

INDIA'S FRONTLINE IT MAGAZINE

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24th INFOTECH FORUM 2026

THEME : GROWTH THROUGH ALLIANCES  
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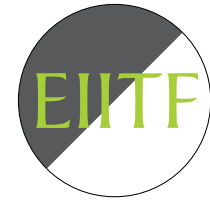
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Theme: Alliances for Growth in a Dynamic World

Hotel The Park, Kolkata  
11th September, 2026

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## THE NEW RULES OF GROWTH: EMPOWERING THE PARTNER ECOSYSTEM

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### Centre issues high alert to ministries over AI-powered cyber threats

The Central government has issued a high-level advisory directing all ministries and departments to strengthen their cybersecurity posture against the growing threat of AI-powered cyber-attacks. The Ministry of Electronics and Information Technology (MeitY) has asked government institutions to immediately review vulnerabilities, enhance network monitoring, improve cyber hygiene, strengthen multi-factor authentication, and conduct regular security audits. The advisory warns that AI is enabling sophisticated phishing, deepfakes, voice cloning, and automated attacks, making conventional security measures inadequate to protect critical digital infrastructure.

### AWS raises AI computing prices as GPU capacity costs climb

Amazon Web Services (AWS) will increase prices for its EC2 Capacity Blocks for ML service by around 20% from July, following a 15% hike in January. The service enables businesses to reserve GPU capacity for AI and machine learning workloads. AWS attributed the revision to changing supply and demand. The move reflects growing pressure from shortages of high-bandwidth memory (HBM), a key AI hardware component, and could increase cloud computing costs for businesses, potentially leading to higher prices for AI-powered applications, software, and enterprise services.



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## BEYOND AI: THE RACE FOR QUANTUM SUPREMACY

Quantum computing has moved from scientific research laboratories to the center of geopolitical competition. No longer a distant possibility, it is emerging as a strategic technology capable of transforming cybersecurity, defense, healthcare, finance, materials science, and artificial intelligence.

Unlike classical computers that process information in binary bits, quantum computers use qubits to perform millions of calculations simultaneously, solving problems that today's most powerful supercomputers would require centuries—or even billions of years—to complete. The country that achieves practical quantum advantage first will gain an unprecedented technological and strategic edge.

One of the greatest concerns surrounding quantum computing is its ability to break today's public-key encryption. Security experts refer to this milestone as "Q-Day"—the moment quantum computers become powerful enough to compromise RSA and ECC encryption, the security foundations protecting global banking systems, military communications, healthcare records, government networks, and critical infrastructure. While Q-Day has not yet arrived, the preparations by nation-states have already begun.

A growing cybersecurity threat is the "Harvest Now, Decrypt Later" strategy. Intelligence agencies and sophisticated cybercriminals are believed to be collecting encrypted government communications, financial records, intellectual property, and classified information today with the expectation that future quantum computers will eventually decrypt them.

Sensitive information with long-term value may already be vulnerable, making post-quantum preparedness an immediate priority rather than a future consideration.

China has emerged as one of the world's most aggressive investors in quantum technology. Through coordinated government funding estimated at more than US\$15 billion, Beijing has integrated quantum computing into its long-term national technology strategy. The country has demonstrated significant progress in superconducting processors, photonic quantum computing, quantum communications, and nationwide Quantum Key Distribution (QKD) networks. Its rapidly expanding quantum ecosystem reflects a comprehensive approach that combines research, manufacturing, infrastructure, and industrial policy.

The United States continues to maintain leadership through its world-class research institutions and private-sector innovation. Companies including Google, IBM, Microsoft, IonQ, and Quantinuum are pursuing multiple hardware architectures while advancing quantum software and error correction. Recent breakthroughs in quantum processors, fault-tolerant computing, and new qubit technologies demonstrate America's continued strength in frontier innovation. However, maintaining that leadership requires sustained investment in manufacturing capacity, semiconductor supply chains, and quantum talent.

Recognizing the strategic importance of quantum technology, the U.S. government has accelerated its national strategy through new executive actions promoting quantum innovation and mandating the transition toward Post-Quantum Cryptography (PQC). Governments worldwide are increasingly viewing quantum computing as both an economic opportunity and a national security imperative, driving investments in secure communications, defense applications, scientific research, and next-generation computing infrastructure.

The real competition extends far beyond building the first powerful quantum computer. Leadership will depend on the ability to establish manufacturing ecosystems, secure supply chains, develop international standards, commercialize applications, and deploy quantum technologies at national scale. Countries that successfully integrate quantum computing with artificial intelligence, advanced semiconductors, cybersecurity, and high-performance computing will define the next generation of digital infrastructure.

For enterprises, quantum readiness begins with visibility. Organizations must identify cryptographic assets, inventory certificates and encryption dependencies, and begin planning migration to NIST-approved post-quantum algorithms. Waiting until practical quantum computers become commercially available could expose decades of sensitive information to retrospective decryption attacks.

The coming decade will determine whether quantum computing becomes humanity's greatest scientific accelerator or its most disruptive cybersecurity challenge. The race is no longer simply about scientific discovery—it is about economic leadership, national resilience, digital sovereignty, and technological independence. Nations and enterprises that prepare today by investing in quantum research, post-quantum security, and resilient digital infrastructure will shape the global balance of power in the quantum era.

As Q-Day approaches, India is accelerating its post-quantum readiness. Through the National Quantum Mission and homegrown innovators like FaceOff Technologies, India is building quantum-safe defenses. FaceOff's FO AI—combining real-time identity intelligence with cryptographic resilience—positions India as an emerging global leader in post-quantum security innovation.

Post-Quantum Cryptography addresses one critical layer—encrypting data in transit and securing model integrity against future quantum decryption. However, AI supply chain threats like poisoned datasets, tampered weights, and prompt injections demand behavioral intelligence beyond cryptography. PQC and AI-native security tools like FaceOff's FO AI must work together.

Quantum computers don't just compute faster—they solve millions of problems simultaneously using qubits, making today's RSA, ECC, and AES encryption standards fundamentally obsolete. Every bank transaction, military communication, and government record becomes vulnerable. No current encryption is quantum-safe. The threat isn't coming—it's already being harvested.

As Quantum Breaks Today's Encryption, It's Time to Build India's Quantum-Safe Defence.

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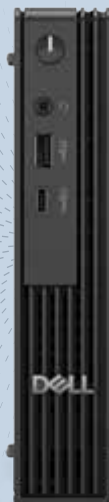
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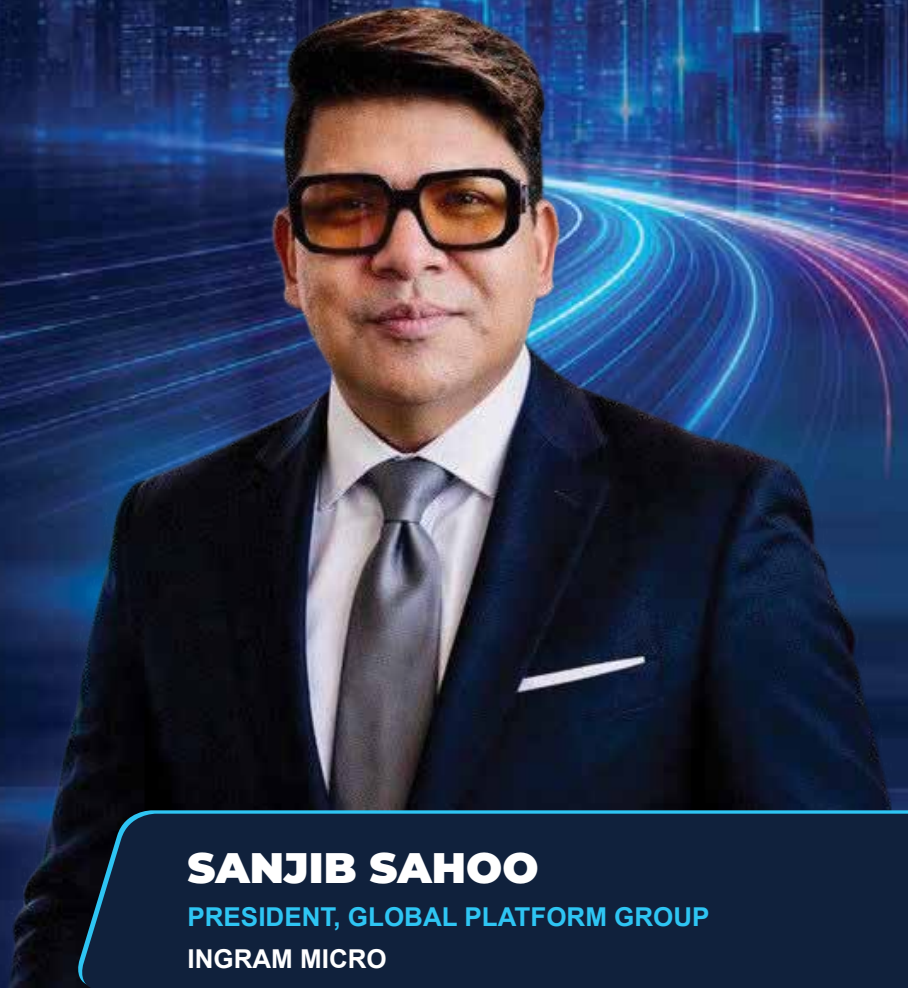
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FROM DISTRIBUTION TO

# AI-ENABLED GROWTH

## Ingram Micro's Next Chapter unfolds


**SANJIB SAHOO**

 PRESIDENT, GLOBAL PLATFORM GROUP  
 INGRAM MICRO


### How do you see India as an AI hub?

India has a strategic role to play, not only as a high-growth market but also as a global talent and innovation hub for the next phase of platform-led transformation. AI is not a new concept. Its foundations date back to the 1950s, and the first chatbots emerged in the 1960s. While AI has evolved significantly over the decades, what makes the current era unique is its ability to democratize intelligence and expertise at an unprecedented scale.

Every major technological era has been defined by a foundational business system. In the industrial age, it was the factory. In the internet age, it was the website. In the AI era, organizations are still determining what that foundational system will be and how to fully harness its potential.

Many businesses view AI as an exciting technology, but the real challenge is not adopting AI for its own sake—it is creating measurable value with it. The focus must be on using AI to transform business models, improve decision-making, strengthen connections across ecosystems, and drive meaningful outcomes. As AI continues to make knowledge and expertise more accessible, expertise itself is increasingly becoming a commodity. The true differentiator will be how organizations apply intelligence, integrate it into their operations, and use it to create lasting business value.



### How is Ingram Micro using AI to drive productivity, efficiency & growth?

Ingram Micro has evolved into a B2B platform ecosystem, leveraging AI-driven intelligence to create Xvantage—an intelligent operating system designed to simplify the complexities of the technology landscape. By integrating hyperscalers, VARs, ISVs, and OEMs, Xvantage seamlessly connects supply and demand across the ecosystem.

At the core of this transformation is a real-time data mesh built on four petabytes of data accumulated over decades of business operations. We have also developed more than 400 AI-enabled models in-house, creating a powerful AI growth engine that is shifting our business from a reactive to a proactive approach.

As a result, Ingram Micro is evolving from an order taker to an order maker. Our AI models empower sales teams with actionable insights that accelerate revenue growth while driving operational efficiencies across the organization, helping us optimize costs and improve overall performance.

*Ingram Micro makes it very clear that the future belongs to organizations that can turn data, expertise, and AI-driven insights into actionable intelligence that fuels growth, innovation, and business transformation.*

*With Xvantage at its core, Ingram Micro is enabling partners to harness AI-driven insights, ecosystem connectivity, and real-time intelligence to drive sustainable growth and customer success. Excerpts from an interview with Sanjib Sahoo -*



## How is Ingram Micro evolving as a platform?

There is often a misconception about what it means to be a platform company. Many assume that a platform is simply a tool that enhances a traditional distribution business. In reality, there is a significant distinction between a distribution company that operates a platform and a platform company that also provides distribution services.

The distribution landscape is evolving, transforming the relationships between vendors, OEMs, distributors, resellers, and end customers. By leveraging the power of our platform, we use data, intelligence, and automation to connect the various participants across the ecosystem and create value in new ways for both vendors and resellers.

Our partners benefit not only from our distribution capabilities but also from access to our data-driven insights and AI-powered intelligence, enabling them to identify opportunities, make more informed decisions, and accelerate growth. As a \$54 billion global company, we bring the scale, resources, and technology investments necessary to help our partners succeed. Through our investments in AI and data intelligence, we empower partners with capabilities that would otherwise be difficult to build on their own, helping them unlock new growth opportunities and drive greater business outcomes.



## How is Ingram Micro leveraging India's GCC ecosystem and tech talent to drive global innovation?

India is home to an exceptional pool of talent, and Ingram Micro has established three Global Capability Centers (GCCs) in Mumbai, Chennai, and Pune. These centers play a critical role in the development and evolution of Xvantage. Much of the intellectual property we have created—including our data platforms, more than 400 AI and machine learning models, and the technology foundation that powers Xvantage and supports our transformation into a platform company—has been built within these GCCs.

Our approach is to ensure that the work performed in these centers is meaningful and business-critical. Rather than functioning solely as back-office operations, our GCCs serve as innovation hubs that contribute directly to platform development, technology advancement, and value creation across the organization.

My message to GCC leaders and teams is to focus on understanding the “why.” Without a clear understanding of the purpose behind the technology they are building, it is difficult to fully connect the “what” and the “how.” Our GCC teams are fully integrated into our global organization—they are not simply executing back-end tasks. Together, we drive innovation by aligning around the “why” and collaborating to solve some of the industry's most complex challenges. This shared understanding enables us to create greater impact, accelerate innovation, and deliver meaningful business outcomes.



## What investment is Ingram Micro making build future ready digital talent?

To attract and retain the next generation of digital talent, organizations need to foster four critical qualities: curiosity, creativity, collaboration, and courage.

At Ingram Micro, we nurture curiosity by investing heavily in AI, data intelligence, and advanced models that solve real-world business challenges. Working on cutting-edge technologies and complex problems

creates an environment where talented individuals are continuously learning, exploring, and innovating.

Creativity is equally important. We are not simply solving challenges within a traditional distribution business; we are addressing opportunities across a vast global technology ecosystem. This requires a mindset focused on possibility, experimentation, and innovation—embracing opportunities with a willingness to pursue ideas that have a strong potential to succeed, even when outcomes are not guaranteed.

Collaboration has also taken on a new meaning in the AI era. The talent we seek and develop must be able to work effectively with both people and intelligent systems. Today's workforce is no longer collaborating exclusively with humans; they must also understand how to leverage AI, harness data-driven intelligence, and integrate these capabilities into decision-making and execution. As expertise becomes increasingly accessible, experience and the ability to apply intelligence effectively become key differentiators.

Finally, courage is essential—the courage to challenge conventional thinking, embrace change, take calculated risks, and lead transformation.

At Ingram Micro, the work we do, the problems we solve, the AI capabilities we build, and the partnerships we enable all contribute to fostering this mindset. The most successful AI-powered organizations are not defined solely by their algorithms; they are distinguished by a culture of curiosity, innovation, and relentless problem-solving. That is the culture we are building as we continue our evolution into an AI-powered platform company.



## What is the X factor that brings the opportunity for the partners' growth across the board?

My message to partners is simple: don't use Xvantage solely as a fulfillment platform. Use it as an intelligence platform that helps you achieve better business outcomes and accelerate growth.

Xvantage is designed to provide actionable insights and data-driven intelligence by connecting multiple participants across the technology ecosystem. It is not just a website—it is a dynamic ecosystem where every interaction and data point generates signals that help create deeper insights, smarter recommendations, and enhanced capabilities for partners and business owners.




## How is Ingram Micro's India operations contributing to global innovation?

Ingram Micro is a global company, and India represents one of our most strategic and important markets. In fact, India is among our largest businesses worldwide and plays a critical role in our growth strategy.

We are actively expanding our engagement across the Indian technology ecosystem by partnering with system integrators, supporting AI-driven innovation, and participating in the country's ongoing digital transformation initiatives. We also see significant opportunities in India's Tier 2 markets, which are becoming increasingly important drivers of technology adoption and business growth.

As we continue to strengthen our presence and operations in India, the market's success becomes increasingly important to the overall success of Ingram Micro globally. Given its scale, growth potential, talent ecosystem, and expanding digital economy, India is not only a key market for us today but also a major contributor to our future growth and innovation agenda.



“With the power of a platform, Xvantage serves as a growth engine, enabling partners to identify opportunities, make informed decisions, and act at the right time. By leveraging intelligence derived from petabytes of data, more than 400 AI-powered models, and the expertise of world-class talent—including leaders and innovators from Silicon Valley—Xvantage empowers partners to move beyond transactions and unlock new avenues for growth and value creation.”

# Where Man Dares AI Conquers

A catharsis is slowly gripping every segment of economic sphere, be it manufacturing, services, IT, banking. Some transformative changes are taking place, in a more forceful way than it has ever happened before. That is not a new thing, across centuries that has been the case. The difference between then and now is that the process of change is swifter and mindboggling as against a gradual process.

A common perception is that Artificial Intelligence (AI) is the facilitator of these tectonic shifts. It may be true, particularly in the field of IT and related sectors. Delving into the complexity of the changes that are happening, one can surmise that various factors have contributed to the unprecedented changes and not one factor is responsible. AI is not a standalone innovation or breakthrough. Before manifesting in its present form, AI has undergone various stages of growth and innovation since early 1950's when it is believed to have come into being. That means in its present form, AI has traversed various trajectories before assuming the present form, a sort of all pervasive application and relevance.

AI is a summation of many other innovations and parallel breakthroughs that made AI omnipresent now. Machine language, cloud computing, automation and the like are not standalone developments but closely linked, complementing and supplementing human ingenuity in one way or the other. Crescendo of such developments might have led to wider use of AI. Yet in no way significance of each development of these factors is mutually exclusive, but harmonious existence of these developments reinforced each other and the primary reason for transformative changes.

The other day, I read an article in one of the internet magazines written by the chief economic advisor of India, Dr. VA Nageswaran that AI is reshaping jobs and their profiles. Once thought to be more rewarding and futuristic professions of a software developer, computer analyst or scientist, or a bios technologist, etc. are losing sheen. According to him, such branches of science will not have any future potential since AI will considerably reshape and reorient such jobs. He argues that trade skills in healthcare, hospitality, logistic, content creation will carry a premium in the coming years, decades and beyond. His arguments are succinct. For instance, corporations will go for large scale automation and that will replace the labor. Such type of investments are mostly one time and savings from such strategic investments are huge and recurring. Analysts also predict that in the coming decades, most of the critical manufacturing operations will be either handled by robots or managed from distance, without much

human intervention.

I am not getting into the merits and demerits of such a growth model. Yet, I am convinced that it will be the future desirable growth model of a corporation driven by the axiom: be lean and mean to maximize profits and revenue. That can make million unemployed permanently since machine can replace multitudes of people in one go. State will have very limited role in that dispensation since a significantly large share of economic activities will be carried out by the private sector. Predictions galore how corporations across the world are rationalizing labor to derive maximum revenues and profits. Of course, there are a set of welfare theorists even now who vociferously argue for a normative standard. The sad thing is that their voices are either choked or do not have many takers.

The other day, I happen to see an Instagram posting of a famous lawyer of India, who doubles as a human right activist. He argues that it is high time that AI is deployed in judiciary not alone for fortifying the judicial infrastructure in the country but also for deciding the cases. Many legal luminaries are aligned with that thought process since they believe that it can considerably cut down the pendency of cases in various courts in India. The activist lawyer whom I referred to, said that deploying algorithms of AI by feeding meticulously legal provisions and case studies, it can take only a fraction of a second to decide a case with accuracy and that too without human interventions and insulating decisions from human error or prejudices. I believe in such an eventuality, legal infrastructure in the country can be housed in a small office, well protected and sanctified to give correct judgements as against the present system of cases getting cases lingered for years and decades in various legal entities. The pertinent question then is: what happens to several millions of lawyers across the world and elaborate and well healed - judicial infrastructure? What I am driving home is that the legal profession also can be impacted severely by application of AI.

Another branch that can face onslaught is teaching profession. Ordinarily, it may not have any impact on account of AI since teacher student ratio in India is very low. The popular belief is that we need a lot of teachers to cater to the surging demand. A dispensation that believes in wired classes, as is the case in various universities abroad can considerably cut down the number of teachers needed. A teacher sitting in the US can hold classes across the world through a digital platform. One teacher can hold classes for millions of students across the world. The language barrier can be addressed by automatic translation devices to any of the language preferred by the student. The same is applicable to a doctor who is treating

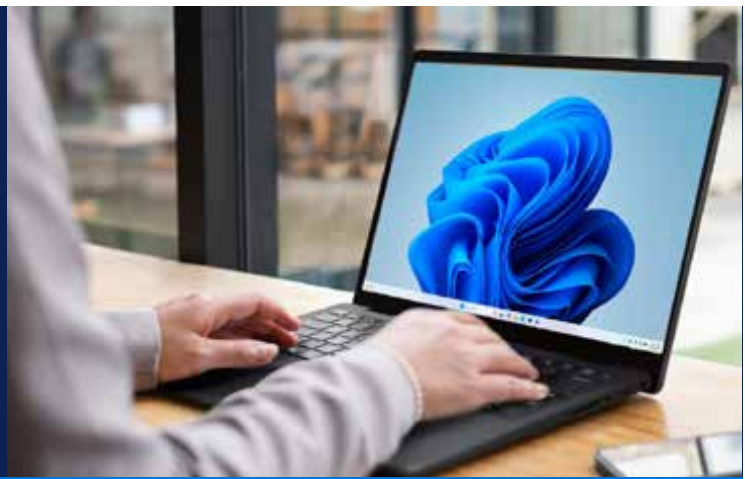


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Founder, InterraIT

patients from thousands of miles away from the place he is practicing by using tools of telemedicine.

Then the question arises whose jobs will not be impacted by AI? As of now, I can count a few such jobs. Yet, I am not sure, in future, how such jobs will be insulated from the ever-expanding domain of AI. I have in mind a typical care giver - healthcare workers or domestic caregivers or a beautician or a trainer or a nursery teacher who must be caring pupils to nurse them and to attend to their daily needs with personal care. These jobs require personal care and attention, and no machine can attend to that. It does not mean that human ingenuity cannot create robots that can replace teachers and nurses. It is possible and I am told considerable research is being carried out in developing interactive robots who are tender in giving care and ultra gracious in providing help to the target group.

Finally, the so-called content writers and authors, some of whom command millions of dollars for their creations, ChatGPT and its variants have already dislodged them by creating more emotionally surcharged and aesthetically well-balanced creations including novels and essays so much so people are now debating what would be the type of copyright for a novel or an essay written with the aid of Chat GPT or any of its clones. Can we say then the future belongs to the mankind or AI? Frankly speaking I do not know!



# Transform Your Productivity

Work smarter with Dell Pro Essential

## Streamline IT and simplify your business



### Security

Encrypt credentials with TPM 2.0, enable quick sign-in with an optional **fingerprint reader**, and secure devices with a lock slot.



### Manageability

Autopilot and Intune streamline setup and configuration, while **Dell Management Portal** simplifies cloud-based PC management. Support



### Support

**Support Assist** resolves issues proactively, and **ProSupport** offers 24/7 expert assistance with extended warranty options.



### Built for Business

Enterprise-grade productivity unlocked with optimized thermals, enhanced display, and extended battery life.



### Intelligent Software

Dell BIOS, Dell Optimizer's AI, and **Excalibur OS** improve performance, security, and system recovery.



### Recycled Materials

**Dell Pro Essential** devices are built with durability and use responsibly sourced, **recycled materials** to reduce environmental impact.



### Always choose Genuine pre-installed Windows 11 Pro devices

Ensure a secure, trusted foundation from day one.

### Secure and reliable

Built to withstand everyday business use with features like FHD IR camera, fingerprint reader, and AI-powered noise reduction.

### Gain more than just a secure OS

Genuine Windows 11 Pro reduces overall cyber-risk and helps lower security costs.

### Seamless views for smarter work

Enjoy crisp visuals on a 14-inch screen with a 16:10 aspect ratio and 300 nits brightness.

92% of successful ransomware attacks originated from unmanaged devices, underscoring the need for built-in OS-level security and device control.

## Professional Designs in Various Shades

Dell Pro Essential laptops are available with optional chassis materials and colors; crafted to meet military-grade standards (MIL-STD) for proven reliability.



Carbon Black



Platinum Silver



Midnight Blue (Aluminum)

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## RAH Infotech adds 1Kosmos identity security platform to its portfolio

RAH Infotech has entered into a strategic partnership with 1Kosmos to deliver digital identity verification and passwordless authentication solutions to enterprises across India. Through the collaboration, RAH Infotech will offer 1Kosmos' identity security platform, including identity proofing, document verification, liveness detection, adaptive access and passwordless authentication for sectors such as banking, government, healthcare, telecom and IT.

The partnership addresses the growing threat of identity-based cyberattacks, including credential theft, AI-driven impersonation and account takeover. The 1Kosmos platform combines identity proofing and authentication within a unified framework to support secure employee onboarding, remote access, customer identity verification and privileged access management.

Ashok Kumar, Founder and Managing Director, RAH Infotech, said the partnership will help enterprises strengthen identity verification with local implementation expertise. Siddharth Gandhi, Co-Founder and APAC COO, 1Kosmos, said the alliance will expand access to secure, passwordless identity technologies across India.

## Ingram Micro showcases AI-led partner growth strategy at XConnect Mumbai 2026

Ingram Micro recently hosted XConnect Mumbai 2026, bringing together channel partners and leading technology vendors to discuss AI-driven technology ecosystems. The event highlighted the company's evolution from a traditional IT distributor into an AI and machine learning-powered platform business while showcasing opportunities for partners to drive growth through AI.

Addressing the gathering, Ankesh Kumar, Director & Chief of Marketing, Ingram Micro India, said businesses are navigating rapid technological change, geopolitical uncertainty and supply chain disruptions, making digital technologies increasingly important. Flavio Moraes Junior, Managing Director & Chief Country Executive for India, reaffirmed the company's long-term commitment to India, calling it a strategic market and thanking partners for supporting Ingram Micro's growth over the past three decades.

During a fireside chat, Sanjib Sahoo, President, Global Platform Group, Ingram Micro, said AI is democratizing intelligence and enabling businesses to transform operations. He added that the focus should be on creating measurable business value through AI rather than simply adopting the technology.

## Amazon to invest another \$13 billion in India's AI, cloud infrastructure by 2030

Amazon has announced an additional investment of \$13 billion in India by 2030 to expand its AI and cloud infrastructure, taking its total planned investment in the country to \$48 billion over the next five years. The move builds on the company's earlier \$35 billion commitment and underscores India's strategic importance in Amazon's global AI and cloud expansion.

The additional funding will support the expansion of AI and cloud infrastructure across Amazon's Mumbai and Hyderabad regions, strengthening capacity to meet rising demand for cloud computing and generative AI services. Amazon CEO Andy Jassy said the company plans to invest more than \$21 billion in AI and cloud infrastructure as part of its broader India commitment. The investment is expected to enhance AI infrastructure while supporting growing enterprise, developer and public sector adoption of cloud and AI technologies across the country.

## HPE accelerates partner growth with new incentives and unified experience

HPE has announced new partner initiatives, extending competency-based financial rewards beyond medallion status and simplifying partner engagement through HPE Partner Ready Vantage. Beginning November 1, partners will benefit from a unified onboarding process, a single partner portal, streamlined deal registration and enhanced financing capabilities through HPE Financial Services.

The company is also strengthening AI enablement by expanding HPE Private Cloud AI testing sites and proof-of-concept facilities to help partners accelerate enterprise AI adoption. HPE said the initiatives will support customers in validating, scaling and operationalising AI solutions while creating new growth opportunities for partners.

Additionally, HPE is equipping partners with IT sustainability competencies, tools and dashboards to improve efficiency in AI environments. The company also announced collaborations with NVIDIA, Digital Realty Innovation Lab and Wipro to support AI deployments, industry-specific solutions and hybrid AI environments through partner-led innovation and go-to-market initiatives.



## Rashi Peripherals to acquire strategic stake in VDA Infosolutions

Rashi Peripherals (RP Tech) will acquire a strategic stake in enterprise technology solutions provider VDA Infosolutions, valuing the company at Rs 5.5 billion. VDA, which reported FY26 revenue of around Rs 8.5 billion, specializes in enterprise IT infrastructure, cloud computing, cybersecurity, data storage and managed services. Singhi Advisors acted as the exclusive strategic and financial advisor on the transaction.

The investment strengthens RP Tech's enterprise business by expanding its capabilities across AI infrastructure, cloud, cybersecurity, hybrid IT and data centre solutions. Founded in 2010, VDA operates across eight Indian cities with over 1,000 professionals and partners with leading global technology vendors, serving enterprises across multiple sectors. RP Tech Managing Director Kapal Pansari said the acquisition enhances the company's enterprise offerings through VDA's technical expertise and services capabilities. VDA's founders said the transaction will accelerate growth in AI, digital transformation, cloud technologies and managed services while expanding its nationwide reach.

## DigiCert strengthens trust in confidential computing with Google Cloud

DigiCert has announced a collaboration with Google Cloud to bring independent trust validation to confidential computing environments. The initiative applies Public Key Infrastructure (PKI) to cloud infrastructure, enabling cryptographic verification that cloud-hosted systems and workloads are authentic, trusted and untampered, particularly for AI workloads and regulated industries.

Developed over the past year, the service introduces DigiCert as an independent root of trust, complementing Google Cloud's confidential computing capabilities with third-party infrastructure attestation. The solution enables organizations to verify workload integrity, strengthen protection against tampering and enhance confidence in distributed cloud environments.

Amit Sinha, CEO of DigiCert, said the collaboration extends trusted PKI principles to confidential computing and cloud infrastructure. Nelly Porter, Director of Product Management for Google Cloud Confidential Computing and Encryption, said the initiative provides customers with an additional layer of assurance by enabling independent verification of sensitive cloud workloads.

## Everpure unveils AI Data Intelligence platform to boost enterprise AI readiness

Everpure has introduced Everpure Data Intelligence, formerly known as 1touch.io, along with enhancements to its Enterprise Data Cloud (EDC) platform to help enterprises improve AI readiness. The new offerings are designed to address fragmented enterprise data by enhancing visibility, governance and accessibility across on-premises, cloud and SaaS environments.



The Everpure Data Intelligence platform enables organizations to discover, classify and contextualize structured and unstructured data while automating governance

and creating AI-ready semantic relationships. The company also announced enhancements to its EDC platform, including AI-powered management capabilities, workload mobility and cyber anomaly detection to support enterprise data operations.

Charles Giancarlo, Chairman and CEO of Everpure, said enterprises must shift from application-centric to data-centric strategies to maximize AI value. The company also introduced the EDC Success Blueprint, a framework designed to help organizations assess readiness, reduce infrastructure risks and build scalable data cloud environments for AI adoption.

## i2k2 Networks wins AWS Rising Star Consulting Partner of the Year award

i2k2 Networks has been recognised as the Rising Star Consulting Partner of the Year – India at the 2026 AWS Partners of the Year Awards for the Asia Pacific and Japan (APJ) region. Announced at AWS Summit Mumbai, the award recognises AWS Consulting Partners that have demonstrated strong business growth, technical expertise, and customer impact.

CEO Kamleshwar Bhatt said the recognition reflects i2k2's expansion in cloud services, certified talent, and enterprise engagements. He added that the company will continue strengthening its AI, cloud, and managed services capabilities while expanding across new industry verticals.

Founded to help Indian enterprises accelerate cloud adoption, i2k2 has built expertise in cloud migration, DevOps, cloud security, and managed services. The company serves customers across sectors including BFSI, healthcare, manufacturing, and e-commerce, reinforcing its position as a trusted AWS partner supporting India's digital transformation.

## Iris Global, Uniline Energy partner for nationwide distribution expansion

Iris Global Services has entered into a nationwide distribution partnership with Uniline Energy Systems, targeting a business milestone of Rs 200 crore while expanding Uniline's reach across India. Under the alliance, Iris Global will leverage its distribution network spanning over 19,000 pin codes and more than 10,000 partners to strengthen market access for Uniline's power conditioning solutions, including UPS systems, inverters and solar power products.

Established in 1989, Uniline Energy Systems serves sectors such as banking, defence, healthcare, telecom and infrastructure. Founder and Managing Director Dr. R.K. Bansal said Iris Global's extensive partner network, due diligence and financial enablement capabilities will help accelerate the company's nationwide expansion. Uniline also plans to strengthen its indigenous lithium-ion battery-based UPS manufacturing and expand its presence in Tier 2 and Tier 3 markets.

Sanjiv Krishen, Founder and CMD, Iris Global Services, said the partnership combines strong manufacturing with an established distribution network to support India's growing digital infrastructure and reliable power requirements.

## CP PLUS marks 100th Mission Tech L-1 training program milestone

CP PLUS has completed the 100th edition of its Mission Tech L-1 Program – Centurion Edition at its Corporate Training Centre in Noida, marking a significant milestone in its skill development initiatives for India's security and surveillance industry. The NSDC-certified program equips system integrators and installers with practical training in deploying and managing modern security technologies.



Since its inception, Mission Tech has trained more than 2,100 professionals in AI-powered surveillance, video analytics, networking, installation, configuration and troubleshooting. The initiative is designed to bridge industry skill gaps while helping channel partners keep pace with evolving security technologies.

The milestone also reinforces CP PLUS's collaboration with the National Skill Development Corporation (NSDC) to strengthen India's skilled workforce. The company said it will continue investing in technical training to build a future-ready ecosystem capable of supporting the country's growing digital infrastructure and intelligent security requirements.

## TechnoBind partners with Ardent Privacy to strengthen DPDPA compliance

TechnoBind has partnered with Ardent Privacy to deliver AI-powered privacy automation, data security posture management and AI governance solutions to enterprises across India. Through the alliance, TechnoBind will help organisations strengthen compliance with the Digital Personal Data Protection Act (DPDPA), improve visibility into sensitive data and address evolving privacy and AI governance requirements ahead of the May 2026 compliance deadline.

Ardent Privacy's TurtleShield platform enables automated data discovery, classification, consent management, data principal rights management and breach response while providing a comprehensive Data Bill of Materials across structured and unstructured environments. The platform is designed to simplify privacy operations and strengthen enterprise data governance.

Prashanth GJ, CEO, TechnoBind, said enterprises require greater data visibility and intelligent automation to manage growing privacy and AI governance challenges. Sameer Ahirrao, CEO, Ardent Privacy, said the partnership will help Indian organisations accelerate DPDPA compliance while strengthening data-centric security and AI governance through TechnoBind's partner ecosystem.

## Redington adds Anytron to expand digital printing portfolio

Redington has entered into a strategic partnership with Anytron to bring the company's digital label finishing solutions to the Indian market. The collaboration expands Redington's digital printing portfolio beyond print engines, enabling customers to access integrated workflows covering printing, lamination, die-cutting, slitting, trimming and rewinding for end-to-end label production.

The partnership is aimed at addressing the growing demand for compact digital finishing solutions as India's label and packaging industry increasingly adopts short-run, on-demand and customised production. Backed by Redington's nationwide distribution and service network, Anytron's technologies will be made accessible across metro as well as Tier 2 and Tier 3 markets.

K.S. Ramesh, Vice President, Digital Printing, Redington Limited, said the alliance strengthens the company's digital printing ecosystem with integrated workflow capabilities. Michael Hyun, CEO, Anytron, said Redington's market reach and channel network make it an ideal partner for expanding the company's presence in India's growing label and packaging industry.

## Dell Technologies announces the launch of PowerStore Elite in India

Dell Technologies has announced the availability of Dell PowerStore Elite in India, alongside a broad portfolio of AI infrastructure innovations that give Indian enterprises the foundation to move from AI ambition to AI outcomes, on infrastructure they control, with data they trust.

"For India's CIOs and CTOs, the AI era has three non-negotiables: speed of deployment, sovereignty of data and measurable return on infrastructure," said Venkat Sitaram, Senior Director and Country Head, Infrastructure Solutions Group, India, Dell Technologies. "With PowerStore Elite, Dell Private Cloud and the industry's broadest agentic AI portfolio, we are giving Indian enterprises a single, validated foundation to deliver on all three. The new Dell AI Ecosystem brings Google, OpenAI, NVIDIA, Hugging Face, Palantir, SpaceXAI and ServiceNow on one open, on-premise infrastructure platform and that is precisely the ecosystem advantage Indian enterprises need to move from AI experimentation to AI leadership."

## Acer adds new laptops and All-in-Ones to its Aspire AI Copilot+ PCs lineup

Acer announced the expansion of its Aspire AI lineup of Copilot+ PCs with four new models: the Acer Aspire X 16 AI laptop, Acer Aspire 18 AI laptop, and Acer Aspire C27 AI and Aspire C24 AI



all-in-one desktops. Showcasing intuitive AI capabilities coupled with the latest processing power, these Windows 11 PCs offer varied configuration options, combining powerful computing with modern designs for a range of user needs and scenarios.

Offering a thin-and-light profile, the premium Acer Aspire X 16 AI laptop (AX16-I71M) draws inspiration from high-performance laptops to deliver exceptional power and portability

for creative workflows and productivity. Powered by up to the latest Intel Core Ultra X9 processors with up to 180 platform TOPS, the laptop delivers fast and responsive performance whether working, playing, or creating. The built-in Intel Arc graphics bring the power of larger laptops into a thin-and-light design, paired with fine-tuned thermal technology — dual fans with Vortex Flow for quiet yet efficient cooling.

## Veeam and HPE expand private cloud capabilities

Veeam Software at HPE Discover announced expanded joint innovation to help organizations modernize and scale private cloud—from AI-ready infrastructure and validated designs to repeatable, partner-ready packaging for faster deployments. Veeam and HPE are advancing new capabilities focused on accelerating private cloud adoption with simpler architectures, safer AI data pipelines, and faster time-to-value. "Private cloud is evolving fast as customers want cloud agility with greater control, stronger governance, and the ability to operationalize AI closer to their data," said John Jester, Chief Revenue Officer (CRO) at Veeam. "AI will transform the enterprise, but only if leaders can trust the data that powers it. That trust starts with resilience — knowing data is protected, recoverable, and governed end-to-end. Together with HPE, Veeam is bringing that trust layer to private clouds with validated designs and partner-ready solutions to help customers protect and govern their data, reduce risk across AI pipelines, and accelerate business outcomes without sacrificing performance or agility."

## Lenovo expands Yoga Pro lineup with AMD Strix Halo AI laptop

Lenovo has expanded its premium creator laptop portfolio with the global launch of the Yoga Pro 7 15ASH11, bringing AMD's Strix Halo platform, a 165 Hz OLED display and up to 128 GB of memory to a thin-and-light form factor aimed at AI developers and creative professionals. The new 15-inch laptop is powered by the AMD Ryzen AI Max+ 388 processor with integrated Radeon 8060S graphics, replacing the Intel and Nvidia combination used in the recently launched Yoga Pro 7 15IPH11.



One of the standout features is its ability to allocate up to 96 GB of VRAM from its shared LPDDR5X-8000 memory, enabling local AI inference, large language model workloads and graphics-intensive applications that typically require dedicated workstation GPUs. Lenovo offers the laptop with up to 128 GB of LPDDR5X-8000 RAM and dual SSD slots, providing flexibility for professionals working with large datasets, AI models and high-resolution media files.

## Akamai announces agentic security framework to power trusted AI-driven interactions

As AI agents increasingly act on behalf of users, every request raises critical questions of identity, intent, and trust. To address this, Akamai announced its unified agentic framework for its Bot & Agent Control solutions, which connects identity, observability, trust, and edge security into a single, real-time decisioning layer to power scalable AI-driven interactions at the edge.

"AI agents are replacing clicks, acting and handling commerce for us. For that to work, businesses need to recognize not just the agent, but who is behind it and what it's trying to do," said Patrick Sullivan, VP, CTO of Security Strategy, Akamai. "We've built this so that identity informs visibility, visibility drives trust, and trust powers the decisions that let companies safely grow and monetize these new AI interactions. We're giving businesses the confidence to open their doors to AI without compromising security."

## Barracuda brings Integrated Email Protection, delivering protection against AI-driven threats

Barracuda Networks unveiled its Integrated Email Protection, an Integrated Cloud Email Security (ICES) solution delivering high-efficacy protection against evolving AI-driven threats. Powered by AI, the solution continuously and autonomously detects and remediates threats across the full attack lifecycle, clearly explains Microsoft 365 and Google Workspace verdicts and enables rapid post-delivery message clawback.

Built on BarracudaONE platform telemetry across domains — including email, identity, network, data, and applications — and designed for single and multi-tenant environments, it also enables MSPs to quickly identify, investigate and eliminate risk, simplifying operations, strengthening resilience and accelerating growth.

"Email is no longer a human-centric communication platform; it's an operational fabric where humans and AI interact, making it a much bigger target and amplifying the speed, scale and impact of attacks when threats go undetected," said Rohit Ghai, Chief Executive Officer, Barracuda.

## MSI unveils AI-powered laptops and gaming devices

MSI has expanded its portfolio of gaming and productivity devices with the unveiling of several new products highlighting its growing focus on AI-powered computing, advanced graphics technologies and premium design. The announcements form part of the company's 40th anniversary celebrations and include the launch of the limited-



edition Titan 18 HX Dragon Edition Draco Epic, the Claw 8 EX AI+ handheld gaming device, and a range of new laptops aimed at gamers, creators and business users.

Commenting on the announcements, B said, "COMPUTEX 2026 is where MSI's engineering ambition truly comes to life. From the Prestige N16 Flip AI+, our first laptop powered by

NVIDIA RTX Spark, to the Titan 18 HX Dragon Edition Draco Epic and the world's first Intel Arc G3 Extreme-powered handheld, every product we are unveiling this year represents a significant step forward in gaming performance, design, and AI-driven computing. This is our strongest lineup yet, and it reflects what MSI stands for, pushing the boundaries of what gaming hardware can deliver."

## SUSE announces SUSE AI Factory with NVIDIA

SUSE has announced SUSE AI Factory with NVIDIA. Built with SUSE AI and NVIDIA AI Enterprise, this unified software stack for enterprise AI is designed to seamlessly bridge the gap between local development and scalable enterprise production. Operating as a turnkey digital factory producing enterprise-grade AI capabilities, this solution empowers enterprises by giving them the tools to assemble, deploy, manage, and govern AI applications consistently and at scale across any footprint, from the tactical edge to the core datacenter to the public cloud.

Purpose-built to address strict global mandates for digital sovereignty, SUSE AI Factory with NVIDIA gives organizations the ability to use NVIDIA's latest AI technology while keeping sensitive logic and proprietary data protected within their private infrastructure. These technologies include NVIDIA NIM microservices, open Nemotron models, NVIDIA NeMo for building and managing agents, NVIDIA Run:ai for GPU orchestration, NVIDIA Kubernetes Operators, the NVIDIA OpenShell secure runtime for agents and NVIDIA NemoClaw, which make use of SUSE's K3s technology, providing a reference stack for deploying more secure autonomous AI agents.

## Adobe announces a Unified Solution for businesses to ensure brand visibility

Adobe announced its Brand Visibility, a new solution for businesses to ensure their brand is visible, trusted and chosen across AI surfaces. The new offering is part of Adobe CX Enterprise, a new end-to-end agentic AI system that simplifies how businesses manage their entire

customer lifecycle, from acquiring and engaging prospects to driving conversion and lasting loyalty.

Adobe Brand

Visibility will enable businesses to succeed in the latest battleground for consumer attention, where audiences are embracing AI-powered chat services and browsers to discover and evaluate product offerings. New data from Adobe highlights the substantial growth in this channel, where AI traffic to U.S. retail sites have surged 1,324% between October 2024 and May 2026. In the travel sector, AI traffic is up 2,215% in the same period.



## HPE expands GreenLake platform with AI-driven operations, private cloud enhancements

Hewlett Packard Enterprise (HPE) has announced a broad set of enhancements to its GreenLake platform, introducing new artificial intelligence-powered operational capabilities, expanded private cloud offerings, and software innovations designed to support enterprises navigating increasingly complex hybrid and AI-driven environments. The latest updates are intended to help organizations manage AI infrastructure, modernize cloud operations, and address rising virtualization costs through a unified operating model that spans on-premises, cloud and edge environments.

"As enterprises scale AI, they need a simpler way to govern AI infrastructure and modernize operations across hybrid environments without fragmentation or unpredictable costs," said Fidelma Russo, EVP, President and GM, Hybrid Cloud and CTO at HPE.

At the center of the announcement is GreenLake Intelligence, HPE's new agentic AI framework designed to streamline hybrid cloud and AI operations. The platform provides centralized governance, orchestration and management capabilities that enable enterprises to coordinate AI agents across infrastructure, applications and operational workflows.

## TallyPrime 7.1 offers AI-powered capability TallyIra

Tally Solutions announced the launch of TallyPrime Release 7.1, introducing TallyIra, an AI-powered capability built into TallyPrime. The release also brings enhanced invoice personalisation capabilities, helping businesses modernise their operations while presenting a more professional and distinctive identity.

The first capability under TallyIra, Docs by Ira, uses AI to read business documents and convert them into accounting transactions within TallyPrime. Businesses can upload documents through desktop, mobile, or WhatsApp, allowing the software to automatically extract information and create GST-compliant entries.

The release also introduces a substantially enhanced invoice personalisation experience, enabling businesses to create invoices that reflect their unique identity while maintaining the trust and credibility associated with a Tally invoice. With a range of modern, customisable invoice templates, businesses can personalise invoices with logos, signatures, watermarks, and business-specific information, allowing them to express their brand in a way that is uniquely their own.

## Cloudera announces Workflow Data Fabric Zero Copy Connector for ServiceNow

Cloudera has announced the availability of a Workflow Data Fabric Zero Copy Connector for ServiceNow, a new integration that seamlessly connects hybrid data lakehouses with intelligent workflows to enable secure, real-time autonomous AI execution, without the need for costly data duplication.

As organizations race to operationalize AI, many are running into a fundamental barrier: their data. Despite strong investment and clear strategies, most enterprises still struggle to access, integrate, and govern data across fragmented environments. In fact, nearly 8 in 10 organizations say their AI initiatives are hindered by incomplete data access. This disconnect is driving demand for new architectures that eliminate data movement and bring AI directly to where data resides. The connector allows enterprises to query data directly where it already lives, eliminating traditional data movement requirements while maintaining strict security and governance standards.



## Reliance Jio plans 1,650-satellite network to expand global broadband services

Reliance Jio has submitted plans to India's space regulator to deploy a constellation of about 1,650 low Earth orbit (LEO) satellites, marking its most ambitious push yet into satellite-based broadband and placing it in direct competition with global players including Starlink and Project Kuiper.



According to a report, Jio Satellite Communications Ltd (JSCL), a joint venture between Reliance Jio and Luxembourg-based SES, has approached the Indian National Space Promotion and Authorization Centre (IN-SPACe) seeking authorization for the project.

The proposed constellation is expected to comprise around 1,500 satellites operating in LEO and another 150 satellites in medium Earth orbit (MEO), creating a hybrid network designed to deliver broadband connectivity across India and international markets.

The move signals Reliance's intent to build its own satellite infrastructure rather than relying solely on partner networks. At present, JSCL offers satellite connectivity using SES's existing MEO satellite fleet.

## WhatsApp testing new feature to manage chat backups on Android

WhatsApp has been testing a first-party cloud backup provider as an alternative to Google Drive. With this feature, users will be able to choose between storing their backups on Google Drive or on WhatsApp's own cloud storage. WhatsApp's cloud may offer up to 2 GB of free storage, while also introducing a 50 GB paid plan. Backups stored on WhatsApp's servers will be end-to-end encrypted by default, so users do not need to configure anything to keep their chat history protected.



Users will be able to encrypt these backups with a passkey as well as traditional passwords and 64-digit encryption keys. The feature will also let users choose WhatsApp as their primary backup provider is still under development.

## AI chatbot 'Samadhan Didi' launched to simplify grievance filing across India

The Government of India launched "Samadhan Didi," an AI-enabled, voice-first chatbot for the Centralised Public Grievance Redress and Monitoring System (CPGRAMS), enabling citizens to register grievances simply by speaking in their preferred language. A first-of-a-kind initiative, the chatbot is designed to help citizens lodge grievances with ease, particularly those who are unsure where to submit a complaint or whom to address it to, and those who are unable to draft complaints in Hindi or English.

Union Minister of State (Independent Charge) for Science and Technology and Personnel, Public Grievances and Pensions, Jitendra Singh, launched the chatbot on Saturday.

The chatbot is developed by the Department of Administrative Reforms and Public Grievances in collaboration with Bhashini. This platform marks a significant step towards making grievance redressal more accessible, intuitive and inclusive for citizens across the country.

With Samadhan Didi, citizens can register grievances by describing their concerns in plain, everyday language. There is no requirement to identify the relevant ministry, department, category or sub category.

## Vi Restores Mobile Network Coverage Across Mumbai Metro Aqua Line 3

Vodafone Idea (Vi) announced that its mobile network services are live across 16 stations from Aarey JVLR to Acharya Atre Chowk (including SEEPZ, MIDC Andheri, Marol Naka, CSMI Airport T2, Sahar Road, CSMI Airport T1, Santacruz, Bandra Colony, Bandra Kurla Complex, Dharavi, Shitla Devi Mandir, Dadar, Siddhivinayak, Worli) stretch on Mumbai Metro Aqua Line 3 network. Services earlier had been temporarily unavailable following some unresolved matters between Mumbai Metro Rail Corporation and ACES Infrastructure.

With over 1.5 lakh commuters daily and more than 290 trips operated daily, the Aqua Line 3 Metro powers Mumbai's critical part of the daily transit among commuters. Vi customers can once again enjoy uninterrupted connectivity across metro stations, platforms, and transit areas. Commuters will be able to make voice calls, access high speed internet, use digital payment apps, stay connected on social media and remain productive while on the move.

## DigiYatra goes live for international travellers at four major airports

International passengers transiting through four of India's busiest airports will now be required to use DigiYatra, as the government expands the facial recognition-based platform to streamline airport operations and reduce dependence on physical document checks.

Effective June 1, 2026, the biometric system has become mandatory for eligible international transit travellers passing through airports in Delhi, Mumbai, Bengaluru and Hyderabad. The move marks a significant milestone in India's ongoing digital transformation of aviation infrastructure.

DigiYatra uses facial recognition technology to verify a traveller's identity, enabling passengers to move through designated airport checkpoints without repeatedly presenting boarding passes and identification documents. Authorities expect the system to help reduce congestion and improve passenger flow at busy terminals.

The initiative builds on DigiYatra's adoption among domestic travellers, where it has already been used extensively across multiple airports.

## Paytm announces labels for Paytm UPI automatic payments

Paytm has introduced labels for Paytm UPI automatic payments to simplify the identification and management of recurring payments on the Paytm app.

As subscription-based services and recurring billing continue to grow, multiple Paytm UPI automatic payments are often linked to



a single merchant for different services. Payments processed through aggregators such as app stores may include subscriptions for streaming, cloud storage, and other services under one merchant name, making it difficult to distinguish between individual payments.

Paytm now enables the addition of custom labels to each Paytm UPI automatic payment. These labels provide clear identification of the purpose of each payment within the Automatic Payments section, improving visibility and making it easier to manage multiple subscriptions associated with the same merchant. This also helps minimise the chances of cancelling an unintended recurring payment.

## Hikvision India showcases WonderOS 4.0 and Pro AV solutions at PALM Expo 2026

Hikvision India unveiled its WonderOS 4.0 operating system along with a range of professional AV solutions, including Interactive Display Panels (IDPs), Active LED displays, digital signage systems



and public audio solutions at PALM AV-ICN Expo 2026. The event was held from May 28–30, 2026, at the Bombay Exhibition Centre in Mumbai. The company also showcased its integrated Pro AV ecosystem at the industry trade show.

At the centre of the showcase was WonderOS 4.0, an Android-based operating system designed for WonderHub interactive displays. It supports 4K UHD visuals, touchscreen interaction, whiteboarding, annotation and multi-screen collaboration for education and enterprise use. The platform also integrates AI features such as WonderOmi voice assistant, AI Identify and AI Notes, enabling voice control, object recognition and bilingual transcription support for users.

Hikvision India also demonstrated its LED display portfolio, including indoor, outdoor, soft and cut-edge solutions based on modular architecture and advanced technologies such as COB and IMD. The company further highlighted its digital signage systems and public audio solutions, including IP, analog and pendant speakers. According to MD & CEO Ashish P. Dhakan, rising demand for integrated AV solutions is driving growth in India's Pro AV market, making platforms like PALM Expo key for industry engagement.

## PACT holds state-level meeting in Sangrur, announces new executive body

The Punjab Association of Computer Traders (PACT), the apex body representing computer and IT trade associations across Punjab and Chandigarh, held its state-level meeting in Sangrur. The meeting saw participation from members and representatives of multiple computer associations from across the region, reflecting broad engagement from the IT trading community.

The session was conducted under the guidance of PACT founder members, past presidents, and senior industry leaders. Discussions focused on strengthening the computer trade ecosystem, addressing industry-related concerns, improving coordination among member associations, and planning future initiatives aimed at supporting traders across Punjab and Chandigarh. Participants also reviewed ways to enhance collective representation of the IT trade sector.

Following detailed deliberations, the house unanimously approved and announced the new PACT Executive Body for the upcoming term. The associations present included representatives from Ludhiana, Chandigarh, Amritsar, Jalandhar, Sangrur, Hoshiarpur, Patiala, Bathinda, Pathankot, and Abohar, covering key IT trading hubs across the state. PACT said the new leadership will work towards deeper collaboration and stronger industry advocacy across the region.

## CP PLUS strengthens presence across India's leading industry platforms in June 2026

CP PLUS expanded its engagement with India's security and technology ecosystem in June 2026 through participation in leading industry events, policy forums and technology conclaves. The company showcased AI-powered surveillance, integrated security and intelligent analytics solutions across sectors including public safety, hospitality, infrastructure, transportation and cloud computing, reinforcing its commitment to innovation and indigenous technology. Among the key highlights was its participation in the International Police Expo & CCTV Expo 2026, where CP PLUS demonstrated Made-in-Bharat solutions for smart policing, forensic intelligence and command-and-control operations. The company also showcased hospitality security solutions at the FSAI National Conclave, presented AI-driven connected ecosystem strategies at the Business IT Conclave, contributed to product safety discussions at the MAIT technical session, and displayed integrated surveillance solutions for infrastructure projects at Bharat Buildcon 2026.



CP PLUS further demonstrated AI-enabled railway security solutions at the IRSE National Convention, cloud-enabled surveillance technologies at the 6th CII Cloud Summit, and intelligent traffic management and ANPR solutions at the IHMCL Workshop. It also participated in the 11th FICCI Conference & Awards for Excellence in Quality Systems, highlighting its continued focus on engineering excellence, product quality and supporting India's digital infrastructure development.

## TP-Link India rewards top SMB partners with Maldives trip under OND 2025 Scheme

TP-Link India recently concluded its OND 2025 Incentive Scheme, recognising the contributions of its SMB partner network across the country. As part of the initiative, 22 top-performing partners and their families qualified for an exclusive trip to the Maldives, highlighting the company's focus on rewarding partner performance and strengthening long-term relationships within its channel ecosystem.

The programme was structured around predefined purchase milestones to encourage participation across TP-Link's enterprise and SMB portfolio. According to the company, the scheme helped boost partner engagement, strengthen market penetration, and drive



growth across strategic product categories. "At TP-Link, our partners are at the core of our growth journey. The successful completion of the OND 2025 scheme reflects our commitment to recognizing their efforts and celebrating their achievements. Initiatives like these not only motivate business growth but also help build stronger and more meaningful partnerships," said Mohit Maheshpuria, GM – SMB, TP-Link India. TP-Link said the Maldives trip provided partners and their families an opportunity to relax and connect while celebrating their achievements. The company added that such initiatives remain an important part of its strategy to engage and incentivise partners, helping build a strong channel ecosystem while supporting business growth across India.

## IBM unveils world's first sub-1nm chip technology with Nanostack architecture

IBM has unveiled the world's first sub-1 nanometre (nm) chip technology, introducing a 0.7 nm (7 angstrom) node built on its new three-dimensional Nanostack transistor architecture. The breakthrough packs nearly 100 billion transistors onto a fingernail-sized chip, almost doubling the density of IBM's 2 nm chip unveiled in 2021, while paving the way for the next generation of AI, cloud and high-performance computing.



The company said the technology is projected to deliver up to 50% higher performance or 70% greater energy efficiency than its 2 nm chips. The Nanostack architecture vertically stacks transistors to improve computing power

and efficiency, while supporting continued chip scaling below the 1 nm node. IBM also demonstrated 40% SRAM scaling to address the growing bandwidth demands of AI workloads.

Jay Gambetta, Director of IBM Research and IBM Fellow, said the breakthrough reinvents chip design at the atomic scale and lays the foundation for the next era of computing, with commercial adoption expected within five years.

## Microsoft sets October 2026 end-of-support deadline for Office 2021

Microsoft has reiterated that support for Office 2021 will end on October 13, 2026, urging customers to plan upgrades ahead of the deadline. After support ends, the productivity suite will no longer receive security updates, bug fixes, technical assistance or feature enhancements, although the applications will continue to function.

The company has confirmed it will not extend support or offer a special security update programme for Office 2021. Security experts warn that unsupported software becomes increasingly vulnerable to cyber threats over time. Microsoft has advised users to assess upgrade options early and adopt stronger security measures if they continue using the software beyond the support deadline.

The reminder aligns with Microsoft's strategy of encouraging customers to migrate to Microsoft 365 or Office 2024, both of which receive ongoing updates and security improvements. Businesses and educational institutions are being encouraged to prepare migration plans to maintain security compliance and access to the latest productivity features.

## China reclaims top spot in global supercomputing rankings with homegrown system

China has reclaimed the top spot in the latest TOP500 global supercomputing rankings with its domestically developed LineShine system, ending a three-year absence from the list. Installed at the National Supercomputing Centre in Shenzhen, LineShine overtook the United States' El Capitan, highlighting China's continued investment in high-performance computing and indigenous technologies. The TOP500 rankings measure performance in large-scale scientific and mathematical computing rather than AI workloads. While LineShine led the benchmark, industry experts noted that AI-focused computing clusters operated by major cloud providers are evaluated using different performance metrics.

China's return to the rankings is widely seen as a milestone in its drive for technological self-reliance amid ongoing semiconductor export restrictions. The achievement demonstrates the country's growing capability to develop advanced computing systems using domestically designed technologies and processors.

## NVIDIA unveils liquid-cooled Rubin AI platform for greener data centres

NVIDIA has unveiled its Rubin AI server platform featuring a fully liquid-cooled architecture designed to improve energy efficiency and reduce water consumption in AI data centres. The company said the new system can operate with liquid coolant at temperatures of up to 45°C, eliminating the need for conventional fan-based cooling and significantly lowering cooling-related power usage.



Built on NVIDIA's DSX AI factory reference architecture, Rubin cools processors and networking components through a closed-loop liquid system using water and propylene glycol. The design reduces dependence on energy-intensive refrigeration and, in suitable climates, could minimise water consumption associated with traditional cooling towers.

The platform also introduces a denser rack design with sealed liquid connections to support higher computing performance. NVIDIA said the architecture enables waste-heat recovery and positions liquid cooling as a key technology for sustainable, high-performance AI infrastructure as demand for advanced computing continues to grow.

## India seeks local internet root server to strengthen digital infrastructure

India has initiated discussions with ICANN to establish an internet root server in the country, aiming to strengthen the resilience and efficiency of its digital infrastructure. The proposal, highlighted by MeitY Secretary S. Krishnan during NIXI's 23rd Foundation Day, reflects India's growing internet user base and increasing reliance on digital services.

Root servers form the foundation of the global Domain Name System (DNS), translating domain names into IP addresses and directing internet traffic. Currently, DNS queries from India rely on root server infrastructure located overseas. A local root server could improve internet resilience and reduce dependence on external infrastructure.

Industry experts believe hosting a root server in India could lower latency, improve network performance and strengthen cybersecurity by enabling faster responses to cyber threats. The initiative aligns with the government's broader digital self-reliance strategy and supports India's ambition to play a larger role in global internet infrastructure as internet adoption continues to grow.

## OpenAI unveils Jalapeno, its first custom AI inference chip

OpenAI has announced Jalapeno, its first custom AI chip, developed with Broadcom to power AI inference workloads. The launch marks the company's entry into AI silicon as it seeks greater control over its infrastructure and growing demand for generative AI services. The chips will support AI models powering ChatGPT, APIs and future AI applications.

Designed specifically for large language models, Jalapeno has been developed in collaboration with Broadcom and Celestica, covering chip design, system integration and manufacturing. OpenAI said engineering samples are already running machine-learning workloads while meeting targeted performance and power-efficiency benchmarks.

The company said Jalapeno is designed to improve throughput, reduce latency and optimize infrastructure costs for large-scale AI deployments. OpenAI added that efficiency gains from the new processor will be reinvested in future infrastructure and model development, supporting the next generation of AI services.

## Hitachi Vantara reinforces India-SAARC channel strategy at Partner Summit 2026

Hitachi Vantara recently concluded its annual Partner Summit 2026, bringing together around 80 partners and distributors from India and the SAARC region for three days of collaboration, strategic discussions and partner recognition. Held in Rishikesh, the event focused on AI-driven opportunities, data innovation and digital transformation.

Speaking at the summit, Hemant Tiwari, Managing Director and Vice President for India and SAARC, said partners play a key role in helping customers harness data to build smarter and more resilient businesses. The company also reaffirmed its regional partner programme to accelerate customer acquisition, boost midrange systems adoption and strengthen partner enablement.

The summit featured the third Partner Advisory Board, where partner executives shared strategic feedback with company leadership. Darshan Somaiya, Head of Strategic Partner and Alliances for India and SAARC, said the event equipped partners with AI-ready tools and incentives. The programme concluded with the annual partner awards honouring top-performing partners.

## TCS becomes Anthropic's Global Premier Partner to accelerate enterprise AI

Tata Consultancy Services (TCS) has entered into a global strategic partnership with Anthropic to help enterprises accelerate AI adoption and scale generative AI deployments. Under the collaboration, TCS will establish a dedicated business unit, gain early access to Anthropic's Claude models, and develop industry-specific AI solutions for regulated sectors.

As a Global Premier Partner in the Claude Partner Network, TCS will deliver AI solutions across financial services, healthcare, telecommunications, aviation and public services. The company will also deploy Claude across 50,000 associates to enhance productivity and strengthen enterprise AI expertise.

The partnership will extend to TCS platforms, including Diligenta and TCS iON, supporting customer transformation, software engineering and AI skills development. TCS CEO K. Krithivasan said the collaboration will help enterprises move AI projects into production, while Anthropic CEO Dario Amodei highlighted the partnership's role in expanding trusted AI adoption globally and in India.

## Securonix appoints Toby Weiss as CEO to lead next phase of AI-driven security growth

Securonix has appointed Toby Weiss as Chief Executive Officer to lead the company's next phase of growth in AI-powered security operations. The appointment comes as enterprises and managed security service providers face rising cyber threats, growing compliance requirements and increasing pressure to improve security outcomes while controlling costs.



Weiss brings more than 30 years of experience in enterprise software and cybersecurity, having previously led Fieri and Application Security, Inc. Nadeem Syed, Executive Chairman of the Securonix Board, said Weiss' expertise will help accelerate the company's vision for AI-driven security operations.

Under Weiss' leadership, Securonix will continue advancing its Unified Defense SIEM platform with enhanced analytics, Agentic AI capabilities and Data Pipeline Manager. Weiss said the company remains focused on helping customers improve threat detection, automate investigations, strengthen security operations and achieve greater operational efficiency through AI-powered innovations.

## Former Infosys CEO Vishal Sikka launches AI venture Hang Ten Systems

Former Infosys CEO Vishal Sikka has launched Hang Ten Systems, a new artificial intelligence-focused company aimed at helping enterprises accelerate AI adoption and build new business capabilities. Sikka said the venture is already working with global organisations, including Fresenius and Siemens Energy, to integrate AI into business operations and drive measurable outcomes.



The company will focus on helping enterprises move beyond AI experimentation by embedding the technology into critical business processes. Sikka said organisations can unlock greater innovation, productivity and efficiency by aligning AI initiatives with long-term business objectives and scalable operating models.

Hang Ten Systems has secured backing from investors including Mayfield, Aramco Ventures and several Silicon Valley angel investors. Technology entrepreneur Jerry Yang will join the company's board as the firm expands its workforce in AI, engineering and enterprise transformation to support customers navigating large-scale AI adoption.

## UK regulator orders Google to increase search ranking transparency

The UK's Competition and Markets Authority (CMA) has introduced new obligations requiring Google to provide greater transparency on how its search engine ranks content and offer businesses a clearer process for challenging ranking decisions. The measures form part of the country's updated digital competition framework aimed at promoting fairer online search practices.

Under the new rules, Google must explain its ranking processes more clearly, ensure search results are based on objective and non-discriminatory standards, and establish accessible mechanisms for businesses seeking clarification on rankings. The CMA said the changes will create a more predictable environment for organisations that depend on search visibility.

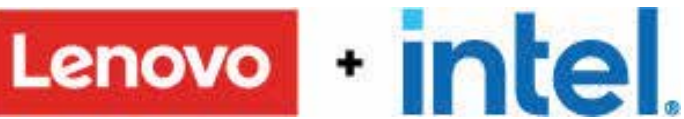
Google has been given six months to implement the ranking transparency measures and three months to introduce tools allowing users to transfer search-related data to authorised third-party services. The regulator said the move strengthens oversight of major digital platforms while encouraging competition, user choice and greater accountability across the UK's digital economy.

## South Korea overtakes India as world's sixth-largest equity market

South Korea has overtaken India to become the world's sixth-largest equity market by capitalization, according to Jefferies. The Korean stock market is now valued at about \$4.92 trillion, ahead of India's \$4.82 trillion, driven by strong investor interest in artificial intelligence and semiconductor companies. The report also noted that South Korea is closing in on Taiwan's \$5.26 trillion market capitalization.

Jefferies said the global AI boom continues to channel investment into semiconductor, computing infrastructure and AI-related companies. The brokerage also expects upcoming large technology IPOs in the US to attract significant capital, while cautioning that heavy concentration in AI stocks could create liquidity challenges for other sectors.

The report also highlighted rising speculation in semiconductor investments and growing competition from China's chip industry. It added that geopolitical tensions and supply chain risks remain key factors influencing global market performance and investor sentiment.



# Speed Without Compromise:

## Lenovo's Top Choice Express Strategy

*With accelerated AI adoption, hybrid cloud deployments, and digital transformation initiatives among enterprises, infrastructure procurement has become a critical differentiator. Modern organizations expect rapid deployment, predictable fulfillment, and solutions tailored to their business needs. Recognizing this shift, Lenovo introduced Top Choice Express as part of its broader Lenovo 360 ecosystem, enabling partners to deliver customized infrastructure with significantly shorter lead times. In this conversation with VARINDIA, Amit Gupta, Director, ISG ESMB Commercial, Lenovo Asia Pacific and Arvind Chabra, Director - One Channel, Lenovo India discuss the strategic thinking behind the program, the role of the Data Center Solution Configurator (DCSC), partner adoption trends, and how the initiative is evolving to support the next generation of AI, edge, and hybrid cloud workloads.*

### From Lenovo's perspective, what was the strategic vision behind launching the Top Choice Express program, and how does it fit into the larger Lenovo 360 ecosystem?

**Amit Gupta:** Top Choice Express (TCE) was introduced to simplify infrastructure buying in an increasingly complex technology landscape. As solutions become more sophisticated, technology refresh cycles accelerate, and component choices multiply, customers and partners need a faster, simpler way to procure the right infrastructure without navigating unnecessary complexity.

TCE addresses this by offering a carefully curated portfolio of readily available, configurable solutions that combine the simplicity of pre-engineered systems with the flexibility customers expect. Lenovo manages the underlying technology complexity, enabling partners and customers to focus on business outcomes rather than product specifications, while also benefiting from faster availability and deployment.

Within the broader Lenovo 360 ecosystem, TCE is a strategic enabler that helps partners accelerate sales cycles, improve responsiveness, and deliver customer outcomes faster. It reflects Lenovo's commitment to making infrastructure procurement simpler, smarter, and more agile in today's fast-evolving IT landscape.

### How does the DCSC (Data Center Solution Configurator) configurator and curated component approach help Lenovo balance speed of deployment with the flexibility partners need for performance-driven projects?

**Amit Gupta:** The DCSC configurator is designed to simplify infrastructure configuration without compromising flexibility. Through the Top Choice Express mode, partners can rapidly configure solutions from a curated portfolio that addresses the vast majority of customer requirements—from mainstream deployments to performance-intensive workloads such as hyperconverged infrastructure (HCI), software-defined infrastructure (SDI), and enterprise storage.

What makes the approach unique is that the curated portfolio doesn't restrict customer choice. Instead, it provides a broad range of validated CPU, memory, and storage options, allowing partners to tailor solutions to specific performance and business requirements while benefiting from faster configuration, improved availability, and shorter deployment cycles. Ultimately, the DCSC configurator enables partners to spend less time



**AMIT GUPTA**

Director, ISG ESMB Commercial, Lenovo Asia Pacific



**ARVIND CHABRA**

Director - One Channel, Lenovo India

navigating product complexity and more time delivering the right infrastructure and business outcomes for their customers.

### What kind of partner feedback or market demand led Lenovo to enhance availability and delivery of ThinkSystem servers and storage?

**Arvind Chabra:** One consistent feedback we received from partners was that traditional lead times for deploying customized infrastructure were becoming a bottleneck. As organizations accelerated new projects, capacity expansions, and time-sensitive initiatives, the need for faster infrastructure deployment became increasingly critical.

Partners wanted the ability to respond more quickly to customer opportunities without compromising on solution quality or customization. At the same time, market demand was shifting toward greater speed, predictability, and operational agility.

The 10-day shipping is our response to these evolving needs. It reflects Lenovo's focus on aligning its manufacturing, supply chain, and fulfillment capabilities to help partners deploy infrastructure faster, with greater confidence and reliability.

### How is Lenovo measuring the success of Top Choice Express across its partner ecosystem in India, and what early results or adoption trends are you seeing?

**Arvind Chabra:** We measure TCE success across partner adoption, deal velocity, deployment timelines, and overall business outcomes. In India, the response has been very encouraging, especially in SMB and mid-market segments where speed is critical, along with growing traction in project-based deployments like edge and hybrid cloud. Beyond adoption, we are seeing stronger opportunity creation and improved conversion rates. Importantly, partners are actively providing inputs to expand the TCE portfolio, reinforcing that delivery certainty and clarity are becoming key decision drivers. Our TCE mix is already touching ~40% of business.

### What are Lenovo's plans to expand or evolve the Top Choice Express program — in terms of product range, regional reach, or partner enablement — over the next 2-3 years?

**Arvind Chabra:** Going forward, our focus is on scaling Top Choice Express to drive greater value for our partners. We will continue expanding the portfolio across platforms like ThinkSystem, aligned to emerging workloads such as AI, edge, and hybrid cloud. At the same time, we aim to broaden regional access so more partners can benefit from faster, predictable fulfillment.

On enablement, we are simplifying processes and enhancing tools like the configurator to provide greater visibility and confidence across the order-to-delivery cycle. Ultimately, it is about helping partners move faster, operate more efficiently, and engage customers with greater clarity thus delivering a consistently superior experience.

#### Disclaimer

Top Choice shipment is measured from clean order acceptance. Excludes credit/compliance holds, incorrect/missing PO data, and any scope changes after acceptance. Orders are shipped within 10 business days from the date of order. This timeframe excludes delivery as ship times may vary based on platform and component availability, order processing, logistics, and external factors beyond Lenovo's control. Lenovo is not liable for delays.



**PP SUNIL ACHARYA,**  
Senior Director for Global Accounts - Intel Corporation



### “ Intel Backs Lenovo 360 Top Choice Express as a Joint GTM Accelerator

The biggest obstacle that many organizations face while adopting AI is its execution. Due to integration complexity, procurement friction, and slow delivery timelines, AI infrastructure projects often stalled before they generate measurable value. Intel and Lenovo are directly targeting that gap by pairing Intel's latest Xeon 6 and Xeon 6+ processors with Lenovo's validated ThinkSystem servers and fast delivery that turns procurement from a bottleneck into a competitive advantage. In a discussion with VARINDIA, PP Sunil Acharya, Senior Director for Global Accounts, Intel Corporation, highlights how Intel's newly launched

Xeon 6 and 6+ processors are redefining data center performance, it's tight-knit collaboration with Lenovo, and the rapid delivery turning infrastructure deployment into a definitive competitive advantage. ”

#### How do Intel's latest technologies strengthen AI-ready infrastructure offerings?

Sunil Acharya: Xeon 6 is engineered as the foundational CPU for AI systems, pairing exceptionally well with a GPU as host node CPU. That leadership is now proven at the highest level: Intel Xeon 6 is the host CPU for NVIDIA DGX Rubin NVL8 systems, and powers Google Cloud's latest C4 and N4 instances. The newly launched Intel Xeon 6+ extends the family with up to 288 Efficient-cores, delivering up to 2.5x more performance than the prior generation and up to 45% better performance-per-thread-per-watt versus the competition. Built on Intel 18A, its first use in a data centre CPU, Xeon 6+ adds 12-channel DDR5, 96 lanes of PCIe Gen 5 and CXL, plus Intel SGX and TDX security in silicon.

#### How are Intel and Lenovo helping customers simplify and accelerate AI adoption?

Sunil Acharya: Lenovo ThinkSystem servers are powered by Intel Xeon processors, equipped with up to Intel Xeon 6 for AI applications, and validated for mission-critical workloads with the renowned Lenovo quality, reliability, and support. Lenovo is among the confirmed OEM platforms now shipping Xeon 6+. Together, Intel and Lenovo give customers factory-tested, ready-to-deploy AI infrastructure from a single trusted vendor, removing the integration complexity and procurement friction that so often slows enterprise AI adoption and stalls digital transformation initiatives before they can deliver real, measurable business value to the organisation.

#### How does Intel view Lenovo's Top Choice Express fast-ship commitment?

Sunil Acharya: Intel views Lenovo 360 Top Choice Express as a strategic accelerator for the joint go-to-market. Its 10-business-day order-to-ship commitment, backed by five global manufacturing sites, converts procurement from a bottleneck into a genuine competitive advantage for the channel. With validated ThinkSystem configurations powered by Intel Xeon, transparent partner pricing, managed inventory, and Lenovo's 8th-place Gartner Supply Chain Top 25 ranking for 2025, the programme moves customers from quote to deployment in days. In AI infrastructure projects where time-to-deployment is itself a competitive differentiator, that speed is exactly what customers and channel partners across the region need to compete and decisively win.



**SUJATA C,**  
SBU Head - Infrastructure and Data Center Solutions Business Unit  
Redington



### “ Meeting the Demand for Speed in the Digital Transformation Era

The Lenovo 360 Top Choice Express program is revolutionizing the way businesses deploy technology. By combining Lenovo's enterprise-grade reliability with Redington's extensive market reach, the program simplifies deployment complexity, hastens time-to-value, and establishes a new benchmark for strategic technology partnerships. ”

#### Building Client Trust Through Enterprise-Grade Reliability

Lenovo 360 Top Choice Express has strengthened our position as a trusted infrastructure partner by enabling us to deliver enterprise-grade solutions with speed, consistency, and reliability. Customers today expect rapid turnaround times without compromising on quality, and the program allows us to meet these expectations effectively.

The availability of pre-validated configurations backed by Lenovo's global standards gives customers confidence in the performance and reliability of the solutions we recommend. Faster quote generation and shorter delivery timelines have improved customer experience and reinforced our ability to support time-sensitive projects.

Additionally, the program demonstrates our commitment to helping customers navigate evolving technology requirements with agility. By consistently delivering infrastructure solutions that align with business needs and deployment

schedules, we have been able to build stronger relationships with our SMB & enterprise clients and position ourselves as a strategic technology advisor rather than just a product supplier.

#### Fast-Tracking Infrastructure for Rapid Business Growth

Lenovo 360 Top Choice Express has significantly improved the way our customers procure and deploy infrastructure solutions. This reduces deployment time, customers receive ready-to-order, pre-configured solutions, significantly reducing procurement timelines. It helps businesses to deploy infrastructure quickly and start realizing business outcomes faster whether for expansion, refresh or new projects. Top Choice Express also simplifies customer decision making, pre-validated configurations eliminate the complexity of sizing and selecting components making the buying process easier. Customers benefit from predictable pricing and configurations. Channel partners can quote, position and fulfill the solutions more quickly,

improving customer experience and win rates.

#### Capturing the Momentum of Digital Transformation

We plan to leverage the program by enabling our partner ecosystem to offer faster deployment cycles and simplified infrastructure procurement. The curated configurations and quick Configure-to-Order capabilities allow us to engage customers earlier in their decision-making process and reduce the time between requirement identification and deployment.

The program also enables us to target a broader range of opportunities, including mid-market enterprises, fast-growing businesses, and customers with urgent infrastructure requirements. By combining Lenovo's proven technology portfolio with Redington's reach, technical expertise, and partner network, we aim to drive greater adoption of infrastructure solutions and strengthen our presence across key growth segments and markets.



**ANUBHA BHARGAVA,**  
General Manager- Business  
Savex Technologies



## “ Lenovo’s Digital Ecosystem Drives Growth for Savex Technologies

For modern enterprises, long waits for customized tech configurations and manual pricing approvals are no longer acceptable. Savex Technologies with the help of Lenovo’s digital ecosystem to create a faster and more predictable sales process, is addressing this challenge. ”

### Speed and Predictability Keep Deals Alive

Lenovo 360 Top Choice Express has helped us shorten the sales cycle by giving us faster access to ready-to-deploy configurations that match common customer requirements. Instead of waiting through longer custom configuration timelines, we are often able to propose available, pre-aligned solutions immediately, which helps customers make decisions faster in a situation where the prices are increasing every month and supply is in constraint.

From a deal closure standpoint, the biggest advantage is speed and predictability. When customers need quick turnaround, being able to confidently say that a solution is available and can be delivered quickly reduces hesitation and keeps momentum in the deal. It also helps us respond faster to competitive situations where timelines are a deciding factor.

Operationally, it has improved our internal efficiency as well. Our sales and presales teams spend less time navigating delays around product

availability, and more time focusing on solution fit and customer outcomes.

### REMOVING ADMINISTRATIVE ROADBLOCKS TO FASTER GROWTH

The biggest support has been the level of autonomy we get through Lenovo’s digital tools, particularly the LBPe tool. Being able to handle deal registrations, generate bids, and request price reviews directly through the platform—without needing to wait for manual approvals or back-and-forth emails—saves us a lot of time. When you combine that automated process with Lenovo 360 Top Choice Express, the workflow becomes incredibly efficient. We can quickly identify ready-to-ship configurations that match customer needs and secure the pricing right away.

Essentially, Lenovo has removed the usual administrative bottlenecks. It allows our team to provide faster answers to our clients, set accurate expectations, and keep deals moving

forward without unnecessary delays.

### Leveraging Lenovo 360 for Quick-Turnaround Orders

We had a situation where a client was expanding their team rapidly and needed to equip their new hires fast. Their biggest stressor was not just finding the right tech—it was getting it in their hands before the onboarding dates so they would not lose productivity.

Thanks to Lenovo 360 Top Choice Express, we skipped the usual weeks-long sourcing headaches. We found a great, high-performance configuration that was already available for quick fulfillment, allowing us to go from the initial conversation to a confirmed order in record time.

The payoff was huge. The customer onboarded their new team right on schedule without a single operational hiccup. For us, it was a great reminder that fast delivery is not just a logistical perk—it is a powerful way to solve a client’s real-world business emergencies.



**TEJAS BAGADIA,**  
Director Infrastructure Business  
Team Computers



## “ The Velocity Advantage: Engineering Future-Ready Infrastructure at Scale

For Team Computers, Lenovo Top Choice Express has become a strategic enabler which allows to deliver infrastructure solutions faster while supporting customers' growing needs across AI, hybrid cloud, cybersecurity, and digital transformation initiatives. ”

### Lenovo Top Choice Express: A Competitive Differentiator

At Team Computers, speed, availability, and customer responsiveness are central to our go-to-market strategy. Lenovo Top Choice Express aligns perfectly with this approach by enabling faster delivery of pre-configured infrastructure solutions compared to traditional procurement cycles. In today’s market, organizations often face extended lead times due to global supply chain challenges, component shortages, and fluctuating hardware availability. Through Lenovo Top Choice Express, customers can receive server configurations in significantly shorter timeframes, helping them accelerate project execution and avoid operational delays. As a Lenovo 360 Platinum Partner, Team Computers leverages its certified solution architects and infrastructure specialists to design and size server environments that closely align with Top Choice Express configurations. This allows us to recommend solutions that not only meet customer performance requirements but can also be delivered rapidly from Lenovo’s manufacturing facility in India. The program

also enables us to offer highly competitive pricing while maintaining deployment agility. By combining Lenovo’s readily available infrastructure platforms with Team Computers’ consulting, implementation, and support capabilities, we help customers reduce procurement delays and move their business initiatives forward faster. This has become a significant differentiator in our customer engagements, particularly where project timelines are critical.

### A Partnership Engineered for Scale

We see tremendous growth potential in our partnership with Lenovo over the next two to three years. Lenovo’s broad portfolio across devices, infrastructure, software, and services positions it uniquely as a technology provider capable of addressing end-to-end enterprise requirements.

The rapid growth of Lenovo’s Infrastructure Solutions Group (ISG) reflects increasing customer confidence in its data center offerings. As organizations continue investing in AI, hybrid cloud, cybersecurity, data management, and digital transformation initiatives, we expect demand for Lenovo’s server, storage, and

infrastructure solutions to accelerate further. For Team Computers, this creates opportunities to expand our engagement across enterprise customers, global system integrators, and emerging technology initiatives. We are already seeing increased customer adoption of Lenovo’s data center portfolio, including organizations transitioning from legacy infrastructure platforms in search of greater performance, value, and operational efficiency. Beyond infrastructure, Lenovo’s ecosystem of software, security, lifecycle management, and asset recovery services enables us to deliver comprehensive business solutions rather than standalone products. This aligns with our consultative approach and allows us to create greater value for customers. Our collaboration with Lenovo has strengthened year after year, supported by growing opportunities from enterprise customers and global system integration partners. Together, we are helping organizations modernize their IT environments while driving measurable business outcomes. We believe the partnership will continue to grow significantly as customers increasingly seek integrated, future-ready technology solutions from trusted partners.



## SAIRAMAN MUDALIAR,

Co-founder and Director  
Pentagon System & Services



### “ Lenovo 360 Top Choice Express Transforming Infrastructure Delivery ”

Apart from technology expertise, today's enterprises seek partners who can execute at the speed of business. Through Lenovo 360 Top Choice Express, Pentagon System & Services delivers pre-configured, validated infrastructure solutions that reduce deployment times, strengthens relationships with existing clients and acquires new market opportunities

### Speeding Up Innovation: Lenovo 360 Top Choice Express Helps Build Customer Trust

At Pentagon, customer trust is built on our ability to deliver the right solutions at the right time. In today's business environment, organizations are looking for infrastructure partners who can combine technology expertise with speed, predictability, and execution excellence. Lenovo 360 Top Choice Express has significantly strengthened our ability to meet these expectations.

The program enables us to offer validated and readily available infrastructure solutions with significantly reduced lead times. This allows customers to move faster on critical initiatives such as data centre modernization, virtualization, hybrid cloud adoption, business continuity, and AI-ready infrastructure. Faster deployment timelines improve customer confidence and

reduce uncertainty around project execution, helping us position ourselves as a trusted advisor rather than just a technology supplier.

Additionally, the standardized and pre-configured nature of the solutions ensures reliability while simplifying the procurement and deployment process. This has enabled us to respond more effectively to customer requirements and deliver business outcomes with greater speed and consistency.

### Speed of Delivery: A Competitive Advantage

The faster deployment capabilities have had a positive impact on both customer retention and new business opportunities. Customers today operate in highly dynamic environments where delays can directly affect business outcomes. The ability to deliver infrastructure solutions quickly has become a key differentiator.

Existing customers appreciate the predictability and responsiveness that Lenovo 360 Top Choice Express brings to their projects. Faster delivery timelines help them accelerate implementation schedules, support expansion plans, and address urgent business requirements. This has contributed to stronger customer relationships and increased opportunities for repeat engagements.

From a new customer acquisition perspective, speed of execution is increasingly becoming an important evaluation criterion. Organizations are looking for partners who can not only recommend the right technology but also deploy it within practical business timelines. The ability to offer infrastructure solutions with shorter lead times has helped us remain competitive in customer discussions and has strengthened our value proposition in infrastructure-led opportunities.



## SANTOSH CHOUDHARY,

Founder & Director  
Techtreno Solutions



### “ Precision at Scale: Outpacing Traditional Logistics ”

In this AI era and global supply chain volatility, Techtreno Solutions is overcoming traditional procurement bottlenecks by combining enterprise-grade performance with unprecedented agility. By leveraging Lenovo 360 Top Choice Express, it is accelerating delivery timelines and eliminating traditional deployment bottlenecks.

### Building Agility with Lenovo 360 Top Choice Express

In today's era of AI-driven demand and global supply chain constraints, Lenovo 360 Top Choice Express has been a strong enabler for both our organization and customers. The program has significantly reduced lead times, helped shorten our sales cycle, and enhanced overall operational efficiency. Earlier, extended delivery timelines often delayed customer decision-making and slowed down deal closures. With assured shipping within approximately 10 business days, customers now have greater confidence to proceed quickly, resulting in faster conversions and improved win rates. From an operational perspective, the program has simplified planning, reduced dependency, and minimized order uncertainties. This has enabled a more streamlined and efficient execution model within our organization, allowing us to respond faster to customer requirements while maintaining high service reliability.

### Beating the Supply Chain Bottleneck

Our key differentiation today lies in our ability to combine speed, reliability, and enterprise-grade performance. With Lenovo 360 Top Choice Express, we can offer customers pre-validated Think System infrastructure solutions with assured delivery timelines, something that many competitors still struggle with due to longer and unpredictable supply chains.

This advantage allows our customers to move faster with deployments, reduce downtime, and respond quickly to evolving business needs. In contrast, traditional procurement cycles often delay project execution. Additionally, leveraging the Lenovo DCSC configurator enables us to provide quick, accurate, and compliant solution designs, significantly improving our responsiveness.

Overall, this positions Techtreno Solutions as a highly agile, dependable, and customer-focused partner, especially for time-sensitive and mission-critical projects.

### Scaling the Partnership

To further accelerate our growth, we would value continued enablement and deeper collaboration from Lenovo in key areas. Advanced technical and sales training programs would help strengthen our team's capability to position next-generation infrastructure solutions more effectively in a competitive market.

We also see strong potential in expanding joint demand-generation initiatives, including co-branded marketing campaigns and targeted digital outreach, to enhance market visibility and reach new customer segments. Additionally, enhanced visibility into inventory availability and real-time order tracking would further improve planning and strengthen the overall customer experience.

With continued support in these areas, we believe we can scale faster, drive deeper customer engagement, and further maximize the value of our partnership with Lenovo.

# Shaping the Digital Future

**Innovate. Connect. Transform.**

Together, we build a smarter, more inclusive digital world.



INNOVATE



COLLABORATE



CONNECT



TRANSFORM



**PEOPLE**

Empowering human potential



**TECHNOLOGY**

Building intelligent solutions



**SUSTAINABILITY**

Creating a better planet



**TRUST**

Ensuring security and privacy



## VOICES FROM THE TECHNOCRATS: HOW INDIA'S TECH LEADERS ARE SHAPING THE DIGITAL FUTURE

India's digital transformation is no longer a distant dream. It is an unfolding reality, driven by a generation of technology leaders who are reimagining how organizations govern, innovate, and grow in an era defined by artificial intelligence, cloud computing, and cyber resilience. Across industries, from renewable energy and financial services to cybersecurity and enterprise solutions, a new generation of technocrats is stepping forward with strategies, purposeful governance frameworks, and a shared conviction: technology, when used responsibly, is the most powerful lever for sustainable progress.

What sets these Indian tech leaders apart is their insistence on moving beyond technology for its own sake. Governance frameworks are no longer treated as formalities; they are being redesigned as engines of accountability, transparency, and measurable value.

Equally striking is the seriousness with which they approach workforce transformation. Now the tech leaders are focusing on practical AI enablement — building cultures of continuous learning, designing role-based training pathways, establishing innovation labs, and embedding AI into everyday workflows so that employees not only understand artificial intelligence in theory but harness it confidently in practice.

Every perspective presented here emphasizes the importance of security and trust. As India's digital footprint expands, the stakes of a security failure have never been higher. These leaders are responding with zero-trust architectures, privacy-by-design principles, compliance with the Digital Personal Data Protection Act, and proactive threat intelligence capabilities that anticipate attacks rather than merely react to them.

Perhaps most significantly, these voices reflect a strong alignment with India's broader national priorities — Digital India, data sovereignty, clean energy transition, cybersecurity resilience, and digital inclusion for underserved communities. Technology strategy is not a corporate function operating in isolation anymore. It is a contribution to the nation's future.

## AI-DRIVEN GOVERNANCE FOR DIGITAL GROWTH

### SIVAKUMAR G, CEO & MANAGING DIRECTOR, AEITY SYSTEMS

As organizations accelerate their digital transformation journeys, the role of technology has expanded far beyond infrastructure management. Enterprises today require intelligent governance, resilient digital architectures, and responsible AI adoption to remain competitive. AEITY Systems is driving the development of future-ready digital ecosystems that foster innovation, strengthen security, and support sustainable success.

#### TRANSFORMING IT GOVERNANCE WITH INTELLIGENCE

AEITY Systems is transforming IT governance through AI-driven intelligence, compliance automation, and outcome-focused digital frameworks. By combining real-time monitoring, AI-assisted decision-making, and policy automation, the company enhances transparency, accountability, and operational efficiency. Its

governance model also strengthens cybersecurity, responsible AI adoption, and data protection, helping organizations shift from reactive management to predictive, scalable governance.

#### ALIGNING TECHNOLOGY WITH GROWTH AND NATIONAL PRIORITIES

AEITY's technology strategy combines AI, cloud, cybersecurity, governance, and automation to help organizations modernize operations and build scalable digital ecosystems. Aligned with Digital India and AI-led innovation initiatives, the company enables faster decision-making, operational resilience, and sustainable growth through secure, future-ready digital infrastructure.

#### BUILDING AN AI-READY WORKFORCE

Recognizing that successful digital transformation depends on people as much as technology, AEITY is investing heavily in workforce readiness. Its approach emphasizes continuous learning, hands-on innovation, and industry-aligned skill development.

Employees are encouraged to develop expertise in AI, cloud computing, cybersecurity, automation, data intelligence, and responsible AI practices. Through innovation labs, workshops, live projects, and collaborative research initiatives, teams gain practical experience while strengthening adaptability, leadership capabilities, and governance awareness. AEITY also promotes technology education for students, startups, and professionals to help bridge the digital skills gap.

#### MAXIMIZING VALUE THROUGH RESILIENCE

AEITY evaluates every technology investment against measurable business outcomes, including operational efficiency, governance maturity, customer experience, and compliance readiness.

The company advocates modular, cloud-enabled, and interoperable architectures that enable organizations to scale efficiently while minimizing operational risks. Resilience is reinforced through cybersecurity frameworks, disaster recovery planning, continuous monitoring, and governance automation. This balanced approach ensures that innovation remains aligned with business continuity and long-term value creation.

#### SECURITY, PRIVACY AND DIGITAL INCLUSION

Trust remains the foundation of AEITY's digital transformation philosophy. The company promotes secure-by-design architectures, AI-assisted threat monitoring, privacy-centric data management, identity governance, and compliance frameworks aligned with evolving regulations.

Beyond security, AEITY is committed to digital inclusion through AI education, technology-skilling programs, and innovation initiatives for startups, institutions, and underserved communities. By combining responsible innovation with governance and trust, AEITY Systems is helping organizations build a safer, more inclusive, and resilient digital future.

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## THE NEW IT LEADERSHIP PLAYBOOK

### VIVEK DHARIA, CIO, KNP SECURITIES

Effective IT governance begins with a clear strategy that every stakeholder understands and trusts. The framework of KNP Securities goes beyond policy documentation — defining precise processes, accountability structures, and performance measurement mechanisms that minimise risk systematically. Technology operates as a disciplined, transparent function rather than an unpredictable cost centre. Governance, in this world, is the invisible architecture that enables agility without chaos and innovation without unnecessary exposure.

#### ALIGNING TECHNOLOGY DIRECTLY WITH ENTERPRISE OUTCOMES

The most important question any IT leader must answer is: does our technology strategy serve the business? Ours unequivocally does. Every technology initiative connects directly to enterprise outcomes — growth, resilience, customer value, and risk management. Technology is no longer a reactive support function. Instead, business strategy actively determines how we leverage technology — creating a virtuous cycle where IT investments consistently amplify organisational ambition and deliver measurable results.

#### INVESTING IN PEOPLE FOR THE GENERATIVE AI ERA

Technology transforms organisations only when people are genuinely ready to use it. We have made significant, structured investments in both people and AI toolsets to reshape our workforce for the Generative AI era. Our approach begins with rigorous skills gap identification — understanding precisely where capability shortfalls exist across roles and functions. From there, we design structured learning pathways and deliver hands-on training that builds real confidence and practical capability rather than superficial awareness. The goal is not merely AI literacy — it is empowering every employee to reinvent how they work, think, and create value in an AI-augmented environment.

#### SMART INVESTMENT IN ASSETS THAT DRIVE STRATEGIC VALUE

Modern organisations cannot afford misaligned technology investments. Our IT assets — hardware, software, and cloud resources — are strategically considered investments anchored directly to business priorities. By eliminating speculative spending, every technology capability we build serves a clear organisational purpose. The result is a technology portfolio that is lean, purposeful, and genuinely resilient — ready to scale as business ambitions evolve.

#### BUILDING SECURITY CONFIDENCE IN A DATA-DRIVEN WORLD

Cybersecurity has never been more critical — or more complex. Security is not a technical afterthought but a fundamental organisational responsibility. The Digital Personal Data Protection Rules 2025 have given India a clear, citizen-centred framework for responsible data usage — and we have embraced it fully. By aligning our practices with DPDP Rules 2025, we are building a compliant security capability that protects our organisation and contributes to a safer, more trustworthy digital ecosystem for everyone.





## LEADING THE AI-READY ENTERPRISE

### TANMOY MUKHOPADHYAY, CEO, BESTOW INFOTECH COMPANY

As organizations accelerate their digital transformation journeys, technology leaders are being called upon to deliver more than operational efficiency. They are expected to create measurable business value, strengthen resilience, prepare workforces for AI, and ensure digital trust. Bestow Infotech Company outlines its approach to leveraging modern IT governance and strategy to build resilient, future-ready organizations.

#### GOVERNANCE WITH MEASURABLE OUTCOMES

Organizations are adopting frameworks such as COBIT, ITIL, and Technology Business Management (TBM) to align technology investments with business priorities. Real-time dashboards, automated compliance monitoring, and KPI-driven performance management are helping enterprises measure outcomes through metrics such as ROI, technology adoption, service availability, and user satisfaction.

Cross-functional governance committees involving finance, operations, and technology teams are enabling better decision-making and accountability.

#### TECHNOLOGY AS A GROWTH CATALYST

Technology strategy is increasingly becoming a business growth strategy. Investments in AI-native platforms, hybrid cloud infrastructure, advanced analytics, and secure digital ecosystems are driving productivity, innovation, and customer trust.

According to him, organizations must align technology initiatives with broader national priorities, including cybersecurity resilience, digital infrastructure development, sustainability, and skill enhancement. Secure-by-design architectures and responsible AI frameworks are becoming central to long-term growth.

#### BUILDING AN AI-READY WORKFORCE

Organizations are preparing employees for the AI era through continuous learning, focusing on AI literacy, prompt engineering, data analytics, automation, and responsible AI practices. Hands-on AI labs, workshops, and role-based training help integrate AI into daily work, while leadership involvement encourages adoption and addresses concerns about job displacement.

#### MAXIMIZING VALUE THROUGH RESILIENCE

To maximize the value of IT investments, organizations are moving toward a portfolio-based approach. Every technology initiative is evaluated against measurable business outcomes, including operational efficiency, revenue impact, customer experience, and risk reduction.

Hybrid and multi-cloud environments, data governance frameworks, edge computing, and AI-powered cybersecurity are helping organizations build resilience while maintaining flexibility in a rapidly changing environment.

#### STRENGTHENING SECURITY, PRIVACY AND INCLUSION

Digital trust remains the foundation of sustainable transformation. Advanced authentication, encryption, continuous threat monitoring, and privacy-by-design principles are strengthening security and protecting sensitive data. At the same time, organizations are focusing on digital inclusion through accessible technology, multilingual support, and digital literacy initiatives. By combining governance, innovation, workforce readiness, and trust, enterprises can create a secure, inclusive, and AI-ready future that delivers measurable business outcomes and long-term societal value.

## BUILDING SCALABLE AND RESILIENT TECHNOLOGY SYSTEMS

### NARAYAN BASAK, CISO AND DIRECTOR IT, TCG DIGITAL SOLUTIONS

A future-ready IT strategy brings together agility, security, and continuous learning to drive resilient and scalable digital transformation. By aligning with national priorities, strengthening cyber defenses, and building AI-ready talent, organizations can enhance trust, ensure compliance, and sustain long-term growth.

#### ADAPTIVE TECHNOLOGY STRATEGY

We continuously reprioritize IT investments based on performance and changing business needs; use cloud-native, distributed architectures for scalability and resilience. Design for redundancy, failover, and disaster recovery to ensure business continuity. Implement DevSecOps, continuous vulnerability management and threat monitoring. This will reduce downtime and faster recovery from incidents, which ensures customer confidence and trust.

#### SECURING DIGITAL ECOSYSTEMS

We are using security tools to identify malware, phishing, and unusual behavior in real time. Data needs to be protected both in transit and at rest. We have implemented multi-factor authentication and zero trust architecture with continuous testing and audits. We maintain clear privacy policies and explanations on how data is used, following frameworks and regional laws for data privacy. Also, we conduct training and awareness for online safety, payments, and services.

#### NURTURING A LEARNING CULTURE

The objective is to start basic understanding of AI for everyone. This includes responsible use, bias, and risk awareness of AI tools and AI enabled applications. Check the areas where upskilling internally is a challenge, so we hire specialists in areas like ML, datascience and AI engineering. Foster a culture of continuous learning and certifications, and align with standards like ISO 42001.

#### ALIGNING IT STRATEGY WITH NATIONAL DIGITAL PRIORITIES

The IT strategy should focus on building a flexible, scalable digital foundation - Cloud-first or hybrid infrastructure to scale quickly, using APIs and microservices for faster product launches, and data platforms that enable real-time decision-making.

We need to increasingly align IT strategy with government priorities such as - digital transformation programs, data protection and privacy regulations, cybersecurity resilience and critical infrastructure protection, ESG reporting supported by data platforms, and reducing carbon footprint through digital processes. This ensures compliance, builds trust, and unlocks incentives or partnerships.



## GROWTH THROUGH AI AND CYBER RESILIENCE

### SAGAR KHARBANDA, FOUNDER & CISO, SECURE STRIKE



In today's rapidly evolving digital landscape, organizations must balance innovation with security, compliance, and operational resilience. Technology is no longer just a business enabler—it is a strategic driver of growth, competitiveness, and trust. As organizations accelerate their digital transformation journeys, the ability to govern technology effectively, prepare for AI adoption, and strengthen cybersecurity has become essential for long-term success.

### STRENGTHENING GOVERNANCE FOR MEASURABLE BUSINESS OUTCOMES

We help our clients strengthen IT governance by aligning technology initiatives with business objectives, regulatory requirements, and risk management frameworks. Through governance assessments, policy reviews, security audits, and continuous monitoring, we enable clients to gain greater visibility into their IT environment and decision-making processes. By establishing measurable KPIs, enhancing compliance practices, and implementing industry best practices, our clients are able to improve operational efficiency, reduce risk, and achieve measurable business outcomes while maintaining accountability and transparency across their technology landscape.

### DRIVING GROWTH THROUGH DIGITAL TRANSFORMATION

Our strategy focuses on helping clients adopt technology securely and efficiently to support business growth and digital transformation. We assist clients in modernizing infrastructure, embracing cloud technologies, strengthening cybersecurity, and leveraging data-driven insights to improve agility and competitiveness. At the same time, our approach supports national priorities such as Digital India, cyber resilience, digital innovation, and workforce development. By enabling secure technology adoption, we help clients accelerate growth while contributing to a stronger and more resilient digital ecosystem.

### BUILDING AN AI-READY WORKFORCE

We believe that preparing for the AI era requires a combination of technology readiness and workforce empowerment. We support our clients through AI awareness programs, cybersecurity training, digital upskilling initiatives, and workshops focused on emerging technologies. Our goal is to help employees understand how to leverage AI responsibly while maintaining security, privacy, and ethical standards. By fostering a culture of continuous learning and innovation, our clients can build future-ready teams capable of using AI to enhance productivity, decision-making, and business performance.

### ADVANCING SECURITY, PRIVACY, AND RESILIENCE

Security and privacy are fundamental to every engagement with our clients. We help organizations implement robust cybersecurity controls, conduct vulnerability assessments and penetration testing, establish proactive threat monitoring capabilities, and improve security awareness across the workforce. We also support clients in meeting regulatory and data protection requirements through strong governance and privacy frameworks. Beyond security, we encourage digital inclusion by helping clients deploy accessible, user-centric technologies that serve diverse audiences. This approach enables organizations to build trust, improve accessibility, and create secure digital experiences for all stakeholders.

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## ENGINEERING REAL-WORLD CYBER RESILIENCE FOR INDIA'S CRITICAL INFRASTRUCTURE

### GOVIND RAMMURTHY, CEO & MANAGING DIRECTOR, ESCAN

For 25 years, eScan has protected India's most critical infrastructure by solving real-world security challenges rather than chasing tech trends. From defending national power grids against coordinated cyberattacks to safeguarding enterprise data under the DPDP Act, it has built pragmatic, sovereign security infrastructure designed for the reality of Indian organizations—not vendor slide decks.



### STRENGTHENING INDIA'S DIGITAL RESILIENCE

Our 25-year focus on serving India's critical infrastructure - ISRO, NPCIL, Indian Army, Indian Navy - means our strategy inherently aligns with national priorities.

When Operation Sindoor triggered 200,000 cyberattacks on India's power grid in May 2025, our deployed solutions were designed to block coordinated attacks targeting systems. We are not chasing every new technology trend; we are solving actual problems facing Indian organizations: preventing source code leaks on GitHub for software product companies, stopping ChatGPT data exposure for enterprises navigating DPDP compliance, and providing EDR/XDR capabilities that don't require hiring 50 security analysts to operate. Growth for us means enabling Indian organizations to scale securely without becoming dependent on foreign vendors for critical security infrastructure.

### AI INNOVATION DRIVEN BY CUSTOMER CHALLENGES

Our 300+ R&D team is not being "readied" for AI – they are already building AI-powered solutions because our customers demanded them.

When enterprises started blocking ChatGPT entirely after the Samsung semiconductor leak, our developers built intelligent tenant controls that let employees use AI productively while preventing data leakage. That required understanding OAuth flows, SAML authentication, browser injection techniques, and AI platform architectures - skills our team developed by solving real customer problems, not attending AI readiness workshops.

We are also automating the repetitive parts of security analysis so our analysts can focus on actual threats rather than drowning in false positives. The AI era for us is not about replacing people; it's about giving security teams the leverage to do what currently takes multiple different tools and still produces alert fatigue.

### EMBEDDING PRIVACY INTO ENTERPRISE SECURITY

Post-DPDP Act, privacy is not an add-on feature - it's the core design requirement. Our Enterprise DLP's granular controls let organizations enable AI productivity tools like ChatGPT, Claude, and Manus while automatically blocking data containing PAN numbers, Aadhaar details, source code, or customer databases from leaving organizational boundaries. That is privacy through architecture, not policy documents.

For digital inclusion, we price realistically for Indian organizations. Enterprise-grade DLP shouldn't require Silicon Valley budgets or six-month implementations. We work with organizations that have 50 employees and those with 50,000, because data protection matters regardless of company size. Security that only Fortune 500 companies can afford isn't security - it's a luxury good. We are building security infrastructure for the India that exists, not the India in vendor slide decks.



## TRANSFORMING RENEWABLE OPERATIONS WITH INTELLIGENT TECHNOLOGY

**KUSHAL KUMAR VARSHNEY, AVP - IT (CIO), JUNIPER GREEN ENERGY**

As renewable energy scales rapidly in India, technology has become a strategic enabler of operational excellence, business resilience, and sustainable growth. Juniper Green Energy is strengthening its digital foundation by combining robust IT governance, AI adoption, cybersecurity, and workforce transformation to create measurable business value while supporting the country's clean energy ambitions.

### ALIGNING TECHNOLOGY WITH CORE BUSINESS KPIS

We are strengthening IT governance by aligning technology initiatives directly with business KPIs such as plant uptime, generation efficiency, User Experience, savings achieved etc. We have implemented a structured governance framework with clear accountability, quarterly value realization reviews, and outcome-based project tracking. Cybersecurity and compliance are being reinforced through standardized policies, continuous monitoring, and risk-based controls.

### ACCELERATING RENEWABLE GROWTH AND GRID RELIABILITY

Our IT strategy accelerates organizational growth by driving digitalization, data-led decision-making, and scalable, secure infrastructure across renewable operations. We leverage integrated platforms (SCADA, analytics, ERP) to improve asset performance, reduce downtime, enabling faster capacity expansion and better returns. At the national level, our focus on grid reliability, cybersecurity, and clean energy optimization aligns with India's renewable targets and energy transition goals. By adopting automation, cloud, and AI, we enhance operational efficiency while supporting sustainability, resilience, and digital transformation priorities critical to the country's energy future.

### EMBEDDING AI INTO EVERYDAY OPERATIONS

We are preparing our workforce for the AI era through a structured, multi-layered approach. First, we are driving AI literacy across the organization, ensuring every function understands how AI can augment decision-making and operations. For critical teams like operations, asset management, and IT, we are enabling advanced upskilling in data analytics, automation, and AI-driven forecasting. We are also embedding AI into daily workflows, such as predictive maintenance, energy forecasting, and intelligent reporting, so teams learn by doing. A strong focus is placed on data governance, cybersecurity, and ethical AI usage. Additionally, we are fostering a culture of experimentation through innovation programs and cross-functional collaboration, ensuring our workforce remains agile, future-ready, and aligned with evolving business and energy sector needs.

### ADVANCING CYBER RESILIENCE ACROSS IT AND OT

We are strengthening security, privacy, and digital inclusion through secure-by-design and privacy-by-default approach. Our cybersecurity framework leverages zero-trust architecture, continuous monitoring, and proactive threat intelligence across IT and OT environments. We have also introduced Employee Posture Management tools to continuously assess user risk, enforce secure behaviors, and reduce human-centric vulnerabilities. On privacy, we are implementing robust data governance with data classification, encryption, and consent-driven controls aligned to regulatory standards. For digital inclusion, we are enabling intuitive, mobile-first platforms and targeted training programs for plant and field teams. This ensures secure access to critical systems, improves adoption, and empowers employees with real-time insights while maintaining a strong security posture.

## CREATING A RESILIENT, INTELLIGENT, AND SECURE DIGITAL ENTERPRISE

**PRABHAKAR DAMOR, CEO, CYBER CAPSULE**

The digital transformation strategy of Cyber Capsule combines governance, innovation, and security to create measurable business impact. By aligning technology with strategic objectives, the company is building an agile, AI-powered, and resilient enterprise ready for the future.

### FEDERATED GOVERNANCE & OUTCOME-DRIVEN ACCOUNTABILITY

We have redefined IT governance as a value realization engine, aligned with the NeevNaav philosophy of centralized discipline and decentralized execution. A federated governance model ensures accountability while maintaining enterprise-wide standards. All decisions are mapped to business KPIs and risk appetite, linking IT directly to revenue growth, cost efficiency, and risk reduction. Real-time dashboards track ROI, compliance, and delivery performance, while agile governance reduces decision latency without compromising control. Continuous audits and policy evolution ensure adaptability.

### CLOUD-FIRST ARCHITECTURE & NATIONAL PRIORITIES

Our IT strategy is architected as a growth catalyst aligned with national priorities such as data sovereignty, secure infrastructure, and digital inclusion. A cloud-first, platform-driven model enables scalability and interoperability. Investments in AI, cybersecurity, and analytics unlock new value streams and enhance competitiveness. Secure-by-design principles and strong data governance ensure regulatory alignment and resilience, while contributing to broader digital ecosystem strengthening.

### RESPONSIBLE AI INTEGRATION & WORKFORCE EVOLUTION

We are building an AI-augmented workforce through structured upskilling, certifications, and applied learning via innovation labs. Over 70% of technical workforce has been exposed to AI and automation toolkits, improving productivity by 30% in pilot functions. A human plus AI operating model enhances decision-making across domains. Responsible AI training ensures ethical deployment, bias mitigation, and governance compliance across all teams.

### DISCIPLINED INVESTMENT FRAMEWORK

We adopted a disciplined investment framework evaluating initiatives on strategic alignment, ROI, and risk exposure. Post-implementation reviews ensure accountability and outcome realization. Modular, cloud-native architectures enhance scalability and reduce technical debt. Resilience is built through redundancy, disaster recovery, and continuous availability, while FinOps ensures cost transparency and optimization.

### ADVANCED CYBERSECURITY & DIGITAL INCLUSION

We have implemented a unified trust architecture anchored in Zero Trust principles, improving threat detection efficiency by 60%. Identity-centric controls and continuous monitoring strengthen cybersecurity posture. Privacy-by-design frameworks ensure regulatory compliance and secure data governance. Digital inclusion initiatives have expanded platform accessibility by 35% through multilingual and user-centric design.





## FROM GOVERNANCE TO GROWTH: APTIDEA SOLUTIONS' DIGITAL TRANSFORMATION BLUEPRINT

**ARNAV ANAND, DIRECTOR - IT, APTIDEA SOLUTIONS**

Aptidea Solutions believes robust IT governance is the foundation of meaningful digital transformation. By aligning cutting-edge infrastructure, AI readiness, and rigorous security frameworks with business goals, it does not just upgrade systems—it drives scalable, inclusive value across the entire enterprise.

### CONNECTING GOVERNANCE TO VALUE DELIVERY AND PERFORMANCE

At Aptidea Solutions, we endeavour to strengthening IT governance by combining technology modernization, structured digital transformation programs, and outcome-driven delivery models. While the company does not explicitly publish a formal IT governance framework like COBIT or ITIL, its initiatives clearly align with modern governance principles such as strategic alignment, value delivery, and performance measurement.

### DIGITAL-FIRST INFRASTRUCTURE FOR SCALABLE EXPANSION

An effective IT strategy today is not just about systems it's about driving business growth while aligning with broader national priorities like digital transformation, innovation, and economic development. A strong IT strategy directly fuels growth by making the business faster, smarter, and more scalable: Digital-first infrastructure, Cloud platforms and modern architectures enable rapid expansion without heavy capital investment. Data-driven decision-making Advanced analytics and dashboards help leadership track KPIs, customer behavior, and operational performance in real time. Process automation automating repetitive tasks reduces costs and improves productivity across departments. Customer-centric platforms CRM systems, mobile apps, and digital interfaces enhance user experience and retention.

### AI READINESS IS A CULTURAL SHIFT

Preparing a workforce for the AI era is not about a single training program, it requires a systemic shift in skills, culture, and operating models. AI readiness starts with making sure everyone—not just engineers—understands AI. This involves, role-based AI training (leadership, managers, developers, operations), fundamentals of machine learning, automation, and data usage, and real-world use cases relevant to each department.

### ENSURING ACCESSIBILITY AND INCLUSION ACROSS THE DIGITAL ESTATE

Strengthening security, privacy, and digital inclusion requires a coordinated approach across technology, governance, and user access. A practical, enterprise-ready strategy focuses on building trust, compliance, and accessibility at scale. Our Zero Trust principles include Zero-trust architecture (verify every user, device, and request), Multi-factor authentication (MFA) and identity access management, Endpoint protection, and continuous threat monitoring Security Operations Centers (SOC) for real-time response.

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## POWERING GROWTH WITH GOVERNANCE, TRUST, AND TECHNOLOGY AT THE CORE

**DR. PUNEET KAUR KOHLI, CTIO, GENERALI CENTRAL LIFE INSURANCE**

Generali Central Life Insurance has fundamentally redefined IT governance from a mechanism of control to a catalyst for enablement. By shifting to a dynamic three-layer model, its technology investments directly drive strategic value, business agility, and compliance. Today, 100% of discretionary spend is mapped to distinct business KPIs, fueling an innovation agenda that balances rapid market expansion with institutional resilience and national digital priorities.



### GOVERNANCE REIMAGINED: FROM OVERSIGHT TO OUTCOMES

We have shifted governance from control to enablement with a three-layer model:

- ◆ Portfolio governance: Quarterly Tech Council reviews all initiatives against a single scorecard: Business Value, Risk, Compliance, and ROI.
- ◆ Delivery governance: Agile stage gates with OKRs tied to DORA metrics. Target: 25% faster lead time, 40% reduction in change failure rate by FY end.
- ◆ Value governance: Post-implementation reviews at 90 days. Every major project report realised vs planned benefits.

Outcome: 100% of discretionary spend now mapped to a business KPI, and we've retired 12% of legacy apps YTD, freeing budget for innovation.

### ALIGNED TO GROWTH, GUIDED BY NATIONAL PRIORITIES

IT strategy is built on three pillars aligned to growth and national agendas:

- ◆ Scale: Cloud-first, API-led platforms that let us launch new products in weeks, not quarters. Supports market expansion.
- ◆ Trust: Data localisation, DPDP compliance, and cyber resilience by design. Directly supports Digital India and data sovereignty goals.
- ◆ Inclusion: Accessibility standards, vernacular interfaces, and low-bandwidth modes. Expands reach to Tier 2/3 markets, aligning with digital inclusion priorities.

Metric: 30% of FY growth initiatives have a dedicated tech workstream with board-tracked milestones.

### A THREE-TRACK APPROACH TO WORKFORCE TRANSFORMATION

The three-track approach:

- ◆ Upskill: Role-based AI fluency programs. 100% of engineers trained on secure LLM usage and prompt engineering. 500+ business users certified on AI tools.
- ◆ Reskill: Career pathways from ops to AI-assisted roles. Internal talent marketplace for data, MLOps, and AI governance.
- ◆ Guardrails: AI CoE sets policy, prompt libraries, and approved tools. Red-team exercises for model risk.

Measure: Productivity lift of 18% in pilot teams and 0 AI-related policy breaches since launch.

# Beyond the Firewall: How the Channel Is Redefining Cyber Resilience in the AI Era

Artificial Intelligence is rapidly transforming the cybersecurity landscape, creating unprecedented opportunities for innovation while simultaneously empowering cybercriminals with more sophisticated attack capabilities. From AI-generated deepfakes and identity fraud to automated phishing campaigns and advanced social engineering, organisations are facing a new generation of threats that traditional perimeter-based security models can no longer adequately address. As enterprises accelerate digital transformation and AI adoption, cybersecurity is evolving from a technology function into a strategic business priority focused on resilience, governance, and continuity.

Against this backdrop, the role of channel partners, value-added distributors, system integrators, and managed security providers is undergoing a significant transformation. Customers are increasingly looking beyond standalone security products and expecting trusted advisors who can help architect secure-by-design digital environments, strengthen cyber resilience, and align security investments with broader business objectives. This shift has prompted technology partners to move from transactional product sales to consultative engagements centred on risk management, Zero Trust architectures, identity protection, AI-powered threat detection, continuous monitoring, and rapid incident response.

To understand how the channel ecosystem is responding to this evolving threat landscape, VARINDIA spoke to leading industry executives from across the cybersecurity value chain. They shared their perspectives on embedding security into core infrastructure, developing capabilities to counter AI-driven threats before they disrupt business operations, and preparing their teams to become strategic advisors in AI security and cyber resilience. Their insights point to a clear industry shift: in the AI era, cyber resilience is being redefined as a core business capability—embedded into architecture, governance, and every stage of an organisation's digital journey.



## Deep multi-vendor alliances help us build advisory practices around cyber resilience

**PRANAV PARIKH**  
CTO, UNIFIED DATA-TECH SOLUTIONS LTD.

“We are evolving from an infrastructure reseller to a Secure Infrastructure Partner, transitioning from a traditional product sale-resale model to strategic roadmap-based conversations for securing hybrid work environments where identity, cloud, networking, and AI workloads are integrated into a unified architecture. Our deep multi-vendor alliances with leading OEMs, including Fortinet, Palo Alto, and Check Point, help us build advisory practices around cyber resilience. By positioning network and security convergences powered by a single OS, custom-built ASIC acceleration, SASE, AI-native threat protection, and Zero Trust policies, we help customers integrate these technologies into a cohesive architecture, reduce cyber risk, and participate in long-term managed services contracts.

Our approach is to help organisations build AI-resilient digital infrastructure where identities, applications, cloud platforms, AI workloads, and data are protected by design while positioning ourselves as a trusted advisor on cyber resilience. Identity protection through MFA, Privileged Access Management (PAM), and Zero Trust helps prevent identity compromise, while AI-driven behavioural analysis, UEBA, XDR, and SIEM enable early detection and rapid response. Immutable backups, ransomware protection, cyber vaults, and clean recovery using Cohesity, Commvault, and Veeam strengthen cyber resilience and data protection, complemented by executive awareness programmes, AI phishing simulations, and awareness training.

As customers increasingly prioritise strategic risk management over product-centric purchasing, our approach focuses on understanding business risks rather than individual technology products. Our teams assess and integrate security across identity, cloud, network, applications, AI workloads, and data protection from the design stage, while continuous technical certifications, OEM training, and threat briefings help us stay ahead.



## Our mission is simple: make AI trusted, governed and secure by design



**ADIT SHAH**  
**SENIOR PROJECT MANAGER, ADIT MICROSYS PVT. LTD.**

“Generative AI is transforming how enterprises operate. But with every AI tool, plugin, and integration adopted, the attack surface grows—often without visibility, governance, or protection. Our vision is to enable secure, sovereign, and compliant AI adoption for every organization, regardless of regulatory, security, or operational constraints. We believe organizations should be able to adopt AI while maintaining the governance, security, and compliance required to operate with confidence.

To identify and mitigate AI-driven threats such as deepfakes, identity fraud, and advanced social engineering attacks before they impact business operations, Adit Microsys is proud to announce our Premier Partnership with Defenix, the enterprise AI Security and Private AI platform delivering the DefenGPT suite to organizations worldwide. Through the DefenGPT AI Security Platform and DefenGPT Private AI, we empower organizations to maintain control over their data, AI models, governance frameworks, and compliance obligations across connected, isolated, and fully air-gapped environments. Our mission is simple: make AI trusted, governed, and secure by design.

As customers increasingly prioritize strategic risk management over product-centric purchasing, we equip our teams to become trusted advisors in AI security and cyber resilience through practical, role-based upskilling. This includes hands-on training for SOC analysts using AI-enabled detection, mastering frameworks such as the OWASP LLM Top 10, applying guardrails using tools like AWS Bedrock, and learning through OEM training pathways, webinars, and industry seminars to counter emerging AI-enabled security threats.”

## Our focus is on building secure-by-design, resilient digital infrastructures



**AMARNATH SHETTY**  
**MANAGING DIRECTOR, LDS INFOTECH PVT. LTD.**

“The cybersecurity landscape has shifted from perimeter protection to holistic cyber resilience. At LDS Infotech, we are helping customers adopt a secure-by-design approach by integrating security across cloud environments, endpoints, identities, applications, and data. Our focus is on Zero Trust architecture, continuous monitoring, vulnerability management, and proactive threat detection. Rather than deploying standalone security products, we work with customers to build resilient digital infrastructures where security is embedded into every layer of their technology ecosystem.

AI-powered threats are becoming increasingly sophisticated and difficult to detect through conventional methods. To address this challenge, we leverage advanced EDR/XDR, MDR, identity security, threat intelligence, and behavioral analytics solutions that can identify anomalies and suspicious activities in real time. We also emphasize cyber awareness programs and phishing simulation exercises to strengthen the human layer of defense. By combining AI-driven detection capabilities with proactive monitoring and rapid incident response, we help organizations minimize the impact of emerging AI-enabled attacks. Today's customers seek strategic guidance rather than product recommendations. We are investing in continuous training, industry certifications, security assessments, and business-focused consulting skills to enable our teams to engage at a strategic level. Our approach begins with understanding a customer's business objectives, compliance requirements, and risk profile before recommending solutions. This consultative mindset allows our teams to serve as trusted advisors, helping organizations align cybersecurity investments with business resilience, governance, and long-term growth objectives.”

## Security must be a foundational business enabler rather than a reactive control



**DEBRAJ DAM**  
**CO-FOUNDER AND CHIEF - VAD VENTURE, SUPERTRON ELECTRONICS (SEPL)**

“At SEPL, we have evolved from a product-centric approach to a security-first advisory model. While traditional firewalls remain important, modern cyber resilience requires security to be embedded across the entire IT lifecycle. Consequently, we help customers implement secure-by-design architectures through identity and access management, endpoint security, cloud security, backup and disaster recovery, continuous monitoring, vulnerability assessments, and compliance-driven security frameworks. Our objective is to ensure that security becomes a foundational business enabler rather than a reactive control.

AI-powered attacks are becoming more sophisticated and difficult to detect. To address these risks, we have expanded our focus beyond traditional security controls to include advanced threat detection, multi-factor authentication, privileged access controls, email security, endpoint protection, user awareness programs, and incident response readiness. We work closely with leading technology partners to help customers identify anomalous behaviour, mitigate identity-based attacks, and strengthen defences against phishing, deepfakes, and AI-enabled social engineering. Continuous monitoring and proactive risk assessment are essential for detecting anomalies, validating trust, and minimising organisational risk. Today, customers expect business outcomes, not just technology products. Hence, we are continuously investing in technical certifications, cybersecurity training, solution consulting, and industry best practices to strengthen our team's advisory capabilities. Our approach focuses on understanding business risks, aligning security strategies with organisational goals, and providing long-term guidance on cyber resilience. By combining technology expertise with our advisory capabilities, we help customers make informed decisions and navigate the rapidly evolving AI-driven threat landscape.”

## Security is a foundational business commitment, not a purchase decision

**DR. MUKUL GUPTA**  
DIRECTOR, BM INFOTRADE PVT. LTD.

“We’ve moved well beyond selling firewalls. Over 29 years, BM Infotrade has evolved into a security architecture partner, embedding protection at the infrastructure design stage, not after deployment. Every cloud migration and network build begins with a Zero Trust-first conversation. Our integrated stack—SOC, SIEM, VAPT, WAF, and DLP—isn’t a product menu; it’s a resilience framework tailored to each customer’s environment. Security is no longer a purchase decision for our clients. It’s a foundational business commitment, and we architect it that way from day one.

AI-powered attacks—deepfakes, synthetic identity fraud, and hyper-personalized phishing—are already targeting Indian businesses. Our 24x7 SOC, powered by AI-driven analytics and IBM QRadar SIEM, enables behavioral threat detection that identifies anomalies before they escalate. Our EDR/XDR capabilities monitor endpoints in real time, while identity governance and MFA controls neutralize credential-based attacks. We complement technology with structured employee awareness programs because social engineering exploits people, not just systems. Combined with DPDPA and ISO 27001 compliance advisory, we provide a complete, forward-looking defense against AI-era threats.

The conversation has shifted from “which product?” to “what’s our risk?”, and our teams are built for exactly that. We continuously invest in certifications like CISA and ISO 27001 while fostering a culture of knowledge transfer. Every client engagement starts with a free security consultation and risk-mapping exercise, not a pitch. As an MSSP and System Integrator, we position ourselves as long-term cyber resilience partners, helping CISOs and business leaders frame security decisions in the language of business impact.”



## Cyber resilience begins with a security-first architecture

**GURPREET SINGH**  
FOUNDER & MD, ARROW PC NETWORK PVT. LTD.

“The threat landscape has evolved far beyond traditional perimeter security. At Arrow PC Network, we are helping customers adopt a security-first architecture where identity, access control, data protection, endpoint security, and continuous monitoring are embedded into the infrastructure from the outset. Our focus is on building cyber resilience through Zero Trust principles, proactive threat visibility, and secure-by-design frameworks that strengthen security across on-premises, cloud, and hybrid environments, enabling organisations to build stronger security foundations from the very beginning.

AI-powered threats are becoming more sophisticated and harder to detect through conventional methods. We are addressing this through a combination of identity verification frameworks, multi-factor authentication, behavioral analytics, threat intelligence, and continuous monitoring. Equally important is user awareness, as many AI-driven attacks target human trust rather than technical vulnerabilities. Our approach focuses on early detection, rapid response, and reducing the attack surface before threats can impact business operations, while helping organisations strengthen overall cyber preparedness.

Customers today expect guidance, not just products. We are continuously investing in workforce readiness through cybersecurity training, AI security awareness, and solution-led consulting capabilities. Our teams are encouraged to understand business risk, compliance requirements, and long-term resilience strategies alongside technology. This enables us to have meaningful conversations with customers around risk management, cyber preparedness, and secure digital transformation, helping us evolve from technology providers into long-term strategic advisors focused on long-term cyber resilience.”



## Security has to be embedded into the architecture itself from the outset

**HARIKRISHNA PRABHU**  
COO, TECHNOBIND SOLUTIONS

“The security conversation has moved far beyond the perimeter. Today, enterprises need protection built into their data, identities, applications, APIs, and cloud environments from the outset. As organizations embrace AI, cloud-native applications, and hybrid infrastructure, security has to be embedded into the architecture itself rather than added as a layer afterwards. At TechnoBind, we are helping partners build resilience around data, identities, APIs, and recovery capabilities. Customers are increasingly asking not only how to prevent an attack, but how quickly they can recover from one, driving demand for integrated cyber resilience frameworks combining prevention, detection, recovery, and governance.

AI has dramatically lowered the barrier for cybercriminals to launch highly convincing attacks at scale. What makes these threats dangerous is not just the technology behind them, but their ability to exploit trust. Our focus is helping organizations establish stronger identity assurance, continuous behavioural monitoring, and data-centric security controls. We are also seeing growing adoption of AI-powered analytics to identify anomalies that traditional rule-based systems miss. The key is moving from reactive threat detection to continuous risk assessment, where suspicious activity is identified and contained before it disrupts business operations. AI has elevated cybersecurity from a technology challenge to a business governance issue, moving conversations to leadership and board levels. We are equipping our teams and partners beyond product knowledge, focusing on customers’ risk posture, regulatory obligations, AI adoption roadmaps, and cyber recovery requirements. This enables outcome-driven discussions around resilience, business continuity, governance, and actionable security strategies.”



## Security is not something added later but designed into infrastructure from the start



**JIGAR SANGHVI**  
**DIRECTOR, SANGHVI INFOTECH PVT. LTD.**

“Security is no longer a gate at the perimeter; it is an architectural principle. Our evolution as a system integrator has been from traditional firewall-led protection to embedding secure-by-design resilience into the very DNA of customer infrastructure. Across Wi-Fi, telecom, OFC, surveillance, and edge networks, we now build environments where segmentation, visibility, hardening, secure access, and continuity are engineered from the outset. In an era of distributed operations and rising threat complexity, security is not something added later but designed into infrastructure from the start.

As a system integrator, we have expanded our security approach to address AI-driven threats such as deepfakes, identity fraud, and advanced social engineering attacks. Our capabilities focus on intelligent monitoring, identity verification, anomaly detection, secure access architecture, and rapid response integration across the customer environment. Rather than relying only on perimeter controls, we help build verification-led, resilient infrastructure that detects suspicious behavior, validates authenticity, and contains threats before they impact operations. As customers increasingly prioritize strategic risk management over product-centric purchasing, we are reshaping our teams into advisory-led practitioners focused on AI security and cyber resilience. We are strengthening expertise in governance and risk frameworks and the ability to translate cybersecurity into business-relevant conversations around continuity, trust, compliance, and operational stability. Our objective is to ensure every engagement reflects not only technical knowledge but also a clear understanding of risk posture, resilience priorities, and long-term strategic impact.”

## We build security into the architecture itself, not afterward



**KAMAL ZUTSHI**  
**CTO, PROGRESSIVE INFOTECH**

“The perimeter has effectively dissolved; hybrid work, multi-cloud, and SaaS mean there is no clean inside to defend. At Progressive Techserve, we build security into the architecture itself. We treat identity as the control plane and apply Zero Trust end-to-end, prioritizing least-privilege access and continuous verification. Secure-by-design means embedding controls at the build stage through threat modelling, secure architecture reviews, and hardened baselines, reinforced with continuous vulnerability management, posture assessment, and monitoring. The result is infrastructure that resists compromise, limits blast radius, and recovers fast, rather than protection bolted on afterward.

AI has raised the realism of attacks; deepfake fraud, synthetic identities, and targeted social engineering defeat conventional controls. Since most breaches exploit human trust, we run AI/ML analytics in a 24x7 SOC with UEBA to flag behavioral deviations, while hardening identity via conditional access and phishing-resistant MFA. On email, we enforce SPF, DKIM, and DMARC with BMI to block spoofing. A continuous assess-aware-protect-empower loop simulates multi-vector AI threats, scores individual risk, and drives personalized training with automated AI triage for fast containment.

Customers have shifted from asking 'which product should I buy?' to 'how do I manage my risk?' Our role is consultative—we work backward from business risk to the right controls instead of leading with tools. To advise credibly, we ground recommendations in recognized standards like NIST CSF, ISO 27001, MITRE ATT&CK, and the NIST AI RMF. Progressive Techserve supports this with 55+ cybersecurity analysts holding prestigious certifications across CISA, CISM, CISSP, CEH, CCNA, and C|PENT.”

## Cyber resilience is a business imperative in the age of AI



**KARTHIK NARAYANAN**  
**DIRECTOR – ADVANCED SOLUTIONS, INGRAM MICRO INDIA**

“The cybersecurity conversation has fundamentally shifted from protecting the perimeter to building resilience into the fabric of the enterprise. As organizations accelerate AI adoption, security can no longer be an afterthought; it must be embedded by design across networks, cloud environments, identities, applications, and data. Our focus is on helping partners and customers architect secure digital foundations that are scalable, adaptive, and resilient against evolving threats.

The rise of AI-driven attacks, including deepfakes, identity spoofing, automated phishing, and sophisticated social engineering campaigns, demands a new generation of security capabilities. We are working closely with leading cybersecurity vendors to enable solutions that leverage AI for threat detection, behavioral analytics, identity protection, zero-trust access, and real-time incident response. By combining advanced security technologies with threat intelligence and proactive monitoring, we help organizations identify and mitigate risks before they impact business operations.

At the same time, customers are increasingly seeking strategic guidance rather than standalone products. To address this shift, we are investing significantly in training, solution architecture expertise, cyber resilience workshops, and industry-specific security frameworks. Our objective is to empower our teams and partner ecosystem to engage as trusted advisors, helping customers assess risk, strengthen governance, improve cyber preparedness, and align security investments with business outcomes. In the age of AI, cyber resilience is not just a technology priority; it is a business imperative.”

## Cybersecurity should be built into the foundation, not added after deployment

**KUMAR BACHCHAN**

**MD & CEO, NIVESHAN TECHNOLOGIES INDIA PVT. LTD.**

“We believe cybersecurity should be built into the foundation of digital infrastructure rather than added as a layer after deployment. At Niveshan, we have always believed in delivering standalone security products while designing secure-by-design environments where cybersecurity is integrated across data centres, hybrid cloud, enterprise networking, and smart infrastructure. By combining Zero Trust principles, identity and access management, secure network architecture, continuous monitoring, and managed security operations, we help customers build resilient, scalable, future-ready digital ecosystems prepared for evolving cyber threats.

As AI-powered cyber threats continue to evolve, we are strengthening our cybersecurity capabilities with intelligent, proactive defence mechanisms. We leverage AI-driven analytics, SIEM, threat intelligence, and automated incident response to identify abnormal behaviour and respond faster to emerging threats. Combined with continuous vulnerability management, endpoint security, identity protection, and our 24x7 Security Operations Centre (SOC), these capabilities help customers strengthen cyber resilience against increasingly sophisticated AI-driven attacks while improving overall cyber preparedness.

We believe customers today expect strategic partners, not just technology providers. That is why we continue to invest in deep technical expertise through our NTPL Academy, industry certifications, OEM partnerships, and hands-on experience across mission-critical national infrastructure projects. Our teams engage with customers from the consulting stage, understanding business objectives, assessing risks, designing resilient architectures, and providing end-to-end managed security services. This consultative approach enables us to deliver long-term value while helping organizations confidently navigate the rapidly evolving AI-driven cybersecurity landscape.”



## Our approach to cybersecurity is holistic, from audit to implementation

**L ASHOK**

**MD, FUTURENET TECHNOLOGIES (INDIA) PVT. LTD.**

“Our approach is mostly holistic. We believe in addressing the changing landscape strategically from the very beginning rather than just delivering standalone security tools. We start with a detailed audit to thoroughly assess the threat landscape and suggest the appropriate equipments for our customers' specific core requirements, ensuring resilience is considered early.

Our audit framework comprehensively examines the security risk surface which includes AI-driven threats, such as deepfakes, identity fraud, or advanced social engineering attacks. To mitigate these before they impact business operations, the key is a structured user awareness training on the possible threats and leveraging our established training framework to address the human layer.

As customers increasingly prioritize strategic risk management over product-centric purchasing, we focus on deep advisory capabilities. Our consulting framework coupled with implementation capabilities helps us to cater to customers requirements holistically, enabling our teams to serve as trusted partners who translate technology needs into long-term cyber resilience.”



## Moving beyond product delivery to build secure, future-ready digital environments

**MINAL BHAGAT**

**CO-FOUNDER, ENSONIC COMPUTECH PVT. LTD.**

“At Ensonic Computech, we believe cybersecurity must be an integral part of every digital transformation initiative. Rather than focusing solely on perimeter security, we promote a secure-by-design approach across smart classrooms, collaboration spaces, AV infrastructure, and digital communication environments. Our deployments emphasize secure device integration, authenticated access, controlled user permissions, and reliable network practices, helping customers build resilient digital ecosystems from the ground up while supporting secure and scalable digital transformation initiatives. As AI-driven threats continue to evolve, we focus on proactive security awareness and responsible technology implementation. Our solutions support secure conferencing, controlled access environments, user authentication, and data protection measures that help minimize risks associated with unauthorized access, identity misuse, and social engineering attacks. We continuously evaluate emerging technologies and industry best practices to strengthen security readiness across customer deployments, enabling customers to adopt evolving technologies with greater confidence while maintaining secure digital environments. We are investing in continuous learning, technical training, and customer-focused engagement programs to strengthen our team's advisory capabilities. By staying updated on AI trends, cybersecurity developments, and digital transformation requirements, our professionals are better equipped to guide customers on secure technology adoption. Our goal is to move beyond product delivery and become a trusted partner, helping organizations build future-ready, resilient, and secure digital environments while delivering long-term value through customer-centric engagement and trusted technology advisory.”



## Building a stronger security foundation for evolving technology environments

**JATIN SAWHNEY**  
**DIRECTOR, TEAM COMPUTERS**

“The nature of cyber risk has changed significantly. Organizations today operate across on-premises environments, multiple cloud platforms, remote workplaces, and increasingly connected business systems, where security cannot be limited to network boundaries or standalone security products. At Team Computers, we work with customers to incorporate security into the design, deployment, and management of IT infrastructure across cloud environments, data centers, digital workplaces, and enterprise networks. By combining infrastructure expertise with cybersecurity services, identity management, endpoint security, monitoring, and compliance frameworks, we help organizations reduce risk exposure, maintain business continuity, and create a stronger security foundation. AI-driven threats are increasing the speed, scale, and sophistication of attacks. Deepfakes, impersonation attempts, intelligent phishing campaigns, and identity-based attacks require organizations to look beyond traditional security controls. Our approach focuses on strengthening visibility, verification, and response capabilities through security monitoring, endpoint protection, identity and access management, threat detection, security assessments, and user preparedness through stronger security awareness, authentication controls, and clear response procedures.

Customers are increasingly looking for guidance on how security decisions affect business operations, regulatory requirements, and long-term risk management. We invest in continuous learning across our consulting, infrastructure, cloud, and cybersecurity teams. Through assessments, workshops, architecture reviews, and risk discussions, we combine technical expertise with an understanding of operational requirements to serve as a long-term technology partner and help customers establish practices and frameworks that support resilience in an increasingly complex threat environment.”



## Resilience is built in from day one, not added later

**NK MEHTA**  
**MD & CEO, SECURE NETWORK SOLUTIONS INDIA PVT. LTD.**

“At SNS, secure by design has been our DNA since inception—not an afterthought but the foundation of every engagement. Whether consulting, implementing, or managing SOC operations, resilience and security drive decision making. In projects involving SD-WAN, WAF, and core network redesign, we balance performance with embedded security principles. By shrinking the attack surface and architecting security into the infrastructure itself, we help customers move beyond reactive defences. This approach ensures resilience is built in from day one, enabling organizations to withstand AI-driven threats while maintaining agility and trust.

SNS continuously invests in advanced defences against AI-powered threats. Our portfolio includes AI guardrails to prevent misuse, AI audits to uncover hidden risks, and AI-driven penetration testing to simulate evolving attack vectors. We have embedded AI into SOC automation for faster detection of anomalies such as deepfakes and identity fraud. By combining Agentic AI with contextual telemetry, our solutions operate at machine speed to counter sophisticated social engineering before it disrupts business, ensuring customers are protected and prepared for the next wave of AI-accelerated attacks.

For SNS, a consultative approach is the cornerstone of service delivery. Every solution is designed with clear risk reasoning—what it mitigates, what it does not, and the roadmap ahead. Our trained and certified specialists translate complex AI-driven risks into strategic guidance, building customer confidence through resilience-focused decisions. With over 25 years of trust, SNS continues to evolve as a strategic advisor, embedding risk management into design, implementation, and ongoing support.”



## Cybersecurity is a business continuity imperative in the AI era

**PANKAJ KUMAR AGARWAL**  
**CEO & MANAGING PARTNER, DOCKET CARE SYSTEMS**

“AI is transforming both business innovation and cybercrime. As technology partners, our role has evolved significantly from supplying security products to helping customers build cyber resilience by design. Traditionally, cybersecurity focused on firewalls and perimeter defence. Today, we advocate a secure-by-design approach that integrates security into every layer of IT infrastructure—from endpoints, identity management, cloud workloads, data protection, backup, and network architecture to user awareness. We work closely with customers to assess risks, implement Zero Trust principles, and build resilience against modern attack vectors.

AI-driven threats such as deepfakes, identity impersonation, phishing automation, and social engineering attacks require advanced countermeasures. Our focus is on deploying AI-powered threat detection, multi-factor authentication, identity governance, behavioural analytics, security monitoring, and employee awareness programs. We also encourage organisations to adopt continuous risk assessments and incident response planning to detect and contain threats before they impact business operations. Customers today seek trusted advisors rather than product vendors. Accordingly, we continuously upskill our teams through cybersecurity certifications, AI-security awareness programs, vendor-led training, and industry collaboration. Our objective is to help customers understand emerging risks, align security investments with business goals, and develop long-term cyber resilience strategies. In the AI era, cybersecurity is no longer a technology issue alone—it is a business continuity imperative. Organisations that proactively invest in cyber resilience, governance, and AI-enabled security capabilities will be better positioned to earn stakeholder trust and sustain growth in an increasingly complex threat landscape.”



## Security must be woven into business, not bolted on as an afterthought

**PRASHANTH SUBRAMANIAN**

**CO-FOUNDER & DIRECTOR, QUADRASYSTEMS.NET (INDIA) PVT. LTD.**

“The perimeter has been irrelevant for years. We stopped selling firewall refresh cycles and started asking a different question: what does your threat surface actually look like, and is security woven into how you operate—or bolted on as an afterthought? Our BluForge Shield advisory practice begins every engagement with a posture and architecture review. We design Zero Trust frameworks from the inside out—identity, access, data and workload—before recommending products. The goal is infrastructure that is inherently resilient, not infrastructure that depends on a perimeter that no longer exists.

AI-driven attacks are winning because they exploit the gap between detection speed and human response time. Deepfakes, synthetic identity fraud and AI-generated phishing are engineered to evade signature-based systems. Our response is multi-layered. BluForge Ops and BluForge Pulse run on Microsoft Sentinel and Defender XDR, correlating behavioural signals across identity, endpoint and cloud. Our MITRE ATT&CK-aligned threat hunters proactively surface lateral movement before it escalates, while our Accelerated Intelligence Group embeds AI-powered anomaly detection to flag synthetic or compromised credential behaviour that rule-based systems routinely miss.

Products don't build resilience. Advisors do. We've invested in developing our Cybersecurity Group alongside our Accelerated Intelligence Group because the intersection of AI expertise and security expertise is where the most dangerous gaps live today. Our Threat Doctor framework translates threat intelligence into board-level risk language. The metric that matters isn't tool coverage—it's whether a CISO leaves with a clearer picture of actual risk exposure. That's the difference between a trusted advisor and a vendor.”



## Resilience isn't a product you buy; it's a property you design into the system

**RAJESH ANANTHAKRISHNAN**

**PRESIDENT AND HEAD - MANAGED SECURITY SERVICES, INSPIRA ENTERPRISE**

“The honest starting point is this: the firewall didn't disappear—it just stopped being the strategy. We've moved from device management to managed cyber resiliency, shifting the customer conversation from product-centric to outcome-driven. Our iSMART2 platform gives customers a continuous view of platform availability and the health of every control we manage, while ServiceNow ITSM and ITOM automate operations with ITIL discipline. We assume compromise and design for it through continuous exposure management, breach-and-attack simulation, an autonomous SOC, secure-by-design for OT aligned to IEC 62443, and measurable SLAs. Resilience isn't a product you buy. It's a property you design into the system and operate with discipline every day.

AI has fundamentally changed the economics of deception. We've built deepfake, fraud and disinformation detection into our managed services, treating these primarily as identity attacks. Our IAM Centre of Excellence leads conversations around non-human and AI-agent identity, identity threat detection and response, managed privileged access, dark-web monitoring, executive-impersonation alerts and attack-surface management. When ITDR detects anomalous identities, our autonomous SOC orchestrates rapid containment through ServiceNow SecOps and third-party ITDR. Buyers now ask about risk and resilience, not products. We train our teams on frameworks including NIST AI RMF, ISO 42001, OWASP and MITRE ATLAS, supported by our Cyber for AI framework. Combined with AI Control Tower, AI risk-and-readiness assessments and our co-managed model, this enables trusted advisory built on governance, measurable outcomes and helping customers act on their risk.”



## Security and compliance must be integrated into core infrastructure from day one

**RAJESH MATHKAR**

**CO-FOUNDER, WYSETEK SYSTEMS TECHNOLOGISTS PVT. LTD.**

“At Wysetek, we have transitioned from traditional perimeter defenses to a proactive, multi-layered Zero Trust Architecture (ZTA) and Secure Access Service Edge (SASE) to secure the borderless enterprise. Our acquisition of Scalezee allows us to embed DevSecOps directly into cloud-native application modernization, ensuring robust security and compliance are integrated into our clients' core infrastructure from day one.

To combat AI-driven threats such as deepfakes, identity fraud and advanced social engineering, our Next-Gen Cyber Defense Centre (CDC) relies on continuous User and Entity Behavioural Analysis (UEBA), AI-driven anomaly detection, Dark Web and Brand Monitoring, comprehensive Threat Intelligence hunting and custom phishing simulations. Through our monthly Security Threat Advisory (STA) newsletter, we continuously educate customers on emerging cyber risks, newly discovered vulnerabilities, active threat campaigns and recommended mitigation actions, helping organizations stay ahead of evolving threats and strengthen their security posture proactively. This proactive approach enables customers to identify and mitigate emerging threats before they impact business operations. We empower our 400+ certified technology experts to operate as true consultants through an outcome-based framework centred on business resilience and regulatory compliance. Our teams guide enterprise leaders through comprehensive threat landscape evaluations, custom risk assessments and rigorous IT security audits. CyberAdvisor—our AI-powered pre-sales assistant—helps customers quickly explore our Managed Security Services (MSSP) and product solutions, while our experts design the complex architectures, enabling customers to make faster, more informed decisions.”



## Security must be built with resilience as a design principle, not as an afterthought



**RAJVEER SHAH**  
**GLOBAL CHIEF STRATEGY OFFICER, MITSUMI DISTRIBUTION**

“Cybersecurity is a core pillar of Mitsumi’s distribution strategy, and the nature of the threat landscape has shifted in ways that demand a fundamentally different approach. AI-driven attacks, whether through deepfakes, identity fraud, or sophisticated social engineering, are no longer edge cases. They are active, scalable, and increasingly difficult to detect using conventional security frameworks. Our response has been to move beyond distributing point solutions and focus on helping our partners embed security at the architectural level. This means working with our vendors to ensure that solutions reaching end customers are built with resilience as a design principle, not as an afterthought. Across our footprint, we carry a portfolio of cybersecurity solutions that includes AI-native capabilities spanning threat detection, identity protection, and infrastructure hardening. Our direction is clear: as AI-powered threats grow in sophistication, the solutions our partners deploy must grow with them. We are actively building that roadmap in close alignment with our vendor ecosystem, with an eye toward making AI-driven security a defining pillar of how Mitsumi goes to market. Equally important is the human layer. Through structured, vendor-led training programmes, we are equipping our partner community with the knowledge to move beyond product sales and engage customers as genuine security advisors. In an environment where customers are prioritising strategic risk management over transactional purchasing, that advisory capability is what differentiates a trusted partner from a commodity reseller. At Mitsumi, our mission is to ensure our partners are always on the right side of that distinction.”

## Protection Must Be Designed into the Foundation, Not Bolted on Later



**RAUNAK JAGASIA**  
**DIRECTOR, SAVEX TECHNOLOGIES PVT. LTD.**

“Security used to assume attacks were rare and needed a master hacker, so a strong wall kept most people out. AI has shattered that myth. Today, a teenager in a garage can strike like a seasoned pro because AI hands over years of skill and technique on day one. Picture AI letting a gully cricketer bat like Virat Kohli in his very first match, having absorbed a lifetime of practice overnight. When anyone can attack at expert level, a taller wall isn’t enough—protection has to be designed into the foundation, not bolted on later.

AI has made scams cheap, convincing and personal. Think of the calls many of us now get—a parcel in your name has been found with drugs, or your number will be disconnected over an unpaid bill—designed to create panic so you hand over money or an OTP. With AI cloning voices and faking official identities, these traps look more genuine than ever. We help partners deliver layered defence that verifies who’s really calling, reads behaviour and flags what doesn’t add up before the panic does its damage.

Customers no longer want a catalogue of products—they want someone who understands their risk. So we turn partner teams into advisors, not order-takers. Think of Munna Bhai: the doctor everyone trusts isn’t the one reading out the report, but the one who treats the whole patient and tells you what’s really wrong. We train partners on frameworks, compliance and real AI-security scenarios so they can hold board-level conversations about risk. The distributor that wins this decade won’t move the most product—it’ll build the most trusted advisors.”

## AI-driven threats require AI-driven defense and a secure-by-design approach



**RENU VARMA**  
**DIRECTOR, SATCOM INFOTECH PVT. LTD.**

“The cybersecurity conversation has evolved from perimeter defense to organizational resilience. As a Value-Added Distributor, Satcom Infotech helps partners and customers adopt a secure-by-design approach by integrating security across endpoints, networks, identities, data and cloud environments. Through solution architecture, technical enablement and cybersecurity training, we enable our ecosystem to build security into infrastructure from the outset rather than treating it as an afterthought. Our focus is on helping organizations create resilient, scalable and future-ready security frameworks that can adapt to an increasingly complex threat landscape. AI-driven threats require AI-driven defense. We work closely with leading cybersecurity technology providers that leverage advanced threat intelligence, behavioral analytics, identity protection and AI-powered detection capabilities to identify emerging risks. We also focus on awareness, partner readiness and proactive security assessments that help organizations recognize and respond to sophisticated attacks before they disrupt operations. By combining advanced security technologies with continuous monitoring and risk-based security strategies, we help organizations strengthen their defences against deepfakes, identity fraud and AI-powered social engineering campaigns. Customers today expect guidance, not just products. We continuously invest in technical certifications, cybersecurity training programmes and solution-focused enablement to help our teams understand evolving threat landscapes and business challenges. By combining technology expertise with a consultative approach, we empower our teams to help partners and customers align cybersecurity investments with long-term resilience, compliance requirements and business objectives while delivering measurable value.”

## Countering AI-driven threats requires an integrated multi-OEM security architecture



**SAI GOPAL**  
DIRECTOR, SOFTCELL TECHNOLOGIES GLOBAL PVT. LTD.

“In customer conversations, the attacker side has clearly moved faster on AI. Phishing is cheaper to run, voice cloning has become trivial, and fake mandate calls into finance are an everyday risk. The defender side is catching up, mostly through AI built into the OEM platforms customers already use. Most customers ask the same question: can their existing stack and team absorb this pace, and where to add capability without overspending. That is where Softcell steps in as the integrator.

Most customer estates we work with still have a strong perimeter focus, and that is not wrong; the perimeter still matters. But the bigger investments are now in identity, data protection and behaviour monitoring. As a multi-OEM integrator, we assess the estate, identify real gaps, and recommend additions across our partner stack. A typical engagement today involves three or four OEMs working together, where earlier one perimeter vendor was often enough.

The key concerns we hear are deepfakes in financial fraud, voice cloning of senior executives, and compromised credentials traded online. The defensive capability sits inside OEM platforms, and our role is to combine them effectively—AI-based email security from one OEM, identity protection from another, and behavioural analytics from a third—so they work together in the customer environment. Our consultants bring production experience across environments, supported by continuous OEM certification across the security stack and our status as a CERT-In empanelled Information Security Auditor Organisation.”

## Turning core infrastructure into an inherently secure asset through AI collaboration



**SANJAY PATODIA**  
CEO & DIRECTOR, GALAXY OFFICE AUTOMATION PVT. LTD.

“At Galaxy, we have evolved from providing traditional perimeter firewalls to embedding “secure-by-design” resilience directly into our customers’ core infrastructure. By integrating Zero Trust, cloud security, identity management, and automation into every layer, we shift the focus from merely blocking threats to ensuring organizations can securely operate, withstand attacks, and recover instantly. The engine driving this transformation is the collaboration between Galaxy’s AI team and Cybersecurity experts. Together, they co-develop tailored solutions that combine predictive AI threat intelligence with deep human expertise, turning infrastructure into an inherently secure asset. Galaxy has developed Protaigo, an AI-powered solution built to proactively neutralize AI-driven threats before they disrupt business operations. Leveraging machine learning and behavioral analytics, Protaigo delivers real-time detection, automated risk assessment, and intelligent response to combat sophisticated risks like deepfakes, identity fraud, business email compromise (BEC), and advanced social engineering. This solution is co-engineered through the collaboration of Galaxy’s AI team and Cybersecurity experts, fusing data science with security expertise to significantly reduce fraud and build intrinsic resilience. As customers prioritize strategic risk management over product-centric purchasing, Galaxy is positioned as a trusted advisor through its tightly integrated AI & Cybersecurity teams. This collaboration enables business-focused, advisory conversations rather than traditional, product-led sales. By combining cybersecurity knowledge with insights into AI risks, governance, compliance, and cyber resilience, our experts translate high-level business risks into tailored, resilient solutions that protect enterprises and build long-term immunity against evolving threats.”

## Resilience over pure prevention is driving our secure-by-design approach



**SATISH KUMAR**  
DIRECTOR - CONSULTING & SERVICES, DIGITALTRACK SOLUTIONS PVT. LTD.

“Classic cybersecurity was largely about perimeter defence, but this model has been eroding for more than 15 years with remote work, cloud adoption, and evolving security concepts such as Zero Trust and Security Mesh. At the same time, attackers are leveraging AI and an expanding attack surface, making a secure-by-design approach essential within the core infrastructure and development life cycle, rather than layering security on top. We emphasise and educate our clients on Zero Trust by default, Infrastructure as Code, and Policy as Code, helping them build immutable infrastructure with AI-driven defence mechanisms focused on resilience over pure prevention.

Security is in Digitaltrack’s DNA, and we have strengthened our security posture to address emerging AI-driven threats. Our approach combines behavioural analytics, anomaly detection, and UEBA to identify AI-enhanced phishing and social engineering, along with deepfake detection through media forensics, liveness checks, and content authentication. We also focus on identity protection using biometric AI, continuous verification, and fraud scoring, supported by automated response platforms that counter AI-generated threats in real time. Our sales teams, field advisors, and professional services workforce are trained in AI security consulting, cyber resilience programmes, and strategic risk management. Through training, enablement, and platform-centric advice, we help customers consolidate tools, adopt Zero Trust and secure-by-design, and use behavioural AI against deepfakes, prompt injection, and model attacks. By shifting from product demos to business risk discussions, ROI modelling, exposure management, and broader resilience strategies, we are increasingly seen as trusted advisors rather than transactional partners.”

## We are replacing the assumption of internal trust with Zero Trust

**VAIBHAV CHAUDHARI**  
**CHIEF INFORMATION & TECHNOLOGY SECURITY OFFICER,**  
**ESSEN VISION SOFTWARE PVT. LTD.**

“The transition involves shifting from ‘castle-and-moat’ perimeter defence, where firewalls block threats from entering but trust the inside, to a Secure by Design model. We deploy micro-segmentation, treating every server, cloud workload, and Operational Technology (OT) environment as its own isolated zone. We are replacing the assumption of internal trust with Zero Trust, embedding security into the core infrastructure rather than layering it on top.

Rather than relying purely on signatures, we use modern security platforms that utilise forensic science combined with machine learning models to detect microscopic anomalies. Modern Identity and Access Management (IAM) architectures demand active liveness verification, requiring users to perform random, non-static physical actions to prove personhood, while systems continuously evaluate user behaviour instead of checking credentials only at login. Secure email and collaboration gateways leverage Natural Language Processing (NLP) to parse the semantic intent and subtle emotional cues of incoming messages. Threat intelligence telemetry feeds data into an autonomous Security Operations Center (SOC), triggering automated playbook responses that instantly revoke credentials, isolate affected endpoints, and update the global security mesh across hybrid networks in real time. As customers increasingly prioritise strategic risk management over product-centric purchasing, we are shifting metrics from product sales to risk reduction. Our teams undergo mandatory upskilling in AI governance and compliance, conduct framework-driven consultations, and co-design incident response and business continuity with customers, strengthening AI security and cyber resilience.”



## Moving from cybersecurity as a product to cyber resilience as a business strategy

**ZAKIR HUSSAIN RANGWALA**  
**CEO, BD SOFTWARE DISTRIBUTION PVT. LTD.**

“At BD Software Distribution, we have evolved from distributing traditional firewall and perimeter security solutions to enabling a holistic cyber resilience strategy for our partners and customers. Today’s threat landscape requires security to be embedded across the entire IT ecosystem rather than deployed as standalone products. We help organisations adopt a secure-by-design approach through advanced endpoint protection, XDR, identity security, cloud security, email protection, backup and recovery, security awareness, and compliance-focused solutions, helping customers proactively reduce risk, strengthen business continuity, and build resilience from the outset of their digital transformation initiatives.

The rise of AI-powered attacks has significantly changed the cybersecurity landscape. We address these challenges through advanced security solutions that leverage AI-driven threat detection, behavioral analytics, XDR, MDR, identity protection, email security, and phishing prevention technologies. These solutions help detect and mitigate deepfakes, identity fraud, business email compromise, and social engineering attacks before they impact business operations. We also educate partners and customers through awareness programmes, training workshops, and cybersecurity best practices to strengthen both technological defences and human awareness against emerging AI-enabled threats. As cybersecurity conversations shift from products to business risk and resilience, we are investing in training, certifications, and knowledge development for our teams and channel partners. By combining technical expertise with an understanding of business challenges, we help customers improve their security posture and build long-term resilience. Our vision is to help organisations move from cybersecurity as a product to cyber resilience as a business strategy, enabling them to operate securely in an increasingly AI-driven, digital-first world.”



## Security is no longer a standalone product but an architectural layer

**ZUHAIR HUSAIN**  
**DIRECTOR, PENTACLE IT SOLUTIONS PVT. LTD.**

“At Pentacle IT Solutions, we have evolved from deploying perimeter-centric security solutions to building cyber resilience frameworks integrated into our customers’ digital transformation journeys. As a Sophos Gold Partner in Uttar Pradesh, we focus on a secure-by-design approach that combines next-generation firewalls, endpoint protection, identity security, network segmentation, continuous monitoring, and proactive risk assessments. Security is no longer treated as a standalone product but as an architectural layer embedded across infrastructure, applications, users, and data from the very beginning.

The rise of AI-powered cyberattacks has significantly changed the threat landscape. To address this, we leverage AI-assisted threat intelligence, Sophos MDR/XDR capabilities, behavioural analytics, and automated incident response mechanisms to identify emerging threats before they impact operations. We are also helping customers prepare against deepfake-enabled fraud, credential compromise, phishing, and social engineering attacks through user awareness programmes, identity-centric security controls, and continuous threat monitoring. Our focus is on reducing attack surfaces while improving detection and response speed. Customers today seek strategic guidance rather than product recommendations. We invest heavily in technical certifications, cybersecurity workshops, and consultative engagement models that align security initiatives with business objectives. By combining industry expertise, AI-driven security insights, and long-term risk management strategies, we enable organisations to strengthen cyber resilience, accelerate digital adoption, and confidently navigate an increasingly AI-driven threat environment, acting as trusted advisors throughout their cybersecurity journey.”



# THE CMO–CISO PARTNERSHIP:

## A BUSINESS IMPERATIVE

**VINNY SHARMA**  
SENIOR DIRECTOR, GLOBAL FIELD &  
CHANNEL MARKETING, SECURONIX



*As enterprises increase cybersecurity investments to counter AI-driven threats and evolving regulatory requirements, the role of Chief Marketing Officers is becoming more strategic than ever before. CMOs today are not only responsible for driving brand visibility and business growth, but also for building digital trust and reinforcing customer confidence in an increasingly connected world.*

*With cybersecurity now elevated to a boardroom priority, CMOs are collaborating closely with CISOs and leadership teams to shape transparent communication around data privacy, responsible AI adoption, and customer protection. In today's digital economy, a single cyber incident can significantly impact brand reputation and customer loyalty within hours.*

**Vinny Sharma, Senior Director, Global Field & Channel Marketing, Securonix** shares her insights on how CMOs are aligning trust, security, and customer experience in the AI era -

### HOW ARE CMOs ALIGNING BRAND TRUST AND CUSTOMER ENGAGEMENT STRATEGIES WITH THE ORGANIZATION'S EVOLVING CYBERSECURITY FRAMEWORK?

CMOs are aligning brand trust and customer engagement by treating cybersecurity as part of the customer experience. Trust is shaped by how clearly an organization protects sensitive data, manages emerging risk, and communicates security outcomes with transparency. As cybersecurity frameworks evolve, CMOs have a critical role in translating security strength into market confidence. That means positioning security as a brand differentiator, making product security easier to understand, and building customer confidence through thought leadership, education, awareness programs, threat advisories, and practical guidance that helps stakeholders understand emerging risks.

At Securonix, this alignment is central to the message. Recognized as a Leader in the Gartner Magic Quadrant for SIEM and a Customers' Choice by Gartner Peer Insights, Securonix helps global enterprises become breach-ready, board-ready, and AI-powered with accountable, outcome-driven security operations at scale.

### WHAT ROLE SHOULD CMOs PLAY IN COMMUNICATING RESPONSIBLE AI USE, DATA PROTECTION, AND DIGITAL TRANSPARENCY TO CUSTOMERS?

CMOs should help customers understand how AI is used responsibly, transparently, and under human supervision. By working with CISOs and technology leaders, they can translate AI governance, data privacy, risk management, and cyber resilience into clear customer benefits. Strong messaging should build trust, explain accountability, and support awareness campaigns that help customers understand new technologies, emerging risks, and best practices.

### HOW CAN CMOs COLLABORATE WITH CISOs TO ALIGN CYBERSECURITY STRATEGIES WITH BRAND REPUTATION AND CUSTOMER EXPERIENCE GOALS?

CMOs and CISOs have become a critical partnership as cybersecurity increasingly shapes revenue, trust, and brand reputation. To build lasting customer relationships, both leaders must align closely and encourage cross-functional collaboration. CISOs should understand the business impact of security risk, MarTech architecture, and lead-scoring models, while CMOs should build a practical understanding of cybersecurity fundamentals, tools, and controls. Security should be considered at the planning stage of every campaign, platform, and customer touchpoint. Together, they can make trust a core part of the brand narrative.

# BUILDING AN OPEN AI FUTURE – INNOVATION, STRATEGY AND GROWTH

*Over the next three to five years, Red Hat's growth strategy will center on advancing multi-vendor open standards that foster interoperability, reduce vendor lock-in, and enable customers to innovate with greater flexibility while also fostering industrialization of the open-source AI ecosystem. By championing an open, collaborative AI ecosystem, Red Hat aims to empower enterprises to scale AI with confidence while avoiding dependence on proprietary, monolithic platforms.*

*Vincent Caldeira, CTO, Red Hat APAC details how Red Hat aligns the brand's long-term vision and purpose with emerging technologies like AI, Edge AI and Agentic AI -*

AI is increasingly becoming infrastructure-level technology for enterprises. The real shift underway is that organisations are moving beyond isolated experimentation and beginning to consider how AI can be embedded in core business systems, operational workflows and decision-making environments.

“What organizations increasingly want today is structural freedom without compromising enterprise control. At Red Hat, our vision centers on delivering a consistent, common software stack that spans the entire hybrid cloud—from core data centers to sovereign environments and resource-constrained edge points,” says Vincent Caldeira, CTO, Red Hat APAC. “By abstracting underlying hardware heterogeneity, we allow organizations to optimize and deploy intelligent applications and workloads across diverse silicon architectures, including NVIDIA, AMD, and Intel, without rewriting a single line of application code or succumbing to fragmented technology silos.”

## AGENTIC AI MARKING AN IMPORTANT SHIFT

Agentic AI marks an important shift in how enterprises will interact with AI systems. We are moving beyond AI that simply responds to prompts toward systems that can independently reason, plan, and execute tasks with minimal supervision. That has the potential to significantly improve operational efficiency and accelerate enterprise decision-making.

The real question is where organizations still want humans in the loop, especially in high-impact or irreversible decisions. As autonomous agents evolve from basic chat completion into active digital entities that call APIs and interact with core systems, unchecked execution is an extreme enterprise liability. Red Hat's AgentOps strategy answers this shift via an unyielding principle: Bring Your Own Agent (BYOA).

“We do not compete at the framework layer: whether our customers build on LangChain, CrewAI, OpenClaw, or custom runtimes, we provide the enterprise infrastructure to make those agents production-ready. We also focus on addressing critical production gaps by wrapping agents in platform infrastructure: injecting cryptographically verifiable SPIFFE/SPIRE workload identities, enforcing granular tool-calling validation via an Envoy-based Model Context Protocol (MCP) Gateway, and executing tasks inside isolated boundaries using kernel-enforced OpenShell sandboxing. The driving idea here is to take agent security out of the hands of developers as much as possible, and enforce it natively at the platform level,” says Vincent.

## LEVERAGING EDGE AI

Edge AI becomes especially important in environments where latency, responsiveness, operational continuity, and real-time intelligence directly affect business outcomes. Deploying AI at the far edge requires highly optimized pipelines that can function inside constrained hardware architectures.

Red Hat achieves this by providing a unified core-to-edge execution plane. Organizations can train or tune large open-weight models centrally using Red Hat OpenShift AI and then seamlessly push optimized, compressed versions (via low-precision technologies like INT4/FP4 quantization) to remote locations.

“In addition, through Red Hat Device Edge and MicroShift, we embed Kubernetes-based AI inference directly into resource-constrained endpoints such as industrial sensors and IoT gateways. By serving models locally behind containerized microservices through our Inference engine based on vLLM, we eliminate public internet dependencies and data exfiltration risks while delivering sub-second



**VINCENT CALDEIRA**  
CTO, RED HAT APAC

response times without cloud egress costs.

As AI adoption matures, we also expect that simplifying operations across distributed environments while maintaining visibility, scalability, and governance will become increasingly more important,” explains Vincent.

## BUILDING CREDIBILITY & LEADERSHIP

Trust cannot be built within a closed 'black-box' ecosystem; it requires a transparent, reproducible, and fully verifiable software supply chain.

“For this reason, we are driving the industry to deliver this 'glass-box' transparency by packaging models as secure OCI artifacts, integrating continuous container vulnerability scanning through our trusted software supply chain solutions, which now unifies traditional software development and AI supply chain,” says Vincent.

He further continues, “Our safety portfolio moves governance from static policy to runtime enforcement: our TrustyAI operator manages real-time input/output conversational rails, while our proactive red-teaming framework utilizes Garak vulnerability scanning integrated with acquired algorithmic techniques from Chatterbox Labs. We treat data sovereignty as a foundational default, enabling organizations to enforce declarative regional boundaries via a Policy-as-Code framework so sensitive enterprise data never has to move.”

Red Hat strongly believes that organizations that can balance innovation with strong governance and long-term operational discipline will ultimately be better positioned to build credibility and sustained customer confidence.

# MOST IMPACTFUL PARTNER PROGRAMME

In 2026, the partner ecosystem is no longer a growth channel—it is a **strategic imperative**. As AI reshapes enterprise infrastructure, cloud scales at unprecedented speed, and cybersecurity becomes the foundation of every digital ambition, the organisations winning in the market are those with the most empowered, well-equipped channel partners behind them.

**THE NEW REALITY IN 2026**

<p><b>AI TRANSFORMS EVERYTHING</b> Partners are the AI adoption enablers for customers.</p>	<p><b>CLOUD GROWS WITHOUT LIMITS</b> Partners extend reach, accelerate migration and drive outcomes.</p>	<p><b>CYBERSECURITY IS MISSION CRITICAL</b> Partners build trust and resilience in an always-on world.</p>
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## THE NEW RULES OF GROWTH: Empowering the Partner Ecosystem

The traditional partner ecosystem is being fundamentally reshaped by AI and digital transformation. This rapid evolution demands new strategies and technologies for businesses to remain competitive. AI is reshaping how partner ecosystems create value. As automation absorbs traditional delivery work, partner-led growth is shifting toward influence, orchestration, and trusted advisory roles.

Given this transformation, OEMs are increasingly looking at elevating their partner programs from reactive, transaction-based sales models to proactive, intelligence-driven engagements that focus on the entire customer lifecycle.

The promise of AI in partner programs is significant: automated recruitment and segmentation, predictive insight on partner performance, smarter enablement tailored to behavior, automated compliance, improved pipeline visibility and growing support for co selling recommendations across hyperscalers. These capabilities unlock intelligence that simply did not exist a few years ago.

Modern partner programs should include three primary areas –

- **Outcome-driven enablement:** Moving away from basic training, modern programs should use AI to deliver contextual, role-based micro-learnings. This empowers partners to build profitable service practices (e.g., data preparation, integration, and adoption) rather than just reselling.
- **Predictive Co-Selling and Co-Marketing:** AI is rapidly transforming channel ecosystems by replacing traditional, manual processes with execution intelligence, specifically designed to eliminate inefficiencies, increase deal velocity, and optimize co-sell partner matching. AI also blends market-gap analysis with partner strengths to propose joint campaigns. It predicts the success of different content formats (e.g., webinars, e-books, case studies).
- **Intelligent Orchestration:** Partner relationship management platforms (PRMs) leverage predictive analytics to orchestrate value rather than simply manage relationships. For instance, AI assists in identifying credible AI experts and optimizing market development funds (MDF) to maximize ROI.

### HOW TO BUILD THE MOST IMPACTFUL PARTNER PROGRAMME

- 1 LISTEN & CO-CREATE**  
Engage partners regularly and shape the programme around their needs.
- 2 ALIGN TO OUTCOMES**  
Design around customer outcomes and business priorities.
- 3 INVEST IN ENABLEMENT**  
Equip partners with the right skills, tools and confidence to win.
- 4 SIMPLIFY & AUTOMATE**  
Make it easy to do business, from onboarding to incentives.
- 5 RECOGNISE & REWARD**  
Celebrate success and create long-term loyalty.

## Securonix Elevate – giving partners a clearer and more effective way to engage

“At Securonix, our channel partner strategy revolves around the partner-first Elevate Program. This empowers our partners - managed security service providers (MSSPs), Value-Added Resellers (VARs), technology partners, systems integrators, and technology services distributors (TSDs) - to solve complex cybersecurity challenges and keep our mutual clients’ critical data infrastructure safe. Channel partnerships are central to growth, with 60 to 75 percent of core business driven through partner-led initiatives.

Securonix’s channel strategy in India reflects the country’s diverse business landscape. Each region operates with different customer needs, buying patterns, and market dynamics, so our approach is built around local relevance rather than a one-size-fits-all model. We work with channel partners who understand both the technology and the markets they serve. Partners are aligned based on regional strength, cybersecurity focus, industry expertise, and customer segment. Some are strongest in the mid-market, others in mid-enterprise, while some are better positioned for large enterprise engagements. This segmentation helps each partner focus on where they can create the most value, while reducing overlap and competitive friction.

Our channel program, Securonix Elevate, gives partners a clearer and more effective way to engage with us. The program offers tiered pricing, enablement support, marketing benefits, and free sales training to help partners strengthen their security expertise and better serve customers. Through Elevate, partners can build customized services or deliver full SIEM-as-a-Service offerings using the Securonix platform.”



**DIPESH KAURA**  
COUNTRY DIRECTOR,  
INDIA AND SAARC,  
SECURONIX

## Veeam ProPartner Network – a platform designed to accelerate partner growth

“Veeam Software’s channel ecosystem is central to how we go to market and deliver value to customers. In India & SAARC, we work with an expansive ecosystem of more than 3,000 partners and operate with a partner-first approach — Partner First is our DNA, and partner success directly drives our success. We are strengthening channel performance and profitability by expanding partnerships, deepening partner engagement, and leveraging BI-driven customer expansion tools that provide real-time visibility into renewal cycles, upsell opportunities, and growth potential across SMB, enterprise, and cloud service provider segments.

This approach is anchored in the Veeam ProPartner Network, a comprehensive platform designed to accelerate partner growth, profitability, and customer success. Through ProPartner, partners benefit from:

- Unified access to tools and resources via a single gateway for training, certifications, sales enablement, and marketing support.
- Business intelligence and customer expansion portals that surface renewal, upsell, and expansion opportunities across customer segments.
- Profitability programmes that deliver incentives and recurring revenue models while strengthening partner margins and customer resilience.
- A collaborative ecosystem of distributors, resellers, cloud service providers, and alliance partners delivering modern data protection and cyber resilience solutions.



**GAURAV V SAXENA**  
DIRECTOR -  
CHANNELS,  
ALLIANCES,  
DISTRIBUTION &  
SMB BUSINESS -  
INDIA & SAARC,  
VEEAM SOFTWARE

## Tenable One – an AI-powered, connected exposure management platform

“Tenable’s approach to strengthening channel performance in India is rooted in a shift from transactional volume to high-value, competency-led engagements. We recognize that profitability for our partners is directly linked to their ability to provide specialized security outcomes rather than just fulfilling product orders. To support this, we have streamlined our Tenable Assure partner program to incentivize those who invest in deep technical expertise and proactive risk management.

We are enhancing partner profitability by focusing on tier-based rewards and deal registration protections that ensure partners who identify and develop new opportunities are shielded and rewarded. By integrating our Tenable One Exposure Management Platform across the partner ecosystem, we allow partners to wrap their own professional services around our technology. This enables them to build recurring revenue streams through continuous vulnerability management, OT security, identity security, cloud security and AI security assessments.

Additionally, we are scaling our dedicated MSSP program, which empowers partners to offer Tenable’s exposure management capabilities as a comprehensive managed service. This initiative creates a predictable, recurring revenue stream that addresses the growing demand for outsourced security operations among Indian enterprises, further solidifying our partners’ role as essential, long-term security advisors.

Tenable also announced the Tenable Open Partner Ecosystem Network (OPEN), reinforcing its commitment to an open-first approach that brings together disparate security tools into a more unified and proactive defense.”



**JEFF BROOKS**  
SENIOR VICE  
PRESIDENT,  
GLOBAL CHANNELS  
& ALLIANCES,  
TENABLE

## Kaspersky partner program designed to encourage the channel to invest in solution-led selling

“Kaspersky’s partnership strategy is rooted in a partner-first approach that reflects the evolving cybersecurity landscape, where service-led and subscription-based models are becoming the norm. As a channel-driven organization, we continue to invest in strengthening our B2B ecosystem in India through strategic partnerships with distributors, system integrators, and technology providers. By empowering our partners with the right capabilities, resources, and support, we have significantly expanded our enterprise reach while delivering scalable cybersecurity solutions that help customers navigate an increasingly sophisticated threat environment.

At the same time, the role of partners is evolving rapidly, from traditional resellers to trusted advisors and transformation leaders. We have enhanced our partner program with structured incentives, including rebates aligned to subscription-based licensing models, along with Solution Advisory Services and pre-sales support. This enables partners to build recurring revenue streams while improving customer retention and long-term profitability.

### INVESTMENTS TO PARTNER ECOSYSTEM CONTINUE

At Kaspersky, we complement our commercial strategy with long-term ecosystem investments that strengthen partner growth and differentiation. We continue to empower partners through technical training, sales certifications, and co-marketing initiatives, while also driving cybersecurity awareness to create new demand.



**PL SUBRAMANIAN  
(SUBBU)  
HEAD OF CHANNEL  
FOR INDIA,  
KASPERSKY**

## SAS Partner Program offers partners structured learning pathways and cloud readiness modules

“SAS continues to simplify engagement models, improve sales alignment, and provide greater access to marketing development funds and co-selling opportunities. This integrated approach ensures partners can scale efficiently, improve win rates, and drive sustainable profitability while delivering consistent customer success.

Partner enablement is a core priority to ensure the ecosystem can confidently sell, deploy, and scale solutions while driving measurable customer outcomes. As AI adoption transitions from experimentation to enterprise-wide operations, partners are equipped to deliver production-ready, governed, and outcome-driven implementations. Through the SAS Partner Program, partners are provided with structured learning pathways, hands-on training, cloud readiness modules, and accessible certification frameworks. This approach reduces deployment risk and accelerates time-to-value for customers.

### MARKET GROWTH EXPANSION

Expansion into Tier B/C cities is being accelerated through a focused channel-led strategy. Trusted solution partners with strong regional presence and contextual market understanding are central to this approach, enabling deeper penetration across mid-market enterprises, regional financial institutions, utilities, life sciences, and public sector segments. SAS enables this ecosystem through the provision of the scalable Viya platform, structured channel marketing programs, industry-specific solution blueprints, and continuous partner enablement. This ensures faster time-to-value, while maintaining consistency in quality, governance, and deployment standards.”



**MANISH NAIR  
SENIOR MANAGER,  
ALLIANCES AND  
CHANNELS – INDIA  
& ASEAN, SAS**

## Ecosystem X - bringing together SIs, cloud providers, technology partners and strategic alliances

“Channel partners play an increasingly important role in our growth strategy and contribute significantly to our business development efforts across enterprise, government, and emerging AI infrastructure opportunities. As digital infrastructure becomes more complex and interconnected, customers are increasingly looking for integrated solutions rather than standalone products or services. This makes ecosystem-led engagement more important than ever. At Techno Digital, Ecosystem X - our partner ecosystem program is designed to bring together system integrators, cloud providers, technology partners, consultants, distributors, and strategic alliances. The objective is simple: enable partners to deliver complete infrastructure outcomes rather than individual offerings. Through Ecosystem X, partners gain access to our AI-ready hyperscale and edge data center infrastructure, cloud and managed services portfolio, power-first design capabilities, and solutioning expertise. This enables them to address a broader range of customer requirements spanning AI, cloud, digital transformation, sovereign infrastructure, and enterprise modernization initiatives. The impact has been visible in stronger market reach, faster go-to-market execution, deeper customer engagement, and greater participation in large-scale infrastructure opportunities. More importantly, it has helped us build long-term relationships focused on customer success and business outcomes rather than transactional engagements.

### A CRITICAL PARTNER ECOSYSTEM

As AI adoption accelerates, partner ecosystems will become even more critical. The future of digital infrastructure will not be built by individual organizations alone, but through collaborative ecosystems that combine infrastructure, technology, and domain expertise to deliver solutions at scale. Those who can bring together the right capabilities, expertise, and execution partners will be best positioned to create lasting value for customers.”



**AMIT AGARWAL  
PRESIDENT,  
TECHNO DIGITAL**

## Enabling a connected, data-driven “Design to Make” platform ecosystem

“The most important shift happening within Autodesk's channel ecosystem today is the transition from product-centric selling to outcome-driven engagement. As Autodesk evolves from a software company to a platform company, the role of the partner is also evolving. Success is no longer defined by license transactions alone. Instead, partners are increasingly helping customers manage their entire Design and Make journey across planning, design, construction, manufacturing, operations, and lifecycle management.

### CHANNEL STRATEGY ALIGNED WITH INDIA'S INFRASTRUCTURE GROWTH

Autodesk's India channel strategy is tightly aligned with the country's accelerating growth in infrastructure, manufacturing, and digital construction. We are enabling a connected, data-driven “Design to Make” platform ecosystem that drives efficiency, collaboration, and sustainable outcomes at scale. Partners are central to this vision. This tangible shift happening within Autodesk's channel ecosystem as partners' transition from product-centric selling to outcome-driven engagement.

Autodesk is making focused investments to upskill Indian channel partners across AI-driven design, automation, cloud collaboration and customer adoption. A key priority for Autodesk is helping partners develop skills and capabilities needed to support customers in an increasingly cloud-based and platform-driven environment. Autodesk is investing in enablement programs focused on cloud collaboration, design automation, platform services, and customer adoption.

## SonicWall SecureFirst Partner Program: driving predictable, scalable growth

“SonicWall is a 100% channel partner-driven company, with over 17,000 active partners worldwide, 2500 plus being in India, who help protect customers' businesses. Their efforts have boosted our market share in key segments, solidifying SonicWall's leadership in cybersecurity.

Our partner programs offer benefits such as broader reach, cost savings, faster market entry, and improved customer satisfaction. The enhanced SecureFirst Partner Program and other updates aim to drive predictable, scalable growth. The focus is to offer recurring revenue models (subscriptions, managed services) and shift away from one-time product sales which helps partners build steady income streams instead of relying on transactional hardware sales. SonicWall supports partners with unified, multi-tenant management platforms for efficient customer handling, automated billing workflows to reduce administrative tasks, and streamlined onboarding processes to ease transitions.

### TRAINING & SUPPORT

SonicWall enables its partners through a structured mix of training, tools, and hands-on support, primarily delivered via its SecureFirst Partner Program. The goal is to help partners ramp up skills quickly, close deals faster, and build recurring revenue streams. SonicWall University provides structured training through an on-demand, self-paced platform with role-based pathways in sales, pre-sales, technical, and support areas. The curriculum includes certifications and accreditations designed to validate expertise and enhance professional credibility.

## Partner Competency Programme: unlocking enhanced benefits and opportunities for the Channel

“We are committed to transforming partners from product resellers to strategic risk advisors. Our approach centres on outcome-based incentives tied to service delivery, managed security offerings, and next-generation solution adoption like XDR and AI-enabled risk assessment.

The Partner Competency Programme validates expertise across Managed Services, Incident Response, and Professional Services. This unlocks enhanced benefits and high-value opportunities. We reward activities that drive measurable customer outcomes like risk reduction, attack surface management, and accelerated incident response. With majority of our India business flowing through partners, their success directly fuels ours. This model ensures profitability aligns with delivering proactive defence and long-term customer value.

### SUPPORT ECOSYSTEM FOR PARTNERS

Partner enablement operates through three strategic pillars.

- Trend Campus delivers role-based training, certifications, and hands-on experience across AI-powered threat intelligence, advanced detection and response, and automated risk remediation. Partners access and benefit from exclusive courses, live webinars, and curated learning journeys.
- The Partner Competency Programme validates organizational maturity, showcasing expertise that differentiates partners competitively. Our unified AI-driven platform, Trend Vision One, equips partners with deep visibility, risk quantification, and automated remediation capabilities across hybrid environments.
- Performance-based incentives reward co-selling, customer retention, and security posture improvements ensures our partners confidently navigate complex threat landscapes and transformation journeys.”



**PRADEPTO DEY**  
DIRECTOR –  
CHANNELS,  
AUTODESK INDIA  
& SAARC



**DEBASISH  
MUKHERJEE**  
VICE PRESIDENT,  
REGIONAL SALES  
APJ, SONICWALL



**HIMANSHU  
KUMAR GUPTA**  
SENIOR DIRECTOR  
- GOVERNMENT  
BUSINESS AND  
CHANNELS FOR INDIA  
AND SAARC, TREND AI

## Sophos Partner Program: addresses partners' flexibility, profitability and long-term scalability

“At Sophos, we believe our partners are central to delivering exceptional cybersecurity outcomes. That's why our channel-first approach underpins every strategic decision we make, shaping everything from solution innovation to partner engagement and enabling us to create greater value across the cybersecurity ecosystem.

Our recently enhanced Sophos Partner Program directly addresses the priorities that matter most to partners today: flexibility, profitability and long-term scalability. Through a structured, points-based tiering framework spanning Silver, Gold, Platinum, and (our newly introduced) Titanium tiers, we are creating a transparent and merit-driven pathway for partners to expand their businesses, deepen technical expertise, and unlock stronger commercial rewards.

Beyond program design, Sophos has invested substantially improving operational efficiency and reducing friction across the partner journey. Enhancements to our quoting capabilities within Sophos Central have significantly improved turnaround times, allowing partners to respond to customer requirements with greater speed and precision. Additionally, our ecosystem of enablement tools including co-branded marketing assets, deal registration benefits, preferred margin frameworks, and a 24x7 AI-powered sales assistant for pricing, sales, and technical support is helping partners engage customers more effectively and to close opportunities faster.



**RAJEEV GUPTA**  
DIRECTOR -SALES  
(INDIA & SAARC),  
SOPHOS

## NetApp Partner Sphere program: enabling partners to thrive in the AI-driven economy

“India represents a key growth market for NetApp, and our channel strategy is designed to cultivate a strong partner ecosystem that can support the increasing demand for AI, cloud, and cyber-resilient data infrastructure. Through NetApp's Partner Sphere program, we are enabling Indian partners to move beyond traditional models and participate more deeply in solution-led engagements across AI, hybrid cloud transformation, ransomware protection, and data modernization. We have also aligned our incentives and programs to support multiple selling motions and improve partner profitability. With a progressive tiering structure, access to tools such as Partner Demo Gear, CoE, and a strong focus on co-investment, we are helping partners expand into new customer segments, build repeatable offerings, and grow sustainable revenue streams in a highly competitive market.

### PARTNER EXPANSION & SUPPORT

Enablement is central to how we are strengthening our partner ecosystem in India. As customer conversations rapidly shift toward AI adoption, data governance, and hybrid cloud operations, we are investing in structured capability development through our Partner Sphere's 16 solution competencies, including refreshed AI competencies that map to the full customer lifecycle. Access to lab environments for proof-of-concept demonstrations, ongoing technical engagement, and field collaboration ensures partners are not only trained but are fully equipped to lead with confidence in customer engagements.

We have developed a strong Distribution Network to expand in B/C cities. Our distributors are equipped with robust sales and technical skills around NetApp Solutions to help partners and customers in these cities, and our sales team assists partners in customer engagement and progression of the sales process.”



**PREMALAKSHMI RAMAKRISHNAN**  
MANAGING  
DIRECTOR AND AREA  
VICE PRESIDENT,  
INDIA AND SAARC,  
NETAPP

## Empowering partners deepen capabilities in hybrid cloud, data infrastructure, and AI-led solutions

“At Hitachi Vantara, we are committed to building a partner-first, value-driven ecosystem where profitability is fuelled by specialization and solution-led engagement, rather than transaction volume. We have introduced a structured partner program with clear tiers and competencies, enabling partners to unlock higher margins as they deepen capabilities in areas like hybrid cloud, data infrastructure, and AI-led solutions. A strong emphasis is placed on co-creation and co-selling, ensuring partners are involved early in the customer lifecycle, which significantly improves deal conversion and long-term revenue streams.

Additionally, we are prioritizing predictable revenue models for partners by promoting lifecycle services, managed offerings, and recurring business opportunities, helping them move beyond one-time transactions to sustained profitability.

### EXPANSION & GROWTH PLANS

Our expansion into B and C cities is driven by a localized partner-led growth strategy, where regional partners act as the primary drivers of market development. We are actively onboarding partners with strong local market understanding and enabling them to address the unique needs of emerging enterprises, especially those transitioning to digital-first operations. A key focus is developing vertical-specific solutions for sectors like government, manufacturing, and BFSI, which are seeing rapid digital adoption in these regions. We are also investing in regional engagement initiatives and partner-led outreach programs to strengthen brand presence beyond metro cities. This approach ensures that growth in these markets is both sustainable and partner-driven, while creating new revenue streams across India's expanding digital economy.”



**DARSSHAN SOMAIYA**  
HEAD OF STRATEGIC  
PARTNERS &  
ALLIANCES FOR  
INDIA AND SAARC,  
HITACHI VANTARA

# Embedding operational Trust through a Responsible AI Framework

**Automation Anywhere differentiates itself through Agentic Process Automation (APA), combining AI agents with a mature RPA foundation to deliver governed, enterprise-grade results.**

## VISION & PURPOSE

Automation Anywhere's long-term vision is the Autonomous Enterprise, where AI agents don't just assist work, they execute it reliably inside real business processes. That requires more than AI models. Most agentic AI approaches break down in production because they lack process context, orchestration, and governance. Our Agentic Process Automation (APA) combines AI agents with a deterministic automation foundation to ensure accuracy, control, and enterprise readiness.

APA enables organizations to automate complex, multi-step workflows across systems, not just isolated tasks. AI agents can reason and act, while the underlying platform enforces structure, auditability, and compliance. That combination is what makes large-scale autonomous execution possible.

## AGENTIC AI IMPACT

Agentic AI is moving enterprises from automation to autonomous execution, but the real impact lies in delivering accountable outcomes at scale. With Agentic Process Automation (APA), AI agents can resolve over 80% of support requests while operating within governed workflows that ensure traceability and compliance.

The business impact is immediate: faster turnaround times, lower cost-to-serve, and always-on operations. In India, this is already visible. IndusInd Bank reduced turnaround time by 40% and saved over ₹76 lakhs annually, while Bank of India improved efficiency by up to 60% across high-volume processes. Bank of Baroda now runs 24x7 compliant operations, and Adani Group has scaled 220+ automations for financial processes.

Agentic AI, when orchestrated correctly, does not just improve efficiency, it redefines execution with speed, accuracy, and control.

## HUMAN-CENTRIC INNOVATION

Human-centric innovation is about shifting people away from repetitive execution toward higher-value work output. Through APA, Automation Anywhere integrates AI agents with enterprise systems to automate

routine tasks, enabling employees to focus on decision-making, creativity, and customer engagement.

This impact is visible across our ecosystem. Infosys BPM leverages APA to enable autonomous decision-making in complex workflows, improving SLA adherence and client experience, while Tata Sky has saved over 10,000 hours by automating finance and supply chain operations. The real differentiator is orchestration, connecting systems, data, and AI into intelligent workflows that adapt in real time. The result is a more engaged workforce, reduced burnout, and a workplace where humans focus on judgment and innovation, not repetitive execution.

## TRUST, ETHICS & SECURITY

Automation Anywhere operationalizes trust through a Responsible AI framework built on principles such as transparency, accountability, security, and reliability. This is reinforced by our ISO/IEC 42001:2023 certification, placing us among the first 100 companies globally to meet this AI governance standard.

The business impact is clear: enterprises gain full auditability of AI-driven actions, reduced regulatory risk, and consistent, error-free execution. This is critical for sectors like banking, financial services, and regulated industries.

Automation Anywhere works with India's leading banks, accounting firms, and IT services organizations. By embedding governance directly into execution, we ensure AI delivers innovation without compromising control, compliance, or security.

## INNOVATION ROADMAP

Enterprise AI will not scale on models alone, it requires the combination of AI reasoning and robotic process automation (RPA) for reliable execution. Automation Anywhere's differentiation lies in Agentic Process Automation (APA), which brings together AI agents with a proven RPA foundation to deliver governed, enterprise-grade outcomes.

While many AI solutions operate as copilots or point tools, they stop at generating insights



**SANJAY ROHATGI**  
Senior Vice President  
and GM APJ, Automation  
Anywhere explains how as  
an evolution in Intelligent  
Automation, APA enables  
orchestrated, autonomous  
execution of complex,  
multi-step processes that  
involve planning and  
decision-making -

or recommendations. APA goes further by orchestrating end-to-end workflows across systems, ensuring every AI-driven action is executed, validated, and auditable. This combination is what enables real enterprise deployment, where accuracy, compliance, and control are critical.

In India, where a significant share of customers is already adopting GenAI capabilities, this approach is accelerating the shift from isolated automation to enterprise-wide transformation. The result is scalable, outcome-driven execution across the business.

**“With APA, AI agents can resolve over 80% of support requests while operating within governed workflows that ensure traceability and compliance. The business impact is immediate: faster turnaround times, lower cost-to-serve, and always-on operations. In India, this is already visible.”**



# The Kunal Shah Bet:

## Why Meta handed WhatsApp to a fintech founder

**MARK ZUCKERBERG HAS PUT ONE OF INDIA'S BEST-KNOWN ENTREPRENEURS IN CHARGE OF HIS THREE-BILLION-USER MESSAGING APP. THE APPOINTMENT IS LESS ABOUT LEADERSHIP AND MORE ABOUT A REVENUE GAP META HAS STRUGGLED FOR YEARS TO CLOSE.**

When Meta announced on June 22 that Kunal Shah would take over WhatsApp, the surprise was not that an Indian had been handed one of the most-used products on the planet. It was who. Shah is not a career platform executive. He is a founder, an angel investor, and the man behind CRED, a fintech business better known for credit-card rewards than for running global infrastructure. The choice tells you a great deal about what Meta now believes WhatsApp is for.

Shah succeeds Will Cathcart, who ran the app for more than seven years. Reports say Cathcart is not leaving the company but moving into a role building new products at Meta, with Zuckerberg noting he would work on consumer-facing AI. Under Cathcart, WhatsApp roughly doubled its user base to more than three billion monthly active users and pushed the app into business messaging and early commerce. By any measure of reach, his tenure was a success.

The problem he leaves behind is a different one.

### AN ADVICE CALL THAT BECAME A JOB

The handover itself was unconventional. As Bloomberg first reported, the process began when Meta's chief product officer, Chris Cox, sent Shah a cold email in the spring, not to recruit him but to seek his views on WhatsApp's future. Cox had been canvassing entrepreneurs and investors in markets such as India, Brazil and Mexico, where the app is woven into commerce and daily life, and Shah's thinking made an immediate impression. Over roughly three months, that conversation turned into a recruitment, with Shah making several visits to Meta's California headquarters and meeting Mark Zuckerberg before the offer was made.

Shah succeeds Will Cathcart, who had run WhatsApp since 2019. His tenure was, by the metric of reach, a clear success: under Cathcart the app roughly doubled its base from about 1.5 billion to more than 3.3 billion monthly users while moving into business messaging and early commerce. The problem he hands on is a different one entirely.

### THE REACH-REVENUE MISMATCH

WhatsApp's difficulty has never been adoption. For all its cultural dominance, the app's contribution to Meta's revenue has lagged far behind its scale. The platform now carries more than three billion monthly users worldwide, and over 500 million of them are in India, its single biggest market. Yet the money has been slow to follow the eyeballs.

That is changing at the edges. Meta's "other revenue" line within its Family of Apps, driven largely by WhatsApp paid messaging, reached \$801 million in the fourth quarter of 2025, and the company has said paid messaging crossed a \$2 billion annual run-rate around the same time. Click-to-WhatsApp ads, the format that drops a user from a Facebook or Instagram ad straight into a business chat, have become one of Meta's fastest-growing products: Meta disclosed roughly \$1.5 billion in click-to-WhatsApp ad revenue in 2025, growing about 80% year on year, and analysts have begun describing the app as Meta's next major revenue pillar after Facebook and Instagram.

encountered it. Trust played a part too, with some users wary of linking bank accounts to a Meta-owned platform already plagued by spam and phishing.

Against that backdrop sits a number that frames Meta's whole India project. Meta has now committed more than \$6.6 billion to India: \$5.7 billion in 2020 for a 9.99% stake in Reliance's Jio Platforms, and \$900 million in June 2026 for roughly 20% of CRED. The Jio investment was meant, in part, to power WhatsApp commerce, and it has not moved the payments needle. The CRED cheque is the second swing at the same pitch.

## THE REGULATORY WINDOW

What makes the timing of Shah's appointment more than coincidence is a looming regulatory deadline. India's National Payments Corporation (NPCI) has set December 31, 2026 as the date by which any single UPI app must cap its share at 30% of transaction volume, a rule first proposed in 2020 and twice deferred. PhonePe at 46.2% and Google Pay at 32.7% both sit well above that ceiling, so if the cap is enforced both would have to stop onboarding new users above the threshold.

That does not hand the market to WhatsApp. Payment habits are sticky and CRED's own UPI product sits at just 0.68% despite years in market, so redistribution is an opening, not a guarantee. But it is the first structural break WhatsApp Pay has ever been offered. It is also why, back in April, Amazon, Meta, CRED and others lobbied the NPCI directly, raising concerns about how the dominant apps acquire users and use contact data, and asking for support to help smaller players compete. Shah arrives precisely as that window is prised open.

## WHY SHAH, SPECIFICALLY

The fit becomes obvious once you trace Shah's career. He first founded FreeCharge which was sold to Snapdeal for about \$450 million, he then launched CRED in 2018 and grew it from credit-card rewards into lending, insurance, payments and wealth management, while backing more than 250 startups including Razorpay and Gojek.

His entire track record sits at the junction of consumer trust and financial plumbing, exactly the territory Meta wants WhatsApp to occupy. Zuckerberg publicly praised what he called Shah's builder mentality, the trait Meta has emphasised as it pours money into AI and new consumer products. The \$900 million CRED investment, which valued the fintech at around \$4.5 billion, reads less as a side deal than as part of the price of the hire.

## THE HARDER QUESTIONS

A useful analysis resists treating this as a coronation. The first question is whether WhatsApp's payments failure is a leadership problem at all. Its struggles have been driven as much by regulatory caps and the entrenched UPI duopoly as by any deficit of vision, and a founder's instincts do not rewrite a regulator's rulebook. There is evidence the duopoly is loosening on its own: the combined share of PhonePe and Google Pay slipped below 80% for the first time in May 2026, falling to 79%, as smaller apps gained ground ahead of the cap.

## WHETHER WHATSAPP PAY CAPTURES ANY OF THAT DRIFT IS UNPROVEN.

There is a product trap, too. The very integration that should be WhatsApp Pay's advantage has been a weakness, and Meta's own response hints at ambivalence: with WhatsApp Flows, customers completing purchases inside business chats can now pay through any UPI app or card rather than being funnelled into WhatsApp Pay. Shah will have to monetise without breaking the simplicity and trust that made the app ubiquitous, a balance that has defeated more conventional operators. And there is the cultural question of an independent founder joining a long-tenured executive team inside one of the world's largest firms, a tension Meta is framing as the whole point.

## THE OTHER LEVER: BUSINESS MESSAGING

Payments is the headline, but the larger near-term prize may be enterprise messaging, where the India numbers are already strong. More than 15 million businesses use WhatsApp Business in India, the largest such base in the world, and India's WhatsApp commerce GMV was estimated at around ₹2.5 lakh crore in 2025. If Shah's real mandate is to fuse AI, commerce and payments into a single conversational layer, this is the ground where it compounds fastest.

For VAR India's readership this is more than a marquee personnel story. WhatsApp Business has become genuine infrastructure for Indian SMBs, retailers and the solution providers who build customer-engagement tools on its API. A more aggressively monetised WhatsApp means new commercial surfaces for partners to build on, but also a platform owner with sharper interests in a space partners currently treat as open ground. The Business Solution Provider ecosystem, message-template pricing and any move toward deeper in-app payments will all flow directly into partner economics.

What Meta has bought, in the end, is a thesis with a deadline. Cathcart proved WhatsApp could reach almost everyone. Shah has been hired, and CRED effectively acquired into Meta's orbit, to prove that reach can finally be made to pay, with a regulatory window closing at the end of 2026 that may never open this wide again.

These are real numbers, but set against an app of WhatsApp's scale they read as a beginning, not an arrival.

## THE PAYMENTS PROBLEM, IN HARD NUMBERS

Nowhere is the mismatch starker than in payments, and nowhere does it matter more than in India. The figures are unforgiving. As of May 2026, WhatsApp Pay accounted for just 0.65% of India's UPI market, while PhonePe held 46.2%, Google Pay 32.7% and Paytm 7.9%. Even smaller and newer players such as Navi, super.money, BHIM and CRED rank ahead of it. For an app sitting on more than half a billion Indian phones, that ranking is close to an indictment.

The causes are well understood, and worth laying out for readers because they explain why this is so hard to fix. The Federal, summarising the dynamics, points to timing first: PhonePe launched in 2016 and Google Pay in 2017, but WhatsApp Pay did not receive full regulatory clearance until 2020, by which point Indian consumers had already formed habits around the incumbents.

Then there was strategy. PhonePe and Google Pay spent years buying adoption with cashback, scratch cards and rewards, and built physical acceptance at neighbourhood shops, while WhatsApp Pay leaned on its existing user base and offered little reason to switch. Design compounded both: the service stayed buried inside the messaging interface, with no standalone payments experience or home-screen presence, so many users never

## Hikvision Introduces New Audio Product Line with Network Speakers

Hikvision has expanded its security solutions portfolio with the introduction of a new audio product line featuring a range of network speakers designed for commercial, public, and security-focused applications. The launch reflects the company’s efforts to integrate audio capabilities into its established video surveillance ecosystem, offering users a more comprehensive security and communication solution.

The new lineup includes network horn, ceiling, cabinet, and column speakers, each designed to meet different installation and operational requirements. The products are intended for a variety of environments, providing flexibility for organisations seeking reliable communication and security systems.

### VERSATILE BROADCAST MODES FOR DIFFERENT APPLICATIONS

Hikvision’s network speakers support multiple broadcast modes, including live broadcasts, scheduled announcements, alarm-triggered broadcasts, and emergency mustering notifications. These capabilities enable organisations to deliver timely messages across a range of scenarios, from routine communications to critical emergency situations.

The speakers can be used for security alerts, paging and notifications, as well as background music. Their versatility makes them suitable for locations such as hospitals, shopping malls, educational institutions, transportation hubs, and commercial facilities. Whether relaying important announcements or supporting daily operations, the speakers are designed to ensure effective communication.

### THE POWER OF “AUDIO + VIDEO” SECURITY

A key feature of the new product line is its integration with Hikvision’s video surveillance technologies. By combining audio and video capabilities, organisations can strengthen security measures and improve response times during incidents.

The synchronised use of audio and video allows security teams to move beyond post-event investigation and take more proactive action. Audio broadcasts can be linked to surveillance systems to provide warnings, instructions, or deterrence measures when potential threats are detected. This integrated approach can support perimeter protection, risk prevention, and emergency response activities.

### EASY OPERATION AND MAINTENANCE

The network speakers are compatible with HikCentral Professional software, NVRs, and selected third-party platforms, enabling seamless integration with existing systems. Features such as batch device addition, software upgrades, and remote configuration help simplify deployment and ongoing management.

With this new audio portfolio, Hikvision aims to offer organisations enhanced communication capabilities while supporting more efficient security operations through integrated and easy-to-manage solutions.



## CADYCE Announces CA-3DSP USB-C Docking Station with Triple 4K Display Support

CADYCE, a leading provider of connectivity and workspace productivity solutions, has announced the CA-3DSP USB-C Triple Display Docking Station, aimed at professionals, creators, traders, and users operating in hybrid work environments. The device is designed to simplify workstation setups by expanding a single USB-C connection into a multi-display and multi-function hub.

The CA-3DSP allows users to connect up to three external 4K displays while simultaneously enabling high-speed data transfer, wired internet connectivity, audio output, and device charging. It is built to support modern multitasking needs, offering extended and mirror display modes that help users manage multiple applications and workflows more efficiently. With support for up to 4K resolution at 60Hz, the docking station delivers clear and detailed visuals across all connected screens.

### MULTI-FUNCTION CONNECTIVITY FOR MODERN WORKSPACES

The docking station comes equipped with USB 3.2 Gen2 technology offering data transfer speeds of up to 10Gbps. It also includes Gigabit Ethernet support, SD and Micro SD card readers, audio connectivity, and USB-C Power Delivery, making it a comprehensive expansion solution for laptops and compatible devices.

Designed with durability and security in mind, the CA-3DSP features a compact and rugged build along with a Kensington Lock Slot for physical security in office and shared environments. It is compatible with Windows, macOS, and Linux systems, ensuring broad usability across different professional setups.

### BUILT FOR PRODUCTIVITY AND HYBRID WORK ENVIRONMENTS

CADYCE has positioned the CA-3DSP as a productivity-focused solution for users seeking efficient workspace organisation. By consolidating multiple connectivity needs into a single device, the docking station aims to reduce clutter while enhancing performance and workflow flexibility.

“The CA-3DSP has been developed to help professionals create a powerful, organized, and efficient workspace from a single USB-C connection. Whether in the office, at home, or in hybrid work environments, users can enjoy enhanced productivity through seamless multi-display connectivity and versatile expansion options.”

The CADYCE CA-3DSP will be available soon through the company’s authorised partners and distribution channels across India, targeting growing demand for flexible, high-performance workstation solutions.





## Constl Names Nidhi Pandey as Chief Information Officer

Constl, India's carrier-neutral digital infrastructure provider and a Space World Group company, has appointed Nidhi Pandey as Chief Information Officer (CIO). She will lead the company's IT and digital functions, driving digital transformation across finance, OSS and BSS applications while advancing enterprise application modernisation, technology governance and secure, scalable platforms to

support business growth.

The appointment comes as Constl expands its pan-India fibre network and AI-ready digital infrastructure platform for hyperscalers, telecom operators, data centres, cloud providers and enterprise customers. Pandey brings over two decades of experience in telecommunications, enterprise IT and digital transformation, having held leadership roles at Airtel International, HPE India, Vodafone Idea, Tata Communications and Tech Mahindra. Commenting on her appointment, Pandey said she looks forward to strengthening Constl's technology capabilities, driving innovation and delivering future-ready platforms that create long-term value for customers and stakeholders while supporting the company's next phase of growth.



## Zoom Appoints Arijit Dey to Lead Channel Business across India & SAARC

ZVC India, owned by Zoom Communications, has appointed Arijit Dey as Channel Leader for India and SAARC to strengthen its partner ecosystem. With over 24 years of experience in enterprise sales, business development and strategic partnerships, Dey will lead Zoom's channel strategy, partner

engagement and channel-led growth while helping customers leverage its AI-powered collaboration platform. Jacob Pereira, Head of APAC Partners at Zoom, said Dey's channel expertise and experience in building strategic alliances will strengthen partner-led growth and help organisations derive greater value from AI-driven solutions.

Previously, Dey was Director of Strategic Partnerships at Genesys, where he drove CCaaS growth through collaborations with service providers and system integrators. He said he looks forward to working with partners across India and SAARC as Zoom strengthens its channel-first strategy through the Zoom Up Partner Program.



## RAH Infotech Appoints Sanjit Talapatra as VP for Cloud & Digital Transformation

RAH Infotech has appointed Sanjit Talapatra as Vice President - Cloud & Digital Transformation to strengthen its enterprise cloud and digital transformation business. In his new role, he will lead engagements with AWS, Microsoft Azure and Google Cloud while expanding the company's capabilities in

enterprise architecture, platform engineering and data modernisation.

Announcing the appointment, Anurag Singh, Chief Executive Officer, RAH Infotech, said Talapatra's expertise in large-scale cloud transformation will strengthen the company's advisory-led approach and help customers accelerate cloud adoption. Talapatra brings 17 years of experience across cloud transformation, enterprise architecture and infrastructure modernisation, with previous stints at NTT Data, KPMG India, Capgemini, Atos and Infosys. He will focus on enabling organisations to build connected, AI-enabled enterprise ecosystems.



## Meta Appoints CRED Founder Kunal Shah as WhatsApp Head

Meta has announced a leadership transition at WhatsApp, with long-time chief Will Cathcart stepping down after seven years and CRED founder Kunal Shah appointed to lead the messaging platform. Meta CEO Mark Zuckerberg credited Cathcart with helping WhatsApp grow to more than three billion users while strengthening its privacy-first approach. Cathcart will remain at Meta in a product development role.

Shah, who has over the years built CRED into a leading Indian fintech company, will head WhatsApp's next phase of growth. Zuckerberg said Shah's experience in building and scaling technology products makes him well suited to lead the platform as it expands its AI-powered capabilities and business offerings.

The appointment underscores India's strategic importance for Meta, with WhatsApp's largest user base located in the country. The company said it will continue investing in AI, business messaging, payments and commerce while maintaining its focus on privacy and customer engagement.



## Harish Kumar Appointed CEO of Quick Heal Technologies

Quick Heal Technologies has appointed Harish Kumar as its Chief Executive Officer. Kumar brings more than three decades of leadership experience across cybersecurity, enterprise software, technology infrastructure and digital services. Before joining Quick Heal, he served as Head of Sales - India & SAARC at Check Point Software Technologies, where he played a key role in driving regional business growth. The

appointment comes as Quick Heal strengthens its presence across consumer and enterprise cybersecurity, threat intelligence, data privacy, managed security services and AI-powered security solutions through its Quick Heal and Seqrite brands. Chairman and Managing Director Dr. Kailash Katkar said Kumar's leadership experience and execution capabilities make him well positioned to lead the company's next phase of growth. Commenting on his appointment, Kumar said he looks forward to building on Quick Heal's legacy of innovation and customer trust while advancing opportunities in cybersecurity, data protection, privacy and AI-led security solutions.



## Ishan Technologies Strengthens Leadership with Saibal Roy's Appointment as COO

Ishan Technologies has appointed Saibal Roy as its Chief Operating Officer (COO), reinforcing its leadership team as it expands its digital infrastructure business and strengthens operational excellence. Roy brings over three decades of experience in the ICT and telecommunications industry, with expertise in enterprise business, go-to-market strategy and leadership.

Before joining Ishan Technologies, Roy was India Vertical Head for Manufacturing, Retail and Distribution at ServiceNow India. He has also held leadership roles at Bharti Airtel, Tata Communications, HFCL and Tulip Telecom, building expertise in enterprise connectivity and digital transformation. Purvi Kotecha, Director, Ishan Technologies, said Roy's leadership experience will support the company's next phase of growth. Roy said he looks forward to enhancing operational excellence, strengthening capabilities and delivering long-term customer value while accelerating the company's growth ambitions.

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