 2016 in San Francisco by recent Forbes 30-Under-30 winners Sabrina Atienza, CEO, and George Ramonov, CTO.

"With its deep customer service and AI pedigree, Pega will enable us to bring our intelligent speech analytics software to hundreds of the most important brands in global business," said Sabrina Atienza. "We believe this is a perfect fit for both Pega and Qurious.io, and we are proud that we will help solve some of the most complex customer service issues today and in the future."

## ATOS to acquire DXC technology to become leader in IT services market

Atos is in advance talk to acquire DXC technology, (DXC was formed in 2017 from the merger of Computer Sciences Corporation and the bulk of Hewlett Packard Enterprise's tech-services business, and is currently valued at about \$6.7 billion). DXC Technology would be its largest acquisition ever.

At expert says, it took three to four strong years of DXC technology to reach up to this kind of offer. It means there is right transformation was going in DXC.

Atos, French giant has confirmed it's made an offer to buy DXC Technology for a reported \$10 billion as part of an acquisition spree that's included 12 companies in the last approximately year. Atos has operations in 75+ countries, and generated revenues of €12 billion in its latest financial year.





SEAGATE

# Keep your business's data. Keep your cool.

## Skyhawk drives, now with in-house data recovery services.



# R Rescue

DATA RECOVERY SERVICES

### 3 YEARS INCLUDED\*

Service available on below mentioned Model Numbers

ST2000VX008,ST2000VX015,ST3000VX009,ST4000VX007,ST4000VX013,ST6000VX001,ST8000VX004,ST10000VE0008,ST8000VE000,ST10000VE0008,ST12000VE0008,ST12000VE0008,ST16000VE000,ST8000VE001,ST12000VE001,ST16000VE002

\*2TB & above

**NOW AVAILABLE** Instant drive replacement at SeaCare+ centres in Chennai, Kolkata, Mumbai and New Delhi.

For sales enquiries, contact: North & East: Siddharth Singh- 9891003558. West: Tanmay Shah - 9978099666. South: Kiran Bobby - 9880948355. For product related queries, contact: Rahul Seth (Surveillance Lead) - rahul.seth@seagate.com.

For marketing support, contact: rishi.prasad@seagate.com

Seagate Authorised Distributors: Fortune Marketing Pvt. Ltd. - 011-30890014 • Prama Hikvision (I) P. Ltd - 9890218148

**LOG YOUR CASES** > [support2.seagate.com](mailto:support2.seagate.com)

**FREE DRIVE DROP BACK** > Call to know more or email to: [pickupservice@inspirisys.com](mailto:pickupservice@inspirisys.com)

**LOCATE SEACARE AT** > [www.seacare.co.in](http://www.seacare.co.in)

**TOLL FREE** > NO ISD REQUIRED  
**000.800.440.1392**  
SAMI - 5PM (MON - FRI) INDIA TIME

Download Skyhawk App, share a picture of this advert on Skyhawk App Chat & you can win an exciting gift! | 15



**SKYHAWK PARTNER APP**  
CONNECTED ON THE GO.

# 17,000+ DOWNLOADS

Thank you for your support !!

Download Now



## SAP announces Rs 500 crore investment in India to accelerate its multi-cloud strategy

SAP SE announced it would invest INR 500 crore in India to localize and offer customers a multi-cloud choice. Underscoring its commitment to India, SAP will make available its multiple cloud solutions in India data centers.



“SAP’s commitment to support India’s growth vision remains a top priority, and we are determined to achieve this with deeper collaboration with our customers, ecosystem and the government,” said Scott Russell, President, SAP Asia Pacific Japan. “Our investment in India is toward

accelerating the nation’s digital agenda and our customers’ transformation in the cloud.”

SAP India is aggressively working toward addressing local customer demands. SAP further fortified its commitment to enterprises with the benefits of integrated cloud technologies to deliver the greatest flexibility and be data compliant under the upcoming Personal Data Protection Bill.

## ViewSonic India joins hands with Ingram Micro to fast pace its LCD division

ViewSonic has announced its collaborations with Ingram Micro. Ingram Micro will be an exclusive distribution partner for ViewSonic’s LCD business targeting the Indian market.

The LCD monitor business in India is at a matured state and high-end professionals and gaming professionals have been the key players in fostering its growth. Ingram Micro commenced its business with ViewSonic from 1st January 2021. This seamless partnership with a leading giant will append an additional benefit to the business growth and prospects for a longer-term.

In this year, ViewSonic will be adding new and innovative products in its portfolio compelling its end customers. For ViewSonic, this partnership will be a significant benefit in reaching its retailers via one partner Ingram Micro. This sole partner will ease the distribution process benefiting both.

## TallyPrime to ease e-invoicing compliance through connected solution

The implementation of e-invoicing, under the GST framework will bring B2B businesses with an annual turnover of INR 100 crore and above under the new compliance gamut from 1st January 2021. To ensure that these businesses are able to transition and manage e-invoicing with utmost ease, Tally Solutions will introduce its new fully connected solution – TallyPrime Release 1.1 before the implementation date.



**POWER OF SIMPLICITY**

Commenting on this launch Tejas Goenka, Managing Director, Tally Solutions said, “As India is preparing for the inevitable roll out of e-invoicing over the next few months, we have been working to ensure that our customers have a

smooth experience through this journey. We are soon releasing TallyPrime Release 1.1 that provides a end to end connected e-invoicing capability, and in the meantime we have already begun to engage with and educate thousands of businesses on the impact to their business and what they can do about it.”

Tally, a recognized GSP (GST Suvidha Provider) will communicate directly with the IRP (Invoice Registration Portal) to send invoices through TallyPrime in real time.

## Google India’s FY20 Revenue rises 35% to INR 5,593 Cr

As per regulatory documents, Google India’s revenues grow 34.8% to about INR 5,593.8 Cr in 2019-20 over the previous financial year. Google India’s total income was at INR 4,147 Cr in the financial year ended March 31, 2019, according to Registrar of Companies filing shared by market intelligence firm Tofler. The net profit was higher by about 23.9% at INR 586.2 Cr in FY20 as compared to INR 472.8 Cr in the preceding fiscal, it added.

The filing said, “The Board is glad to inform you that during the period beginning from April 1, 2019, and ending on March 31, 2020, the company has achieved a turnover (revenue from operations) of INR 53,847 Mn, which is higher than the earlier year of INR 39,928 Mn.”

According to a Google India spokesperson, “In the FY19-20 financial year, Google India made a pre-tax profit of INR 11,383 Mn, resulting in INR 3,020 Mn of corporate income taxes payable, and invested almost INR 4 Bn in our Indian operations.”

## Veritas launches new Center of Excellence in Balewadi, Pune

Veritas Technologies announced the launch of a new Center of Excellence (CoE) in Balewadi region of Pune, Maharashtra. The new modern facility stretching over 273,000 square feet underscores Veritas’ continued commitment

to deliver solutions to support both local and global customers. The fully functional new CoE – a strategic investment by Veritas – can accommodate

over 2,000 employees from cross-functional teams including engineering, technical support, IT, sales operations, finance, HR, and legal, dedicated to serving customers across the globe.

“India is a strategic market for Veritas. Our new Centre of Excellence reflects a strong vote of confidence in the growth potential and talent base present in India. We want to attract the brightest and best employees to help us deliver market-leading solutions to the world’s leading companies. Our new facility in Pune gives us a fantastic environment to develop and showcase our products. At Veritas, we will continue to invest regionally into the future, to drive innovation aligned with market requirements,” said Mark Nutt, Senior Vice President, International Sales, Veritas.



## UST Global rebrands itself as UST along with new logo

UST Global, now UST announced a rebrand to its name, visual identity, and a purpose that re-affirms the company’s position as an industry leader, its unique people, innovation, nimbleness, and commitment to client success. The rebranding and transformation initiative reflects UST’s on-going commitment to enhance their innovative solutions and offerings to align with the evolving needs of clients, helping

them navigate today’s environment and build resilience for tomorrow. The all-new corporate website ust.com manifests this transformation of the company. The new global brand identity will also consolidate its key sub-brands and subsidiaries under one UST unified brand.

Born digital, UST guides the world’s best companies through their most pressing challenges. The company works with the world’s leading brands, leveraging broad and deep domain knowledge combined with technical expertise like automation, experience design, data, and artificial intelligence to provide innovative solutions and enabling organizations to build business resilience with technology.

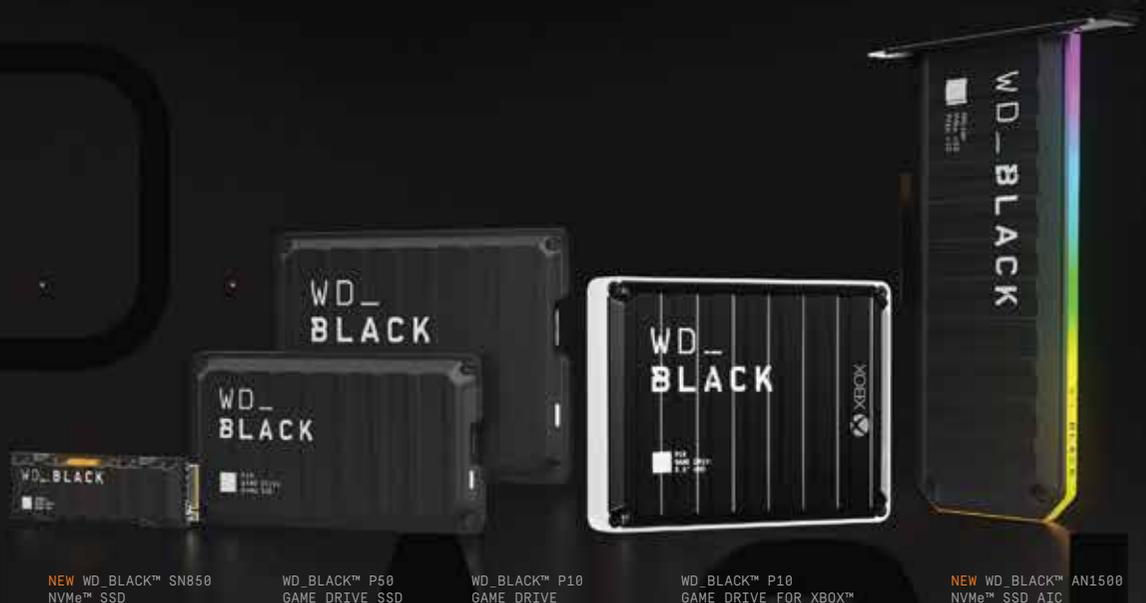


PERFORMANCE STORAGE, PURPOSE-BUILT FOR GAMING

# BECAUSE THE GAME NEVER WAITS.

INTRODUCING THE EXPANDED WD\_BLACK™ LINEUP

Stop staring at load screens. Increase your capacity and speed to get in fast and take them out faster. The WD\_BLACK™ portfolio is purpose-built for gaming.



NEW WD\_BLACK™ SN850  
NVMe™ SSD

WD\_BLACK™ P50  
GAME DRIVE SSD

WD\_BLACK™ P10  
GAME DRIVE

WD\_BLACK™ P10  
GAME DRIVE FOR XBOX™

NEW WD\_BLACK™ AN1500  
NVMe™ SSD AIC

©2020 Western Digital Corporation or its affiliates. All rights reserved. Western Digital, the Western Digital logo, WD\_BLACK, and the WD\_BLACK logo are registered trademarks or trademarks of Western Digital Corporation or its affiliates in the U.S. and/or other countries. NVMe™ is a trademark of NVM Express, Inc. PCIe® is a registered trademark and/or service mark of PCI-SIG in the United States and/or other countries. All other marks are the property of their respective owners. Product specifications subject to change without notice. Pictures shown may vary from actual products.

**WD\_BLACK™**  
DRIVE YOUR GAME AT [WDBLACK.COM](http://WDBLACK.COM)

## Lenovo introduces the ThinkPad X1 Titanium Yoga

Lenovo has unveiled their thinnest ThinkPad ever1, ThinkPad X1 Titanium Yoga. Covered in titanium material, it's just over 11mm thin and features a gorgeous 3:2 ratio 13.5-inch low power display along with Dolby Vision HDR support and Dolby Atmos Speaker System. Also announcing, ThinkPad X1 Carbon Gen 9 and X1 Yoga Gen 6 are completely redesigned



laptops introducing improved user experiences built around all-new 16:10 aspect ratio displays with low blue light feature, integrated fingerprint reader on power button and new ComputerVision

Experiences (CVx) support by human presence detection sensor for enhanced security and ease of use. Joining Dolby Vision and Dolby Atmos Speaker System, both X1 Carbon and X1 Yoga are the world's first laptops to support Dolby Voice2, which delivers a supreme conferencing experience that feels more natural, reduces listener fatigue, and sounds stunningly clear to make meetings more productive. The new models join the trail blazing X1 Fold and ultra-light X1 Nano announced last September to complete a comprehensive 5G-ready3 premium ThinkPad X1 portfolio.

## BenQ brings in all-in-one Entertainment Monitors

BenQ announced the launch of its eye-care entertainment monitors EW3280U and EW2780Q. The technologies developed expressly for these monitors – enhanced HDRi technology, customized speakers from treVolo team of audiophile experts, brightness and color temperature sensing Brightness Intelligence Plus and wide color gamut – make the Entertainment Series the finest platform for enjoying movies, music videos, and streaming content. Be it a movie marathon, binge-watching sessions or a full-day of gaming, these monitors provide extraordinary audio-visual immersion keeping in mind eye-health via eye-care features.

Rajeev Singh, Managing Director - BenQ India, said, "Entertainment via content consumption and gaming is evolving with demand of immersive experience to escape the reality and enter a different world altogether. In line with our endeavour to bring enjoyment 'n' quality to life, these new monitors have been built to deliver brilliant image quality, clear sound and reliable performance with reduced eye-fatigue. Users can enjoy all kind of features in a single device thereby making these BenQ Monitors a great choice for watching movies, music videos, and any content in which impactful sound and picture quality are essential."

## Qualcomm brings 5G capabilities to Mobile Devices with new Snapdragon 480

Qualcomm Technologies, Inc. announced the Snapdragon 480 5G Mobile Platform, the first 4-series mobile platform equipped with 5G. Snapdragon 480 continues to help drive further proliferation of 5G, allowing users access to truly global 5G connectivity and series-defying performance to power in-demand productivity and entertainment experiences.



"Qualcomm Technologies continues to accelerate 5G commercialization globally to make 5G smartphones more accessible, especially as people worldwide continue to connect remotely," said Kedar Kondap, Vice President, Product Management, Qualcomm Technologies, Inc. "The Snapdragon 480 5G Mobile Platform will exceed OEM's and consumer's expectations in delivering high- and mid-tier features at an affordable price."

## Acer unleashes AMD Ryzen Mobile Processors and Radeon Graphics powered Chromebook Spin 514

Acer unveiled its first Chromebook with new AMD Ryzen 3000 C-Series Mobile Processors and AMD Radeon graphics—the new Acer Chromebook Spin 514 (CP514-1H/ CP514-HH). This power combined with a durable, stylish design and long battery life make the Chromebook more than capable of handling all the applications consumers need as they work and learn from home.

Also, Acer will offer the Acer Chromebook Enterprise Spin 514 (CP514-1W/ CP514-WH) which comes with the latest AMD Ryzen 3000 C-Series Mobile Processor and the business capabilities of Chrome OS unlocked to support business customers.

"The pairing of AMD Ryzen Mobile Processors with a durable design makes the new Acer Chromebook Spin 514 an excellent choice for users that need to get work done at home," said James Lin, General Manager, Notebooks, IT Products Business, Acer Inc.

## Trend Micro Announces World's First Cloud-Native File Storage Security

Trend Micro Incorporated has announced the world's first cloud-native, fully serverless file storage security tool for organizations building applications in the cloud. Trend Micro Cloud One – File Storage Security is designed to mitigate threats across the cloud environment and support strict compliance requirements.

The explosion of cloud-based file and object storage presents a new attack vector for threat actors to target with malicious files. Cloud One – File Storage Security provides automated anti-malware scanning to keep information safe and ease compliance needs.



Mark Nunnikhoven, Vice President of Cloud Research for Trend Micro, said, "Global organizations are increasingly looking to public cloud providers to drive IT agility, cost savings and business growth. But while the provider deals with security of the cloud, the customer is responsible for everything inside their cloud environment. This is a highly scalable, automated scanning tool that's fast to deploy with no added infrastructure, allowing organizations to confidently store cloud files and data associated with their cloud applications."

## Tenable Announces Availability of Frictionless Assessment in AWS Marketplace

Tenable has announced that its ground breaking Frictionless Assessment capabilities in Tenable.io®, for vulnerability management in the cloud, are available in AWS Marketplace. Customers can now quickly and confidently harness the benefits of cloud-first environments without the need to deploy periodic scans or even agent-based approaches.



"Cloud computing delivers a massive competitive edge thanks to benefits from efficiency to scalability to mobility and speed. But legacy security tactics were built for a much slower, on-premises world and have no place in the cloud, where workloads can change by the second," said Renaud Deraison, chief technology officer and co-founder, Tenable. "Security teams working in cloud environments need purpose-built sensors that leverage native technology to perform instant, continuous and efficient assessment and deliver holistic visibility. That's the best way to confidently harness the benefits of the cloud and that is precisely what Tenable is offering with Frictionless Assessment."

## CyberArk with Forescout and Phosphorus boosts IoT Security

CyberArk has announced it is working with Forescout and Phosphorus to enable organizations to secure the increasing number of IoT devices and technologies resulting from digital business transformation.



Customers can significantly reduce risk using the joint integration to continuously discover, secure and manage IoT devices connected to corporate networks.

By 2030, it's projected that there will be 25.4 billion active IoT devices, up from 7.7 billion in 2019. Any connected device – from printers and sensors, to cameras and tablets – can represent privilege risk based on the systems and data it is connected to, and who can access the device. Additionally, IoT devices often have well-known firmware or software vulnerabilities that can be accessed via weak credentials or default credentials that are hardcoded into the device. Attackers target connected devices to gain a foothold within networks, where they can then move laterally and eventually gain access to an organization's most critical and sensitive assets.

## ATEN rolls out Hybrid Conferencing Solutions

ATEN introduces a hybrid conferencing solution featuring the latest 4 x 2 True 4K Presentation Switches (VP1420, VP1421) with CAMLIVETM UC3020. Millions have found themselves working from home, and relying on video conferencing products and solutions for carrying out basic meetings with their colleagues and business contacts on the other side, the education sectors has been also trying their best to continue the online classes. These products are aimed to help companies and educational sectors to continue operating as normal during the rise in the epidemic.

"We are living in the virtual world today. Remote work, online classes are becoming the new normal for many. ATEN's Video Presentation Switch and Video Capture solutions integrates easily and seamlessly with peripheral conferencing connections, such as microphones, speakers, and cameras, as well as UC platforms in existing conferencing set up, to help your business quickly adapt to the changes and take your connections to the next level," said Sunayana Hazarika, Marketing Manager at ATEN.

## Western Digital boosts flash portfolio for scaling data-centric architectures

Western Digital has announced a suite of new NVMe SSDs for enabling next-generation, data-centric architectures for data centers, industrial IoT, automotive and client applications. The new family includes the Ultrastar DC ZN540 ZNS NVMe SSD for designing a more efficient data center storage tier with competitive TCO; and the Western Digital IX SN530 Industrial SSD for the extreme environments of industrial and automotive applications. Leveraging Western Digital's unique vertical integration capabilities – from designing and manufacturing its NAND flash to developing its own in-house SSD controllers and firmware – the new products underscore the company's continued strength and commitment in driving storage innovation for new system architectures, applications and use cases for global customers across cloud, OEM, enterprise, channel and retail end-user markets.

# Western Digital.

Khalid Wani, director of Sales, India, Western Digital, says, "A new, data-centric architecture is the need of the hour to meet the explosive growth of data and address the growing complexity of workloads. Working in parallel with our customers and partner ecosystem gives us unique insights that help us create solutions to address the increasing need for data-centric solutions. We're thrilled to share the news of the introduction of our new range of NVMe SSDs that are designed to meet the data demands of the zettabyte-scale era and provide robust storage for data center architects, content creators and developers."



## Samsung introduces 240Hz curved gaming monitors 'Odyssey'

Samsung has launched its new line-up of groundbreaking curved Odyssey G9 and G7 gaming monitors in India. Unveiled at CES 2020, these monitors will reinvent the gaming experience by bringing together comfortable curvature, immersive interaction and perfect picture quality.

The new range of gaming monitors comprises of two models: the G9 – with an industry-leading 49-inch display – and the G7, available in 32-inch and 27-inch size variants. Both Odyssey gaming monitors are designed to take immersive gaming to the next level and will be available for pre-booking.



Odyssey monitors are the world's first 1000R gaming monitors, meaning it boasts a curvature radius of 1,000 millimeters which matches the curve of the human eye for maximum immersion and minimal eye strain. The superior performance of the Odyssey monitors has been certified by TÜV Rheinland, a leading international certification organization which has awarded Samsung the industry's first high performance 1000R curved display and Eye Comfort certificate.

## BD Soft announces Safe DNS in the Indian Markets

BD Software has introduced US based Safe DNS, Cloud-Based Web Filtering Solutions into the Indian Markets. Taking into account the rising threats in the cyberspace, amid and post Covid-19, the solutions by Safe DNS shall help to safeguard the Indian consumers/businesses against cyber threats and attacks and objectionable content on the internet.

The Safe DNS, Cloud-Based Filtering Solutions caters to a wide spectrum of consumers, covering all businesses, education, non-profits, partners and telecoms, hardware/software vendors, as well as families. It is designed to protect the corporate or private network against malware and phishing and provide a safe browsing environment. The customizable solutions shall help consumers to improve the bottom line results.



## Hikvision focuses on excellence with 5 core technologies

Hikvision has created Hikvision #SecClear: a set of core technologies that ensure our cameras record the finest details, while always capturing the bigger picture.

Hikvision is dedicated to achieving excellence, which is one of their core values, and that's why they've created #SecClear: a set of technologies designed to give users a precise, uninterrupted view of every situation.



Equipped with this comprehensive outlook, users are empowered to make rapid decisions for an optimal outcome every time.

To optimize business operations, users need to see and understand everything. Hikvision Super Resolution allows users to capture both the wider view and the smaller details – all in super-high resolution – so they can maximize their visibility, and focus on achieving goals.

Success depends on ability to focus. With Hikvision's Smart Rapid Focus, users can zoom in from a bird's eye view to a close-up image without losing clarity, even for a split second. In this way, they can monitor large areas with just a few cameras, capture critical events in vivid definition, and react quickly to every situation their business faces.

## HFCL completes shipping of one lakh units of wireless networking products to customers

The telecom equipment manufacturer, HFCL has successfully completed shipping of one lakh units of a wireless networking portfolio to the customers. The shipment comprises access points and point-to-point unlicensed band radios.

As per the company, in less than a year after starting the production it has been able to achieve the milestone.

"There is a huge demand for higher bandwidths, seamless connectivity and devices becoming lifeline of consumers to remain digitally connected with their workspaces and families," said Managing Director Mahendra Nahata.

"We plan to expand our global footprint to cover international terrains with our Made in India products and continue to play an active role in the Atmanirbhar Bharat Abhiyaan," he said in a statement.

## Google Cloud partners with Nokia to boost cloud-native 5G readiness

Google Cloud and Nokia have announced a global, strategic partnership to bring new solutions for communications service providers (CSPs) that modernize their network infrastructures, build on a cloud-native 5G Core, and develop the network edge as a business services platform for enterprises.

Under this partnership, Google Cloud and Nokia will work closely to validate, optimize and evolve cloud-native network functions, and the two companies will also co-innovate new solutions that will help CSPs deliver 5G connectivity and services at scale.

As part of this collaboration, Nokia is supplying its voice core, cloud packet core, network exposure function, data management, signaling, and 5G core. This includes Nokia's IMPACT IoT Connected Device Platform, which enables automated, zero-touch activation and allows for remote management of IoT devices, as well as Nokia's Converged Charging solution provides real-time rating and charging capabilities that enable CSPs to capture new revenue opportunities from the 5G economy.

Google Cloud's Anthos for Telecom will serve as the platform for deploying applications, enabling CSPs to build an ecosystem of services that are deployable anywhere, from the edge of the network, to public clouds, private clouds and carrier networks.

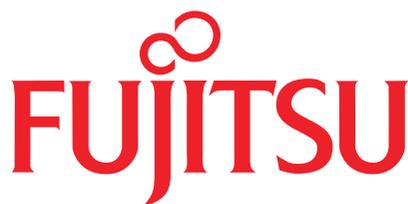
## Fujitsu Develops Virtual Router Acceleration Technology

Fujitsu Laboratories Ltd. has announced the development of technology to accelerate virtual routers, which play a major role in the functionality of networks in virtual environments.

Server virtualization, which concentrates multiple applications and the infrastructure functionality of network processing in a general-purpose server environment, is spreading beyond datacenters to the field of edge computing, including wireless base stations and Mobile Edge Computing (MEC)(1). The

technology also proves useful in areas including societal infrastructure with applications like traffic management, and in entertainment, where it can be used to deliver viewers content like sporting events. As data volumes increase and systems become increasingly complex, however, the CPU resources required for packet processing in a virtual network increase. This reduces the number of applications that can run on a single server, and leads to lower server aggregation rates.

To resolve this issue, Fujitsu Laboratories has now developed technology to accelerate packet address control, which had been a performance bottleneck, while also offloading the processing of router functions in the virtual network to field programmable gate arrays (FPGAs)(2). This speeds up packet processing performance eighteen-fold compared with existing virtual routers, while reducing the use of CPU resources to about one thirteenth that of existing technology.



## NETGEAR to boost Wi-Fi 6 Implementation with its Nighthawk RAX50

NETGEAR has launched a new product in its line-up of Wi-Fi 6 Router. With the launch of NETGEAR Nighthawk RAX50, the performance line will now join the fastest-growing segment of Wi-Fi advanced solutions – Wi-Fi 6 systems.

# NETGEAR

The Wi-Fi 6 (802.11ax) empowers faster Wi-Fi speeds with reliable connections, so one can enjoy buffer-free streaming, faster downloads, and can add more smart home devices without slowing down the Internet experience. It also offers better coverage and, more importantly, has the power and capacity to handle the dozens of devices in the typical congested smart home.

The newly launched Nighthawk RAX50 is a dual-band model, but it has 6 strings. It also has four LAN ports, so one can connect wired devices such as game consoles and smart TVs without purchasing an additional switching hub. Now, one can enjoy more comfortable home time with RAX50, including timeless web meetings and uninterrupted video streaming.

The latest device lets users experience smoother 4K streaming and high-performance online gaming and is designed to deliver a new level of Gigabit Wi-Fi connectivity so that one can connect, stream and download faster to newer mobile devices. The powerful 1.5GHz Triple-Core processor with a fully offloaded CPU increases the overall performance of the network.

## Tenda brings two 4G WiFi routers, 4G06 & 4G03 in budget category

Tenda has launched 2 new wifi routers 4G06 and 4G03 to facilitate data connectivity on the 4G/4G + LTE network. Each model is outfitted with the SIM Card slot and is compatible with all network providers in India.

Tenda 4G06 speaks to the ideal gadget as it support VoLTE (voice over LTE) , its go for device for the individuals who need the Internet part and the voice part, which facilitate you to associate a cordless telephone to the router through a dedicated RJ11 port and build up voice approaches LTE (4G) network of preferable quality over in the past likewise because of the more extensive range of band.

The setup is finished by two inside Wi-Fi reception apparatuses devoted to the single 2.4 GHz band (300 Mbps), two Fast Ethernet LAN ports, one of which is WAN, the opening to have the SIM card and two removable radio wires committed to 4G LTE network.

## ACT Fibernet launches 'Unlimited Data' in Chennai

ACT Fibernet announced unlimited data and upgraded speed limits for all internet broadband plans in Chennai. These revamped plans will be available to customers across the city began 24th December 2020, at no additional cost.

The ACT Basic, ACT Blaze, ACT Blast Promo, ACT Storm and ACT Lightning have been upgraded to unlimited internet usage with industry defined data limit of 3300 GB FUP.

Speaking on the upgrade, Sandeep Gupta, COO, Atria Convergence Technologies said, "Our objective has always been to provide superior speeds, streaming experience and enhance service. Our customers in Chennai always experience the best that ACT has to offer. We are the fastest broadband network in Chennai as verified by Ookla and more recently the people of Chennai have ascertained ACT Fibernet to be Best Broadband for Streaming.

## Tech Data to enhance end-to-end solution capabilities with Innovix

Tech Data's ambitions plan for the future growth across Southeast Asia and the wider region are starting to take shape, underpinned by an enhanced technology portfolio.



Weeks after taking control of the Techdata distribution business, the Jardine Matheson Group - go-to-market strategies are now being created from a structural and integration perspective, with people and product line-ups taking centre stage.

As per Jaideep Malhotra - president of Asia Pacific at Tech Data - the acquisition will allow the distribution giant to become a "clear leader" in cloud and cyber security solutions across the region.

Bringing Innovix together with Tech Data will expand our portfolio, our end-to-end solution capabilities and our footprint," he outlined. "Everything gelled together. Innovix's expertise is well-known in the endpoint solutions business which Tech Data did not have in this market. This expertise combined with our advanced solutions portfolio represents a very good fit for our strategy in the region.

## Savex Technologies signs a distribution agreement with Fortinet

Savex Technologies has announced that Fortinet appointed Savex Technologies as a value-added distributor to further expand its business and security market footprint in India. The appointment builds on the strong demand for new solution requirements to secure the edges that make up the new network including the data center, WAN, local-area network (LAN), remote workers and cloud access.

Savex Technologies Pvt Ltd, which was selected for its long history of ICT distribution in India and its representation of many major IT brands, will work with Fortinet to target all market segments, including large enterprise, telecom and SMB. The new distributor will appoint technical resources to support Fortinet's business, including a dedicated team to handle both pre-sales and post-sales customer support. Savex Technologies will run marketing campaigns and conduct enablement training sessions, to equip partners in smaller cities with the necessary knowledge and skills to sell Fortinet's solutions.



Fortinet's Security-driven networking, a strategy that converges networking and security across the connected environment is fast gaining adoption and market share in the Indian Market. From the core, to the branch and remote workers, and into the cloud it enables organizations to effectively see and defend today's highly dynamic environments while preserving an excellent user experience for employees and customers, keeping them relevant, competitive and resilient. Savex Technologies as a distributor will provide customers access to Fortinet technologies and services in over 80 cities across the country.

## RP tech India organizes virtual RCM 2020

RP tech has successfully concluded virtual RCM 2020. First of its kind in the industry, RCM 2020 Digital recognized and facilitated RP tech Champions for their extra-ordinary performance during COVID-19 crisis. The flagship annual event organised on 19th December was packed with a series of keynote sessions from vendors and concluded with a glittering Gala Night.

The company shared its vision and ambitious growth plans with the sales and marketing team. In his opening remarks, Kapal Pansari, Director, RP tech India said, "We have embarked on our

growth journey and we are very bullish over the business opportunities lies in front of us. Going forward we will strengthen our position as the leading IT solutions provider and expand our horizon in different business verticals. Champions role will be very crucial and I take this opportunity to thank each one of them for their hard work and dedication to the company."

The much-awaited RCM 2020 Digital was unique in every way. This year, team RP tech rolled out a series of pre-event initiatives such as Winter Marathon, Go Green Day, Betting Raja, Video Contest, Emoji Challenge and Branch Traditional Day. These initiatives were aimed at building team spirit among various teams and give Champions a platform to showcase their hidden talent and win exciting rewards. In short, RCM 2020 Digital was a memorable experience for Champions.



## LTI now becomes Snowflake's Elite Services Partner

Larsen & Toubro Infotech has become an Elite Services Partner of Snowflake, the Data Cloud company. Elite Partner represents the highest level of partnership in Snowflake Partner Network. This achievement recognizes LTI's commitment in delivering amplified outcomes at scale and speed on Snowflake's Data Cloud. The status differentiates LTI as a preferred services partner for Snowflake with proven expertise and experience.

Sanjay Jalona, CEO & Managing Director, LTI said, "Snowflake is the preferred partner for modern enterprises because of its unique ability to decouple storage and compute. Our alliance with Snowflake has grown stronger and deeper over time, with several joint go-to-market initiatives and implementations. The Elite Partner status and alliance on Snowcase program will further help us deliver Snowflake led transformations."

LTI has also become the maiden partner for Snowcase, a program that Snowflake is launching to develop and market industry-specific solutions to accelerate cloud data transformation journey of enterprises. The first Snowcase being launched with LTI is 'Data-Driven Manufacturing Transformation' highlighting best practices from LTI's marquee Snowflake implementation for a global manufacturer. The accelerated migration and platform simplification of existing data platform to Snowflake data cloud was done leveraging LTI Canvas PolarSled, LTI Mosaic & Qlik.

Colleen Kapase, Vice President, WW Partner & Alliances, Snowflake said, "LTI's achievement as an Elite Partner is a testament to their deep expertise on Snowflake. Our many recent joint client implementations globally reflect their strong capabilities and customer connects, making them an ideal industry leader for Snowflake services. We look forward to continued momentum and a long partnership with LTI."

LTI and Snowflake partnership combines the best of LTI's data modernization & transformation expertise with Snowflake's innovative architecture, unique consumption model and near-unlimited scalability. With an automated cloud migration and modernization framework, LTI Canvas PolarSled is a key differentiator in driving Snowflake migrations. It enables enterprises with rapid migration of their cloud data to Snowflake's single, integrated platform in an efficient and low-risk way.

LTI and Snowflake have together delivered many successful transformations for clients across the globe, and the partnership compliments the exponential growth aspirations of both companies.



Following a digital boom, India’s cyber security sector is seeing an exponential growth. 2020 has been a year like no other for all of us, and the COVID-19 pandemic has made its presence felt in the world of video distribution as in all other aspects of life and society. In the new era of “remote everything” businesses and consumers need to be online more than ever, since connectivity becomes a daily necessity. Embedded SIM or eSIM is a new technology built into smart devices enabling wireless connectivity to be acquired and activated digitally without using any physical hardware (SIM cards).

The rapid digitalisation in India in the wake of Covid-19 has bolstered several sectors. From e-commerce and digital finance to online education and SaaS (Software as a Service). In fact, the Indian online education market is forecast to be worth S\$ 8.6 Billion by 2026. While a new collaborative report by NASSCOM in partnership with SaaSBOOMi states that India’s SaaS revenue has reached \$3.5 billion as of March, 2020, growing at 30 per cent CAGR, with 75 percent of it coming from global sales.

Telemedicine/ healthTech as a sector in India too have seen a huge amount of growth. Research suggests that by 2022, the healthcare market might have a worth of \$ 370 billion, promising yields up to 35-40 percent, according to several investors. As per Traxcn data, India’s investments in health tech amounted to a striking \$ 571 million in 2018.

In the Next Normal, organizations will have to adopt digital led business models to address the evolving needs of the customers and new supply chain models. Long-term strategy planning will have to be complemented with agility of execution. Enterprises will need to reimagine their strategy across customers and people and technology will be at the heart of this strategy planning and decision making. The pandemic has cemented technology’s role at the heart of transformation.

Pandemic has brought to forefront new and innovative employee experience with collaborative working styles. The Future of Work will see an enhanced focus on employee wellbeing, employee engagements, more emphasis on training and reskilling in the coming year. In addition to distributed ledger, AI and Cloud, technologies such as 5G, Edge Computing, AR/VR, Nano tech and Quantum computing will see significant adoption in new products and services resulting in new business models.

We will also see an increased and concerted effort from corporates to integrate their business priorities with sustainability priorities as the startups spear ending growth.

With this digital boom, India’s cyber security sector too is seeing an exponential growth. As with many other digital sectors, startups here too are driving this trend. According to Data Security Council of India’s (DSCI) latest report titled Indian Cybersecurity Product Landscape 2.0—An Emerging Next-gen Cybersecurity Product Hub the number of Indian cybersecurity product startups in 2020 has grown to over 225 from over 175 in 2018, while revenue has doubled to over \$1 billion in 2020 from \$475 million in 2018.

The cyber security product industry generated a revenue of approx. USD 1016 mn in the year 2020 and grew with a CAGR of 39 percent from 2016-2020. The DSCI study shows that 84 percent of the products offered by the startups are software-based and 78 percent are offered with subscription-based licensing models to make adoption easier, especially on Indian companies. With more companies switching to cloud, 78 percent of the products have been designed for cloud while 63 percent use artificial intelligence (AI) or one of its branches for better results. Around 61 percent of the start-ups are pure-play cyber security product companies, while 28 percent offer a mix of products and services. The rest of the 11 per cent offer other technology products too.

According to the report 24 percent of the cybersecurity startups have expanded globally in the last two years and established presence in countries such as the US, Australia, Singapore and Netherlands.

“The growth in scale, sophistication, complexity, and types of attack vectors has shifted the spotlight onto business resiliency and is further pushing the demand for next-gen cybersecurity products. India is becoming a trusted and natural partner of choice for providing next-gen cybersecurity products globally,” points out Rama Vedashree, CEO, DSCI.

## THE YEAR 2021 TO SEE NEWER ADOPTION OF TECHNOLOGIES SUCH AS:

1. EVERYTHING AS SERVICES WHICH INCLUDES AI-AS-A-SERVICES AND DATA-AS-A SERVICES
2. GPU (GRAPHICS PROCESSING UNITS) IN THE CLOUD
3. DIGITAL TWIN COMPUTING (DTU) WILL ENABLE PREDICTIVE ANALYTICS
4. COGNITIVE TECHNOLOGY TO CONNECT AND CONTROL EVERYTHING TO INTEGRATE VARIOUS INTERFACES.
5. QUANTUM AND EDGE COMPUTING TO USHER IN A NEW ERA OF COMPUTING
6. IOT AND 5G CONNECTIVITY
7. DISTRIBUTED CLOUD
8. EMOTIONAL EXPERIENCES
9. ZERO CODE /NO CODE AND FINALLY
10. HIPAA- COMPLIANT MEETING SOFTWARE

WE HAVE GATHERED INSIGHTS FROM THE GLOBAL TECHNOLOGY LEADERS ON THEIR UNDERSTANDING TOWARDS THE TRENDING TECHNOLOGIES OF 2021. LET'S TAKE A LOOK AT THE EXPERTS' OPINION.

### RIPU BAJWA

Director & General Manager, Data Protection Solutions, Dell Technologies, India



"This year has been difficult for organizations as well as individuals due to the massive disruption across all sectors. These challenging times have made us realize that digital transformation is no more an option, but a necessity, with most of the businesses transforming their operating models and opting for a remote working environment.

It is encouraging to witness businesses transforming rapidly and adopting a digital strategy which would have otherwise taken months. However, simultaneously they need to ensure data security amidst the rising cyber threats that are hovering around their data storage 24\*7. As we enter the new year, organizations will not only need to manage their extensive workloads, but equally ensure that data flow is secured, without any security bug. Similarly, solution providers need to establish a channel to provide enhanced security to regulate the data traffic across multiple end points and offer the solutions as per customer' consumption needs and IT budget. Additionally, due to increased conversations around data privacy, organizations need to be extremely careful while managing the data of their customers and ensure that it's not exposed to any malicious attack or breach."

### ANNA LARKINA

Senior Researcher, Kaspersky

"Nothing is truly free, and, unfortunately, the current business model for free services means that, essentially, we pay with our data. Social networks, some messengers and search engines make money off of advertising, and the more personalized it is the better. In fact, Facebook and other companies have been doing this through its services for the past few years.

The good news is that 1) Most of the companies, including Facebook, are being transparent about its policies and 2) WhatsApp doesn't read your conversations because it includes end-to-end encryption. All they're tracing is technical and account information.

Moving forward, the integration between Facebook and WhatsApp will only continue to increase, and users will need to decide what level of information sharing they're comfortable with and which messaging applications they prefer. Luckily there is a variety of alternative messaging platforms and currently users can decide for themselves what works best for them."



## RAVINDRA KELKAR

Area Vice President, Indian Subcontinent, Citrix



"2020 has been a ground-breaking year for technology as technology enabled people to keep on doing their work and companies to stay in business despite the pandemic. We see technology becoming even more mainstream as it becomes the driving force in enabling the new normal. Whether it is digital workspaces making work smarter or cyber actors becoming more sophisticated, technology will penetrate newer areas thereby, enhancing its capabilities.

With remote and hybrid work models becoming the new norm, a zero-trust network is expected to replace traditional VPNs, the cloud will continue adding resilience to the IT infrastructure and employee experience will be at the centre of every decision. In 2021, it will be imperative for organizations and its leaders to facilitate agility, adaptability, flexibility and most important of all, security, to simplify the transition towards newer working environments."

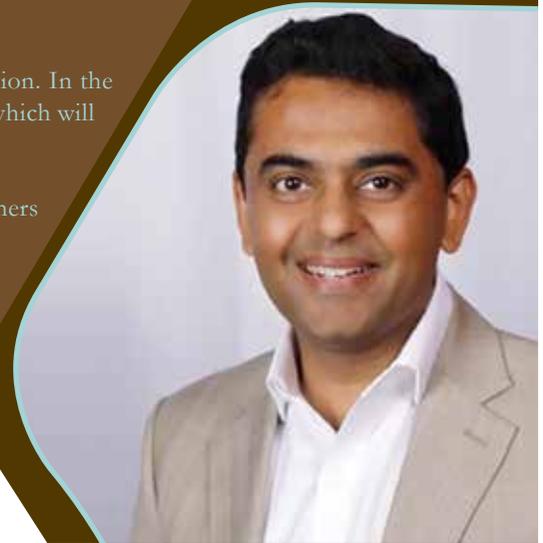
## SAMEER SHARMA

GM, Smart Cities and Intelligent Transportation, Intel

"2021 will be a breakout year for smart and resilient cities, infrastructure and transportation. In the short-term, we'll see a sharp increase of mid-size cities adopting smart cities technology, which will lead to the democratization of technology outside of the usual tech hubs.

Longer-term, smart cities infrastructure will be adopted in more rural areas, as consumers start to see the benefits for quality of life.

To reach this future, we'll also see a ramp up in technology investments, from the Edge (AI) to the (5G) network to the cloud. As cities continue to recover from the pandemic, technology will be a key driver in ensuring progress and adoption of new business models, leading to economic growth."



## KESHAV DHAKAD

Group Head and Assistant General Counsel- Corporate, External and Legal Affairs, Microsoft India



"This year brought unprecedented change for organizations across the world and had deep implications for trust and cybersecurity. Trust in technology has perhaps never been more important. With most of the world connecting remotely, cybersecurity today is a strategic priority for every organization to protect their data, while ensuring the privacy, security and digital safety of their workforce.

Since the start of the pandemic, there's been an exponential rise in cyberattacks, targeting individuals, organizations and often critical first responders like hospitals and public health authorities.

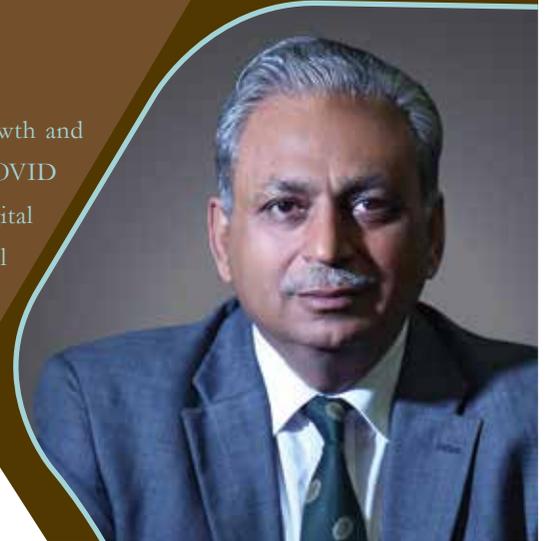
Looking ahead, cybersecurity will continue to be critical as hybrid work environments fuelled by cloud and mobility solutions become the new normal. Organizations will need to have a strong cyber resilience plan pivoted around a zero trust strategy to manage their needs across identity, security, management and compliance. This means a shift to more robust security tools and protocols, powered by cloud-based threat monitoring and analytics.

As we move towards a digital economy, building trust in technology will be critical for every sector as people will only use technology that they trust. Security and privacy therefore need to be at the heart of how organizations and governments build and deliver products and services and cannot be an afterthought. No single organization can go the distance alone-we have a collective responsibility to build a tech ecosystem grounded in trust and strong ethical principles."

## CP GURNANI

Managing Director & Chief Executive Officer, Tech Mahindra

"The pandemic has pushed leaders to explore alternate frameworks for sustainable growth and development in a post-COVID era. As we wait for the vaccine, I believe that the post-COVID era will be focused on innovation, scientific advancements, and the adoption of digital technologies like 5G, cloud, and data analytics. In all this, technology and connectivity will be the 'sutradhar' of India's digital future and leadership, thus fast-tracking our Bharat towards Atma Nirbharta."



## LEO JOSEPH

Managing Director, Xerox India

"The pandemic inspired new ways of working and underscored the necessity of business transformation. Despite news of multiple vaccines, hybrid working will remain for the foreseeable future. For businesses, continuing to develop a technology-enabled flexible work environment that supports a hybrid working culture will be critical.

Businesses will hone in on digital solutions that support collaboration between departments, enhance productivity and help them emerge from the pandemic in a healthy and competitive position. Our global survey found 56% of businesses plan to increase their technology budgets, and 34% will accelerate digitization with investments in touchless workplace apps, digital collaboration tools, and process automation solutions.

We also expect an increased focus on addressing security concerns, particularly with the rise of cloud-based software and collaboration technology which open up potential vulnerabilities. Enhanced security measures will be a top priority in 2021. This is especially true for SMBs, which are more at risk to security breaches due to overburdened staff, smaller tech budgets and less in-house IT security expertise."



## VISHAL AGRAWAL

Managing Director, Avaya India & SAARC

"Over the last several months, Covid-19 has brought rapid technological developments and transformed digital experiences significantly. The reliance on technology has surged and radical solutions have replaced the traditional tech as businesses and lifestyle are transforming rapidly. More so, there has been a complete paradigm shift across sectors due to the current outbreak of Covid-19. The trends have shifted from large scale investments to the consumerization of the technology. Going forward, we will see minimal investments in the infrastructure by the large organizations as they prepare their organizations for a hybrid workforce in this new normal. Additionally, huddle rooms and conference rooms are days of past as cloud-based collaboration and remote working solutions replace the current tech, digitally transforming the workforce and creating workplaces of the future. In the days to come, organizations will invest in infrastructure in a distributed manner to provide a similar and effective experience as enterprises pave way for flexible hybrid work model for employees. Undeniably, the customer experience and collaboration sector has evolved during these unprecedented times. This has been very well established in form of accelerated transformation of traditional contact centers into Intelligent and automated contact centers. This change was mandatory to address the digital-first customer engagement and remote work and indeed, resulted in prompt and efficient customer service. In conclusion, it can be said that the industry now has enhanced resilience, and formulated companies from varied sectors for success in the days after coronavirus."



## BALAJEE SOWRIRAJAN

Managing Director, Samsung Semiconductor India R&D Center (SSIR)



“One of the biggest trends I foresee in the coming year is around building a connected and intelligent world. The emergence of devices that are not only connected but are able to take informed decisions based on data is well underway and this trend will largely be defined by four pillars -

Connectivity – The fourth industrial revolution will be built on 5G, which will be driven by convergence of digital and physical technologies such as digital connectivity, cloud and edge-computing, IoT and smart devices, AI, robotics, blockchain, and AR/VR

Sensor – While more pixels and more cameras will be enhancing the quality of our pictures, smart sensors will provide more intelligence and will enable us to choose the best shots too. Beyond image sensors, other sensors are also catching up to mimic human capabilities

Data – With big data on rise, storage solutions have evolved from core storage to a hybrid multicloud infrastructure

AI – Artificial intelligence will be critical with movement from Cloud based AI to Edge based AI, to enable real time decision making.”

## RENAUD DERAISON

CTO and co-founder, Tenable

“Because of the pandemic, nearly every interaction we had for weeks to months on end were virtual. We met with our therapists online, spoke to our doctors during telemedicine visits and even “walked” virtual graduation stages.

With so much of our lives happening online, the lines between security and privacy have blurred. The sheer amount of personally identifiable information (PII) and sensitive information shared, used and stored online has made our digital privacy and security never more important.

If 2020 was the practice round for cybercriminals, 2021 is going to be a professional match where bad actors will seek to compromise, steal and sell as much of this personal information as possible. Those organisations that collect and protect personal data will be prime targets, making cybersecurity an absolute imperative.”



## RAJIV BHALLA

Managing Director, Barco India



“2020 has been a transformative year and it has changed the way we work. A growing trend in hybrid working enabled with digital transformation was witnessed through 2020. A key learning has been that every business needs to be a digital business. Resilience, adaptability, and lifelong learning have been key skills that stood out.

The leadership structure and work culture underwent a sea change as organizations strived to limit the pandemic backlash and drive a digital and hybrid transition. Learn, unlearn, and relearn became the new superpowers as leaders tried to accelerate automation and enterprise sustainability.

Many organizations worked towards ensuring business continuity employee wellbeing and pivoted towards adapting themselves to navigate and survive through the storm. As we enter 2021, organizations will focus on talent strategies, leadership, and culture, combined with a focus on deep tech, and reskilling, will boost our resilience and stand us in good stead during future upheavals.”

## SONIT JAIN

CEO, GajShield Infotech

“2020 forced us through a complete revamp of enterprises’ work infrastructure. From working at a minimum on-premise capacity to complete remote working, we saw various challenges with these working conditions. Enterprises rushed the work from home setup and the adoption of cloud infrastructure that increased dependence on SaaS/cloud application, opening a larger challenge in ensuring data security. Negating these challenges can be difficult by holding on to the older security approach, the impact of which we saw in the recent data breaches faced by Spotify, Big Basket etc.

This new work infrastructure demands for a more robust and purpose-built security solution with a newer approach to security, such as the Data Security Approach. It keeps data at the centre of all its initiatives, covers enterprise’s SaaS/Cloud application platforms and brings the remote/WFH users under the security infrastructure to prevent intentional/unintentional, internal and external data exploitation while protecting from network threats, keeping us ready for the future.”

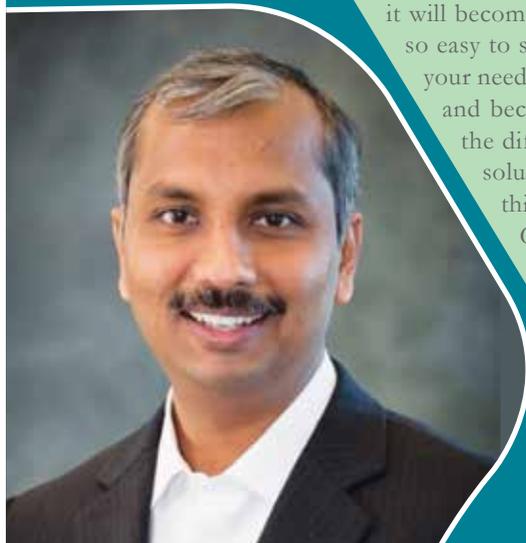


## RAMANUJAM KOMANDURI

Country Manager, India, Pure Storage

“As-a-Service consumption is now table stakes— and enterprise customers are demanding more. In 2021, it will become clear that as-a-service models have to re-justify their value every single day, because it is so easy to sign up for a service and then discontinue it in favour of a different one if it doesn’t meet your needs. This means that customer service needs to formally extend beyond the point of purchase and become a more holistic customer experience. The next year will bring greater clarity around the differences between “products on subscription” (i.e. lease) offerings and true “as-a-Service” solutions, which are about buying an outcome (i.e. Service Level Agreements) and having a third-party deliver it.

Containers and Kubernetes are the one-two punch of enterprise efficiency – reinventing how we build and run applications. In 2021, look for containers and Kubernetes to remain central to enterprises launching and expanding their long-planned digital transformation projects. In fact, containers will be so mainstream that it will not be the technology that is interesting any more – but instead the new applications and digital touchpoints that CIOs will be talking about. While distributed/edge cloud architectures are still largely in the planning and testing phase, 2021 will be a foundational year for this emerging and vital cloud model – driven by the rapid expansion in 5G and IoT-connected devices, sharp increases in edge-created data sources and Kubernetes as the standard for microservices application orchestration.”



## ANKUR GOEL

Managing Director, Poly India & SAARC

“After a year of unprecedented change which has changed ‘work’ and workplace as we know it due to the COVID-19 pandemic, businesses can expect to see continued transformation well into the New Year as employees and business leaders discover new ways of working.

Employees realizing that consumer-grade gear simply cannot deliver, are demanding that home workspace be upgraded with technology that allows for seamless collaboration, whether fiber internet connectivity, noise-blocking headsets, or even audio and video conferencing solutions which allow them to join video meetings with the click of a button.

Work spaces will become collaborative and technology-enabled to accommodate the work style of every employee, and facilitate business being done from anywhere.

Video is now more common than ever for meetings, and thanks to technological advances in the past few years, have enabled collaboration on a whole new level as an increasingly critical part of business-as-usual, as organizations in industries like telemedicine and education adapt to a whole new way of doing business.

For 2021 and beyond, we’ll see more businesses adopting the hybrid working model and organizations will focus on creating purposeful workspaces, being thoughtful about the design and use of different workspaces. Focusing on the reimagination of office design for innovation, collaboration, connection, and trust will be key for businesses to thrive.”



## RAHUL AMBEGAOKER

Senior Director and Region Head, West, NTT Ltd. in India

“Technologies like quantum and edge computing are ushering in a new era of computing and organizations can benefit from greater agility now that more computational work can be done at the edge rather than the cloud. Additionally, integrating the real and virtual worlds, digital twin computing (DTC) will enable predictive analytics.

DTC will experiment by exchanging several versions of things and people to integrate one holistic version into applications that could potentially solve daily problems like traffic congestion and disease control. Lastly, the evolution of low code/no-code platforms (Citizen Developer+ RPA) enabling just about anyone to create business applications using company data will be a significant differentiator of business in 2021.”



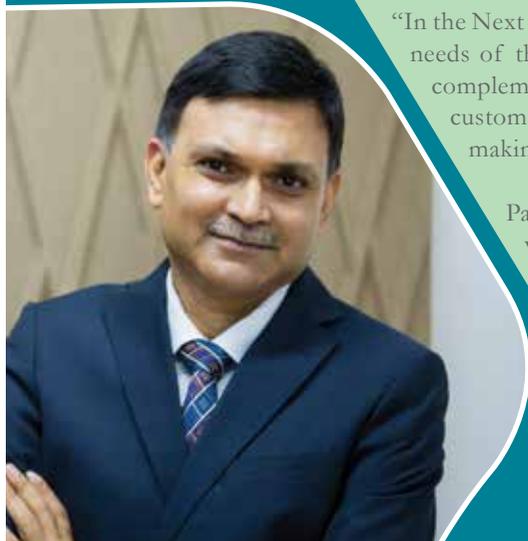
## ASHWIN YARDI

CEO, India, Capgemini

“In the Next Normal, organizations will have to adopt digital led business models to address the evolving needs of the customers and new supply chain models. Long-term strategy planning will have to be complemented with agility of execution. Enterprises will need to reimagine their strategy across customer and people and technology will be at the heart of this strategy planning and decision making. The pandemic has cemented technology’s role at the heart of transformation.

Pandemic has brought to forefront new and innovative employee experience with collaborative working styles. The Future of Work will see an enhanced focus on employee wellbeing, employee engagements, more emphasis on training and reskilling in the coming year. In addition to distributed ledger, AI and Cloud, technologies such as 5G, Edge Computing, AR/VR, Nano tech and Quantum computing will see significant adoption in new products and services resulting in new business models.

We will also see an increased and concerted efforts from corporates to integrate their business priorities with sustainability priorities.”



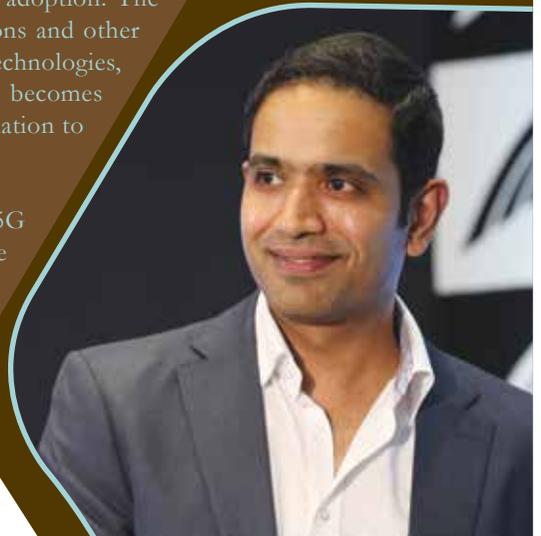
## SUMAN REDDY

Managing Director, Pegasystems India

“2020 ushered in a tremendous mind shift for business leaders in terms of technology adoption. The pandemic accelerated digital transformation as it became the locus for business operations and other uncertainties. In 2021, we will see enterprises investing in artificial intelligence, cloud technologies, and intelligent automation to further safeguard business resiliency and workforce. As AI becomes more ubiquitous and autonomous, governance and empathy will also play a key role in relation to it.

With the proliferation of internet of things (IoT) devices and the increased adoption of 5G fueling this trend, computing power at the edge and the ability to leverage AI at the edge will grow too.

ModelOps will become the “go-to” approach for AI deployment. Much like the way DevOps has given structure to the way applications are deployed, ModelOps will reach a tipping point as a way for mainstream businesses to better develop and operationalize their AI models. Also, new technologies like augmented reality, virtual reality, and mixed reality will continue to advance and enhance customer experience.”



## SRINIVASAN CR

Chief Digital Officer, Tata Communications



“Even before the events of 2020, cloud had already established its value for many businesses by providing improved agility, scalability, and cost efficiencies across industries. The technology is helping add a layer of resilience to many organisations by making the sudden shifts in working habits less disruptive. Businesses will focus more on managing their cloud costs better and look to unify their different cloud environments. Cloud will also grow in popularity as the ideal execution venue for new and emerging technologies such as artificial intelligence (AI), machine learning (ML), blockchain, and edge computing.

This new normal will put new pressures on companies, as there will be increasing need for networks capable of supporting hybrid architectures – be it cloud, on premises, or edge computing. As a result, I predict more organisations will start seeking intelligent and intent-based networks that offer integrated security – such as SD-WAN for the WAN with SASE and Zero Trust security or virtual networks for multicloud – to deal with the increased cybersecurity threat of their new perimeter-less ecosystem. Similarly, the need to also improve customer experience (CX) will accompany the increased digitisation of businesses.

With more 5G rollouts expected in 2021, along with further growth in LP-WAN-based services, the amount of data created and handled by businesses is set to skyrocket. So, to differentiate themselves from the competition, more companies will start focusing on data analytics technology capable of securely handling information as well as analysing and deriving greater insights from their mostly unused operational data.”

## MANOJ PAUL

Managing Director, GPX India

“Enterprises who had employees accessing their servers from secured office LANs now need to allow these employees working from home using remote access connections over the unsecured internet, creating vulnerability for intrusion by unauthorized users. In this scenario, data security along with scalability and availability becomes very critical for uninterrupted operations.

So, enterprises are adopting a Hybrid Multi cloud approach to overcome the dual challenge of their digital journey - driving growth while managing risks. Companies with in-house Data Centers are shifting their infrastructure from their own office premises to third party Data Centers.

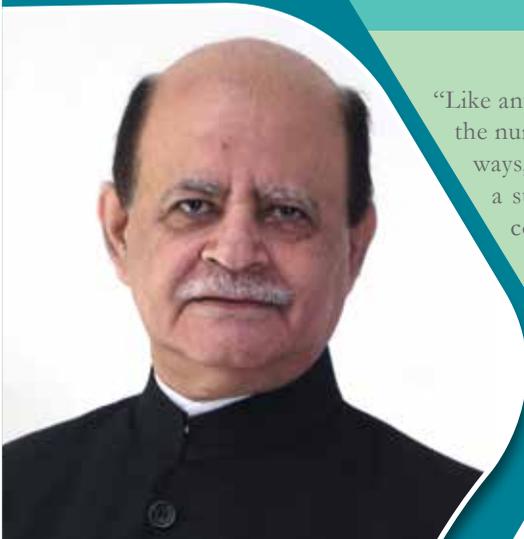
Enterprises are leveraging the power of Cloud as it provides flexibility to add or reduce resources including compute and storage to match up with the ever-changing business demands. This has become even more critical in the current uncertain times. Cloud also helps when the resources are to be accessed from multiple locations. But accessing cloud over internet is a potential security risk. To address this concern, many enterprises are using the Direct Connect services to the cloud service providers (eg: AWS Direct Connect, Microsoft Express Route, Oracle FastConnect) for secured connectivity over leased lines/ MPLS which also assures a reliable and predictable performance as compared to internet.

For added reliability, enterprises are also opting for use of multiple cloud services providers so that if one cloud fails, they can leverage the other.”



## LT. GEN DR. SP KOCHHAR

DG, COAI



“Like any other sector, the telecom industry was also impacted by the pandemic with a sharp fall in the number of subscribers in March and April. However, business and individuals adopted digital ways, the telecom industry emerged as a saviour. Many telecom players have benefitted from a surge in the traffic of data and voice, due to which the telecom sector is performing well compared to other infrastructure sub-sectors.

As an outlook for 2021, the 5G launch is expected in the later part of the year. The technology is poised to open up a plethora of possibilities in terms of business models, better education, healthcare, smart cities, smart manufacturing, intelligent logistics, and overall, enhanced lifestyles for one and all. With the focus on AtmaNirbhar Bharat, revenue from the telecom equipment sector is expected to grow to US\$ 26.38 billion by 2020. The number of internet subscribers in the country is expected to double by 2021 to 829 million and overall IP traffic is expected to grow four-fold at a CAGR of 30% by 2021.”

**KT PRASAD**

Managing Director and RVP, India & SAARC, Zendesk



“2020 has been a challenging year for businesses and customers alike. Earlier this year, customer experience (CX) teams across the globe had to rapidly adapt amid ticket spikes, customer cancellations, market volatility, and increased uncertainty. However, as the world moved forward, one week at a time, the global service requests eventually stabilized and new expectations and trends began to set in.

Customers now expect businesses to be more digital, accessible and empathetic. More than ever, they want and expect to connect with businesses the way they do with friends and family - effortlessly, especially over popular messaging apps like WhatsApp, Instagram or Facebook. Businesses are working on merging values from a pre-COVID era with the ever-changing demands of a post-COVID world.

Looking ahead, we anticipate that CX will continue to remain a catalyst to business success as businesses reorganise their priorities to incorporate a seamless CX journey for customers. On the other hand, digital transformation will definitely take precedence in the coming year to accommodate more omnichannel services, better IT security, agile technology and collaborative tools. Businesses will also take steps to be more people-centric, not just toward their customers, but also toward their employees. Employee experience and engagement will be a major area where we will see a change as businesses rethink their digital workplace.”

**SANJAY ZADOO**

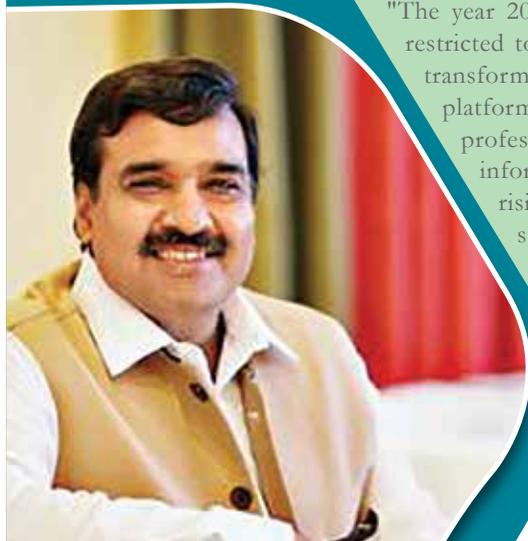
Country Manager, Channel Business, Vertiv India

“In 2020, India underwent a dramatic digital transformation to enable businesses to operate remotely. Organizations quickly started automating several critical processes and establishing new channels of communication to stay connected with their employees and ensure business continuity. Now, with companies looking at work-from-anywhere on a more long-term basis, the play of emerging technologies will become all the more crucial. The new working models will push organizations to adopt distributed cloud storage and edge computing to ensure the increased data loads are managed efficiently. Technologies like 5G, location intelligence, Artificial Intelligence (AI), Machine Learning (ML), Robotics, Industrial Automation, and Internet of Things (IoT) will gain traction to support business operations. In a customer centric market, technologies like Augmented Reality (AR), Virtual Reality (VR), and Internet of Behaviours (IoB) will play a key role to ensure that companies provide enhanced customer experiences. Additionally, Vertiv also foresees utility-like criticality of data-centers, bringing large data center capabilities to small spaces and the edge, 5G energy consumption, and a sharper focus on sustainability. Apart from ramping up their new-age technology backbone, organizations will also need to build more resilience, to ensure they are better prepared in the unfortunate event of another global crisis.”



**DR. AJAY DATA**

Founder & CEO, VideoMeet



“The year 2020 has proven to be a boon for the IT and tech sector. With the entire world being restricted to their homes for close to 70+ days, the industries and businesses rushed to adopt this transformation, wherein they can be fully equipped to multitask on virtual meeting and conferencing platforms. E-meeting platforms like VideoMeet became the mandatory integration in every working professional’s life. More so these tools also became a big aid in facilitating social gatherings, informal meetings, online classes, etc. Indian IT ecosystem is fast developing with start-ups rising and dominating a fair market share. India’s growth projection has scaled from 29K start-ups in 2014, to 55K start-ups by the end of 2020. The year has also been elemental due to the Chinese applications ban, which has further created a void to be filled by Indian counterparts.

The upcoming year represents a vast number of opportunities for virtual meeting platforms, even if the vaccination begins; the convenient and cost-effective option will continue to stay as long-term practices. Sectors such as healthcare, education, corporate, government affairs are likely to utilize most of the virtual meeting applications; even the app upgrades and features will be dependent upon the needs of user base.”

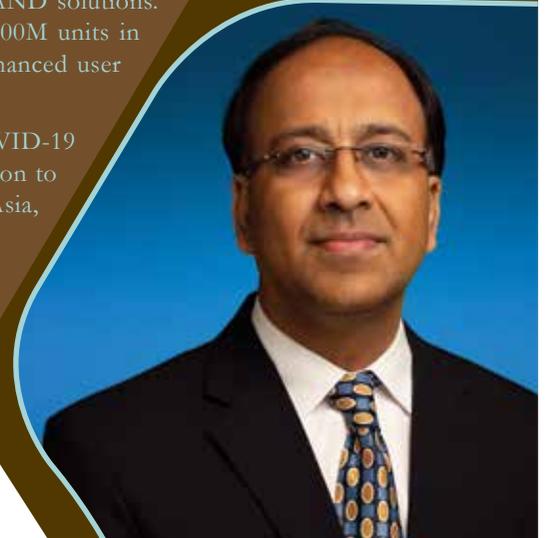
## ANAND RAMAMOORTHY

Managing Director, Micron Technology, India

“The smartphone market has been impacted by COVID, but in 2021, we expect a rebound in smartphone unit volumes, coupled with robust average capacity growth across both DRAM and NAND solutions. 5G handset volumes could grow to approximately 500M units in 2021, from around 200M units in 2020, and these 5G products feature higher memory and storage content to enable enhanced user experience.

The data center market continues to be a growth engine for Micron, and this year COVID-19 accelerated this growth, specifically in cloud. The market is expected to start its transition to DDR5 in the second half of FY21, and networking and 5G deployments, particularly in Asia, will drive healthy DRAM bit growth quarter-over-quarter.

In 2021, Auto DRAM and NAND will continue to see robust demand as autonomous vehicles and even connected cars promise more features including in-vehicle infotainment, 4K displays, AI-enabled features like gesture recognition and natural language processing, we’re seeing an exponential increase in memory and compute demands. In fact, the amount of compute performance needed for cars is reaching data center levels; in advanced driver assistance / autonomous driving, cars need hundreds of tera operations per second which is some of the highest levels of performance in the industry today, rivaling what you will find in data centers and servers.”



## SANJAY AGRAWAL

Technology Head, Hitachi Vantara India

“The COVID-19 pandemic has changed how businesses function. Companies worldwide, more than ever have to rely on their digital infrastructure, with ‘work from home’ being adopted by millions. The growing dependency on the Internet of Things will continue to influence data storage patterns in 2021 when all these peripheral machines will need to increase storage.

Storage vendors are rapidly implementing artificial intelligence, machine learning and deep learning to simplify storage management. With cloud computing as the matchmaker, vendor/partner partnerships will become equal. In 2021, the focus would be on data security, with storage services maintaining the protection of company records.

The digital advantage of Hitachi Vantara, combined with AI and research, will direct our customers from what’s now to what’s next. Hitachi Vantara has reiterated its focus on optimizing ROI and offering the best in class digital technology and data storage solutions.”



## ANKU JAIN

Managing Director, MediaTek India

“2020 has set the stage for 5G to go mainstream and in 2021, driving the next level of innovation across sectors, be it remote working, gaming, healthcare, manufacturing, video and data consumption, setting the pace for a smarter and faster-connected devices ecosystem. This will also lead to an increase in demand for next-gen 5G smartphones, newer applications and smart devices like smart TVs, tablets, phones integrated with voice interface etc.

2021 will see a bigger trend towards improved remote work capabilities with 5G SoCs taking smartphone and smart device experience to the next level. The pandemic has acted as a great catalyst expediting digitalization and faster adoption of transformative technologies like Artificial Intelligence, AIoT, Robotics and Cloud Computing, among others.”





## 2021: RINGS THE PREPARATION BELL FOR CYBER & DATA CHALLENGES

The unprecedented pandemic has created ripples in the digital world and has actually accelerated the digital journey of many organizations. The pandemic has speed up the digital transformation by a few years. Digital transformation has become the key element of business strategy. Though the pandemic has created havoc across the globe from a human health perspective but at the same time it can be considered as a booster in the IT industry boosting the organizations with digital power.

We have witnessed organizations adopting digital transformation on war footing but they have missed out on the agile data privacy and security infrastructure. With the digital power comes the threat of cyberattack. According to Kaspersky Security Network (KSN) report, India saw a 37 % increase in cyberattacks in the first quarter (Q1) of 2020, as compared to the fourth quarter (Q4) of 2019.

The pandemic has forced almost the entire globe to adopt the new normal of working from home which has left data in a vulnerable position. The increased use of connected devices, apps and web services at homes make the remote workers more susceptible to cyberattacks. This threat is compounded by many individuals continuing to work from home, meaning this threat not only impacts the consumer and their families, but enterprises as well.

Consequently, as organizations will adopt digital transformation in future, it will become critical for them to protect and manage data by deploying robust data protection solutions. It will become a necessity for CTOs and CIOs to protect customer data. With this the role of Chief Information Security Officer (CISO) will become even more prominent within the managerial hierarchy.

Let's take a look at industry experts' view on how they have armed themselves to face challenges in data security, best practices adopted and the growing importance of CISOs. We have considered insights from the CIO community and also from the vendors and partners.



**"BARISTA GEARED UP WITH SAP AS BACKEND AND POS AS FRONTEND APPLICATION TO FULFILL ALL THE COMPANY REQUIREMENTS"**

**YOGENDRA SINGH**  
Head – IT, SAP, Barista Coffee Company

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

The biggest security challenge that large organizations are facing is that they're not acting quickly enough towards a risk-based view of their environment. Multiple application and multiple network access are major challenges to protect data. We should understand business requirements to gear up with single or minimum and effective solution. Do not follow the trends without understanding the business requirement. Barista geared up with SAP as backend and POS as frontend application to fulfill all the company requirements. We are following best practices and using minimum customization.

**THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:**

For WFH Users we integrated VPN Connectivity with MAC binding so that employees can use applications only on official Laptops/tabs and also using MPLS for Stores connectivity. In office we are using firewalls, antivirus to protect and filter in and out traffic to protect from outside threats. We are following best practices in policy segments.

**ROLE OF CISOs:**

The role of CISO is more critical while every organization allowing to work from home. Employees are using unsecured connectivity to access organizational data and application and this situation is increasing chances to generate loopholes in cyber security.

**AHUJA HIVE BELIEVES IN SYNCHRONIZED SECURITY TO PROTECT NETWORK**

**DR. CHITRANJAN KESARI**  
CIO & IT Head, Ahuja Hive (Fosun Group)



**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

My experience with cybersecurity is immense to protect my company. My personal experience is to focus on basic and improve the protection awareness of users in our company and follow the best practices. We believe in synchronized security to protect my network either SAP on AWS, Salesforce and other critical application on premises.

**THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:**

Secure network tunnel created for end users from company provided devices to AWS, regular updates of patches our users' computers, awareness about updates, help us to protect. Also replying emails give users awareness about cybersecurity help us to protect in the current situation.

**ROLE OF CISOs:**

Depends on company to company and industry to industry, this is required. But in my opinion, if we focus on basic than we protect our self always. I have seen many organizations, lots of investment done for the CISO and their team, but still frauds are going to happen, because they are focused on man power not on basic things, a small bean can spoil your cyber security policy driven approach.



**"OUR ORGANISATION HAS BEEN ACTIVELY INVOLVED IN CAPACITY BUILDING ACTIVITIES"**

**DR. KARNIKA SETH**  
Cyberlaw expert & Founding Partner, Seth Associates

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

Our organisation has been actively involved in capacity building activities -on creating awareness on cybersecurity, both within and outside the organization. Thrust is on deploying latest tools and techniques to safeguard data and address privacy concerns. During Covid pandemic our organisation delivered more than 50 webinar sessions for chambers of commerce such as NASSCOM, CII, FICCI amongst other bodies to empower people at large.

**THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:**

Extensive cybersecurity training was imparted to employees and usage of reliable VPN, conference and collaborative work platforms was encouraged. Flexible timings were allowed and mostly work and projects were monitored digitally and daily work reports were created and shared through collaborative platforms.

**ROLE OF CISOs:**

As most businesses shifted from brick and mortar model to digital medium, cybersecurity assumed greater significance in Covid and post Covid times! This shift will require greater mobilisation of resources, both in terms of equipment, infrastructure and manpower training to deal with new technological demands of changing business models.

## ESDS - AN EARLY ADOPTER OF AI/ML BASED SECURITY PRODUCTS AND FULLY AUTOMATED SOLUTIONS AS PART OF ITS SOC

**DR. RAJEEV PAPNEJA**

Chief Growth Officer, ESDS Software Solution



### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

ESDS is into providing Managed Datacenter and Cloud enabled services with its Tier 3 Datacenters. One of the core offerings from ESDS is its SOC services. So the question really becomes all the more important for us because we are taking responsibility of securing data of hundreds of organizations. And add to it that our biggest clientele base is from Government and BFSI sector. The threat landscape keeps on increasing with each passing day. The speed of cloud adoption, use of IoT in smart cities, BYOD, and sudden shift to remote working has undoubtedly created an unprecedented opportunity for the attackers.

With the above context, as a Datacenter we have to, and have always been ahead of time in case of technology adoption. ESDS had already started using AI/ML based security products and fully automated solutions as part of its SOC few years back. These solutions not only analyse operational security data and detect cyber threats/vulnerabilities, but also respond to security incident threats in real-time. Through the combination of Dynamic Threat Models, Machine Learning (ML) and Artificial Intelligence (AI) with contextual and situational awareness, proactively surface threats that matter, and automatically contain and eliminate them in real time. While we had certified security resources in SOC, we made sure that all senior people in the organization have adequate cyber awareness. ESDS has its indigenous security products & solutions such as Web application Firewall, Web VPN, Vulnerability scanner etc. We have built our own SOAR stack using various tools and technologies.

On the server and storage front, while data at rest and data in motion was good enough till now, attacks have started surfacing up during processing, and to mitigate them we are embracing confidential computing. We have deployed a zero trust architecture for utmost control and of course the traditional stack comprising of the perimeter firewalls, IPS/IDS, Virtual firewalls, SIEM, use of appropriate encryptions, DLP etc. all the way to robust processes and role based access for people have always been in place, backed by regular audits. Automation is the mantra for surviving in near future and we are banking on it.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

Being an IT organization, work from home was not something new for the employees at ESDS, more or less we were set to work from anywhere. We had our own security solutions that enabled the staff without much hassle to work from home. We were already using collaboration platforms in our daily work lives, so that was also nothing new for us. As part of best practices, our HR was mainly focused on making sure that people try to maintain work life balance by being reasonably productive.

### ROLE OF CISOs:

CISOs have become as powerful as the CFOs. A thin crack in the security framework, and the organization can crumble down because reputation in digital world is equally important as finance. Sudden change in the way world will be operating going forward has opened up ways for plethora of attacks, and vulnerabilities that were never thought of were exposed. The CISO role shall now be mainstream and not simply technical as it used to be wherein traditionally CISOs were more responsible for figuring out the tools to maintain the security posture and take care of incidents or create a security architecture. Going forward they shall have the leadership seat in business arena and the most important skill would be to explain the risks in business terms to the board, in a language that is non-technical.

## SDG SOFTWARE IMPLEMENTED COMPLIANCE & SECURITY PROGRAM WITH DEFINED SET OF CONTROLS AROUND DATA SECURITY

**MEETALI SHARMA**

Head - Risk, Compliance & Information Security, SDG Software



### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

With the increased remote working, data security has become of paramount importance for the organization. Protection of PII and confidential information is critical for meeting the business objectives. At SDG, we have implemented a robust and comprehensive compliance & security program which has defined a set of controls around data security. These controls have been determined after conducting a thorough risk assessment of the threat landscape of the organization.

Employees are made aware of their responsibilities as custodians of critical information and appropriate training has been provided to them. Tools around data security such as DLP, EDR, URL filtering, no admin access on endpoints, multi-factor authentication, Single sign on, monitoring etc have been implemented to ensure we are resilient.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

We have made a lot of efforts to ensure smooth remote working for employees without any business disruption. BCP plans have been updated for remote working scenarios and employees are being given continuous training around security aspects for remote working. Help desk and facilities teams are available 24 \* 7 to support the employees.

Adequate arrangements have been made to follow COVID guidelines once employees start coming to office. For now, employees are advised to continue working from home unless it is critical for them to come to the organization.

### ROLE OF CISOs:

The role of CISO will definitely be of much more importance going forward as he/she will have more of an advisory role to the board of directors on strategic initiatives related to cybersecurity. CISO needs to develop strategies and build capabilities within their organization around data security, business continuity and remote working.



**"WITH SIGNIFICANT HELP FROM OUR INFRASTRUCTURE, CLOUD SOLUTIONS, PROCESS AND SECURITY GROUPS, OUR EMPLOYEES QUICKLY PIVOTED TO WORKING FROM HOME"**

**RAVINDER ARORA**  
CISO, Infogain

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

At Infogain, we have adopted cybersecurity strategies to take a smarter, more adaptive approach to protect critical databases, files, and more with a comprehensive data security platform. Due to the surge in cyberattacks in 2020, companies increasingly realize that they need to build application security into the entire lifecycle from development to runtime, which leads to development teams adopting DevSecOps practices at a pace.

As 2021 progresses, more application teams will take full responsibility for their security, with appropriate security team support. In addition, as responsibility and budgets shift, application teams will increasingly adopt a DevSecOps process, fully leveraging automation to maximize velocity and develop a culture of continuous improvement.

This is the year when security teams in large and small organizations will break down walls and change the security culture at scale by applying DevSecOps with intelligence-based code solutions to automatically build secure infrastructure, replacing manual attempts to fix vulnerabilities.

**THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:**

The COVID-19 pandemic is a serious concern for all of us and helping our employees and their communities stay safe is our highest priority. With significant help from our infrastructure, cloud solutions, process and security groups, our employees across the globe quickly and successfully pivoted to working from home. After a week of testing, 95% of our India-wide organization moved to work from home (WFH) with stellar results, including rapid VDI technology adoption, high productivity, and continued collaboration and communication with our clients. Our work continues uninterrupted, with high productivity and continued business growth. Our ISS group and our Admin teams were instrumental in facilitating the transition to WFH. We allocated hundreds of laptops, hosted hundreds of engineering support calls, and maintained 24x7 support for VPN configuration. We delivered relevant equipment to employees' residences and provided a 24x7 quick response mechanism for admin services. We also rolled out WFH guidelines for our employees, managers, and teams to help them acclimate to the new approach. A key component of our work from home model is ensuring our delivery team members work securely. To ensure security for our clients. We defined and implemented a Microsoft Windows Virtual Desktop-based approach, including a secured comprehensive desktop and app virtualization service running in the Azure cloud. This virtual desktop infrastructure (VDI) solution gives us simplified management, multi-session Windows 10, optimizations for Office 365 ProPlus, and support for Remote Desktop Services (RDS) environments. Since we already provide Microsoft Azure Expert MSP level services to our clients, we were able to quickly leverage the relevant technologies to secure remote work practices among our internal delivery teams. I am proud of the way our teams innovatively leveraged technology in an intense, rapid-turnaround situation.

**ROLE OF CISOs:**

The CIO and CISO have vital roles in ensuring the organization can function as pandemic containment measures are implemented. At Infogain, we believe that tech integration will be a major factor in organizations' day-to-day operations, especially with remote working being here to stay. We need to ensure that businesses can work remotely and flexibly and that employees are confident in doing so. This may require us to revisit decisions on access rights, entitlements, and risk posture. In these unprecedented times, the role and activities of the CISO are directly relevant to companies' CEOs and boards.



**"THE POLICY DEFINES THE EXPECTATIONS, RESPONSIBILITIES, ELIGIBILITY OF COMPANIES TO HAVE A REGULAR OPTION OF REMOTE WORKING"**

**DINESH KAUSHIK**  
CIO, Sharda Motor Industries

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

- |                                     |                              |
|-------------------------------------|------------------------------|
| 1. Take Security Analysis Seriously | 2. Recognize Sensitive Data: |
| 3. Change your Perspective:         | 4. Network Security          |
| 5. Internet Security                | 6. Online data Security      |

Protecting organizations from hackers is difficult, especially when they are machines. Thus, you should turn to extreme automation when it comes to data security- this is the time when security analytics comes into play.

Security analytics helps in understanding what is going on within the company. It also handles complex data landscapes, especially for organizations that have large data centers, several employees that use their own devices, and valuable customers and employees that use vulnerable connected devices. With security analytics, you can quickly gain not only data but also analytics needed to protect your IT resources.

The Chief Security Officer is not responsible for security analysis but for anything related to data.

Protection with Proper implementation tools like firewall, Fortinet sandbox for gateway level security is required.

**THE BEST PRACTICES FOR REMOTE WORKING:**

Work from home is a growing trend in today's work environment, in which employees can easily plug-in from just anywhere they are. The policy defines the expectations, responsibilities, the eligibility of companies to have a regular option of remote working, and others took it up during emergencies. Coronavirus has sparked a revolution in the work from home scenario, many employers have already considered the work from home set up quite seriously, to avoid reduced productivity.

**ROLE OF CISOs:**

A CISO is responsible for establishing security strategy and ensuring data assets are protected.

The CISO's role is to create a strategy that deals with ever-increasing regulatory complexity, creating the policies, security architecture, processes and systems that help reduce cyber threats and keep data secure. Compliance is a key element of the role, as is understanding risk management.

CISOs are expected to help with regulatory compliance, you should know about PCI, HIPAA, NIST, GLBA and SOX compliance assessments as well. CISOs will understand how the cybersecurity threat landscape is evolving and how that could affect the security risks facing their particular organisation.

**"ISOLATE SERVERS AND DEVICES THAT CONTAIN VITAL DATA FROM COMMON NETWORK"****D V SESHU KUMAR**

Asst Vice President – IT Head, Orient Cement

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

Data security seems to gain more attention with each passing year. Data security is the number one priority, and concern, of IT departments. This is because, over recent years, companies have begun using multiple external applications to carry out company processes. This has greatly increased the security challenges of a company and the risk data breaches. This includes the integration of mobile devices into the business world. Everyone, from business owners to entry level employees, bring their personal mobile devices to work.

At some point, they have all connected with the company's infrastructure, whether it was intended or not. Even if we follow network security tips. All it takes is plugging a phone into a terminal, PC, or laptop to charge the phone and that system is potentially at risk.

Isolate servers and devices that contain vital data from a common network. By removing these systems from the common network, it eliminates the possibility of remote access, thus increasing the security.

It is important to emphasize application security instead of device security. Most applications are cloud-based. Cloud-based systems run non-stop and give users uninterrupted access to the systems, including hackers.

By using both a proactive and reactive protection method, then it's actively hunting out weaknesses in the system. It gives a company more control over its network. Real-time Intrusion detection software is a great way to monitor when data is being accessed, by whom, from where and when. It gives the ability to immediately identify any odd network behaviours as it happens. This helps in catching the problem before it gets out of hand.

**THE BEST PRACTICES FOR REMOTE WORKING:**

Remote work presents a unique challenge for information security because remote work environments do not usually have the same safeguards as in the office. When an employee is at the office, they are working behind layers of preventive security controls.

Some of the important parameters when working from home are avoiding public Wi-Fi, using personal hotspots, VPN to use for remote access applications, VPNs provide a flexible connection to connect to different services (web pages, email etc.) and can protect traffic. Also set up encrypted remote connections into a remote desktop or other individual server. Many of these connection types (RDP, HTTPS, SSH) include encryption. Very important thing is to keep work on work computers and not on personal computers. Never leave your devices or laptop in the car etc., car is not any safer place to keep. It is a best practice to keep it with you work laptops and devices.

**ROLE OF CISOs:**

Things are rapidly changing for today's CISOs. In its State of Cybersecurity, reports say that organizations might be starting to move away from the traditional reporting model for CISOs because of the desire to avoid conflicts of interest. The CIO is chiefly concerned with implementing new technology projects to support the organization, whereas the CISO is interested in minimizing the organization's risk level.

CISOs need to draw upon other skills so that they can effectively explain security risks facing the organization to the board and direct their strategy's implementation across the entire organization. It is important that CISOs moving through the different departments will be able to both understand and approach digital security as a holistic problem.

**WHIRPOOL CORPORATION FOCUSING ON DATA PRIVACY, PROTECTION AND LOSS PREVENTION****DAREN K FAIRFIELD**

CISO, Whirlpool Corporation

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

To face the near challenges in data security, our organization is focusing on data privacy, protection, and loss prevention. These challenges have driven a change in how we view data privacy more holistically across the globe given the surge in government regulations on privacy and the consumer's expectations.

We have deployed a global network of privacy champions, capabilities, and training to promote strong data privacy practices. In addition, we have addressed stronger data access protections and recrafted our least privilege model to drive access to data by those who truly need it to do their jobs.

**THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:**

From a technical standpoint, this includes multi-factor authentication for system access, enforcing security tools are current and running on all employee computers, and stronger asset, vulnerability and patch management. From a human standpoint, we have adopted many health protocols for those coming into the office including limiting who can enter company buildings, social distancing and mask wearing guidelines in workspaces, and daily health checks.

We have also provided some additional equipment support for those working from home to ensure their productivity and ergonomic situations are supported. Our employees also receive extensive phishing training and are engaged in our simulated phishing program to raise cybersecurity awareness.

**ROLE OF CISOs:**

Our take on the CISO role is that it will continue to evolve and broaden its reach into other areas of risk management, communications, and privacy. With the takeup of greater digital capabilities across global organizations and building these digital capabilities into consumer products, the CISO's boundaries are becoming less defined as risk needs to be considered beyond the company's four walls. This includes supplier risk, consumer risk, and product risk.

The CISO must now be more than just an IT person. For example, the CISO must now perform roles such as an educator, a risk manager, an auditor, and a corporate communicator. This need requires more diversity in the skill set for the future role of the CISO and a much greater understanding of the business as all functions are embracing new digital capabilities without traditional IT involvement.



## NEC DESIGNED AND DEVELOPED SECURITY FRAMEWORK AND CONTINUOUSLY REVIEWING AND IMPROVISING SECURITY POSTURE OF THE ORGANIZATION

**PREETI KANWAR**

IT Head - Chief Information Security Officer, NEC Corporation India

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

In order to ensure data security, we have adopted new technologies, have established the required guidelines for users and customers and are ensuring the adherence of industry standards. Of course there are cybersecurity experts who are working round the clock to ensure all aspects of cyber security are covered at the organization level but generating awareness and sensitivity amongst the workforce is also an integral part of our way of working. Top management's focus and seriousness is playing a very big role in managing the data security at NEC.

To protect information assets, NEC has designed and developed the security framework and is continuously reviewing and improvising the security posture of the organization. We have our internal SOC, to keep a close eye on the ongoing cyber-attacks and issues. We understand how important it is to ensure quick actions in case of even the smallest issue.

We have positioned information security management, information security infrastructure, and information security personnel as the three pillars of the information security governance framework within the NEC Group. We invest significantly in this domain and have a dedicated team who work tirelessly to handle security aspects of the organization. We thereby maintain and improve our comprehensive and multi-layered information security.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

In order to keep our daily operations running smoothly, we are ensuring that the following guidelines are met:

- Regular appropriate cybersecurity education and awareness training for all employees
- Implementation of required security software on laptop, desktop, official mobile phone, Tablets etc.
- Ensure coverage of all assets for regular patch updating and regular scanning
- 24/7/365 monitoring, detection, and response capabilities for our information systems
- Easy to follow Incident management workflow.
- IT performance dashboard contains the security key performance indicators as well which gets monitored and reviewed closely on regular basis.
- Awareness amongst users to take regular backups.
- Regular testing of DC backup and restore
- Implemented MFA of all critical services and data center access.
- Implemented Z-scaler and Z-app to control internet browsing.
- Regular updating of passwords with high complexity

### ROLE OF CISOs:

Companies need to protect not just their own intellectual property, operations and strategies, but also customer data collected during different processes, as well as conform to applicable data privacy laws. As we move into the 'Next Normal', simply introducing cybersecurity measures is not enough. It is evident from several industry reports that security breaches increased to unimaginable heights. In order to cope with more sophisticated cyber-attacks, it is essential to strengthen security measures in a planned fashion continuously that helps ensure business continuity, which is one of the most important KRAs of the CEO. In addition to maintaining an organization's security through an effective combination of various security measures, leaders are supporting continuous efforts that reduce vulnerabilities for their stakeholders.

In my personal experience, we are increasingly focusing on keeping our data secure and risk-free. As more and more businesses recognize cyber-related risks and the immediate need to address these, CISOs will continue to get non-technical C-suite counterparts' backing. In the end, both CEOs and CISOs have similar goals demanding increased coordination and virtual facetime.

## "WE PREFER BEST SECURITY SOLUTIONS ARE BUILT-IN NOT BOLTED ON"

**AJAY YADAV**

Head-IT, Arshiya Northern FTWZ



### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

We are ensuring all stakeholders have a good basic understanding of security and privacy i.e. data classifications data protections techniques by developing and communicating clear policy about trusted devices and regularly sharing information about the changing threat environment will help establish and reinforce a strong security culture even in a changing environment. We have implemented strong access barriers one would encounter through a web, mobile interface these barriers could include passwords, biometrics and MFA.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

We believe securing remote work is not solely the job of the IT Team, it also requires trust, the most effective way to build trust is to listen, learn and lead with empathy. We prefer best security solutions that are built-in, not bolted on. We have implemented DLP endpoint protection SOPHOS EDR, upgraded our firewalls to Fortinet 100F, SD WAN for remote sites, VPN connectivity, remote work force monitoring to all WFH Users.

### ROLE OF CISOs:

A recent study shows that the number of data breaches in 2020 has almost doubled with 3,950 confirmed breaches against 2,103 recorded breaches in 2019, with the year far from the end. About 80 percent of the data breaches have occurred due to simple brute force attacks, which should raise serious concerns regarding data security Just one serious security incident or data breach could derail the growth and profitability of their companies because of impact to brand and the cost to remediate, fines and legal fees and customer loss. As a result, the role of the Chief Information Security Officer (CISO) is growing in importance.

# OEM's Readiness

2020 not just has cost the lives of many, but it has also put down data and cyber security at risk. With its unwanted entry, many organisations have made their employees to Work from Home (WFH) or Work from Anywhere (WFA), in other words let's term it a remote working.

Since WFA or WFH are not very regular in India or a few countries, many organizations due to its security vulnerability had to undergo cyber and data security failure.

Cybercriminals saw remote working as an icing on the cake to play their cards that saw multiple number of ransomware attacks, data breaches in the previous year. Due to which cyber security, till date was not much spoken about, became a talking topic of every discussion table. Be it the Government, policy makers, tech enthusiasts, start-ups, pioneers, security experts, VARs and other great minds all share their knowledge and thoughts on how to improve cybersecurity.

VARINDIA got a chance to give an ear to a few names in cyber and data security vendors on their voice words about security challenges.



## "COMMVULT HAS IMPLEMENTED A CONTROL MECHANISM TO COMBAT INTERNAL THREATS"

### RAMESH MAMGAIN

Country Manager, Commvault (India & SAARC)

#### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

Threats are not always externally sourced; it can also result from compromised credentials or deliberate acts of rogue actors. To combat such internal threats, Commvault has implemented a control mechanism to ensure administrative tasks that could threaten data are approved by two or more administrators from a selected privilege group, applying the four-eyes principle to data security.

We have earned a strong reputation as a dedicated and trusted partner to our customers, who will testify to our responsiveness, innovation, and rapid execution in the high pressure, high impact world that is vulnerable to multiple threats.

#### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

At Commvault, the safety and health of our workforce is our utmost priority and keeping that in mind, we announced Work from Home for all our employees till June 2021 in the last year itself. In regions where pandemic situation is more controlled, we have started discussions regarding the reopening of facilities in a phased approach. To empower our employees working from home, we're constantly running virtual instructor led Learning sessions in the areas of Managing Remotely, Prioritization, Building Resilience, Building Trust with Clients and many more. Our ultimate goal is to ensure our employees feel safe, engaged and have all the skills and support to thrive even in adverse times like today.

#### ROLE OF CISOs:

Cybersecurity leaders, especially CISOs, have found themselves playing more strategic roles within their businesses and their role is only going to get more crucial with time. As the threat landscape evolves and becomes more sophisticated, CISOs will also need to be savvy strategic partners who can contribute to business solutions aimed at solving increasingly complex issues. As touted by Gartner, CISO will ultimately become 'key enablers of digital businesses and will be accountable for helping enterprises balance the associated risks and benefits by measuring, prioritizing, and improving an organization's security posture.



## FORCE POINT'S CLOUD SECURITY GATEWAY SOLUTION HELPS TO MONITOR REMOTE WORKING EMPLOYEES

### SURENDRA SINGH

Senior Director and Country Manager, Forcepoint

#### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

Forcepoint in addition to market-leading threat protection (the baseline required for data security), aims to help organisations secure their data and protect themselves against potential breaches using an inside-out approach. A key part of this is the deployment of Data Loss Prevention (DLP) systems integrated with machine learning, data analytics, and automation. We recommend newer, more unified platforms which can deliver visibility across hybrid, private and public cloud infrastructure while automating security policies based on changing conditions.

#### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

Forcepoint employees who operate from office premises are secured with our corporate network. For employees who work from home, there are some best practices that we have adopted and also recommend to our customers. Force point's cloud security Gateway solution helps to monitor employees who are working remotely because it provides full visibility across all Web and cloud-based applications that employee use. These include applications that are unsanctioned or sanctioned, lesser known, internal to the organization or hosted in the organization's private cloud. Cloud Security Gateway enables organisations to see which tools employees are choosing to use, so they can make better-informed decisions about what helps them be most productive.

#### ROLE OF CISOs:

Cybersecurity has become the enabling engine which permits businesses to accelerate their pivot to the cloud and take advantage of the speed, scale and resilience of digital transformation. Today, Chief Information Security Officers (CISOs) can no longer operate solely within the parameters of a security program. They have to expand their understanding of how businesses operate in order to protect them. At the board level, this transition has also had another impact: It's helping boards to see value in digital transformation efforts across multiple areas in an organization.



## “ENSURE WORK DEVICES ARE USE FOR WORK PURPOSE, TO AVOID CYBER ATTACKS”

**ROHAN VAIDYA**

Regional Director of Sales, CyberArk (India)

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

The pandemic has altered nearly every aspect of how organizations around the world operate. Everything from the rapid shift to remote work to completely rethinking the nature of customer interactions has contributed to turning the business world on its head.

These changes have also caused a dramatic acceleration in digital initiatives across industries. Many drove what felt like five years of transformation in five months – as they quickly adopted technologies to help productivity and business continuity. Whether it was bringing on new collaboration tools or moving critical infrastructure and applications to the cloud, everything has become more distributed.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

With many people Working From Home, cybersecurity has become an even hotter topic than before. With remote working, each one of us is now a potential entry point into the organisation for attackers, so risks have now increased, and organizations have become more vulnerable to cyberattacks than ever.

Cybercriminals are playing on people’s fears around Covid-19 to conduct social-engineering based attacks. Whilst using new-age technologies and applications can be unusual for some, cybersecurity also becomes a major concern

By practising some simple tips and tricks one can mitigate the risks.

With so many of us working remotely from our homes, corporate security can easily be an afterthought to maintaining productivity. Some advice for a more secure environment:

Be productive and secure from anywhere, add biometric, multi-factor authentication when connecting to company systems and data.

Ensure, if possible, that work devices are used for work purposes only, to reduce exposure to dodgy websites and malware, that patches are kept up-to-date and are backed up to a secure location.

### ROLE OF CISOs:

It has been an eye-opener for many organisations that working from home is indeed possible, does not negatively impact productivity, and can increase the wellbeing of staff. But this model comes with a security caveat. CISOs have been thrust onto the front line of this shift because of the clear security risks that home working represents. They have become involved in the fundamental business of organisations worldwide, which has absolutely resulted in more senior interactions. Cyber is now part of the strategy, not something that needs to be solved after the strategy has been put in place.

## CYBER RISK INCREASINGLY BECOMING A BOARD-LEVEL ISSUE

**KARTIK SHAHANI**

Country Manager, Tenable (India)

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

Many security programmes do not effectively prioritise critical risks. It is also important to have visibility of all assets in the attack surface. This includes traditional IT devices, cloud infrastructure, and increasingly operational technology (OT), such as smart connected controllers or manufacturing controls.

A strong data protection programme should be based on three core tenets:

Focus on what matters most: Avoid trying to address every vulnerability. This consumes valuable resources on risks that have a low likelihood of being exploited. Utilise prioritisation and risk-based analysis to focus aggressively on critical risks that really matter.

Effectively measure your exposure: Obtain a clear view of all assets and your cyber risk exposure. Benchmark internally and externally. Create quantifiable measurements of risk reduction effectiveness that help you focus on what controls are really effective.

Know “how secure or at risk are we?”

Focus on identifying and reducing critical vulnerabilities that have the greatest likelihood of being exploited by an attacker. And it should be based on insights into the critical risks and assets within the business.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

Security has moved from a focus on the network to the security of the endpoint. Since the Covid-19 pandemic, staff continues to work from their homes or begin the migration to a hybrid working model and this trend will continue.

Home networks are untrusted. Zero-trust network models are increasingly gaining popularity as a strategy to harden security. Authentication and authorisation of users, devices, and applications will become critical as organizations adapt to the remote work environment with unknown and untrusted connections.

### ROLE OF CISOs:

Nearly every industry sector and business model in the world relies on technology. This reliance means cyber risk now equates to business risk. It also means that cyber risk is not a concern managed by the Chief Information Security Officer (CISO) alone but one that’s increasingly becoming a board-level issue. It is for this reason that CISOs are increasingly called upon to keep business leaders and board directors informed of their organization’s risk posture in a clear and understandable manner. By working together, CISOs and business leaders can narrow the cyber exposure gap and ultimately secure their organizations from increasing threats.



**“OUR ABILITY TO PROTECT OUR CUSTOMERS AND PARTNERS IS UNCOMPROMISED”****SUNIL SHARMA**

Managing Director- Sales Sophos (India &amp; SAARC)

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

Sophos' aim is to protect people from cybercrime by developing powerful and intuitive products and services. We protect businesses by providing next - gen cybersecurity solutions that prevent threats and unwanted malwares from infecting networks and devices. We also provide insight into evolving threat landscape and adversary tactics and advice on best cybersecurity practices.

**THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:**

Sophos has in place a robust set of technologies that enables the majority of our global employees to work from home. We are fully enabled to continue day-to-day business, including product development and other important efforts, remotely. All of our departments, including threat intelligence, protection, and response from SophosLabs, Managed Threat Response, and Global Support Services are operating as normal to provide 24x7 detection, protection, and technical support. Our ability to protect our customers and partners is uncompromised. Our solutions were designed to protect endpoints, data and infrastructure regardless of location.

**ROLE OF CISOs:**

A CISO is already a regular participant in the boardroom discussions. Today, security affects the entire business including the brand management and is considered everybody's business. The stakes are high in case of a data breach and businesses have understood the importance of a proactive cybersecurity posture.

**MCAFFEE'S ROBUST SET OF SAAS APPLICATIONS HELP EMPLOYEES WORK AND COLLABORATE WITHOUT HASSLE****VENKAT KRISHNAPUR**

Vice President of Engineering and Managing Director, McAfee India

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

We, at McAfee, provide security solutions to over 97 million enterprise endpoints, which include 75% of the world's Fortune 500 firms. For our customers, maintaining business continuity is vital, and we are well equipped to help keep their services up and running. Most of our critical teams, like engineering, R&D, customer support, operations were all equally or more productive, in our pursuit to keep our customers safe.

**THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:**

We provide a seamless employee experience in the cloud. While our business involves securing cloud services for our customers, we also take pride in and providing the best digital experience to our employees. Employees across the world are growing accustomed to this 'work from anywhere' phenomenon and in my opinion, this is here to stay

for the long term. At McAfee India, through various initiatives, we have ensured that our employees have been taken care of mentally and physically. For this, we actively and routinely arrange engagement sessions on mental wellbeing, nutrition, ergonomics, and parenting.

**ROLE OF CISOs:**

CISO has an important and expanded role in managing a company's 'security health'. With the prevalence of high-profile cyberattacks, putting finances and corporate reputation at stake, the top of the C-Suite is seeing the importance and realizing the value of cybersecurity. Today, the CEO/ Board would prefer to evaluate and make decisions related to Information Security themselves. Additionally, the elevated structure enables the CISO to be operationally more efficient and is now held accountable directly by the board/CEO. The role is not just operational anymore because it impacts the reputation and the business directly – and hence the elevation.

**REMOTE WORKING HAS OPENED OPPORTUNITIES FOR THE THREAT ACTORS****HARPREET BHATIA**

Director, Channels &amp; Strategic Alliances, Palo Alto Networks (India &amp; SAARC)

**PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:**

At Palo Alto Networks, we are walking the talk by fully leveraging our own cloud-delivered network security product, Prisma Access, to securely connect all employees to the applications they need. We have also transitioned our internal Security Operations Center (SOC) to a remote model in which all our analysts are working from home—the SOC is fully operational and continues to monitor for threats as our own user population shifts to remote work via Prisma Access. Our business continuity plans are consistent with industry best practices and include workarounds for possible disruptions to our people, facilities, applications, dependencies, and vendors. The all-hazards, multi-scenario approach is designed to ensure the continuity of not just ourselves, but the remote workforces of our all customers.

**THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:**

Ensuring employees are inside the security bubble and vigilant about preventing cyberattacks requires investment in time, resources and equipment. The whole premise of being able to work from home to maintain business continuity falls apart if the employer and employee fail to maintain the same level of security and practices as at the usual workplace.

**ROLE OF CISOs:**

CISOs help to keep enterprises running without compromising security or compliance, while also ensuring that there is product security and service availability built into every step of the quality management process. To ensure security, the CISO must make all efforts to ensure the board and the CEO of a company understand the positive and negative repercussions of the risks involving an application, by mitigating it. While technology and network companies are moving rapidly to keep pace with the ever-evolving criminal elements, IT alone cannot be at the vanguard in the fight against the attackers. It is also the responsibility of everyone in the organisation with access to a computer or a smart device. The CISOs are responsible for making employees more aware of the security issues of the digital age, including malware and phishing, and encouraging them to take up the best practices. CISOs need to coordinate with the Chief Human Resources Officers to design and implement the information technology and security education of the workforce.



# Readiness of the VARs

The ongoing pandemic situation has created a deep impression on the cyber security enterprises, while employees opted for remote working. 'WFH' has increased the risk of data security as workforce was not properly educated about the security risks of remote working prior to the pandemic. BYOD means that employees are bypassing the policies and procedures required to protect corporate assets, making it significantly easier for hackers to access this information.

Determining how to ensure business continuity without allowing BYOD threats to increase will vary based on the individual organization. Digital transformation initiatives and disruptive technologies like AI and 5G deserve their place on the corporate agenda, but not at the cost of security. OEMs with the help of its Channel Partners are ensuring security for its customers. Industry leading Partners have delved deep into this situation and shared the thoughts.



**MANASI SAHA**  
CEO, Macaws Infotech

## MACAWS PROTECTS ORGANISATIONS WITH A CROSS-GENERATIONAL BLEND OF THREAT PROTECTION TECHNIQUES

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

Macaws Infotech's vision has always been to make the Customer safe for exchanging digital information, and protecting the critical Data. This requires multiple layered approaches to security – leveraging a range of techniques that all work together – sharing threat intelligence across the enterprise and speeding the time to respond.

With the help of world-renowned Cyber Security and Cloud Security Solutions, we protect the organisations with a cross-generational blend of threat protection techniques. Using the right technique at the right time gives the customers, the best protection against the broadest range of threats, with the most efficient performance.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

We are still having WFH for 90% of my employees, 10% are using their own vehicle, maintaining social distance, wearing mask, face shield and hand sanitizer, meeting the customer online only. "NO PHYSICAL VISIT, ONLY REMOTE". Mantra of Macaws is "NOT TO PLAY WITH THE FIRE, BE SAFE, KEEP YOUR FAMILY SAFE, TRY TO KEEP COMMUNITY SAFE"

### ROLE OF CISOs:

With the increase in development of various SOC related development, incident response, compliance regulatory process implementation, technologies like EDR, XDR and multi-cloud, definitely comes under the jurisdiction of CISO only. The responsibility has increased in such a way that CISO as service has started taking shape a lot. This not only helps in commercial control but also helps smaller SMBs to also look for CISO as their requirements too. The above technologies are upcoming development that is going to happen in the coming future and off course CISO is going to be the most vital department and role too. This will not only help in maintaining proper cybersecurity & cloud security strategies but also will help in keeping the services up and maintaining productivity of any organization.



**D K BAJAJ**  
Director, D M Systems

## D M SYSTEMS NOT ONLY GEARED THEMSELVES TO WFH BUT PROVIDED THE SOLUTIONS TO THE CUSTOMERS ALSO

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

In this Covid situation, there were many challenges and one of the main reasons was to first gear ourself to adopt work from home for our own team and then to sell appropriate solutions to the customers, who were thinking to adopt the same. We not only geared ourselves to work from home but provided the solutions to the customers also to do the same. Some of the solutions we sold to the customers were Virtual Firewall, Virtual WAF, DLP, SSL-VPN solutions and employee monitoring solutions etc.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

We have given the choice to our employees to work from home or office without compromising on the operations and security. All the remote devices are secured with end-point solutions fully equipped to handle ransomware attack or in case of total wipe-out or data-loss situation etc.

### ROLE OF CISOs:

Role of CISO is more important now as working in this new normal situation was also a challenge and how to migrate or adopt secure work from home solutions as to work 100 % from home was a challenge for them also. The other challenge to CISO is to make sure the data integrity as working from home gives exposure to a lot of threats like data pilferage and ransomware. In addition to the above they have to monitor the selective manpower in a positive way for the management. It has a lot of negative / positive side of this depending on the company product and services.



**VIBHORE SHRIVASTAVA**  
MD, VIBS Infosol

## INCREASING THREATS AND STRONG COMPLIANCE DYNAMICS ARE CRUCIAL FOR ALL ORGANISATIONS

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

VIBS Infosol is always committed to provide niche solution-based approach for all customers. We always encourage our team to grow their knowledge which helps the Organisation to offer innovative solutions for known / unknown threats and behaviour patterns at customer Infrastructure. We believe learning is the only way to understand current market flow and predict future threats and cyber-attacks.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

VIBS Infosol has PAN India presence and having multiple offices. We have closely observe the City pattern and post discussion with leaders, we have decided to reopen few locations and start working normally. Other locations are still supporting customers and following WFH policies. Our HR and leaders are proactively assuring that all team members are maintaining proper Hygiene and following protocols in Office and at customer place. Since we are more into services and consultancy, our few customers are expecting us to visit and consult them for ongoing threats and challenges.

### ROLE OF CISOs:

CISO is one of the essential leaders in major organisation nowadays. Increasing threats and strong compliance dynamics are crucial for all organisations to address. BFSI, IT / ITES are the major verticals where CISO has a broad role to play and enhance security aspects for the organisation. Enabling major security postures and defining strategies to enhance defence protocol are major factors to address by CISO. There is a huge shift towards security as a business priority.



**ANUJ GUPTA**  
MD, Hitachi Systems  
Micro Clinic

## PRIORITIZING PRODUCTIVITY OVER SECURITY INDICATING A MORE EXPANSIVE ROLE OF CISOs

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

At Hitachi Systems Micro Clinic, we have undertaken some pre-emptive measures across organizations to prevent data thefts, implement enterprise security policies, and establishing a process to create and monitor applications. While implementing work from home solutions we have strengthened backup and archive, network security, endpoint security, and content and web filtering. Simultaneously, we ensure awareness and training of employees on cybersecurity best practices and policies to proactively safeguard data.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

The biggest differentiator we have made within our organization was changing the perception of employees towards new normal, where working is not associated with physically present in an office. However, a sudden transition did not come easy, we ensured the safety of our employees' paramount and continued our business-as-usual by shifting gears and adopting work-from-home practices all our employees. We also implemented multifactor authentication for all our remote users to mitigate the risk of unauthorized access.

### ROLE OF CISOs:

There is a shift in the outlook of organizations from prioritizing productivity over security which is bound to change indicating a more expansive role of CISOs. This would include establishing a robust cybersecurity practice from meeting ever-increasing regulatory complexity, compliance, and risk management to create the security policies and architecture, processes, systems. Since cyber-security has become a key business priority there is no doubt, the role of CISO will become indispensable.



**L ASHOK**  
Managing Director, Futurenet  
Technologies (India)

## FUTURENET TECHNOLOGIES WORKING ON 24X7 SECURITY MONITORING AND RESPONSE CENTRE

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

We will be working closely with our OEM's to improve our information security. In specific we are working on 24x7 security monitoring and response centre. This will be logical extension to our Managed Services business.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

We have adopted Citrix as the default method to access all official networks. This has enabled our employees to work anywhere on any device.

### ROLE OF CISOs:

More than importance they will have more money to spend. With emerging threats every organization has increased its IT budget for information security.



**DHIRENDRA KHANDELWAL**  
MD, E Square System  
& Technologies

## CISOS SERVE AS CYBERSECURITY AMBASSADORS ACROSS THE ENTERPRISE

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

We have taken steps to evaluate and rethink how to oversee the business and protect the assets and data by end-to-end encryption and encrypt stored data. The biggest hurdle is security as a priority and security awareness for the employees from top to bottom, especially those who collect the personal data of clients and individuals.

Guidelines have been provided organization-wide on how to handle private data, clarifying their accountability, and full transparency on how the data is handled. By collaboration with vendors and OEMs, we are ensuring that devices are secured by design, which doesn't compromise personal privacy and security.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

Remote working today has become a norm for us to manage remote teams and for individuals to work as a full-time remote employee. The foremost task is planning all the deliverables with each functional team through collaboration tools and solving any issues they face. With efficient communication, we support our team's productivity, creativity, and sense of belonging. While managing a remote team, we provide our employees with cloud-based tools to work together to drive productivity in remote teams.

### ROLE OF CISOS:

As the leader of cybersecurity for an enterprise, the Chief Information Security Officer (CISO) is swiftly becoming crucial to a business's survival. CISO can unify organization and security objectives and help navigate innovative and pending privacy guidelines.

CISOs serve as cybersecurity ambassadors across the enterprise; as strategic advisors guiding strategy, processes, and technologies to better protect the organization; and take dynamic actions to lead the current and upcoming generations of technical personnel in the organization and community.



**VIPUL DATTA**  
CEO, FutureSoft Solutions

## FSPL HAS ALWAYS INVESTED IN ONBOARDING INDISPENSABLE EXECUTIVE LEVEL SECURITY LEADERS

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

As organisations move towards the 'future of business', it becomes difficult to address threats using conventional approaches. Current era is fuelled by the mobile and cloud ecosystem, which is emerging as the primary driver for computing and users now access and share information across systems and cloud-based applications from outside the organisation.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

As the world goes back to the new normal, FSPL has drafted plans with the company's cyber security factor which is a very crucial factor. We have been very vigilant to prevent vulnerable machines getting connected to corporate networks.

1. We make sure that users reset / change their password before they login into their system.
2. Ensure all systems are updated antivirus signatures, patches, and software versions.
3. Health checks of Data Leakage Prevention tools and other technologies have been performed.

### ROLE OF CISOS:

FSPL has always invested in onboarding indispensable Executive level security leaders, to be confident that security measures, adoptions and deliverables are maintained up-to the mark at all times. IT security infractions and compliance enforcement policies are adhered with no compromise.



**JITEN MEHTA**  
Director, Magnamious  
Systems

## CISO'S ROLE IS ALWAYS CRITICAL

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

We have internally deployed a DLP solution along with the classification of the Data to avoid the leakage through the team members and trained people on spoofed email through the phishing threat training with a strict firewall policy for all the employees including the Promoters. The same solutions we are promoting to our customer through different products like Smokescreen/Seclore/Sophos etc.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

Currently we have not started our offices and all are working from Home and all the Back office employees are working through the Citrix VDI on a central server and they cannot download anything on their local desktops. All the invoices are digitally signed through the ERP.

### ROLE OF CISOS:

I believe that CISO's Role was always critical as from the last couple of years security has become a prime importance and data has become more valuable than even money. Since now all will be accepting the Hybrid culture and working from Home CISO has to be more vigilant and alert for any info security breach.



**J. PAUL VIJAYKUMAR**  
Director – Sales,  
DigitalTrack Solutions

## CISOS ROLE IS UNIQUELY POSITIONED TO HELP ORGANIZATIONS MANAGE DUALITIES

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

We DigitalTrack plays an active role in the digital transformation of industries to bring digital to every person, home, and organization. As digital transformation initiatives accelerate across the world, we have a clear responsibility to ensure that cyber security and privacy protection remains a top priority. Enforcing to customers and implementing an end-to-end global cyber security assurance and privacy protection system is one of our crucial strategies.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

In the hybrid workplace of the future, identity becomes the new perimeter—the first line of defence for any organisation. IT teams must look at scaling VPNs and multifactor authentication (MFA) to verify each user's identity before allowing them access to the network. As companies fast-track their move to the cloud, it's crucial to deploy secure access services edge architecture (SASE) to ensure protection for multi-cloud access.

### ROLE OF CISOs:

As the guardians of information security, it's the CISO's role to create a strategy that deals with ever-increasing regulatory complexity, creating the policies, security architecture, processes and systems that help reduce cyber threats and keep data secure. CISOs will understand how the cybersecurity threat landscape is evolving and how that could affect the security risks facing their particular organisation. The chief information security officer (CISO) role is uniquely positioned to help organizations manage those dualities, but it requires a different set of leadership qualities for CISOs that goes well beyond their traditional role as guardians of all things technological.



**VIJAYAKUMAR V**  
COO, Symmetrix  
Computer Systems

## CISOS MUST COME OUT WITH A SUITABLE SOLUTION TO BALANCE BETWEEN SECURITY & DATA

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

Securing the digital information is an ongoing challenge to any organisation and needs continuous monitoring and proactive action to secure the data. In the “New-Normal” situation, we quickly worked on the solutions to balance between the protection and availability of data – not only for our organization, but for our customers as well.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

In the new normal situation, getting timely support for any hardware support is a challenge. We identified a suitable Endpoint Diagnostic Tool, which analyses the hardware for various parameters and sends the alert to the administrator. This will help us to take proactive action to fix any issues, that include low-disk space to most of the hardware related problems. Thus, we can achieve high availability of the devices to the users, be more productive and minimize the possibilities of data loss due to hardware related problems.

### ROLE OF CISOs:

The role of CISOs is always very important for any organization, where sensitive data is being handled. Due to the “New-Normal” situation, their role has become more important. Since many of the users are forced to work from home, the CISOs must come out with a suitable solution to balance between Security & high Availability of data and to minimize the impact of the business operations.



**NITYANAND SHETTY**  
CEO, Essen Vision  
Software

## CISOS HAVE BECOME AN IMPORTANT ROLE UNDOUBTEDLY

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

The last year has been a year of unlearning a lot of our traditional ways of the data protection strategy. Covid-19 opened up a completely new normal and a new set of challenges organisations now face as compared to a year back. We had to add some different technologies and tools built on Zero trust in our arsenal to provide customers with the confidence that even in the current situation and what we face in the near future EssenVision can provide them with the right data security practises and keep them unharmed from the breaches and attacks we have seen in the recent times.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

We adopted the Cloud a long while ago for our emailing platform, however the usage of the entire platform of O365 with Teams, One drive & Sharepoint online was done very effectively by the entire team in the last 1 year for internal and external communications, internal data storage & client meetings. We believe as a company providing these platforms to our employees we are now fully geared to working remotely without teams in this New Normal.

### ROLE OF CISOs:

Earlier the compliances that were followed within the 4 walls of an organisation premises could not be applicable for employees working from home. Apart from the infrastructural and logistical challenges, Security Issues were paramount for an organisation. The CISO definitely has become an important role and an important resource in the strategy of setting up an Infrastructure in the new working environment as his inputs in protecting and security organisation data was key and an important aspect of this new environment.

## CISOS ENSURING THE SECURITY RISKS ARE PRIORITIZED



**RAGHUVVEER HR**  
Senior Director –  
Sales, NTT Ltd. India

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

As we leverage technology to become a progressive, digitized society, security threats have become more serious and sophisticated, particularly cyber-attacks. Within this environment, we're responsible for the protection of data, ICT service infrastructure and customers' basic rights, freedoms, and information assets, as well as the provision of a sound foundation for the growth of the digital economy.

When we put together our new medium-term management strategies in 2020, it was our mission to contribute to the building and development of a free, open, and safe ICT platform that will support the infrastructure of the digital economy. We also made it our vision to realize the digital transformation of both customers and NTT itself, and for that reason, we will be chosen by customers.

### ON THE ROLE OF CISOs:

The role of the CISO is highly relevant and very important already – with every new cybersecurity breach, the c-suite has become even more keen to hear from the CISO on the best security posture the organization must adopt. Now more than ever, CISOs are focused on ensuring that the security risks are prioritized, protocols and policies are followed, and cyber intelligence moves seamlessly throughout the organization. Businesses are looking to transform themselves and security is the first prerequisite to it. Developing a security program is imperative to being able to protect your business interests and your valuable assets, and CISO's are the ones to turn to for it.

## INSPIRA HAS BEEN PROACTIVE IN RECOMMENDING AND IMPLEMENTING TECHNOLOGIES



**MANOJ KANODIA**  
CEO, Inspira Enterprise

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

Inspira has been in the forefront of technology transformation for the organisations and we recommend the controls be adopted based on the risk profiling. This has also been a key aspect of our internal risk mitigation strategy. Our teams operate from multiple locations which enhances the surface attack area. For this we have ensured the relevant security controls in place for information security.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

Being a security services provider to clients across various verticals, we have been proactive in recommending and implementing technologies to pivot to the remote working mode at the advent of Covid19 outbreak and the subsequent lockdown. We have ensured our team members across various locations in India and overseas have access to the technology available to enhance their safety, efficiency and productivity. For the team members visiting the office, we have a combination of physical, logical and COVID-specific security controls in place. These controls are governed by our Information Security Policy.

### ROLE OF CISOs:

With the continuous evolution along the digital continuum the CISOs are required to balance the need to protect the data and operations and also keep cyber risk at an acceptable level. The CISOs role is uniquely positioned to help organisations manage these dualities and gives them the strategic differentiations within their organisations. The ones who would stay longer in the same organisation will be those who are business focused, understand management expectations and are able to communicate with the stakeholders.

Today the management expects their CISO to have a strategic vision, being able to engage with stakeholders and inspire, as well as other capabilities that are becoming increasingly important to the CISO role.

## CISOS WILL BE THE KEY AND STRATEGIC STAKEHOLDER



**SAIRAMAN MUDALIAR**  
Director, Pentagon  
System and Services

### PREPAREDNESS TO FACE CHALLENGES OF DATA SECURITY:

We are an IT solution provider and have been helping organisations manage their technology needs to run business. Security is one of the key services we help companies to achieve and have been following best practices for it on many platforms. Having said that, the security threat is as dynamic as the IT innovation is, so we are upgrading our skills and services at home as well as for our customer needs. Cybersecurity, data management practices and governance are the areas where we are focusing more for coming days.

### THE BEST PRACTICES ADOPTED FOR REMOTE WORKING:

Endpoint data management is the most critical aspect when it comes to remote working or WFH. Its more than only data management, even employee awareness and empowerment for day-to-day operation is the key. We are helping them to practice automatic device locking, password management, encryption, regular backup and managing their local router for connectivity.

### ROLE OF CISOs:

It always was and with evolving technology adaptation and ever-increasing threats, CISO will be the key and strategic stakeholder not only in security but in overall business operations as well.

# VAR SECURITY

## VIDEONETICS WITH ITS 'SAJAG' PANDEMIC MANAGEMENT SUITE EMPOWERING SECURITY OPERATORS

Videonetics with the spirit of innovation and excellence combines rich experience and undaunted ambition to make a sense of surveillance. The company provides an end-to-end solution for a wide range of applications. Videonetics has taken an oath to make the world a safer, smarter, happier place. In a chat with VARINDIA, **AVINASH J TRIVEDI, VP – BUSINESS DEVELOPMENT, VIDEONETICS TECHNOLOGY** has expressed his thoughts about the key security trends in this unprecedented time, their key security technologies, how they have geared up for the current situation etc.



### WHAT ARE THE SECURITY TRENDS THAT YOU ARE OBSERVING IN INDIA AT PRESENT?

This unprecedented pandemic has put every industry across the globe to the test, as countries race to get the virus under control. As we see the world begin to vaccinate against COVID-19, the public and private sectors will remain vigilant for following protocols in 2021. However, security concerns are still a major force driving end users to spend on security, regardless of verticals and even pandemic. And to address these challenges, some of key trends will be following in 2021 as follows:

#### 1. ARTIFICIAL INTELLIGENCE BASED SOLUTIONS:

Artificial Intelligence based solutions is still trending and will continue to be transformative in security industry. AI is making it possible for businesses to engage with actionable intelligence, as well as providing security departments with data to spot potential issues or threats before they arise.

#### 2. A SIGNIFICANT FOCUS ON CYBERSECURITY:

We at Videonetics are strongly focused on 'Highly Secured' offerings and have embedded cybersecurity in our development, at the very beginning of any product.

#### 3. MOVING TO CLOUD:

In recent times, many of the large enterprises and in fact even government organizations are now adopting the "Cloud First" policy and most of their business processes are already utilizing the benefits of Cloud these days.

#### 4. USER AND PRIVACY CONCERNS:

With AI gaining momentums, how data is used and protected will remain a major concern. Now, citizens are increasingly concerned with privacy of their data.

#### 5. BUSINESS CONTINUITY:

The threats to business continuity are constant and acute for physical security systems specially video and access control, which are

particularly vulnerable in natural disaster or terrorist attack. The surveillance systems should come with built-in disaster recovery function so that users can take advantage of continuous and uninterrupted monitoring of devices and events.

### HOW VIDEONETICS IS LEVERAGING THE LATEST SECURITY TECHNOLOGIES FOR ITS CUSTOMERS AMIDST THIS CORONAVIRUS OUTBREAK?

The pandemic has created demand for new solutions to help control the spread of the virus and vertical sectors are expected to witness a high adoption of AI powered security solutions to achieve various benefits, including contactless business operations, adhering social distancing rules, facial recognition with mask/no mask, PPE detection to name a few.

With regards to COVID-19, we have deployed AI powered Video Analytics based 'SAJAG' Pandemic Management Suite at India and overseas locations, empowering security operators by delivering actionable intelligence with in-depth insights to combat spread of the virus. SAJAG provides multiple use cases and serves as an efficient decision support system for authorities in identifying and concentrating on areas where people are violating the norms. With intelligent identification and real-time notification of safety violations, SAJAG has enabled our customers to meet public health recommendations and streamline their efforts for protection.

### HOW ARE YOU ABLE TO COPE UP WITH THE CUSTOMERS DURING PANDEMIC?

The impact of COVID-19 on enterprises and economies is transforming the way businesses are operated and delivered worldwide. Business continuity and the health of our employees, partners and customers are our primary concerns.

During this time, we are focusing on supporting our partners & customers as much as we can. Our partners and customers are the extended arms of the company, we ensure to

sustain their trust & confidence with us and continuing business with them throughout this unprecedented time and well into the future.

### ANY LATEST PRODUCT THAT VIDEONETICS HAS COME UP WITH, TO HELP DEALING WITH CORONAVIRUS PANDEMIC?

Videonetics launched the World's first AI powered Video Analytics based 'SAJAG' which has been trained with real-time video data to address real-world challenges pertaining to COVID-19 such as social distancing, queue and crowd management, Masks & PPE detection, identifying vehicles of interest to name a few.

### PLEASE ELABORATE ON VIDEONETICS' 'INTELLIGENT VMS 3.0' AND ITS KEY CHARACTERISTICS.

We have recently launched its third generation of Intelligent VMS that delivers unified, next generation user interface, military-grade security, rugged with unprecedented levels of high availability and a future ready solution, for any size of deployment across various industry verticals such as smart & safe cities, critical infrastructure, industrial, mass transit, education, healthcare and retail to name a few. Videonetics released its Intelligent VMS 3.0 encompasses multiple video computing services in a unified, homogenous software architecture platform and goes beyond mere 'capture-record-display' generation of Video Management.

## CADYCE'S CA-2CHD2 – A DUAL USB-C AND HDMI DOCKING STATION

Cadyce has once again exhibited its passion for launching the new CA-2CHD2, dual USB-C and dual HDMI Docking Station for the digitally-advanced who are always on the lookout for exceptional devices.

This Thunderbolt 3 compatible docking station allows the user to add two USB 3.0, two HDMI ports of 4K, USB-CPD charging, a Gigabit LAN port, and SD, Micro SD card slots to MacBook Pro. The dual 4K display of this extensive technological equipment comes with an extended and mirror mode.

It has a 100 PW charging facility which goes a long way. Cadyce has launched and augmented the docking station into CA-2CHD2 to fulfil the daily needs of a layman like a phone charging, attaching multiple gadgets to a workstation, use it for personal and professional use, data transmission, watching high-quality video streaming, fulfil the travel needs, and lots more. It is equipped with multiple Output ports like HDMI 4K Female × 2, USB 3.0 × 2, USB-C Female × 2, SD/mSD card slots and a Gigabit

### LAN × 1.

The special characteristics of it is a facility of 5GBPS of data transfer through USB 3.0 ports which further supports BC 1.2 charging,

CA-2CHD2 flaunts a Gigabit LAN with speed of 10/100/1000 Mbps. It offers added potential to systems by giving extra USB ports, extra displays through a single USB cable. It is compatible with various software interfaces like Microsoft Windows and Mac OS.

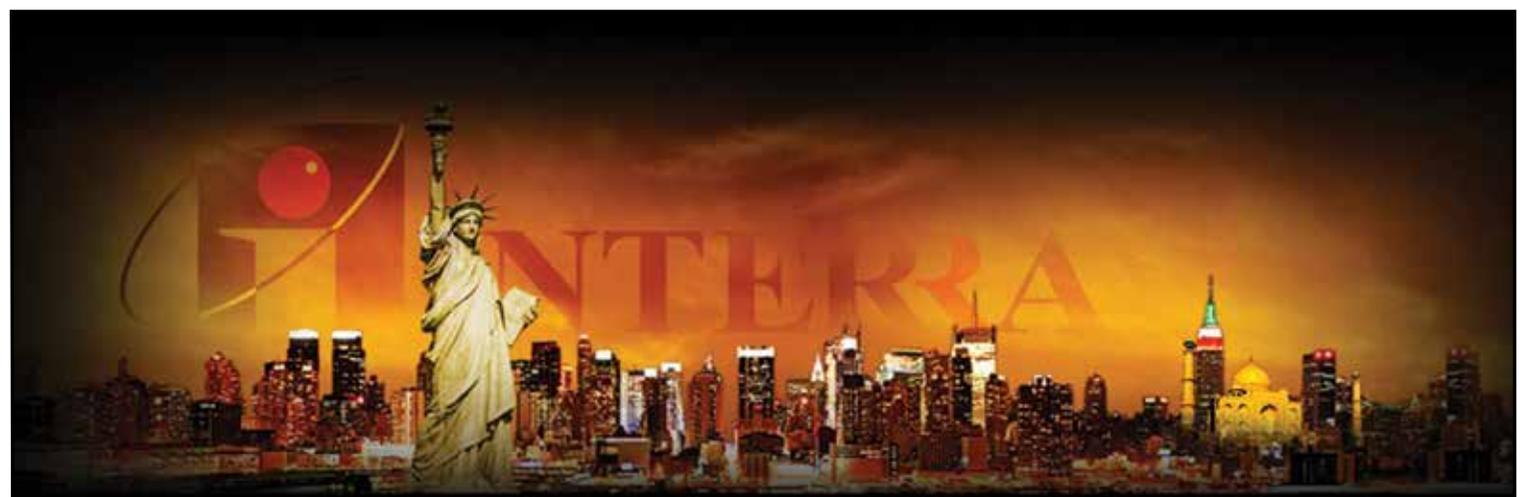
It comes with an extremely savvy USB-C reversible connector that comes with a plug and play, hot-swappable switch to plug in various devices. It takes the frustration off the users who do not have to think twice before connecting their devices with multiple ports onto the docking station. It is a bus-powered device which is particularly known for its prevalent data transfer and power delivery- USB-C Port 5Gb per second/100W.

This CE, FCC certified docking station has an Operating humidity of 10% - 85% RH, Operating Temperature- 0°C to 70°C, Storage humidity- 5% ~ 90% RH and Storage Temperature- -10°C to 70°C. It supports a maximum HDMI resolution up to 4Kx2K@30Hz which can be purchased from the official Cadyce website at a reasonable price.

The smart collaboration between Thunderbolt 3 and USB-C connector will go a long way and it has taken the technological arena by storm.



**GAUTAM A SHAH**  
**Founder and President**  
**CADYCE**



InterraIT is a global technology solutions company providing customized software solutions to Fortune 500 companies worldwide. InterraIT prides itself on harnessing to deliver world-class quality services and ideas. Our association provides every client a clear proposition; assured success and tangible business progress. InterraIT prides in its functional expertise and its domain knowledge in some of the most demanding sectors like Mortgage, Banking, CRM, Retail.

### Service Portfolio

Product Engineering | Application Development | Enterprise Integration & e-Business | Migration Solutions  
 Software Testing Solutions | Business Process Outsourcing | System Integration & Consulting  
 Application Management | Outsourcing

[www.InterraIT.com](http://www.InterraIT.com)

Interra Information Technologies, Inc  
 25 Metro Drive, Suite 550,  
 San Jose, CA – 95110  
 Tel + 1 408 451 1700  
 Fax + 1 408 441 7495

Interra Information Technologies (I) Pvt Ltd  
 SDF E – 22, Noida Special Economic Zone  
 Noida – 201305, U.P.  
 Tel + 91 120 256 8037  
 Fax + 91 120 256 8110

Interra Information Technologies (I) Pvt Ltd)  
 223-226 SDF Building, Block GP Sec V,  
 Salt Lake City, Kolkata, WB 700 091, India.  
 Tel + 91 33 23579052  
 Fax + 91 33 23573847





## Commvault ropes in John Tavares as VP, Global Channel and Alliances

Commvault announced the appointment of John Tavares as Vice President, Global Channel and Alliances.

In his new role, Tavares will be responsible for overseeing the growth of Commvault's Global Partner Organization and strengthening the company's relationships with partners worldwide. Tavares joins Commvault from Dell EMC, where he worked in a variety of sales leadership roles, first for EMC and

continuing through the merger with Dell, for the last 25 years. During his tenure with Dell EMC, Tavares grew the company's datacenter business encompassing software, hardware, and services, built a world-class sales team, and increased revenue year-over-year.

Tavares said, "I am excited to bring my long-standing sales expertise to Commvault and aid the company in continuing to grow its reputation for providing trusted enterprise-grade data management solutions across the global channel."

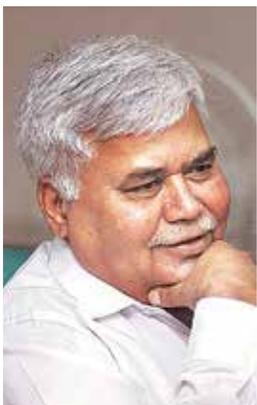


## Capgemini appoints Olivier Sevilla as Group COO

Capgemini has announced the appointment of Olivier Sevilla as its Group Chief Operating Officer, effective January 1, 2021. In this role Olivier is responsible for the Group's strategic business units and sales, with a focus on applying the Group's deep and broad industry expertise to be a strategic business partner to its clients.

Aiman Ezzat, CEO, Capgemini Group, says, "At the start of this new year, it is my pleasure to recognize Olivier Sevilla as the Group's Chief Operating Officer. Having been with Capgemini for

thirty years, Olivier has built an impressive track record in leading and operating strategic businesses across the Group," comments. "As Chief Operating Officer, Olivier's breadth of experience and proven business acumen will add great value to our client partnerships worldwide, while supporting me and the rest of the leadership team in realizing our Group priorities."



## Ex TRAI chief RS Sharma to lead the empowered panel for Covid-19 vaccine

The Central government has assigned former TRAI chief, RS Sharma to spearhead an empowered committee for administration of Covid-19 vaccine. He has been appointed as Chairperson. This announcement has been made days ahead of the start of the mega vaccination drive in India. He is also a part of the National Expert Group on Vaccine Administration of Covid-19 that was formed in August 2020 and is headed by Niti Aayog member,

VK Paul.

The empowered committee is a team of ten members from the health ministry and UIDAI.

The panel has been given a liberty that if needed it can invite eminent persons and experts to ensure smooth delivery of the vaccine through the Co-Win technology platform.



## BT appoints Harmeem Mehta as Chief Digital and Innovation Officer

BT has announced the creation of a new technology unit – Digital – to lead its digital innovation agenda and has hired Harmeem Mehta lead the unit.

The new unit will focus on the development and rapid delivery of innovative products, platforms and services in key areas such as healthcare and data. The new Digital unit will include accountability for IT, digital innovation, BT-wide business transformation and data and product strategy.

Mehta will begin her stint as the Chief Digital and Innovation Officer on March 1, reporting directly to Chief Executive Philip Jansen and as a member of the Executive Committee. She will work closely with Philip, the Board, the Chief Technology Officer and BT's customer facing units to drive the company's digital transformation. She has 24 years' experience leading digital, engineering, IT and innovation transformation. Before Bharti Airtel, Mehta held CIO positions at BBVA, HSBC and Bank of America Merrill Lynch.

## Airtel appoints Pradipt Kapoor as CIO

Bharti Airtel has announced the appointment of Pradipt Kapoor as Chief Information Officer (CIO).

In his new role, Pradipt will drive Airtel's overall Engineering strategy and be a key player in helping realize the company's digital vision. He will be member of the Airtel Management Board and report to Gopal Vittal, MD & CEO, Bharti Airtel.

Welcoming Pradipt to Airtel, Gopal Vittal said, "Airtel has always been a magnet for top global talent and we are delighted to have Pradipt on board. He is an accomplished engineering leader and believes in creating value by enabling technology that is focused on outcomes. I am confident his experience will add immense value to Airtel's digital vision. I wish him the very best."



## Pure Storage appoints Ajay Singh as CPO

Pure Storage has assigned Ajay Singh in the position of Chief Product Officer (CPO) with immediate effect.

In this position, Singh will take ahead the company's focus of creating an unrivalled product portfolio that delivers a great customer experience, contributes to Pure's growth, and extends industry leadership in data and storage management.

He will report to Charles Giancarlo, Chairman and CEO.

"Pure continues to lead the storage industry in innovation, reliability and flexibility, and now delivering our technology as-a-service – increasing our relevance to both those who build infrastructure and those who build applications," said Charles Giancarlo, Chairman and CEO, Pure Storage. "In Ajay, we have exceptional talent to lead the continued expansion of Pure's portfolio and I look forward to seeing his expertise in action."





# — THE All-In-One —

## FOR THOSE WHO WANT IT ALL!



The Acer Z5210G All-in-One PC packs every essential computing feature you need, in a stylish, compact design. With a super powerful AMD Ryzen™ 3 Processor for superior performance, 21” display with wide viewing angles for crisp and clear images, and an uber-convenient USB keyboard and mouse, it is user-friendly, functional and looks great on your desk. And to top it all, it comes with a 3-year warranty for unparalleled peace of mind.

**All in all, everything you need, to do more!**



- Wi-Fi + Bluetooth connectivity makes for a complete all-in-one PC
- With Windows OS simply plug, load and work
- Lower power consumption facility helps save energy



PROCESSOR	MEMORY	STORAGE	DISPLAY	DVDRW	Wi-Fi/BT	KEYBOARD + MOUSE	OPERATING SYSTEM
AMD Ryzen 3 2200GE Processor	4GB DDR4 RAM	1TB HDD	21 Inch Screen (53.34 cms)	YES	YES	BLACK USB	Windows 10 Home

\*T&C Apply

For more details reach us at [Ail.enquiries@acer.com](mailto:Ail.enquiries@acer.com) or call us on **1800-3131-71171**

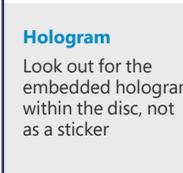
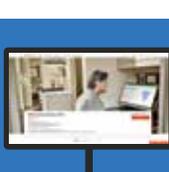
# Stay real

Help to ensure your customers' business security with genuine software



How do you identify a genuine Microsoft software?

Watch out for the **P-P-P**

Product Packaging	Product Authenticity	Product Label
 <p><b>Incorrect logos</b> A genuine product will never have incorrect logos</p>	 <p><b>Auction sites</b> Avoid downloading the software from auction sites</p>	 <p><b>Certificate of Authenticity</b> Check for the COA label on the outside of retail boxed software</p>
 <p><b>Spelling errors</b> Spelling errors on the packaging will help identify counterfeit software</p>	 <p><b>Peer-to-Peer file sharing</b> Avoid P2P file sharing sites to purchase digital downloads of software</p>	 <p><b>Hologram</b> Look out for the embedded hologram within the disc, not as a sticker</p>
 <p><b>Blurry text</b> Simple things like blurry text will help you know something isn't quite right</p>	 <p><b>Microsoft store</b> Trust only the official Microsoft store for buying genuine software</p>	 <p><b>Product key label</b> A genuine software will always have a 25-character unique product key</p>

Procure genuine Microsoft software from Microsoft authorized distributors

[Varunkumar.Tripathi@ingrammicro.com](mailto:Varunkumar.Tripathi@ingrammicro.com)

+91-9451104690