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THE ULTIMATE *Voice* OF INDIAN VALUE ADDED RESELLERS



10TH CYBER & DATA SECURITY SUMMIT 2026: CHARTING INDIA'S ROADMAP "FROM DATA TO DEFENCE"

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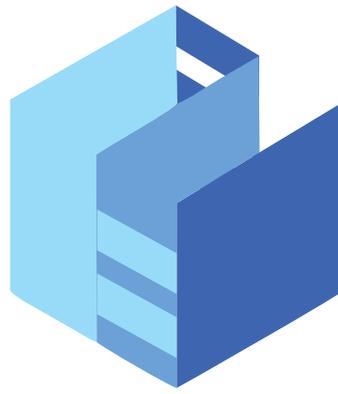
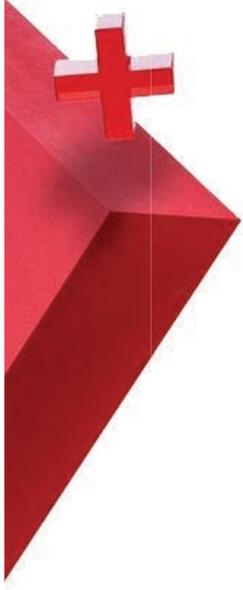
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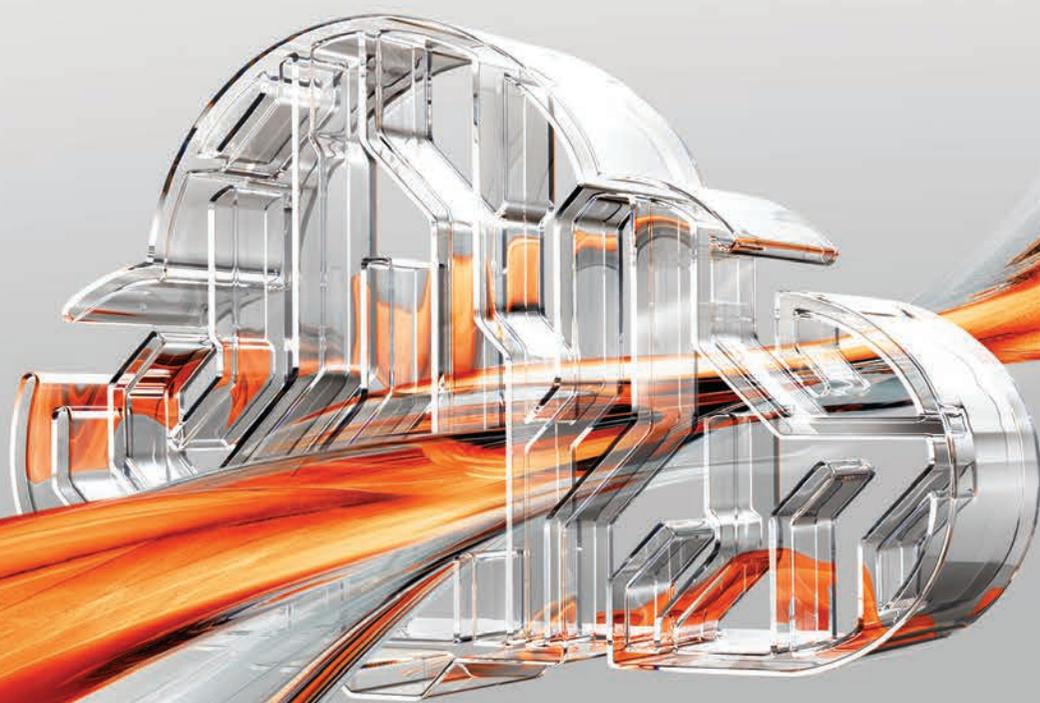
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AI at the Core: Redefining India's
Data Centre Landscape in 2026

FOR MORE PAGE 24

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SAFE HARBOUR RESET: A 'GAME-CHANGER MOMENT' FOR INDIA'S IT SERVICES SECTOR

FOR MORE PAGE 48

PM Modi inaugurates Micron's first chip packaging plant in Gujarat

Prime Minister Narendra Modi inaugurated Micron Technology's Rs. 22,516-crore ATMP facility in Sanand, marking a key milestone in India's semiconductor mission. The plant will assemble and package chips for SSDs



and RAM modules, create around 5,000 jobs, and strengthen India's role in global electronics supply chains. Modi highlighted deeper India-US cooperation in semiconductors and AI, stressing the need for secure supply chains and calling microchips central to the 21st-century economy.

Samsung plans AI-driven factories by 2030

Samsung has announced plans to transform all its global production facilities into AI-driven factories by 2030. The company says it will deploy agentic AI systems capable of independently planning and executing tasks to boost efficiency and cut costs. Samsung will also expand the use of industrial and humanoid robots, including the RB-Y1 developed by Rainbow Robotics. While other manufacturers are exploring similar automation, large-scale integration across global plants remains a significant challenge.

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AI'S ADVANCEMENTS AND THE GOVERNMENT'S REALITY CHECK

Artificial intelligence is advancing at a pace that has led many experts to argue it could eventually outperform humans at almost everything. What once sounded like science fiction is now discussed as a serious possibility.

The claim is not limited to digital tasks such as writing code or analyzing data. Some technologists believe AI will ultimately exceed human capability in the physical world as well, through robotics and automated systems that improve year after year.

Today's AI systems mostly operate in virtual environments. They analyze text, generate images, summarize research, and assist in decision-making. But robotics is viewed as a technical frontier rather than a fundamental barrier.

As sensors, hardware engineering, and machine learning models improve, machines are expected to perform more complex physical tasks with increasing precision. The shift from digital intelligence to embodied intelligence is seen as gradual, not abrupt.

A key factor in this progression is compounding improvement. Advanced AI can help design better chips, optimize manufacturing, and even assist in developing improved robotic systems.

That creates a feedback loop. Smarter systems accelerate research and development, which in turn produces more capable systems. Over time, the pace of progress may feel exponential rather than linear.

Many industries are already experiencing early forms of this shift. Radiology is often cited as an example. Machine learning systems have demonstrated high accuracy in reading medical scans. Yet the number of radiologists has not collapsed. Instead, the nature of their work has evolved.

More emphasis is placed on patient communication, contextual judgment, and clinical responsibility. The highly technical pattern-recognition portion may shrink, but human oversight and trust remain essential.

This broader transformation raises an important institutional question: how should governments respond? Public agencies are not rejecting advanced AI outright.

However, when it comes to mission-critical work, they are cautious. The demands of governance are different from those of startups or research labs. Errors in public systems can affect millions of citizens.

Large Language Models such as GPT-4 and Llama 3.1 are powerful and flexible. They can handle open-ended reasoning, generate creative outputs, and synthesize complex information. But they can also produce confident yet incorrect responses. In areas like tax processing, benefits eligibility, legal documentation, or compliance guidance, even small inaccuracies carry serious consequences.

For this reason, many agencies increasingly favor Small Language Models (SLMs) for structured administrative tasks. SLMs are trained on narrower, carefully vetted datasets such as agency manuals, regulatory texts, and internal records. They are not designed to answer everything. Instead, they are optimized for defined tasks such as fraud detection, document classification, and eligibility verification. Their specialization improves precision and predictability.

Security and sovereignty are equally important. SLMs can be deployed on-premises, running on government-owned servers where sensitive data remains within controlled environments. Many Large Language Models (LLMs) operate via external cloud platforms, raising concerns about data control and regulatory compliance. Countries such as India and the United Kingdom are placing strong emphasis on digital sovereignty. Warnings exist against overdependence on closed systems that create vendor lock-in.

Cost and auditability further shape the decision. SLMs require far less computing power and can run on standard hardware, making them significantly cheaper per query. Their simpler architectures allow clearer audit trails, where outputs can be traced back to defined training sources. By contrast, large models often function as complex systems whose reasoning paths are harder to interpret. For governments, accountability is not optional.

Taken together, this reflects a pragmatic strategy. Some experts describe it as a hybrid approach: advanced, general-purpose AI may drive innovation and research, while smaller, task-specific models handle daily administrative operations. In public administration, reliability outweighs versatility.

As of early 2026, the Organisation for Economic Co-operation and Development and the International Monetary Fund argue that a sustained AI-driven productivity surge could help ease mounting global debt pressures. In many advanced economies, public debt now exceeds 100 percent of GDP, driven by aging populations, healthcare spending, and rising defense costs. Stronger growth powered by artificial intelligence could reduce debt-to-GDP ratios by around 10 percentage points over the next decade.

The benefits, however, will not be evenly distributed. Tech-ready economies like the United States and the United Kingdom are better positioned to gain, while slower adopters such as Italy and Japan may see more modest results. Still, economists caution that AI cannot replace long-term fiscal reform.

Finally, AI may continue to expand its capabilities rapidly, perhaps even surpassing human performance across many domains. But in government, trust is earned through precision, transparency, and control, not scale alone.

S. Mohini Ratna
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Advancing Observability for the Digital Era

A leader in AI-powered observability, Riverbed delivers full-stack, full-fidelity visibility across networks, applications, devices, cloud environments, and digital experiences. Its comprehensive platform helps organizations improve SLAs, eliminate blind spots, and accelerate issue resolution through actionable AI insights.

Riverbed is also uniquely recognized in both the Gartner Magic Quadrant™ for Digital Experience Monitoring (DEM) and Digital Employee Experience (DEX) Tools, while also earning several accolades for innovation in AI operations and network observability.

Anup Neurekar, Country Manager – India, Riverbed Technology gives a detailed picture of Riverbed’s unique positioning in the Unified Observability and AI-visibility space and about its key priorities for selling its solutions in a partner-led market like India -

How does Riverbed’s dual strength in observability and acceleration uniquely position it against single-domain competitors?

Riverbed’s Unified Observability portfolio provides deep insights across networks, applications, infrastructure, and user experience – capturing full-fidelity telemetry rather than sampled data – and applies AI/ML to correlate and identify issues proactively. This means IT teams can not only “see” problems but also understand their business impact quickly. Most single-domain observability vendors focus on monitoring or alerting within a specific layer (e.g., application or network) and don’t combine full stack visibility with execution capability. By unifying observability and acceleration, Riverbed enables enterprise IT organizations to shift from reactive troubleshooting to proactive performance management – at scale.

How is Riverbed communicating the value of full-stack, AI-powered visibility to Indian enterprises across industries?

Technology-driven blind spots remain one of the biggest challenges facing enterprise IT in all industries across the world. Riverbed has delivered an unmatched level of innovation in the DEX market, setting a new standard for digital experience management. The communication to Indian enterprises across industries is part of a broader global strategy of product innovation, delivering full-stack visibility and intelligent automation to improve user experience and IT operations with safe, secure, and accurate AI.

Riverbed consistently emphasizes that its AI-powered observability platform offers full-stack, full-fidelity visibility – from network to applications, devices, cloud, and digital experience – and that this is essential for improving SLAs, reducing blind spots, and automating resolution with AI insights.

Riverbed is also the only AI-powered observability provider recognized in both the Gartner® Magic Quadrant™ for Digital

Experience Monitoring (DEM) and Digital Employee Experience (DEX) Tools. Riverbed has also been recognized by EMA, Forrester, and GigaOM for its innovation in AI operations and network observability.

What are the key priorities of Riverbed’s partner-led go-to-market approach in scaling adoption in India?

Riverbed’s solutions and the Riverbed ONE partner program enable partners to stand out and take advantage of award-winning solutions to ensure their customer’s digital journey delivers a world-class experience. Partners are rewarded for building their knowledge and practice around Riverbed’s market-leading solutions to meet customers’ most pressing IT needs. Riverbed ONE is designed to enable partners to focus on selling modern, AI-powered solutions rather than managing administrative overhead.

Together, Riverbed, our partners, and thousands of market-leading customers globally – including 95% of the FORTUNE 100 – are empowering next-generation digital experiences.

How does Riverbed ensure sustained value, faster outcomes, and customer stickiness post-deployment?

Riverbed invests in customer success and professional services leadership, to ensure enterprises realize full business value throughout the lifecycle – from onboarding through optimization, value realization and expansion. This includes:

- Guided onboarding and adoption so customers achieve useful insights sooner
- Architectural and use-case consultation to align deployment with business goals
- Expansion planning to take advantage of new modules and capabilities as business needs evolve

Experienced teams work closely with enterprise IT organizations to tailor solutions and help them measure outcomes against



ANUP NEUREKAR
COUNTRY MANAGER – INDIA,
RIVERBED TECHNOLOGY

key performance indicators (KPIs), which drives stickiness as customers see tangible improvements.

Which innovations and ecosystem initiatives will be critical to Riverbed’s long-term success in India’s evolving IT landscape?

Indian enterprises across sectors like BFSI, telecom, and e-commerce are accelerating digital transformation, requiring tools that move beyond reactive monitoring toward proactive automation that improve business continuity and employee experiences.

For long-term success in India’s dynamic IT ecosystem, Riverbed must continue to innovate across AI-driven observability and AIOps, expand full-stack visibility, leverage smarter data collection strategies, strengthen partner models, and grow local ecosystem engagement and credentialing. These strategic innovations and initiatives will help Riverbed remain relevant, stickier, and aligned with the demands of Indian enterprises undergoing digital transformation.

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Amitav Ghosh In an Age of Algorithms: Why the Past Still Matters

I have a special liking for the novels of Amitav Ghosh and eagerly look forward to his works. In the Internum period of his last work and the anticipated one, I am imbued with a thought as to what would be the novel's theme. His favourite topics are environment, migration and trade, particularly involving the erstwhile opium trade between India and China. The pathos built around his novels are discernible and opens the lid of both known and unknown factors in all aspects of human lives.

Ghosh's trilogy on opium trade has been gripping and characters lived through the trilogy as if he was narrating a saga which is continuous and move from one book to the other. Yet, each volume has been a somewhat voluminous one, going by the number of pages. I recall having written about those books in this column when they were published.

I do not want to write about the whole creations of Amitav. Let me flag only the trilogy -Sea of Poppies (2008), River of Smoke (2011) and Flood of Fire (2015). Together, the trilogy depicts diverse characters connected to the 19th century opium trade in British India and China. Themes revolved around in denture labour, colonial hangover and maritime history. Narratives were spun around the characters of those ages, how they traded, lived and interacted. The British policy of opium trade, which said that one is free to export opium and its derivatives to anywhere in the world, except Great Britain instructs us how discriminatory the policy was. Amitav fired that feelings in the heart of his readers using context, narratives and characters who invoked the malaise of social systems and orders of that point of time. The love that he explained in the trilogy was more around destiny rather than spontaneous love at first sight. Yet, readers liked it because of their social context. While opium traders were getting richer with every shipment, the poor farmers and others dependent on the opium trade led a life of extreme poverty and destitution, which forced some to seek better pastures as indented labourers in alien lands. They also faced a arduous life. Yet, the author unwittingly explains to us how their progeny had risen from extreme poverty to affluence, at least for some of them.

The last book which I read and had written about in this column, is about is Gun Land {2019}, a beautifully woven story that transcends time and space. The story line is fascinating, setting in multi-locations including Sundarbans of Bengal and in alien countries. Yet, his descriptions have made the locations were apt.

Amitav Ghosh follows Dinanath "Deen" Datta, a Bengali-American rare book dealer, on an unplanned, mystical journey from the Sundarbans in India to Venice, via

Los Angeles. The story blends folklore, climate change, and the global migration crisis, focusing on Deen's transformation as he interacts with characters experiencing displacement.

A search for the roots of a Bengali legend about a merchant (Bonduki Sadagar) fleeing the goddess of snakes (Manasa Devi) leads Deen into a journey through the modern world's challenges. The book deeply explores the climate crisis, migration, the impact of capitalism on the environment, and the blurring lines between myths and reality. It moves across continents and time, bridging the Sundarbans, Los Angeles, and Venice, illustrating interconnected global crises.

It is described as a "surreal" yet urgent, "thought-provoking" novel, blending magical realism with contemporary, pressing realities. The novel explores the idea that myths can be allegories for the ecological disasters we face today, emphasizing hope through human connection and environmental awareness.

Amitav Ghosh's latest book is Ghost-eye: A Novel, released in December 2025/ January 2026. The story explores themes of reincarnation and climate change, following a three-year-old girl in 1960s Calcutta who remembers a past life in the Sundarbans. It also explores environmental themes across generations.

About Ghost-eye December 2025, my knowledge is limited to the extent of reading excerpts that appeared in different newspapers and magazine columns. Recently, I checked up its availability in the bookstore, I visit regularly. The shopkeeper repeatedly told me that it was out of stock all the time I asked him. My request to keep one reserved for me fell on deaf ears. I can understand his dilemma since he cannot say no to his regular customer and to keep apart a copy for me is most unwise for a businessman, since my visits these days are not regular. I could have easily procured a copy from Amazon or Flipkart; but frankly speaking I do not like that. Visiting a book stall make me touch and feel and other creations.

During my latest visit to the book store, I tried to procure a copy of Arundhati Roy's latest book Mother Mary Comes to Me. But I got the same answer from the book store owner that it is out of stock. I had two minds to order through Amazon or Flipkart, which I abandoned for I do not want to break my old habits. Let me come back to Ghost eye to explain its setting and thematic sequence.

A young, strictly vegetarian girl in a 1960s Calcutta mansion, begins remembering a past life involving catching and cooking fish in the Sundarbans, leading to a investigation



DR. ASOKE K. LAHA
Chairman-Emeritus and
Founder, InterraIT

by a psychiatrist. Ghosh traverse through the known Bengali psyche that revolves around reincarnation, environmental change, memory, and the "time of monsters" in a post-pandemic world. The setting moves between 1960s Calcutta and contemporary Brooklyn.

There is a special reason for me to write on the theme. Can his novels, short stories and other creations be termed as an anachronism in the present world driven by frontier technologies? We hear now more about AI, and the like. Predictions are that it would be a different world altogether, when man makes journeys to the outer world, set up habitats there and attempt to supplement the rare earth supply chains from the mined from minerals having higher configurations than found in Planet Earth.

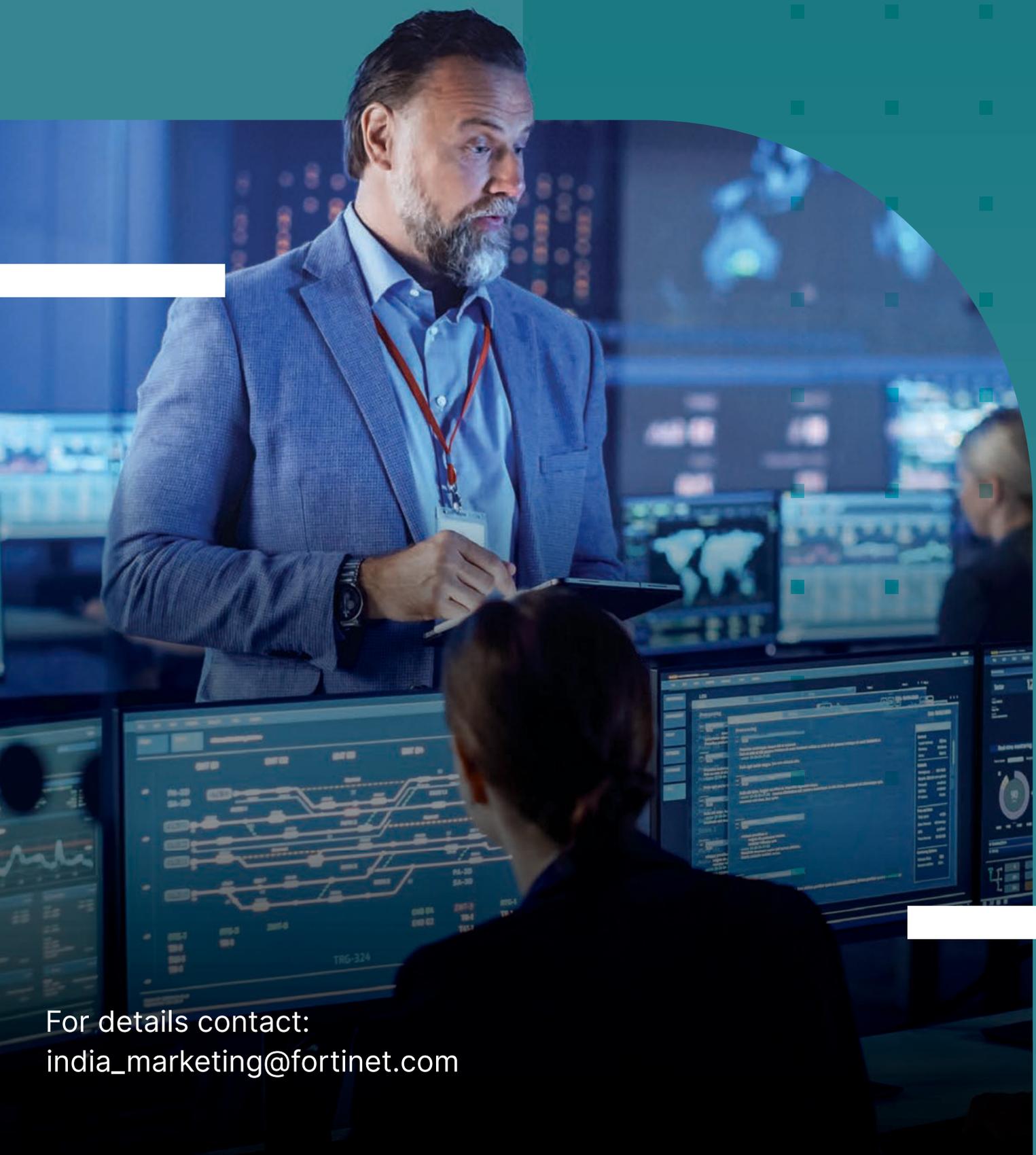
The paradigm shifts that are taking place in our world and the insurmountable quest for acquiring knowledge will not eclipse our power to look back and to bring changes in the present. The two mindsets are not at loggerheads, but complementary to each other. The scientific community will take us forward to the newer horizons of possibility and infinite areas of exploration vetted by imagination and sharp intellect. Creations of Amitav Ghosh will take us to planes of history and fortitude that shaped our destiny. Future is not delinked from the past, but runs in continuum with a clarion call that any state of development, there is the need for an equilibrium where past and present merge with the future as distinct links of humanity. The moot question is: should we keep quiet and accept everything that comes to us in its own way. No, we have to work for the future with hope and imagination for the welfare of the humanity and not for hegemonism of one country, ideology or individuals or set of individuals. That is what history teaches.

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Adani and Reliance pledge \$210 billion to boost India's AI data centre infrastructure

India's AI ambitions received a major boost at the 2026 AI Impact Summit in New Delhi, where Adani Group and Reliance Industries announced a combined investment of \$210 billion to develop hyperscale data centre infrastructure across the country. These commitments are expected to expand domestic AI computing capacity and reduce reliance on overseas cloud resources.

Adani Group outlined a \$100 billion plan over the next decade to build up to five gigawatts of renewable energy-powered data centres, integrating sustainability with AI-ready infrastructure. Reliance Industries pledged \$110 billion over seven years, including a major 120-megawatt rollout in Jamnagar, Gujarat, by late 2026, complementing its digital and telecom ecosystem ambitions.

The twin investments aim to support cloud services, generative AI, analytics, and edge computing while creating jobs, attracting global partnerships, and positioning India as a regional AI hub. By combining scale with renewable energy, the projects promise sustainable infrastructure development and a strengthened digital backbone to accelerate AI innovation and enterprise adoption nationwide.

AWS expands marketplace in India, enabling software purchases in INR

Amazon Web Services has expanded AWS Marketplace in India, allowing customers to procure software and services in Indian Rupees. This move simplifies procurement through local invoicing, payment options, and streamlined tax compliance. India-based ISVs and consulting partners can now list and sell solutions in INR, reducing friction in enterprise purchasing cycles. The Marketplace features over 30,000 listings across categories such as Security, Agentic AI, DevOps, and Data & Analytics, with solutions from Cisco, CrowdStrike, Deloitte, IBM, Salesforce, Tata Consultancy Services, and Sonata Software.

Ruba Borno, VP, AWS, said the launch enables faster access to technologies while connecting local innovation with enterprise demand. Praveen Sridhar, Head of Partner Business, AWS India, highlighted opportunities for ISVs, system integrators, and channel partners to scale efficiently and streamline compliance.

Launch partners including Salesforce, TCS, and Sarvam emphasized that AWS Marketplace in India will accelerate AI adoption, digital transformation, and India-first innovation. Enterprises can now implement cloud solutions faster, scale effectively, and leverage advanced technologies with reduced procurement complexity.

Anthropic expands India presence with Bengaluru office launch

US artificial intelligence firm Anthropic has opened a new office in Bengaluru, its second Asian base after Tokyo, underscoring India's growing strategic importance. The company will hire local talent across engineering, research, policy and business functions. India has become the second-largest market for its AI assistant Claude, with nearly half of usage tied to computer science and mathematics applications, including software development and production-grade deployments. Managing Director Irina Ghose said India presents a significant opportunity for responsible and scalable AI adoption.

Alongside the expansion, Anthropic announced partnerships across education and public services. It is piloting an AI-powered assessment initiative with Pratham in 20 schools, aiming to expand to 100 by 2026. Collaborations with Central Square Foundation and Adalat AI will strengthen AI-driven education and judicial support tools.

Anthropic said its India revenue run-rate has doubled since October 2025, reflecting accelerating enterprise adoption and broader ecosystem engagement.

PM Modi inaugurates North-East's largest national data hub in Assam

Prime Minister Narendra Modi inaugurated the National Data Center – North East Region (NDC NER) in Assam, marking a major boost to government digital infrastructure. Developed by Yotta Data Services for the National Informatics Centre, the facility is the largest government data hub in the North-East and among the most advanced in eastern India. Assam Chief Minister Himanta Biswa Sarma was present at the inauguration.

Built to Tier III and IGBC Gold standards, the 4,000 square metre campus houses 200 racks with a 2 MW IT load, scalable to 8 MW in future phases. Engineered for Seismic Zone V, it features multi-layered redundancy across power, cooling, network and security systems, along with rooftop solar capacity and energy-efficient infrastructure.

The centre will host sensitive government data and e-governance platforms, strengthening data localisation, operational resilience and AI-ready digital services across the North-Eastern states.

IBM launches AI GovTech Innovation Center in Lucknow to strengthen digital governance

IBM has inaugurated its AI GovTech Innovation Center in Lucknow to advance artificial intelligence as core infrastructure for modern governance. The centre will serve as a collaborative platform to design, validate and scale trusted AI solutions that improve productivity, transparency and public service delivery, with models built for replication across departments.

The facility was inaugurated by Uttar Pradesh Chief Minister Yogi Adityanath in the presence of Arvind Krishna, Chairman and CEO, and other state and IBM leaders. Krishna said governments are moving from AI exploration to execution, adding that the Lucknow centre combines IBM's global expertise with strong local talent to deliver measurable public impact. IBM also signed MoUs with the state's IT & Electronics Department and School Education Directorate to advance AI-led governance and introduce AI literacy for students.

The campus houses a software lab and consulting hub, while collaborations with Indian Institute of Technology Kanpur will support scalable AI projects, including air quality monitoring initiatives.



Global leaders endorse New Delhi declaration for inclusive and trusted AI

The AI Impact Summit 2026 in New Delhi concluded with the adoption of the New Delhi Declaration on AI Impact, endorsed by 88 countries and international organisations, including the US, China, and Russia. The declaration represents a major step toward coordinated global action to leverage AI for economic growth, societal benefit, and equitable development.

Guided by "Sarvajana Hitaya, Sarvajana Sukhaya" — welfare and happiness for all — it calls for international cooperation, multistakeholder engagement, and respect for national sovereignty, while promoting accessible and trustworthy AI. Seven pillars underpin the framework: democratising AI resources, fostering economic and social good, securing AI systems, advancing research, expanding social empowerment, strengthening human capital, and building resilient, innovative AI.

The declaration stresses AI's transformative potential across governance, public services, and research. Leaders highlighted the need for open AI ecosystems, energy-efficient infrastructure, and affordable digital access, committing to collaboration, transparency, and inclusive AI deployment globally.

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RAH Infotech partners Underscore Cybersecurity to enhance proactive threat intelligence

RAH Infotech has announced a strategic collaboration with Underscore Cybersecurity to deliver integrated and proactive cybersecurity capabilities to enterprises. The alliance combines RAH Infotech's distribution strength and channel ecosystem with Underscore's expertise in Attack Surface Management, event logging, and threat intelligence.

Under the partnership, RAH Infotech will offer Underscore's Adversity Discovery Assessment (ADA) and Threat Intelligence Aggregator (TIA) platforms, designed to provide continuous risk visibility, actionable insights, and prioritised threat response. The solutions aim to help organisations identify exposures early, reduce blind spots, and improve cyber resilience amid increasingly sophisticated attacks.

Both companies said the collaboration will simplify adoption of advanced risk management frameworks, enabling enterprises to transition from reactive security models to intelligence-led defence while accelerating cyber readiness across cloud, network, and endpoint environments.

Sonata Software achieves AWS Premier Tier Services Partner status

Sonata Software has been recognized as an Amazon Web Services (AWS) Premier Tier Services Partner in the AWS Partner Network (APN), reflecting its proven expertise in designing, architecting, building, migrating, and managing workloads on AWS. This prestigious designation follows a rigorous approval process and highlights Sonata's strong technical capabilities and extensive AWS-certified workforce. "This recognition reinforces Sonata Software's ability to deliver measurable business outcomes for customers through AWS-powered solutions," said Sujit Mohanty, MD & CEO, Domestic Business. "By combining AWS's cloud services with our strengths in modernization, data, and AI-led transformation, we help enterprises accelerate value realization while building resilient, scalable platforms."

Rajsekhar Datta Roy, CTO, added that the milestone validates Sonata's focus on cloud-native, AI-ready architectures with strong operational and governance controls. Sonata continues to expand its offerings in cloud migration, application and data modernization, and AI-enabled engineering, enabling enterprises to adopt governed, production-grade AWS solutions and achieve sustained business impact.

Tech Data expands partnership with Equinix to deliver AI-ready infrastructure in India

Tech Data has expanded its strategic partnership with Equinix to accelerate deployment of secure, scalable, and sustainable digital infrastructure across India. Under the agreement, Tech Data will serve as Equinix's primary distributor in the country, enabling partners to offer AI-ready, high-performance solutions supporting hybrid multi-cloud and data-intensive workloads.

Through the collaboration, partners gain access to Equinix Fabric for private, low-latency connectivity to cloud and network providers, along with resilient colocation services optimized for AI and energy efficiency. Equinix operates over 270 data centers globally, offering Indian enterprises seamless scalability and renewable energy-backed infrastructure. Tech Data will provide end-to-end partner support, including solution mapping, technical enablement, and demand generation. Both companies said the alliance will help enterprises address rising cloud adoption and connectivity complexity while advancing AI-driven and sustainable digital transformation initiatives.

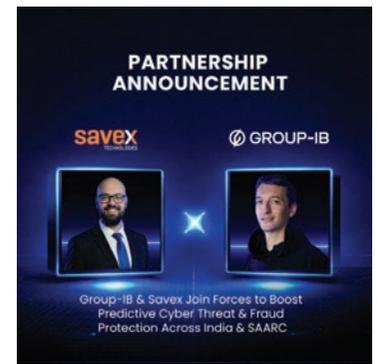


Savex Technologies inks distribution pact with Group-IB for India and SAARC

Savex Technologies has announced a strategic distribution partnership with Group-IB to strengthen cybersecurity capabilities across India and the SAARC region. Under the agreement, Savex will distribute Group-IB's advanced portfolio, including Threat Intelligence, Fraud Protection, Attack Surface Management, Managed XDR, Digital Risk Protection, Business Email Protection, and Digital Forensics and Incident Response solutions.

The collaboration combines Savex's extensive channel ecosystem and regional market reach with Group-IB's predictive, adversary-centric threat intelligence and cyber fraud expertise. The partnership aims to help enterprises shift from reactive security models to intelligence-led cyber resilience, enabling early identification of emerging threat actors, phishing campaigns, financial fraud, account takeovers, and business email compromise.

Both companies said the alliance will expand access to scalable, proactive cybersecurity solutions as India's rapidly growing digital economy faces increasingly complex cyber risks.



Redington to distribute GENERA's 3D printing solutions for eyewear in India

Redington Limited has entered into a strategic partnership with GENERA | Mission Eyewear to introduce advanced industrial 3D printing technologies for India's eyewear market. Under the agreement, Redington will serve as the exclusive distributor and go-to-market partner for GENERA's solutions, strengthening its expanding 3D printing portfolio.

The collaboration aims to enable Indian eyewear manufacturers and optical brands to design and produce highly customizable, on-demand 3D-printed frames aligned with global trends. By combining automated additive manufacturing with digital workflows, the partnership seeks to accelerate next-generation retail experiences focused on personalization, speed, and sustainability.

Redington will provide end-to-end support across consulting, application development, and workflow integration to help manufacturers scale production efficiently. The companies said the alliance will drive adoption of digitized manufacturing models and transform how eyewear is designed, produced, and delivered across India.

TechnoBind becomes authorized distributor for monday.com AI work platform in India

TechnoBind has partnered with monday.com to become an authorized value-added distributor of its AI work platform in key Indian markets. The alliance aims to strengthen partner access to monday.com's solutions across enterprise and mid-market segments.

monday.com offers AI-powered tools for project management, CRM, marketing, product development, and cross-functional workflows, supported by dashboards, integrations, and no-code automations. The platform is used globally and provides partners opportunities to expand professional services and recurring revenue streams.

TechnoBind said the collaboration aligns with its focus on enabling partner growth and delivering scalable SaaS innovation. monday.com highlighted TechnoBind's channel expertise as key to expanding its footprint in India. Together, the companies plan to accelerate adoption of AI-driven work management solutions, helping organizations streamline operations and enhance productivity in an evolving digital landscape.



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MediaTek unveils new chipsets to power next-gen flagship and premium smartphones

MediaTek has unveiled its latest smartphone chipsets — Dimensity 9500s and Dimensity 8500, positioning them to drive the next wave of flagship and premium smartphones in India and globally.

Designed for high-end smartphones, the MediaTek Dimensity 9500s is built on a cutting-edge 3nm process and features an all-big core CPU architecture aimed at maximizing performance and power efficiency. The octa-core CPU includes one Cortex-X925 ultra core clocked up to 3.73GHz, three Cortex-X4 premium cores, and four Cortex-A720 performance cores. The chipset integrates the Immortalis-G925 GPU to support demanding mobile gaming experiences, including advanced ray tracing. Its next-generation NPU is optimized for generative reasoning and multi-modal AI models, enabling enhanced edge camera processing and content creation. Positioned for premium smartphones, the MediaTek Dimensity 8500 is built on an energy-efficient 4nm process and features an all-big core CPU design with eight Cortex-A725 cores clocked up to 3.4GHz. The platform supports LPDDR5X 9600Mbps memory and advanced scheduling technologies to improve performance and battery life.



Kaspersky launches new OT Calculator to align cybersecurity investments with business goals

Kaspersky has launched the OT Cybersecurity Savings Calculator, an innovative online tool designed specifically for industrial organizations to assess the potential costs of inadequate operational technology (OT) security. The primary aim of the new Kaspersky tool is to translate cyber risks into tangible financial metrics and support strategic discussions around priorities and budget allocation.

"We believe this calculator is a powerful resource for transforming complex cyber risk data into straightforward financial insights. It enables OT leaders, security professionals, and executive teams to develop clear, data-driven business cases and recognize the value of cybersecurity investments. With actionable guidance, it promotes a comprehensive approach to resource management and strengthens overall organizational resilience," comments Andrey Strelkov, Head of Industrial Cybersecurity Product line at Kaspersky.

Kyndryl launches Cyber Defense Operations Center to strengthen enterprise IT operations

Kyndryl has launched its first Cyber Defense Operations Center, a next-generation command hub that unifies network operations and security operations into a single, integrated operating model. The new Center is located in Bengaluru, India, providing global customers with deep cybersecurity and network operations expertise to accelerate incident response, resilience, and overall IT performance.

Enterprises are increasingly confronted by rising IT complexity — including AI-driven cyber risks, costly downtime, and growing expectations for continuous service delivery, and they face mounting pressure to deliver always-on, highly secure digital services. According to the 2025 Kyndryl Readiness Report, only 31% of organizations are ready for external business risks, citing technology complexity is cited as a top barrier to scaling AI. This shift is being accelerated by the rise of agentic AI operating autonomously across cloud, data centers, and edge environments, making it untenable for network and security operations to function in isolation.

NetApp strengthens India focus with intelligent data infrastructure for AI growth

NetApp has introduced its data infrastructure vision for India. As India advances towards becoming a global digital and AI powerhouse, the intelligent, secure, and scalable NetApp data platform enables enterprises to move beyond experimentation and operationalize AI at scale. Aligned with national priorities such as Digital India and India AI Mission, NetApp's strategy aims to enable Indian organizations to unlock the full value of their data and compete confidently in the AI-driven economy.

As Indian enterprises scale generative AI and advanced analytics initiatives, many are discovering that legacy and fragmented data environments are limiting their ability to move from pilots to production. Data spread across on-premises systems, multiple clouds, and the edge makes it difficult to ensure performance, security, and AI readiness at scale. NetApp's latest innovations, including the NetApp AFX systems and the NetApp AI Data Engine (AIDE) co-engineered with NVIDIA, address these challenges by enabling organizations to unify, secure, and accelerate their AI data pipelines across hybrid and multi-cloud environments.

Dell Technologies expands its Private Cloud with Nutanix support

Dell Technologies has expanded Dell Private Cloud to support Nutanix, enabling organisations to pair Nutanix AHV with Dell external storage for independent compute and storage scaling. The move strengthens multi-hypervisor flexibility, simplifies lifecycle management through automation, and helps enterprises avoid vendor lock-in while protecting existing infrastructure investments.

Dell Private Cloud was built on a core principle: operational simplicity plus architectural freedom. Through Dell Automation Platform's intelligent automation— handling Day 0 deployment, Day 1 administration, and Day 2 lifecycle management—Dell provides an appliance-like experience across Dell PowerEdge compute and Dell storage. Dell started with VMware support, expanded to Red Hat OpenShift, and today it announced the next milestone: Dell Private Cloud deploying Nutanix. Customers can deploy with Dell PowerFlex today, with our flagship Dell PowerStore integration coming this US summer, giving flexible options to match storage performance to their workload demands.

Adobe announces free AI creative tools for Indian students

Adobe unveiled a major initiative to expand access to AI-powered creative tools for students across India at the recent India AI Impact Summit 2026 in New Delhi. The company announced that it will provide free access to its flagship applications—including Firefly, Photoshop and Acrobat—to learners through accredited higher education institutions.

The move is aimed at preparing students for AI-first careers by equipping them with industry-standard tools, structured curriculum, training modules and professional credentials. Adobe said the initiative is designed to help young creators build skills in content development, design, communication and digital productivity.

Adobe's announcement aligns with the Government of India's broader "Create in India" push and complements the Union Budget 2026 focus on expanding employment opportunities in Animation, Visual Effects, Gaming and Comics (AVGC). The company plans to work alongside government bodies to extend its AI-led offerings to thousands of schools and colleges that are expected to establish Content Creator Labs.



AceCloud announces NVIDIA RTX PRO 6000 Blackwell server GPUs in India

AceCloud has announced the launch of NVIDIA RTX PRO 6000 Blackwell Server Edition GPUs on its cloud platform. With this move, the company becomes one of the first few cloud service providers in India to offer NVIDIA's latest generation GPUs for advanced compute, visualization, and AI workloads. The GPUs are now available to customers across India and the US, with deployments enabled from AceCloud's cloud regions in Noida, Mumbai, and Atlanta.

With the addition of NVIDIA RTX PRO 6000 Blackwell Server Edition GPUs, AceCloud is expanding its GPU portfolio to support high-performance AI, graphics-intensive workloads, and low-latency applications. These capabilities are particularly relevant for use cases such as AI model development, medical imaging, real-time rendering, video processing, financial risk analysis, and engineering simulations, serving customers across sectors including healthcare, media and entertainment, financial services, engineering, and automotive.

Sarvam launches indigenous AI language models, targets global standards

Indian artificial intelligence startup Sarvam AI has introduced two homegrown large language models (LLMs) designed specifically for Indian languages, marking a significant step in the country's push toward AI self-reliance. The newly launched models feature 30 billion and 105 billion parameters and are built to support multilingual and voice-first applications.

According to the company, the 30-billion-parameter model is optimized for real-time conversational use with a 32,000-token context window, helping reduce inference costs. The larger 105-billion-parameter model, equipped with a 128,000-token context window, is aimed at more advanced reasoning and complex problem-solving tasks.

Sarvam's co-founder Pratyush Kumar said the 105-billion-parameter model performs competitively with leading global systems in areas such as mathematical reasoning, coding accuracy and analytical problem-solving. He noted that despite being significantly smaller than some international models, it delivers comparable intelligence while remaining cost-efficient.



Snowflake launches new innovations to accelerate enterprise AI and data deployment

Snowflake has announced new product innovations that provide enterprises with easy-to-use tools, an interoperable environment, and trusted AI agents so they can move data and AI projects from idea to production faster.

These enhancements include the general availability of Cortex Code, a data-native coding agent built to automate and accelerate end-to-end enterprise development, providing users with an agent that deeply understands and operates within their enterprise data context. The general availability of Semantic View Autopilot, an AI-powered service that automates the creation and governance of semantic views, gives AI agents a shared understanding of business metrics to deliver consistent, trustworthy outcomes. With new enhancements to Snowflake Postgres (generally available soon), the world's most popular database1, now runs natively in the AI Data Cloud, allowing enterprises to consolidate transactional, analytical, and AI use cases onto a single, secure platform.

Microsoft and CrowdStrike announce Falcon platform on Microsoft Marketplace

CrowdStrike and Microsoft have announced an expansion of their strategic alliance that allows organizations of all sizes to purchase the CrowdStrike Falcon platform on Microsoft Marketplace using their existing Microsoft Azure Consumption Commitment.

With this expanded access, customers can:

- Accelerate time-to-protection by simplifying procurement through Marketplace.
- Optimize committed cloud spend by applying CrowdStrike purchases toward Microsoft Azure Consumption Commitment.
- Reduce operational overhead by consolidating purchasing and billing.

"Security is the foundation for AI Transformation," said Judson Althoff, CEO of Microsoft's commercial business. "By enabling customers to apply their Azure Consumption Commitment in Microsoft Marketplace toward the Falcon platform, we are providing the financial flexibility they need to optimize cloud spend while adopting a rigorous security posture."

Fortinet enhances FortiCNAPP with unified cloud risk visibility across network and data layers

Fortinet has announced new enhancements to FortiCNAPP that help organizations better understand and prioritize cloud risk beyond what is possible with many CNAPP solutions today. By correlating cloud configuration, identity exposure, vulnerabilities, network enforcement, data sensitivity, and runtime behavior in a single workflow, FortiCNAPP enables security teams to focus on the risks that matter most.

Nirav Shah, Senior Vice President, Products and Solutions at Fortinet, said, "Cloud security teams aren't struggling because they lack data. They're struggling because growing complexity, limited resources, and skills gaps make it harder to manage risk across cloud environments. By unifying network enforcement, data sensitivity, and runtime validation within FortiCNAPP, we're enabling customers move from alert overload to clear, prioritized action based real-world exposure and business impact."

Zscaler with Bharti Airtel launches the AI & Cyber Threat Research Center

Zscaler in partnership with Bharti Airtel (Airtel) has announced the launch of the AI & Cyber Threat Research Center India. This multi-stakeholder initiative is dedicated to advancing national cyber resilience, protecting sectors, industries and assets that are essential to India's economic and national security, such as telecommunications, banking, and energy, as well as digital users, and accelerating trusted AI adoption across India's rapidly expanding digital ecosystem.

India has long been a key hub for Zscaler's technology innovation and cyber research, with a significant share of Zscaler's research talent based in the country. The research center will serve as an expansion of Zscaler's operations into a national platform for collaboration between the private sector, public sector, academia and the government. The center is designed "In India, For India," with the goal of strengthening the nation's cyber defenses and building a future-ready talent pipeline to support India's progress toward Viksit Bharat and a peaceful, secure, and digitally self-reliant future.



Centre, Andhra Pradesh sign pact to fast-track BharatNet rollout

The Union government and the Government of Andhra Pradesh on Saturday signed a Memorandum of Cooperation (MoC) to accelerate the rollout of the Amended BharatNet Programme (ABP) in the state, with ₹2,432 crore in central financial support approved to strengthen rural broadband infrastructure.

The agreement was signed between Digital Bharat Nidhi under the Department of Telecommunications and the Andhra Pradesh government in the presence of Jyotiraditya M. Scindia, Minister of State for Communications Pemasani Chandra Sekhar, and Andhra Pradesh Chief Minister N. Chandrababu Naidu at the Chief Minister's Camp Office in Tadepalle. The partnership aims to expedite implementation of the amended BharatNet programme, which seeks to upgrade and expand India's rural optical fibre network to deliver robust, future-ready broadband connectivity to every village.

Ericsson unveils AI-Ready Radios, Antennas, and RAN Software

Ericsson is introducing a new suite of radio, antenna, and AI RAN software solutions. The new products will enable communications service providers (CSPs) to monetize AI devices with differentiated connectivity and launch new services. This new lineup includes new AI-ready radios and Ericsson Silicon featuring neural network

accelerators that boost AI inference capabilities in Massive MIMO radios. The neural network accelerators are programmable matrix cores that are integrated in the Ericsson Many-Core Architecture and optimized for AI and Machine Learning.

Ericsson's latest portfolio additions integrate AI more deeply into the RAN, enabling real-time optimization of performance

and energy usage. With these AI-powered capabilities and a robust hardware lineup, CSPs can deliver consistent and differentiated user experiences. The portfolio is designed to capitalize on the growing demand for AI-enabled devices by providing superior uplink performance and service differentiation. Additionally, AI-driven efficiency across both hardware and software helps lower TCO and accelerates time to value.



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Mihup and Qualcomm to advance secure on-device voice AI for BFSI

Mihup has announced a collaboration with Qualcomm Technologies to develop and commercialize multilingual, enterprise-grade Voice AI solutions tailored for the Banking, Financial Services, and Insurance (BFSI) sector. The joint effort focuses on optimizing voice intelligence to run directly on on-device AI platforms, reducing reliance on cloud infrastructure while enhancing privacy, performance, and scalability.

The partnership aims to address key challenges faced by BFSI organizations as they accelerate digital transformation. Traditional cloud-based Voice AI deployments often encounter issues related to latency, bandwidth limitations, infrastructure costs, and data security. By enabling AI workloads to operate directly on devices powered by Qualcomm's AI processing capabilities, the collaboration seeks to deliver lower latency, improved data governance, and stronger privacy protections for regulated industries. Mihup's Voice AI contact center solution will adopt a hybrid architecture. High-volume tasks such as speech-to-text processing and real-time agent assistance will run locally on Qualcomm's Neural Processing Units (NPU), while more advanced functions can scale via the cloud when necessary.

Tata Communications, RailTel to strengthen India's digital infrastructure backbone for AI

In a move set to strengthen the foundations of India's digital future, Tata Communications and RailTel Corporation of India Ltd. entered into a strategic association to jointly advance next-generation digital infrastructure globally. RailTel operates one of India's largest neutral

telecom networks, **TATA COMMUNICATIONS**

with over 63,000 route km of optical fibre connecting cities, towns, rural regions and more than 6,000 railway stations. Over the years, it has evolved into a trusted ICT (information and communication technology) partner for government departments, public sector organisations, banks, educational institutions and enterprises nationwide.

Through this association, RailTel's deep national reach will combine with Tata Communications' digital fabric - of global networks, cloud, and omnichannel communication platforms and cybersecurity to address today's growing challenges. The association aims to modernize network infrastructure, strengthen cyber protection, enhance customer experiences, enable secure and sovereign cloud adoption for sensitive workloads, and leverage advanced AI-enabled platforms that improve visibility, reliability and performance of digital operations.

Blue Cloud Softech secures ISP license to strengthen AI-powered cloud and data infrastructure

Blue Cloud Softech Solutions has received a Letter of Intent (LoI) from the Department of Telecommunications, Government of India, for the grant of Unified License (Virtual Network Operator) - ISP Category "A" authorization for National Area Service, marking a key milestone in the company's strategy to build a nationwide next-generation digital and data-center-led infrastructure platform. This authorization, upon completion of regulatory requirements, will enable the Company to provide internet services across India and strengthen its strategy to build an integrated digital infrastructure platform combining AI-native data centers, sovereign cloud, and secure connectivity.

The Letter of Intent has been issued under the Unified License (VNO) framework by the Department of Telecommunications, subject to fulfilment of prescribed compliance requirements, including entry fee payment, bank guarantee submission, and execution of license agreement.

NETSCOUT delivers AI-ready smart data for communications service providers

NETSCOUT SYSTEMS has announced the extension of the NETSCOUT Omnis AI Insights solution to communications service providers (CSPs) to deliver the critical data foundation needed to implement agentic AI for customer experience and network operations. Now that NETSCOUT can transform CSPs' raw network data into AI-ready smart data, they can deploy AI agents that improve the customer experience, enable predictive maintenance, and enhance network security with greater efficiency, reduced costs, and decreased risk.

NETSCOUT's Omnis AI Sensor for Service Providers delivers curated, AI-ready smart data in real time that CSPs need to optimize customer experience, solve problems faster, and assure service quality across complex digital ecosystems, including 5G, RAN, Core, MEC, and Transport. CSP teams gain timely, accurate, and complete insights into performance, service impact, and customer outcomes from intelligently normalizing network information, continuously linking activity to real subscriber experiences, and precisely aligning events across the network.

PRAMA India showcases AI-powered surveillance solutions at Rajkot Expo

PRAMA India showcased its latest video security products and customised solutions at the SSSA Business Expo 4.0-2026 held on January 23–24 at the NSIC Ground in Rajkot. Organised by the Saurashtra Security and Surveillance Association (SSSA), the two-day event brought together security professionals, system integrators, government representatives and industry stakeholders from across the Saurashtra region.

The company's booth drew strong interest from trade visitors and end-users, reflecting rising demand for advanced surveillance solutions in Tier-II and Tier-III cities. A company representative noted that Rajkot is emerging as a key growth hub for the regional security market and described the expo as a valuable platform to engage with partners and showcase new technologies.

Among the key highlights were AI-enabled IPC solutions powered by AiSense technology, which distinguishes humans and vehicles from other moving objects to reduce false alarms. PRAMA also displayed smart classroom solutions, video door phones for homes, safe city surveillance systems, HD analog offerings, transmission products and SSD storage solutions. The expo concluded with significant participation from government departments, police officials and industry leaders, underlining growing awareness around next-generation security technologies in Gujarat.

Ingram Micro hosts Pinnacle Summit 2026 to accelerate AI-driven digital transformation in India

Ingram Micro recently hosted Pinnacle Summit 2026 in Mumbai, bringing together India's leading channel partners and OEMs, including AvePoint, AWS, Cisco, Dell Technologies, Google Cloud, HP, HPE, Intel, Microsoft, NetApp, Schneider, and Western Digital. The summit served as a strategic platform for



actionable discussions on collaboration, innovation, and sustainable growth within the ICT ecosystem.

Focused on AI adoption and digital transformation, the event highlighted how businesses can leverage advanced cloud, networking, and cybersecurity solutions. Jyotil Mankad, Director, AWS BU & Platform, Ingram Micro India, said, "Pinnacle 2026 underscored the growing significance of cloud in driving agility, resiliency, and measurable business outcomes. Strategic partnerships with AWS and the AI-powered Xvantage platform empower customers to achieve large-scale transformation with confidence."

Exclusive sessions by Microsoft and Cisco offered insights on preparing for the next digital leap with AI-driven tools. Flavio Moraes Junior, MD & CCE, Ingram Micro India, noted, "The summit reaffirms our commitment to building a stronger ecosystem and delivering value through unified collaboration." Ingram Micro plans to translate these discussions into impactful initiatives throughout 2026 and beyond.



CP PLUS becomes Title Sponsor of Punjab Kings for IPL 2026

Punjab Kings has entered into a strategic partnership with CP PLUS, which will serve as the team's Title Sponsor for IPL 2026. The announcement follows the franchise's strong run to the final last season and marks a renewed push toward sustained success in the upcoming edition. CP PLUS, known for its expertise in video surveillance, biometric access control and enterprise security solutions, aims to leverage the association to strengthen nationwide brand visibility and consumer engagement.

Aditya Khemka, Managing Director of CP PLUS, said cricket's ability to unite millions makes the partnership especially significant. He noted that the discipline, precision and consistency required in high-performance sport closely mirror CP PLUS' own brand philosophy. He added that Punjab Kings' fearless identity and strong fan connect provide a strategic platform to engage a digitally connected audience while reinforcing the company's commitment to technology-led security solutions.

Punjab Kings CEO Satish Menon described the collaboration as a shared vision expected to create strong brand value, while Chief Commercial Officer Saurabh Arora said the association will help deepen fan engagement throughout the season. The franchise has also finalised its 25-member squad for IPL 2026, strengthening preparations for the new campaign.

ASIRT hosts TechDay #135 as it approaches 14 years of strengthening the IT

The Association of System Integrators and Retailers in Technology (ASIRT) hosted TechDay #135 at Hotel Parle International in Vile Parle (E), marking its continued journey toward completing 14 years in the IT channel ecosystem. Chetan Shah, Founder of Xpress Computers and a founding member, reflected on ASIRT's growth into a trusted network of nearly 300 members, supported by eight active consortiums that regularly collaborate to drive business expansion and peer engagement.

The technology showcase began with Abhrajit Choudhury from iMin, who presented Google-certified Android commercial devices, including kiosks, digital signage, POS terminals, and handheld solutions. Mukesoft Consultants followed with its AI Email Insight platform, offering structured intelligence into enterprise email workflows. Sujit Shetty, Country Head at Alcatel Lucent, discussed autonomous networking, IoT integration, and innovation-led digital transformation strategies for businesses.

ASIRT also recognized a Skill Enhancement Training Program led by Jignesh Joshi of Vidhi Computers, awarding certificates to participating engineers. Presentations by Ebullent Automation and Advocate Ajinkya Kurdukar on DPDPA compliance were followed by a networking dinner, strengthening member collaboration.

Lenovo Tech World '26 Positions India at the Heart of Global AI

Lenovo turned New Delhi into a showcase of the AI future during Tech World '26 India, held on February 11–12 at the JW Marriott. The annual gathering united enterprise leaders, channel partners, developers, creators, and gamers under a single message: intelligent technology is moving from experimentation to everyday reality.

Day one focused on how artificial intelligence is redefining personal computing, mobility, entertainment, and professional productivity. Demonstration zones allowed visitors to interact with AI-enhanced PCs, tablets, smartphones, and gaming systems designed to adapt to user behavior, automate workflows, and deliver real-time performance gains.

Lenovo's strategy highlighted on-device intelligence working in tandem with silicon partnerships and software optimisation. The result, executives said, is faster response, stronger privacy control, and seamless multitasking across work and life scenarios.

Global leadership attendance underscored India's rising importance. Shailendra Katyal described the country as uniquely positioned thanks to its engineering depth, expanding digital infrastructure, and hunger for innovation. According to him, democratising AI at population scale is no longer aspirational—it is underway.

Executives from partners including Intel and Microsoft joined the dialogue, reinforcing the tight collaboration between chipmakers, OEMs, and cloud ecosystems required to deliver scalable AI outcomes.

Leaders at Lenovo used the platform to underline that India's AI moment has arrived—but scaling it responsibly will depend on the right foundations. Powerful systems must be transparent, reliable, and aligned with business objectives, particularly



as adoption spreads into regulated industries.

Speaking on hybrid AI, Matthew Zielinski said both government and industry are moving quickly to apply artificial intelligence to practical challenges. Many organisations, he observed, feel intense pressure to modernise. The real hurdle, however, is not ambition but design. Success will depend on building the correct architecture that blends cloud, edge, and on-device intelligence.

Sumir Bhatia shifted the focus to governance. AI can produce brilliant outcomes in advanced scenarios yet still struggle with basic tasks, he noted. That unpredictability makes oversight critical. Enterprises must understand how data is being used, how decisions are derived, and what consequences may follow.

Offering a macro view, Steve Brazier spoke about the transformation underway in data-centre economics. Organisations increasingly want control across the full technology stack—from facilities and power to hardware and software. While this creates major opportunity for India, energy availability is emerging as the defining constraint. Renewable adoption, he argued,

will be vital to sustain AI growth.

Closing the perspective from India, Shailendra Katyal highlighted the nation's rare combination of talent, infrastructure momentum, and innovation appetite. These strengths, he said, position India to lead the democratisation of AI, turning vision into practical impact through experiences such as Lenovo's ambient intelligence and its end-to-end hybrid portfolio.

A crowd favourite was the India debut of Qira, Lenovo's personal ambient intelligence platform designed to unify context and memory across devices. The company also introduced updated ThinkSystem and ThinkEdge infrastructure aimed at high-performance inferencing across verticals.

With thousands of participants and global attention on India's expanding AI ecosystem, Lenovo made its intent clear: the country will be a launchpad for the next wave of intelligent experiences.

Tech World '26 didn't just display products—it framed India as a defining force in how AI will be built, governed, and scaled worldwide.



SUMIR BHATIA
PRESIDENT, ASIA
PACIFIC, ISG, LENOVO



SHAILENDRA KATYAL
VP AND MANAGING
DIRECTOR, LENOVO INDIA



MATTHEW ZIELINSKI
EXECUTIVE VP AND
PRESIDENT, INTERNATIONAL
MARKETS, LENOVO

Hikrobot Strengthens Electronics Manufacturing with Advanced Machine Vision Solutions

Hikrobot's Machine Vision solutions are revolutionizing the electronics manufacturing sector by providing advanced technologies that enhance quality control, efficiency and productivity. With cutting-edge systems and AI-driven capabilities, Hikrobot is empowering manufacturers and adding immense value across the electronics industry chain.

KEY SOLUTIONS AND PRODUCT PORTFOLIO

Hikrobot's machine vision systems enable high-precision quality inspection by detecting defects, flaws and deviations from specifications, ensuring high-quality products. Advanced object recognition and sorting, powered by machine learning algorithms, allow efficient classification of electronic components.

Its barcode and QR code reading vision cameras deliver rapid and accurate data capture, strengthening inventory management and logistics. Vision-guided Automated Guided Vehicles (AGVs) improve material handling, transportation and warehouse operations. AI-driven predictive analytics support proactive maintenance, reducing downtime and increasing Overall Equipment Effectiveness (OEE).

The company's product offerings include Smart Cameras equipped with advanced

image processing algorithms for pattern matching, colour detection and object counting. Area Scan Cameras provide high-definition imaging for real-time streaming, while 3D Cameras offer micrometer-level precision for non-contact inspection. Smart Code Readers ensure efficient barcode scanning and reliable data capture.

APPLICATIONS ACROSS THE ELECTRONICS INDUSTRY CHAIN

The fast-growing electronics manufacturing sector in India is one of the largest fields of machine vision application. From micro components such as imaging modules and USB connectors to mobile phone frames, PC motherboards and other devices, machine vision can be seen in almost every link, including processing and assembly.

In positioning guidance, machine vision technology obtains the coordinate position and angle of objects through image calibration, target detection and size search algorithms. It converts image coordinates into robot-recognizable coordinates, guiding robots for accurate locating and assembly.



TRACEABILITY AND DEFECT DETECTION

With rising demand for smartphones and tablets and rapid miniaturization, manufacturers are focusing on high-quality traceability management. Non-contact high-precision laser printing has replaced traditional contact printing, increasing requirements for fine and low-damage trace printing and code system identification.

Defect detection remains critical, identifying scratches, damage, spots and colour differences with high precision and speed, while supporting CNC mobile phone hole positioning, FPC and ACF glue alignment, and barcode recognition of mobile phone modules.

Lapcare Unveils 'DHURANDARR' Sales Programme to Drive Channel Momentum

Lapcare has launched its 'DHURANDARR' Sales Programme for the January–March 2026 quarter, positioning it as one of its most aggressive channel engagement drives to date. The initiative is aimed at energising both Tier 1 and Tier 2 partners through performance-based rewards and expanded participation opportunities.

The campaign seeks to enhance business momentum across regions while aligning partner growth with structured incentive benefits. Registration within the defined timeline and adherence to revenue and product-mix criteria will determine eligibility under the programme.

STRUCTURED INCENTIVES AND MEGA REWARDS

Under the scheme, Tier 1 partners — including distributors, dealers and retailers directly associated with Lapcare — can earn coupons based on quarterly revenue slabs. These coupons make them eligible for a mega lucky draw featuring high-value prizes

such as a Tata Sierra, Harley-Davidson X440 and premium electronic gadgets.

Tier 2 partners operating through the Tier 1 network are eligible for assured slab-based rewards tied to revenue milestones, with incentives ranging from two-wheelers and smartphones to televisions and appliances. The programme mandates minimum category contributions and timely settlement of dues to qualify for rewards.

REINFORCING A PARTNER-CENTRIC APPROACH

The launch of DHURANDARR underscores Lapcare's continued emphasis on a partner-first growth strategy. Over the years, the company has rolled out structured incentive campaigns aimed at motivating its channel community and recognising performance beyond routine sales targets.



“At Lapcare, our partners are the backbone of our growth story... DHURANDARR is more than a sales program – it's a way to say 'thank you' to our partners who go the extra mile,” said Atul Gupta, Founder, Lapcare.

Sandeep Popli, CEO, Lapcare, added that the 2026 roadmap focuses on transparent incentives, measurable growth and sustained collaboration across the channel ecosystem. With an extensive retail and service presence nationwide, Lapcare expects the programme to strengthen loyalty and accelerate shared growth in the coming quarter.



AI at the Core: Redefining India's Data Centre Landscape in 2026

India's data centre industry is entering a defining phase as artificial intelligence moves from experimentation to enterprise-scale deployment. In 2026, AI is no longer just an application layer innovation—it is reshaping the very foundations of digital infrastructure. From hyperscale cloud campuses to distributed edge nodes, data centres are being redesigned to support GPU-dense workloads, advanced cooling technologies, high-speed interconnects, and AI-driven automation. What was once considered backend infrastructure has now become the backbone of India's digital economy.

The Union Budget's continued emphasis on digital infrastructure, tax certainty, and investment-friendly policies has strengthened India's position as a preferred destination for hyperscale and AI-ready facilities. Safe harbour norms and long-term incentives for cloud and infrastructure providers are accelerating capital inflows, while data localisation and sovereign AI initiatives are driving domestic capacity expansion. As generative AI, 5G, fintech platforms, digital public infrastructure, and real-time analytics gain scale, the demand for low-latency, high-availability and regulation-aligned environments is rising sharply.

AI workloads are fundamentally different from traditional enterprise computing. Model training requires concentrated, power-intensive compute clusters, while inference demands distributed architectures closer to end users. This shift is pushing operators toward hybrid designs that integrate hyperscale cores with intelligent edge infrastructure. High rack densities, liquid cooling, renewable energy sourcing, fibre-rich ecosystems, and automated workload orchestration are no longer optional—they are central to competitiveness. At the same time, sustainability has become a strategic imperative. As energy consumption rises with AI intensity, operators are prioritising PUE optimisation, renewable integration, and water-efficient cooling systems to balance growth with environmental responsibility.

India's expanding digital footprint, deep engineering talent, and strategic geographic location are positioning it as more than a consumption market. The country is steadily emerging as a vital node in the global AI and data centre value chain, serving domestic demand while attracting international workloads across APAC, the Middle East, and Africa. Collaboration among hyperscalers, OEMs, telecom operators, cloud service providers, system integrators, and policymakers will determine how effectively this opportunity is realised.

In this evolving landscape, VARINDIA talked to leading data centre operators, infrastructure providers, OEMs, storage innovators, cybersecurity leaders, and network specialists to understand how they are preparing for the next phase of AI-led growth. From architecture redesign and GPU-ready environments to hybrid cloud strategies, renewable integration, sovereign AI frameworks, edge acceleration, high-density cooling innovations, intelligent workload orchestration, and prevention-first security models, their insights reveal how India is engineering a resilient, scalable and sustainable foundation for its AI-driven future. Collectively, these perspectives underscore a larger transformation underway—one that goes beyond incremental capacity expansion to fundamentally reimagining how power, performance, connectivity, data protection, and environmental responsibility converge to create globally competitive, future-ready digital infrastructure at national scale.

Building India's AI future through resilient infrastructure and sustainable edge computing



“AI workloads today span model training, inference, and data in motion, each requiring distinct performance characteristics, network architectures, and power densities. Architectures are being engineered to support higher rack power densities, advanced cooling configurations, and dense fiber interconnection to enable GPU clusters to operate efficiently and securely. In India, our data centers in Mumbai and Chennai are being developed as AI-ready environments with liquid cooling capability, where centralized training workloads can run alongside latency-sensitive inference closer to enterprise users through rich interconnection ecosystems. This ensures that enterprises can leverage high-performance computing while maintaining secure, low-latency access for mission-critical applications, enabling both scale and reliability.

Beyond core architecture, the next phase of AI growth in India will be shaped by ecosystem proximity and distributed intelligence. Distributed digital infrastructure, hybrid multicloud integration, and AI-optimized interconnection are expected to play a central role, as enterprises increasingly seek architectures that bring compute closer to users while maintaining seamless access to public and private cloud environments. Hybrid approaches are being adopted to balance regulatory requirements, data sovereignty considerations, and performance objectives. Interconnected data centers are positioned as neutral hubs where enterprises, networks, and cloud providers converge. As AI inference becomes more embedded across financial services, healthcare, and manufacturing, edge deployments are strengthened to support low-latency processing and real-time decision-making. This model is viewed not only as a technology shift but also as a strategic enabler of India's digital economy, supporting emerging applications across 5G, generative AI, and advanced analytics.

As capacity scales to meet AI demand, growth must align with environmental responsibility. Rapid expansion is being pursued alongside a focus on sustainability and operational efficiency, as energy intensity rises with high-density computing. Energy-efficient cooling systems, automation, and renewable power procurement strategies are integrated to reduce carbon emissions and optimize resource utilization. Industry recognition, including leadership in global sustainability assessments, reinforces the importance of transparent environmental targets and measurable progress. Over the next three years, advancements in liquid cooling, AI-driven workload orchestration, edge acceleration, and early-stage quantum-adjacent infrastructure exploration are expected to influence performance and competitiveness. Operators that combine scalable architecture, dense interconnection ecosystems, and disciplined sustainability execution will be best positioned to lead India's next phase of AI-enabled digital growth.”

MANOJ PAUL

MANAGING DIRECTOR, EQUINIX INDIA

India's AI future built on resilient infrastructure, edge intelligence, and sustainable data centers



“Our data centers are built to support a wide range of workloads, including AI, high-density computing, and specialized processing. The Rabale Data Center campus is equipped to handle AI workloads of up to 130 kW using direct-to-chip technology. We are also investing in advanced facilities for AI and high-density computing, supported by reliable network connections and diverse carrier options. To manage the heat from densely packed AI clusters, we are adopting advanced cooling technologies such as liquid cooling, rear door heat exchangers (RDHx), and immersion cooling, moving beyond traditional air cooling. These upgrades ensure our infrastructure can efficiently and securely handle modern compute-intensive workloads at scale.

Edge computing, hybrid cloud, and AI-optimized infrastructure play a central role in our growth strategy in India. Our in-house cloud platform operates the data center infrastructure, enabling effective hybrid cloud deployment that combines on-premises systems with cloud-based environments. Data centers in Airoli and Bengaluru are designed to support public and hybrid cloud hosting, catering to enterprise digital transformation. AI significantly enhances data center efficiency, particularly in energy management, cooling, and resource allocation. Through scalable infrastructure and flexible pricing, we aim to advance domestic innovation and establish India as a global hub for AI transformation. Our plans to establish and expand an Edge footprint across the country are detailed in our DRHP, reflecting the importance of bringing compute closer to users while maintaining robust interconnection and low-latency performance.

Sustainability is embedded in our infrastructure strategy as we balance rapid capacity expansion with energy efficiency and renewable integration. India's total electricity generation capacity has reached 452.69 GW, with renewables accounting for over 46% of installed capacity. Our data centers use substantial energy, so improving efficiency and reducing environmental impact is a priority. We are increasingly adopting renewable sources such as solar, wind, and bioenergy. Across all 14 data centers, renewable power absorption exceeds 38%, while our largest campus operates at nearly 60%. Over the next three years, rapid adoption of high-density GPUs and specialized AI chips, along with AI-powered cooling systems, will reshape infrastructure requirements, manage thermal loads, and improve energy consumption. India's initiative to set up 18,000 advanced GPU-based facilities under the IndiaAI Mission, expected in early Q4 of Fiscal 2025, will significantly influence power consumption and competitiveness, ensuring operational efficiency for India's AI-driven digital economy.”

ROOPESH KUMAR

HEAD - DATA CENTER PROJECTS, SIFY TECHNOLOGIES

India's path to sovereign AI depends on infrastructure resilience and sustainability



“If India wants sovereign AI, it must first build robust infrastructure and enable a local ecosystem. Large language models may process tokens, but tokens translate into IT power, thermal load, electrical stability, robust network, and geographical spread. If those fundamentals are weak, no amount of GPU procurement will make a data center AI-ready. We are redesigning architecture around this reality. AI workloads demand predictable power paths, higher-density tolerance, liquid cooling readiness, and modular scaling blocks that evolve without structural redesign every cycle. The real design question is no longer ‘How many racks?’ but ‘How stable is the energy-to-compute conversion under sustained load?’ Our 36 MW Chennai facility reflects this approach. Hybrid cooling using high-efficiency centrifugal chillers with adiabatic cooling towers delivers a PUE of 1.35 while reducing water consumption by up to 75%, demonstrating that density and sustainability can coexist when engineered correctly.

AI is also reshaping topology. Training belongs in concentrated, resilient core environments, while inference belongs closer to users. A distributed model is therefore not optional. Our strategy combines hyperscale campuses with a 102-city pan-India edge footprint to address latency, governance, and data gravity. Core and edge are interdependent layers of the same compute fabric, orchestrated through hybrid cloud models. The harder challenge is balance. Rapid expansion without energy discipline becomes fragile; high density without thermal maturity becomes inefficient; renewable ambition without storage becomes unreliable. Sustainability cannot live in ESG reports—it must live inside the electrical room. Water-efficient cooling, storage-backed renewable integration, and disciplined PUE targets are engineered at inception, not retrofitted.

Over the next three years, competitiveness will be defined by smarter power systems, advanced liquid and immersion cooling technologies, direct liquid cooling (DLC), AI-driven infrastructure management, dynamic workload orchestration across core and edge, and deeper integration of renewables with energy storage. More GPUs alone will not create advantage. The real risk ahead is not underinvestment, it is overconfidence. Building rigid, one-dimensional AI capacity based on current density assumptions can create stranded assets. Infrastructure must remain adaptable because AI workloads will evolve faster than real estate cycles. India's sovereign AI future will not be determined by who builds the largest campuses, but by who builds infrastructure that absorbs volatility, converts energy efficiently into compute, and sustains reliability at national scale.”

AMIT AGRAWAL

PRESIDENT, TECHNO DIGITAL

Scaling AI workloads with smart, sustainable, and sovereign data centre design



“AI workloads are fundamentally reshaping data centre design, with GPU clusters pushing rack densities from the traditional 6–10 kW range to 40–50 kW and beyond. At Yotta, we have redesigned our campuses to be AI-native from day one. Our hyperscale facilities in Navi Mumbai and Greater Noida are purpose-built for high-density GPU environments, featuring direct liquid-to-chip cooling, rear-door heat exchangers, and contained airflow to efficiently manage heat. The electrical backbone has been strengthened with captive power, high-capacity transformers, and modular distribution to scale rapidly as GPU demand grows. Networking is equally critical, as AI training requires ultra-low latency and high throughput. High-speed fiber and optimized spine-leaf architectures ensure future-ready, sovereign infrastructure that can scale reliably to thousands of GPUs without compromising efficiency or uptime.

India's digital future will be distributed, not centralized, and edge, hybrid cloud, and AI-optimized infrastructure are central to this vision. As AI, 5G, fintech, and manufacturing workloads grow, latency becomes critical, making edge infrastructure essential to process data closer to where it is generated, while also meeting regulatory and sovereignty requirements. Enterprises are increasingly moving toward hybrid cloud models, seeking the agility of public cloud alongside the control and compliance of private infrastructure. Through our hyperscale campuses and AI-HPC cloud platforms, customers can seamlessly shift between colocation, private cloud, and GPU-as-a-Service depending on workload needs. AI-optimized infrastructure sits at the core: India needs domestic, scalable compute capacity to power its AI ambitions, and our focus is on building that backbone locally so growth remains sovereign, secure, and sustainable.

Balancing rapid capacity expansion with sustainability is critical, as AI significantly increases power consumption. Our Greater Noida campus operates on 100% renewable energy at current load, and Navi Mumbai is around 80%, with a clear roadmap toward full green alignment. Optimized cooling systems—including adiabatic chillers, direct-to-chip liquid cooling, closed-loop systems, and efficient airflow management—deliver a PUE of <1.4 on air-cooled CPU workloads and <1.2 on liquid-cooled GPU workloads, reducing both energy and water usage while maintaining optimal operating temperatures. Over the next three years, competitiveness will be defined by next-generation GPUs, large-scale liquid cooling, AI-led operations with predictive maintenance, automated orchestration, real-time energy optimization, and modular builds beyond metro cities. Ultimately, success will not be measured by megawatts alone, but by smarter, greener, sovereign infrastructure that scales with India's AI ambitions.”

ROHAN SHETH

HEAD - COLOCATION, DATA CENTER BUILD AND GLOBAL EXPANSION, YOTTA DATA SERVICES

Scaling AI-ready infrastructure to position India as a global AI and data centre hub



“As India’s data centre industry gears up to expand fivefold by 2030, fuelled by AI, cloud adoption, rising data volumes, and data localisation requirements, Lenovo is strengthening the nation’s digital backbone through local manufacturing, advanced engineering, and hybrid production-ready solutions. We have commenced production of AI-optimised servers at our Puducherry facility and operate an Infrastructure R&D lab in Bengaluru to design, validate, and customise data centre systems for India’s operational, security, and scale requirements. Our latest Think Systems and Think Edge inferencing servers are purpose-built for every inferencing workload and vertical, featuring advanced memory, networking, and 5x GPU performance. In addition, our Hybrid AI Advantage and Hybrid AI Factory frameworks enable organisations to deploy pre-validated AI platforms that integrate infrastructure, software, orchestration, and services, accelerating outcomes while reducing deployment risk and ensuring AI-ready hyperscale capacity.”

India is steadily positioning itself as a strategic force in the global AI infrastructure landscape as enterprises move from experimentation to large-scale, real-world inferencing. This shift is increasing demand for scalable, secure, and energy-efficient compute platforms across industries. With the global AI inference infrastructure market projected to grow from \$5 billion in 2024 to approximately \$48.8 billion by 2030, India’s deep engineering talent, supportive policy environment, and rising hyperscale investments position it to play a larger role in global infrastructure development and solution innovation. Energy-optimised technologies such as Lenovo’s 6th-generation Neptune liquid-cooling systems can reduce data centre energy consumption by up to 40% while enabling high-density AI workloads, which is critical as AI moves into mass deployment. With these capabilities, India can emerge as a hub for building scalable and secure AI computing platforms and exporting infrastructure expertise and digital solutions to global markets.

Building a globally competitive, AI-ready data centre ecosystem will require strong collaboration among cloud service providers, technology companies, system integrators, and software innovators. Initiatives such as AI Innovators and Hybrid AI Factory partnerships, including pre-validated platforms with Nutanix, demonstrate how integrated stacks can help organisations transition rapidly from pilot AI projects to production inferencing environments. Sovereign AI data centre frameworks developed with strategic partners further support secure, regulation-aligned digital infrastructure, while collaboration with government bodies, academia, and sustainability partners will remain essential for talent development, energy efficiency, and greener data centre operations at scale.”

AMIT LUTHRA

MANAGING DIRECTOR - INDIA, LENOVO ISG

Enabling scalable AI infrastructure to advance India’s global digital ambitions



“At Hitachi Vantara, we are deeply committed to building the infrastructure that enterprises need to scale AI at speed and with confidence. Our focus is on delivering integrated platforms that combine high-performance storage, accelerated compute, and unified data services so organisations can power generative AI, analytics, and mission-critical applications reliably and efficiently. Our Hitachi iQ portfolio, including the modular M Series, enables scalable AI-ready infrastructure that addresses evolving business requirements and future demands. These solutions are designed to simplify and accelerate enterprise AI adoption while ensuring data governance and compliance within existing data centre environments. Our engagement with partners and customers in India reflects our belief that modern, reliable data foundations are essential to unlocking measurable value from AI and supporting hyperscale-ready capacity as demand continues to grow.”

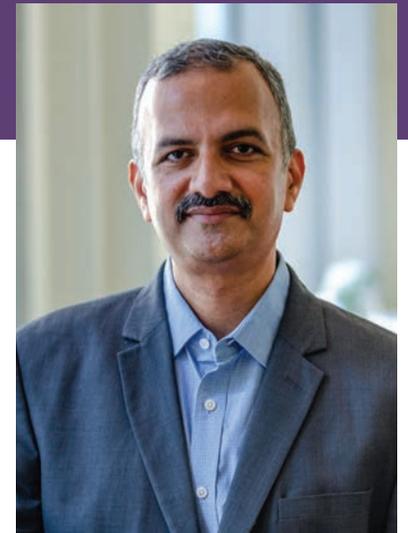
India is rapidly emerging as a strategic hub in the global AI and digital infrastructure ecosystem. With increasing demand for low-latency services, local data residency, and hybrid cloud capabilities, the country is well positioned to support both domestic and international workloads. AI-capable data centres are becoming critical infrastructure, enabling secure, resilient, and sovereign digital services across industries. Over the next decade, India’s role will extend beyond capacity expansion to deeper participation across the AI value chain, including modernising data infrastructure, enabling industry-specific AI use cases, and strengthening ecosystem partnerships across technology providers, hyperscalers, and system integrators. By building scalable and energy-efficient environments, India can anchor regional AI growth while accelerating digital transformation across sectors, aligning with our vision of helping enterprises convert growing data complexity into measurable business value.

Strategic partnerships are foundational to building a robust, AI-ready data centre ecosystem. At Hitachi Vantara, we collaborate with technology leaders such as Supermicro and NVIDIA to integrate advanced compute, storage, and AI-oriented architectures that enhance performance, scalability, and efficiency. These alliances enable customers to adopt unified platforms that bring compute and data closer together, reducing operational complexity and accelerating innovation. Collaboration with cloud providers, system integrators, hyperscalers, and local implementation partners will remain essential to bridge capability gaps and tailor solutions to industry and regional requirements. Through these multi-layered partnerships, we are supporting India’s continued emergence as a globally competitive AI and data centre hub.”

DARSSHAN SOMAIYA

HEAD - STRATEGIC PARTNERS & ALLIANCES, INDIA AND SAARC, HITACHI VANTARA

Securing India's hyperscale AI growth with prevention-first, AI-driven cyber security



“India’s rapid AI adoption and hyperscale cloud growth are fundamentally expanding the attack surface across data centres. According to JLL India’s 2024 report, India’s data centre capacity is expected to cross 1,800 MW by 2026, nearly doubling from 2023 levels. This hyperscale growth requires a shift from perimeter-based protection to AI-driven, prevention-first security. At Check Point, we are scaling AI-ready security for India’s hyperscale data centre environments through our Hybrid Mesh Network Security pillar, delivering unified enforcement across on-premises data centres, hybrid cloud, SASE, and branch environments. Our AI-powered control plane ensures consistent policy enforcement and real-time threat prevention at hyperscale performance levels. Check Point ThreatCloud AI, which analyses data from over 2 billion websites, emails, and sources daily, provides hyperscale-grade threat intelligence to detect zero-day and AI-driven attacks in real time. As AI workloads increase east-west traffic inside data centres, we are strengthening our Exposure Management solutions, enabling continuous threat exposure management to prioritise vulnerabilities and accelerate secure remediation across AI-powered infrastructure environments.

India is positioned to become one of the most strategic AI and hyperscale infrastructure hubs globally. With strong government backing under initiatives such as the IndiaAI Mission and rapid cloud adoption across BFSI, manufacturing, telecom, and digital public infrastructure, India is evolving from a consumption market to an innovation and AI deployment powerhouse. IDC projects AI spending will grow at 2.2 times the rate of overall digital technology spending over the next three years, generating more than \$115 billion in economic impact by 2027. Combined with expanding data centre capacity and a digital-first economy, India will play a pivotal role in hosting AI workloads, training models, and delivering digital services across APAC, the Middle East, and Africa, while strengthening its role in the global AI value chain.

India’s rise as a global data centre hub will depend on ecosystem collaboration across hyperscalers, telecom operators, cloud service providers, system integrators, managed security service providers, regulators, and compliance bodies. Secure-by-design hybrid cloud environments, Zero Trust Architecture, NIST-aligned frameworks, and alignment with the Digital Personal Data Protection Act will be critical. As a 100% channel-driven company, we see partners acting as trusted advisors, integrating AI-powered, prevention-first security into complex enterprise and hyperscale environments. Hyperscale without resilience is risk; hyperscale secured by design positions India as a global digital trust leader.”

MANISH ALSHI

SENIOR DIRECTOR, CHANNELS & ALLIANCES, INDIA & SOUTH ASIA, CHECK POINT SOFTWARE TECHNOLOGIES

Advancing AI-ready storage infrastructure for India's expanding data centre ecosystem



“At our core, WD is focused on enabling infrastructure that keeps pace with the exploding scale of AI and cloud-driven data growth. Data centre capacity today is not just about raw compute; it is about delivering reliable, efficient storage at scale, fundamental to the AI ecosystem. This is reflected in our customer-centric roadmap, reoriented around technology innovations that deliver capacity, performance and efficiency across workloads. At our recent Innovation Day, we highlighted this strategy with the world’s highest capacity 40TB UltraSMR ePMR HDD, now in hyperscale qualification with ramp production planned later this year. We also outlined a clear path toward 60TB ePMR and ultimately 100TB+ HAMR capacities estimated by 2029. Offering both ePMR and HAMR in parallel allows data centre partners to anticipate capacity growth without disruptive redesigns, providing predictability in capacity planning and economics as AI workloads consume, generate and retain ever-larger data sets. Beyond capacity scale, we are focused on performance- or power-optimised drives that improve efficiency and total cost of ownership, enabling operators to scale reliably while optimising bandwidth or energy efficiency depending on workload requirements.

We see India steadily evolving into a strategic node in the global AI and data centre ecosystem, supported by rapid growth in domestic data centre capacity and expanding adoption of cloud and AI-led workloads. As these workloads scale, they drive demand for infrastructure that supports compute intensity while enabling the ability to store, access and retain massive volumes of data over time. Approximately 80% of data in data centres is stored on HDDs, underscoring the importance of scalable, high-capacity storage across the AI lifecycle. India’s combination of engineering talent, market scale and an expanding data centre footprint positions it to support domestic digital growth and global data workflows, particularly in storage and long-term data retention at scale.

India’s emergence as a global data centre hub will be driven by deep partnerships across cloud, core and edge ecosystems. Collaboration with global and local cloud service providers and large data centre operators enables co-innovation around capacity density, performance and power efficiency, ensuring solutions align with real-world deployment needs and long-term scalability. Technology and platform partnerships that reduce integration complexity are equally important, extending hyperscale storage economics into broader enterprise environments without disruptive architectural changes. Together, these partnerships support scalable, resilient and AI-ready data centre infrastructure aligned with evolving AI workloads.”

OWAIS MOHAMMED

SALES DIRECTOR - INDIA, THE MIDDLE EAST, AND AFRICA, WESTERN DIGITAL

Building scalable, GPU-ready infrastructure for India's AI-led data centre growth

"Invenia-STL Networks is positioning its network and data infrastructure strategy to meet the evolving demands of AI-driven and high-performance workloads. As enterprises scale GPU-dense environments, rapid parallel processing and ultra-low-latency data exchange, infrastructure design must move beyond traditional models. We are focused on enabling scalable, AI-ready architectures that support distributed, high-throughput compute environments. Our service portfolio builds on deep expertise across enterprise and on-premises data centres and supports the shift toward distributed digital infrastructure. As AI workloads expand, compute is increasingly shifting from centralised facilities to a core-to-edge architecture prioritising low latency, high availability and predictable performance. We integrate scalable data centre design, high-capacity fibre networks, automation-led operations and cybersecurity capabilities to support high-density, GPU-intensive environments. In parallel, we are expanding our managed services portfolio across data centres, networks, cloud and edge. Together, these capabilities position Invenia-STL Networks as a full-stack enabler of AI-ready infrastructure, delivering scalable, resilient and future-ready platforms for GPU-driven compute growth.



India is set to play a pivotal role in the global AI and data centre value chain, evolving from a consumption market into an innovation-driven and sovereign digital infrastructure hub. Its expanding digital economy, exponential data generation and growing AI adoption are accelerating demand for domestic compute capacity. We anticipate multi-gigawatt data centre parks and AI compute campuses built for hyperscale cloud, GPU-intensive workloads and high-performance computing. Growth will be reinforced by deeper partnerships with global cloud providers, technology OEMs and semiconductor ecosystems, positioning India as a preferred destination for next-generation infrastructure investment. Strengthened data protection frameworks, localisation priorities, renewable energy integration and energy-efficient design will further support sustainability-led expansion across the AI infrastructure lifecycle.

India's ambition to become a global data centre hub will depend on coordinated partnerships across the digital infrastructure value chain, spanning AI-optimised compute, renewable energy and advanced cooling, sovereign cloud ecosystems, high-capacity fibre and subsea connectivity, and distributed edge infrastructure. Strategic alignment between hyperscalers, AI infrastructure providers, telecom operators, semiconductor players and energy developers will be critical to building scalable, GPU-ready environments. Through automation-led deployment models and integrated compute-network-cloud frameworks, we enable high-density, low-latency connectivity while accelerating capacity rollout and ensuring operational stability. Ultimately, ecosystem-led collaboration uniting compute, connectivity, energy and policy will define India's rise as a cohesive AI-ready infrastructure platform."

PANKAJ MALIK

CEO AND WHOLE-TIME DIRECTOR, INVENIA-STL NETWORKS

Strengthening scalable, secure storage foundations for India's AI and hyperscale expansion

"As India accelerates AI adoption and hyperscale data centre expansion, Seagate is enabling this growth through sustained innovation in storage density, security and long-term data stewardship. AI workloads are fundamentally reshaping infrastructure requirements by driving exponential data creation, increasingly complex models and longer data lifecycles. This evolution demands massive, cost-efficient storage architectures that scale intelligently while preserving data as a durable, high-value asset.

To support this shift, we are advancing higher-density storage technologies, including next-generation innovations such as Heat-Assisted Magnetic Recording (HAMR) — now in volume production — paving the way for multi-terabyte capacity growth beyond 10TB per disk. By increasing capacity per disk and embedding data integrity and security at the foundation, we enable data centre operators, cloud providers and channel partners to support larger AI models and expanding data assets while addressing power, footprint and operational complexity. Integrating drive-level security and intelligent software allows enterprises and cloud providers to deploy AI-ready infrastructure that balances performance, capacity, resilience and economics, delivering superior value per terabyte across the data lifecycle as AI environments scale in sophistication and intensity.

India is well positioned to play an increasingly important role in the global AI and data centre value chain over the next decade. Rapid digital adoption, expanding cloud and edge footprints, and sustained investment momentum are moving the country beyond a consumption market toward becoming a strategic hub for innovation and engineering. Collaboration with cloud service providers, system integrators and policymakers enables the development of scalable architectures while supporting AI adoption across cloud, edge and enterprise environments. For the channel ecosystem, these partnerships create opportunities to deliver integrated AI-ready platforms tailored to diverse customer requirements, enabling faster response to rising demand and accelerating deployment across sectors.

Seagate remains committed to advancing innovation along a long-term roadmap that balances today's operational priorities with the evolving requirements of future AI and hyperscale workloads. Through continued focus on high-density storage technologies, integrated security and sustainable infrastructure design, we empower enterprises and partners to unlock the intrinsic value of data while building resilient, scalable and economically viable AI-ready data centre ecosystems for sustained growth."



SAMEER BHATIA

SENIOR REGIONAL DIRECTOR - INDIA, MIDDLE EAST, TURKEY AND AFRICA, SEAGATE

10th Cyber & Data Security Summit 2026: Charting India's Roadmap "From Data to Defence"



MS. PADMA JAISWAL



ADV.(DR.) PRASHANT MALI



DR. DEEPAK KUMAR SAHU



MR. AYUSH MEHAN



DR. RAJENDRA KUMAR



MR. PANKAJ MITTAL



PANEL DISCUSSION-I



PANEL DISCUSSION-II



DR. PANKAJ DIKSHIT

ATTENDEES

300+

**POWER-
PACKED PANEL
DISCUSSIONS**

3

SPEAKERS

20+



SHRI. S N TRIPATHI



DR. PAVAN DUGGAL



MR. SANDEEP BHAMBURE



MR. ANKIT WASNIK



DR. HAROLD COSTA



DR. ARINDAM SARKAR



MR. ANKUR PATIAL



DR. PRONAB MOHANTY



MR. SUMITH SATHEESAN



PANEL DISCUSSION-III



MS. S. MOHINI RATNA



WINNERS GROUP PHOTO



L to R: Dr. Sahu, Publisher, VARINDIA; Dr. Harsha Thennarasu (CERT-In Auditor), Chief Cyber Defence Advisor – HKIT Cyber Security Solutions; Dr. Arindam Sarkar, Chief Architect, Faceoff Technologies Inc.; Maj General (Dr.) Dilawar Singh, Independent Director, Transrail Lightning Ltd.; Dr. Pawan Duggal, Chairman- International Commission on Cyber Security law; Padma Jaiswal, IAS, Secretary, GNCTD - Govt. Of Delhi; S Mohini Ratna, Editor, VARINDIA; Adv. (Dr.) Prashant Mali, PhD, Cyber Law Expert- Bombay High Court and Pankaj Mittal, Founder & CEO, Digizen Consulting

The 10th edition of the Cyber and Data Security Summit (CDS) 2026, hosted by VARINDIA, convened policymakers, law enforcement officials, CIOs, CISOs, legal experts and global technology leaders under the theme “From Data to Defence” in New Delhi on February 20. Held at Hotel Pride Plaza in Aerocity, the full-day industry summit presented a structured roadmap linking governance, enterprise transformation and cyber defence innovation.

The summit commenced with an auspicious lamp-lighting ceremony, graced by leading dignitaries from government and industry, signalling the start of a comprehensive exploration of India’s evolving cybersecurity landscape. Dr. Deepak Kumar Sahu, Editor-in-Chief of VARINDIA, welcomed attendees and underscored the importance of collaboration across policy, technology and governance. “We have gathered at a platform where industry, OEMs, and VARs converge to address critical challenges in cybersecurity and data protection,” he remarked, setting a collaborative tone for the day.

Delivering the industry address, Dr. Pawan Duggal, Chairman of the International Commission on Cyber Security Law, highlighted the growing need for a regulatory framework that balances security with innovation. He underscored that cybersecurity is not just a technical issue but a societal imperative requiring proactive governance and legal preparedness.

The Chief Guest, Padma Jaiswal, Secretary, Government of National Capital Territory of Delhi (GNCTD), addressed the audience on the government’s role in securing digital infrastructure. She emphasized the need for progressive policies that enable innovation while safeguarding citizen data, reinforcing India’s commitment to building a secure and trusted cyber ecosystem.

Presenting the corporate perspective, Ankit Wasnik, Lead Security Solutions Architect at Qualys, showcased enterprise security solutions and emphasized the importance of automated risk detection in

cloud and hybrid environments to strengthen cyber resilience.

Guest speaker Adv. (Dr.) Prashant Mali, Cyber Law Expert, Bombay High Court, elaborated on evolving legal frameworks for cybercrime mitigation. He stressed that law must evolve alongside technology to ensure accountability, transparency and trust in the digital economy.

POLICY, GOVERNANCE AND NATIONAL CYBER PREPAREDNESS

The first panel discussion, “Securing India’s Digital Future: From Risk to Resilience,” moderated by Dr. Sahu, featured Maj General (Dr.) Dilawar Singh, Independent Director, Transrail Lightning Ltd.; Deepti Bhatia, CIPP/E, Chair – IAPP New Delhi Chapter; Sarita Padmini, Senior Director, Protiviti; Dr. Harsha Thennarasu (CERT-In Auditor), Chief Cyber Defence Advisor – HKIT Cyber Security Solutions; and Vishal R Soni, Strategic Advisor – Consulting Practice. The discussion focused on strengthening cyber hygiene at scale, building resilient systems and embedding security within organizational DNA.

In his keynote address, Dr. Pronab Mohanty, DGP – ICT & Cybercrime, Government of Karnataka, addressed emerging threats in AI-driven cybercrime. He highlighted the need for predictive analytics, coordinated enforcement mechanisms and robust threat intelligence to protect critical and citizen-facing infrastructure.

Post-lunch sessions shifted toward enterprise execution and technology deployment. Sumith Satheesan, Head – Enterprise Solution Consulting, TP-Link, spoke about secure connectivity and enterprise networking solutions, emphasizing, “In the AI era, network security is the foundation of digital trust; any weak link can compromise the entire system.”

The second panel discussion, “Ready to Secure Your AI Transformation?,” moderated by Mohini Ratna, Editor, VARINDIA,

featured Bharat B Anand, Group Chief Information & Technology Officer, Contec Global Ltd.; Anandaday Misshra, Founder & Managing Partner, AMLEGALS; Pankaj Mittal, Founder & CEO, Digizen Consulting; and Chetandeep S Batra, Senior Security Consultant, EY Global Consulting Services. The panel explored AI-driven data protection strategies, governance mechanisms and enterprise risk frameworks.

Pankaj Mittal, Founder & CEO of Digizen Consulting, highlighted risk management in AI-enabled enterprises. “AI can only learn from the data you provide. Misuse or incorrect configurations can turn innovation into a liability,” he warned.

The third panel discussion, “From Cyber Warfare to Data Protection: Building a Secure Viksit Bharat,” was moderated by Gyana Ranjan Swain, Consulting Editor, VARINDIA. Panellists included Vijay Sethi, Chairman, Mentorkart & Crafsol Technologies; Puneet Kaur Kohli, Chief Technology & Innovation Officer, Generali Central Life Insurance; Arvind Koul, Global Head – Digital & Cybersecurity, Uno Minda; Prof. (Dr.) J S Sodhi, Group Chief Information Officer & Senior Vice President, Amity Education Group; and Sujoy Brahmachari, Chief Information Officer & Chief Information Security Officer, Rosmerta Technology Ltd. The discussion underscored sectoral resilience, board-level cyber accountability and the strategic role of leadership in national cyber preparedness.

ENTERPRISE SECURITY INNOVATION AND INDUSTRY LEADERSHIP

Delivering his corporate presentation, Sandeep Bhambure, VP & MD (India & SAARC) at Veeam Software, underscored the importance of data continuity and resilience. “Backups are not just a compliance checkbox—they are critical to maintaining trust and operational continuity,” he said.

Ayush Mehan, Senior Sales Engineer at ForcePoint, presented insights on insider threats and behavioural analytics. “People

often bypass rules unintentionally. Security must anticipate human behaviour, not just system vulnerabilities,” he observed.

Dr. Rajendra Kumar, Group Chief Technology Officer at RAH Infotech, emphasized the importance of end-to-end cybersecurity solutions. “A secure product isn’t complete unless it accounts for real-world threats at scale,” he stated, reinforcing population-scale security as a fundamental design principle.

The evening session formally began with a welcome address by Mohini Ratna, who greeted attendees and set the tone for the concluding segment of the summit. “It’s inspiring to see policymakers, industry leaders, and cybersecurity professionals gathered under one roof. Today’s discussions will not just highlight risks, but also actionable solutions for a secure Digital India,” she remarked.

In his opening address, Dr. Harold Dcosta, President of Cyber Security Corporation, highlighted the evolving threat landscape. “Cyber-attacks are no longer isolated events—they are persistent and adaptive. Organizations must build proactive defenses, not reactive responses,” he emphasized.

Dr. Arindam Sarkar, Chief Architect

of FaceOff Technologies Inc., showcased innovative multi-layered threat detection solutions. “Our platform anticipates attacks before they occur by analyzing behavioural patterns across networks. Prevention, not just detection, is the key to resilience,” he explained.

Ankur Patial, Senior Consultant Information & Data Security at Varonis, highlighted the growing importance of access governance in the AI era, stating, “AI tools inherit my access rights. Without proper guardrails, sensitive data can be unintentionally exposed.”

S N Tripathi, Former Secretary, GOI & DG – IIPA, in his keynote speech, stressed citizen-centric cybersecurity and the need for trust in digital governance, asserting, “More data means more vulnerability, more fear, and more suspicion... unless I prove that you are not you, no data is secure.”

INDUSTRY EXCELLENCE RECOGNISED AT OEM AWARDS CEREMONY

The summit culminated in an OEM Awards Ceremony recognizing excellence in cybersecurity, data protection and privacy innovation. The winners were

announced across key categories: Best Company into Cloud Security Solution – Qualys Security Techservices Pvt. Ltd.; Best Data Loss Prevention (DLP) Product – ForcePoint Software Consulting India Pvt. Ltd.; Best Unified Endpoint Management – ManageEngine (Zoho Corporation); Best Threat Intelligence Platform – Cyble Solutions Pvt. Ltd.; Best SD-WAN Solution Provider – Fortinet Technologies India Pvt. Ltd.; Best Unified Endpoint Management – SOTI India Pvt. Ltd.; Best Company into Network Security – Cisco Systems India Pvt. Ltd.; Best Company into Data Security – Varonis Systems Inc.; Best Company into Data Privacy – Data Safeguard India Pvt. Ltd.; and Best Company into IT & OT Security – Check Point Software Technologies India Pvt. Ltd.

The formal proceedings concluded with the Vote of Thanks delivered by Mohini Ratna, followed by networking and a cocktail dinner, marking the close of the event.

As India accelerates toward a digitally empowered future, the 10th Cyber & Data Security Summit 2026 demonstrated that cybersecurity now firmly sits at the intersection of governance, enterprise strategy and national resilience—signalling a decisive shift from managing data to defending it.

India should place equal emphasis on building and sustaining public trust on AI

PADMA JAISWAL, IAS,
SECRETARY, GNCTD - GOVT. OF DELHI

“Over the past decade, the government has actively advanced e-governance and driven digital transformation in public service delivery. This shift has led to the significant accumulation of data within government systems. At the same time, the country has developed extensive digital public infrastructure, including platforms such as Aadhaar, DigiLocker, and Unified Payments Interface (UPI), along with supporting digital networks. The rollout and widespread adoption of this digital public infrastructure have positioned the nation where it now engages in substantial discussions around artificial intelligence. Globally as well, the country has already gained considerable traction and recognition in the AI space. We often speak about the scale and speed of AI, and we are understandably impressed by how rapidly it is transforming service delivery and enabling better outcomes for citizens. But are we giving equal attention to trust? Are we considering the level of confidence citizens place in these AI-driven systems? Numerous incidents have occurred where malicious actors misused technology, leading to phishing attacks, ransomware incidents, and other forms of cybercrime. Such events have gradually eroded trust in digital networks and in the systems operated by both government and the private sector.

Amid all these things, the government has introduced the DPDP Act. It is also discussing sovereign AI. When discussing sovereign AI, we are talking about data ownership—the data for which I am the Principal and for which I am responsible. I will know how to manage it and I will be the one to give permission to the person holding my data in a fiduciary capacity, or for that matter, determine how long they can keep this data.”



We must build cyber-safe citizens through trust, privacy, and security

S N TRIPATHI
FORMER SECRETARY, GOI, & DG – IIPA

“I am one of those who believe that data privacy and security are part of the techno-legal framework India is now building. Some organizations assume the government will make a law, or technology like Varonis or FaceOff will secure them, and they can relax. Friends, more data brings more vulnerability, more vulnerability brings more fear, and more fear brings suspicion. No data is truly secure unless proven. Data is used by creators and users, and in between, cyber theft occurs.

Regulation and innovation must go hand in hand. We don’t want European-style overregulation nor the American extreme where innovation is prioritized over security. Local technology companies must be supported to grow and set global standards. Cybersecurity must move from back office to front office, back end to product end. Citizens have a fundamental right to safe cyberspace. Organizations must provide foolproof solutions. If cyber fraud happens in a lax environment, companies must compensate and maintain citizens’ trust. Hit-and-run may work in vehicles, but not in IT. AI is emerging, but intelligence is human. Machines learn only from data and can misinterpret it. Designers and executives must think ahead—make the impossible possible. Buyers must imagine beyond what developers foresee. Only then can we create cyber-safe citizens and secure systems at population scale. Tools like FaceOff help achieve this by enabling trust, accountability, and innovation to coexist in India and globally.”





Addressing synthetic fraud has led to a complex and challenging legal landscape

DR. PAVAN DUGGAL

CHAIRMAN- INTERNATIONAL COMMISSION ON CYBER SECURITY LAW

“In today’s world, artificial intelligence, data, and cyber security have become critically important subjects. Just six days before the AI Impact Summit, the Government of India made a significant move by notifying the Information Technology (Intermediary Guidelines and Digital Media Ethics Code) Amendment Rules, 2026. With these new rules, India signaled its intention to chart its own regulatory path, while also introducing a comparatively soft approach toward the regulation of deepfakes and synthetically generated content. However, challenges remain. The rules, which came into effect on 20 February 2026, have already triggered widespread discussion about compliance. The primary concern is the requirement to remove synthetic or fake content within three hours. Service providers are uncertain about how they can realistically meet this tight deadline. From the Indian regulatory perspective,

intermediaries are expected to exercise due diligence in fulfilling their legal obligations. Accordingly, they must ensure compliance with the new framework. A significant consequence of non-compliance is the potential loss of statutory safe harbour protections, meaning intermediaries could forfeit their legal immunity.

India’s Information Technology Act, 2000 (IT Act) regulates the use of seven core digital elements: computers, computer systems, computer networks, computer resources, communication devices, as well as data and information in electronic form. However, this 26-year-old legislation was never designed to address artificial intelligence or deepfakes. Technology has evolved so rapidly that today deepfakes can be created using easily accessible, often free, online tools. This technological leap has made it imperative to introduce specific regulations to tackle the growing challenge of synthetic and manipulated data.

The 2024 Pakistan general election had one notable feature—the widespread use of deepfakes. Similarly, the 2024 Indian general election was marked by the significant presence of deepfake content. By 2026, the landscape has changed even more dramatically, turning the issue into an entirely different ball game. As a result, when examining the legal consequences within today’s data ecosystem, one finds themselves confronting a deeply complex and challenging situation. One is expected to jump into molten lava, of trying to protect oneself from the exposure and the heat of molten lava, and also to swim along with the molten lava. That, in a nutshell, encapsulates your current position in the current data ecosystem. It took us a long time in India to come up with a law on data protection. Even today, the data protection law pertaining to protecting my data is still not operational. It comes into operation from 13th November 2026, and final operation from 13th of May 2027.”



Resilient data governance and risk control are key to accelerating safe AI at scale

SANDEEP BHAMBURE

VP & MD (INDIA & SAARC), VEEAM SOFTWARE

“AI is in the air, everyone is just talking AI. While nearly 50% of large enterprises already have AI use cases live, what really lacks is corporate governance. That’s why I’m talking about Accelerating Safe AI at Scale. The intent is huge — India Inc. is going to spend \$200 billion over the next three years — but there is definitely an execution risk. If organizations can control governance, security, and resilience, AI projects can really be successful.

In the AI era, whatever technologies and solutions were adopted to implement resilience no longer work. Organizations need to look at resilience and security with a completely different lens. The top risks are data privacy, legal compliance, governance capabilities, and the quality, consistency, and observability of data. Most of these risks are data-centric. Observability is

critical — you need to know what kind of data is where in your organization, whether it is sensitive, who can access it, how it will be analyzed, and whether you are breaching regulatory compliance like DPDP. As long as these are taken care of, you can have confidence in driving your AI projects. India has the potential to be not just a consumer of AI but also someone who can build its own AI initiatives. Talent is abundant, young professionals are engaging, and many businesses are being started by them. But here comes the AI paradox — the friction between innovation and risk. There is pressure to accelerate AI, but the speed of innovation gets slowed down by the risks associated with AI products.

Safe AI at scale is built on three pillars. First, a resilient data foundation — immutable backups, zero-trust architecture, and multi-cloud protection cannot be afterthoughts. Second, intelligent protection — anomaly detection, behavioural threat monitoring, and AI itself helping uncover threats proactively. Third, responsible and compliant AI — real-time governance, continuous audits, and recoverability of AI workloads. You need to understand your data, secure it for AI, build resilience in your AI infrastructure, and activate your AI agents responsibly. Preparation for DPDP compliance aligns closely with feeding data into AI models. By integrating data resilience, governance, and compliance, enterprises can accelerate AI initiatives while managing risk. If your data is resilient, you can confidently accelerate your AI initiative, knowing your AI is in safe hands.”

From minimal information, AI systems can infer a person's preferences and personality traits

ADV. (DR.) PRASHANT MALI, PHD,
CYBER LAW EXPERT- BOMBAY HIGH COURT

“There is an unprecedented wave of AI-driven innovation unfolding today. However, despite the rapid advancements, more than 90% of people still lack a clear understanding of AI’s true capabilities. While nearly 73% of Indian enterprises report adopting AI in some form, many are yet to meaningfully integrate or operationalize it. In effect, several organizations are either in the early adoption stage or simply engaging in conversations about AI without fully leveraging its potential. The AI market in India is projected to reach ₹1.4 lakh crore by 2027, reflecting the immense economic promise of the sector. At the India AI Impact Summit, several leaders described AI as a “five-layered cake,” emphasizing the multiple foundational components required for its development. Data lies at the core of this ecosystem, and India’s vast volumes of it make the country an attractive destination for global AI players.

The same dynamic applies to emerging corporates as well. Their data-intensive AI systems rely on collecting, processing, and analyzing massive amounts of personal information. While companies may disclose that they collect a limited number of data points—say, ten fields in a form—the insights derived from those inputs can be far more expansive. From seemingly minimal information, AI systems can infer a person’s preferences, behavior patterns, aspirations, and even personality traits. So the issue is how do we innovate while protecting fundamental privacy rights. When an entity collects personal data, it is generally required to obtain clear, specific, and informed consent from the individual. However, in the context of AI systems, this principle becomes far more complicated. In many cases, individuals may not fully understand what aspects of their data will be processed, how long it will be retained, or how it may be used in future iterations of the system.”



Compliance is not security, proactive readiness is the only sustainable defence

DR. HAROLD D’COSTA,
PRESIDENT, CYBER SECURITY CORPORATION

“While we speak extensively about data security and defense, the real question is what remedial measures exist from a techno-legal perspective when a breach actually occurs. In India, electronic evidence is still rarely tested decisively in courts, and many breaches pass without legal consequence. Incident response plans often look polished on paper but collapse under real adversary pressure. Organizations remain compliance-driven—focused on satisfying auditors rather than surviving breaches. There are no cyber drills, no tabletop exercises, no stress testing. Teams freeze due to lack of rehearsal, unclear chains of command, and absence of decision authority. Under Section 85 of the Information Technology Act, 2000, directors can be held liable, and under the DPDP Act, penalties may reach ₹250 crore. Yet awareness of these techno-legal implications remains limited.

When breaches occur, panic overrides process—systems are isolated without preserving forensic evidence, PR reacts late, leadership overrides technical judgment, and legal teams stall decisions. Evidence preservation is crucial to identify bad actors and ensure admissibility in court. Incidents must be reported within six hours to CERT-In and within seventy-two hours to the Data Protection Board under DPDP.

Organizations need structured playbooks—clear escalation matrices, defined containment thresholds, independent CISO and DPO roles, measurable KPIs such as mean time to detect and contain, threat intelligence integration, and resilient backup strategies including immutable, isolated storage. Compliance without execution is shelfware. Proactive readiness—not reactive response—is the only sustainable path to cyber-attack mitigation.”



Cyber-related offences have increasingly become a prominent feature in news coverage

DR. PRONAB MOHANTY, IPS,
DIRECTOR GENERAL OF POLICE, CYBER COMMAND, GOVERNMENT OF KARNATAKA

“We are currently living in what can rightly be described as the age of cyber fraud. The phenomenon of so-called “digital arrests” has become so prevalent that clear guidelines were issued just last month by the Hon’ble Supreme Court. Beyond this, numerous other forms of cyber fraud are causing losses amounting to tens of thousands of crores every year. A striking feature of today’s cyber fraud landscape is the profile of those most frequently targeted: the middle class—salaried individuals, retirees, and young earners with disposable income. This marks a distinct shift in how fraud schemes are designed and executed.

Another emerging dimension is the use of AI- and machine learning-enabled tools—such as deepfakes and voice cloning—which have significantly enhanced the sophistication and believability of fraudulent schemes. This represents a new and troubling chapter in the evolution of cybercrime. It is important to stress that cybercrime is not limited to attacks involving technology products alone. In recent years, cyber-related offences have increasingly dominated headlines. Security professionals and cybercrime investigators typically classify cybercrimes into three broad categories. The first category comprises cyber frauds, which are rapidly proliferating. The second includes crimes against women and children, particularly the circulation of online Child Sexual Abuse Material—an issue of grave concern for society at large. The third encompasses what are often described as conventional cybercrimes, such as phishing schemes, hacking, data theft, identity theft, credit card fraud, ransomware attacks, and distributed denial-of-service (DDoS) attacks. These crimes have been around for a long time, but they have been relegated to the background, thanks to the proliferation of all other sophisticated cyber frauds.”



Role of vulnerability management as a core component has grown both in scope and impact

ANKIT WASNIK

LEAD SECURITY SOLUTIONS ARCHITECT, QUALYS

“There is a well-known observation by Peter Drucker that you cannot manage what you cannot measure. In today’s context, that idea goes even further: you cannot measure what you cannot see, and you cannot secure what you cannot manage. This has become especially relevant as organizational attack surfaces expand at an unprecedented pace. A few years ago, when defining an enterprise asset, the answer was relatively straightforward—servers, network devices, and endpoints. Today, that definition has broadened significantly. Organizations operate across multiple infrastructure layers and technologies. Large language models (LLMs) introduce their own unique attack surfaces. Cloud environments come with distinct exposure points. Containers, Docker, Kubernetes clusters, digital certificates—each of these components represents an independent attack surface that must be monitored and protected.

To address this growing complexity, organizations deploy numerous security solutions. On average, enterprises now use more than 30 different security tools to safeguard their infrastructure. However, this creates another challenge: each tool measures risk differently. Some assess risk on a scale of 1 to 10, others 1 to 100, and still others 1 to 1000. There is no standardized framework for risk measurement, resulting in fragmented visibility and inconsistent prioritization. At the same time, the role of vulnerability management within overall risk management has evolved dramatically. The days of conducting vulnerability scans once a year—or even once a quarter—are long gone. Today, many organizations perform vulnerability scanning on a near real-time basis. Consequently, vulnerability management programs must mature and adapt at the same pace as the threat landscape. The scale of the challenge is evident in recent data. In 2024 alone, more than 40,000 vulnerabilities were disclosed. Approximately 39% of these had publicly known exploit exposures worldwide, and over 78% were categorized as high or critical severity. Attempting to remediate every single vulnerability is an overwhelming task. The sheer volume makes it impractical for any organization to address all of them simultaneously, underscoring the need for intelligent prioritization and risk-based remediation strategies.

So what is the current state of cyber security risk management? We have 30 different tools, 30 different dashboards, 30 different reports and 30 different ways to measure this risk. There is no centralized SPM (Security Posture Management). That is where the concept of Risk Operation Center (ROC) comes into play, which is basically where all your SPM data are combined into a unified orchestration solution. Now we all might have heard of the term SOC (Security Operation Center) that most of the organizations deploy. SOC is something where you feed data from all the various tools that you have deployed in the company - be it your firewall, your Active Directory, or your network devices. When something goes wrong, or when an incident happens in the organization, you look at the SOC data to do a post mortem analysis and identify what has gone wrong.”



Enterprises must shift from threat-centric to data-centric security

ANKUR PATIAL

SR. CONSULTANT INFORMATION & DATA SECURITY, VARONIS

“You see, in the last 5–10 years, organizations have onboarded multiple technologies, but the question is—are breaches really being stopped? If you look at last year, a couple of big customers got compromised—Uber, MGM—and it’s not because of lack of technology. The issue is that attackers are innovating faster than traditional defenses. Firewalls, DLPs, EDRs—they know what malware is, they know what threats are, but they don’t understand your data, your crown jewels. Most breaches occur due to credential compromise—86% of attacks, according to reports. Once an attacker has your credentials, logging in triggers no alarms from these systems. Combine that with a growing blast radius—cloud adoption, collaboration platforms, sharing files openly—and exposure multiplies. AI tools, like Microsoft Copilot or ChatGPT, inherit user access rights, surfacing data across this blast radius, often without

anyone realizing the risk.

Our approach at Varonis is data-centric and automation-driven. First, we give visibility—organizations need to know where their data lives, whether on-prem, in the cloud, or in third-party SaaS applications, and identify overexposed content. Second, we fix risks automatically. For example, if a folder has 2,000 people with access but only five actively use it, our platform can revoke the excess permissions automatically. We also classify and label sensitive data in line with DPDP and Microsoft Information Protection, ensuring that files retain their classification wherever they go. Stale data is another major risk—files untouched for years often contain confidential information. We automate lifecycle management, moving or deleting old files securely, which can mitigate over 80% of risk with minimal manual effort.

Finally, continuous monitoring is key. We build behavioural baselines for users and detect anomalies, misbehaviour, or suspicious activity in real time. Business email compromise, password spray attempts, and insider threats are all detected before they escalate. Our MDR team investigates and fixes these risks immediately. We also provide access governance automation, so data owners can approve or revoke access quickly, ensuring policies are always enforced. Everything we do—from discovery, classification, remediation, to monitoring—is automated and auditable. We work hand-in-hand with customers, providing TAM support to ensure deployments succeed and ROI is realized. For organizations looking to understand their data health, we even offer a free Data Risk Assessment, helping them see and secure their environment proactively.”



TP-Link committed to shaping the next era of connectivity

SUMITH SATHEESAN

HEAD – ENTERPRISE SOLUTION CONSULTING, TP-LINK

“TP-Link is a global innovator and provider of consumer and SMB networking products and the world’s No.1 provider of WLAN and broadband CPE devices*, with products available in over 170 countries to tens of millions of customers. Omada” represents our enterprise networking portfolio, and the word itself means “team.” The idea behind the name reflects the concept of software-defined networking—where every networking component works together seamlessly. Whether it is wired data networks, wireless infrastructure, switches, routers, or gateways, all elements can be centrally managed through a single unified dashboard. One of TP-Link’s strongest endorsements is its consistent recognition in Gartner’s Magic Quadrant for seven consecutive years. This reflects both the completeness of our vision and the maturity of our enterprise-ready solutions, as well as our sustained market growth. TP-Link has been operating in the enterprise segment for over a decade, steadily expanding its footprint.

Our current Omada portfolio includes both cloud-based controllers and software controllers. These controllers do more than simply manage network components—they also incorporate advanced capabilities, including AI-driven features. We offer a comprehensive range of access points, including ceiling-mounted, wall-plate, and outdoor models, and we have recently expanded into fiber and GPON access points as well. On the switching side, our portfolio has advanced significantly—we now support speeds up to 100G, a substantial leap from the 20G capacity we offered as recently as last year.

Nowadays we also talk about high-density access points. So in a big conference hall, where many people are connected to a single device, that device can cater to all the users. So that is a high density access point. TP-Link is also the first to get WiFi 7 routers. While WiFi 6 was built in response to the growing number of devices in the world, WiFi 7’s goal is to deliver astounding speeds for every device with greater efficiency. In India, the 6 GHz band was not allowed as the government wanted to control it as a spectrum. In January 2026, India’s Department of Telecommunications officially de-licensed the lower 6 GHz band (MHz) for indoor and low-power outdoor Wi-Fi 6E and Wi-Fi 7 use. So by the end of February, we will receive the first lot of Wi-Fi 7, which will have the higher band disabled for the 6 GHz band and the lower band enabled. Through ongoing collaboration with ecosystem partners, TP-Link is dedicated to advancing the technologies that will shape the next era of connectivity, offering users unprecedented speed, stability and reliability.”

Enterprises must build sovereign and resilient data security architectures

DR. RAJENDRA KUMAR

GROUP CTO, RAH INFOTECH

“When we talk about sovereign cloud or sovereign infrastructure, at RAH Infotech we call it the ‘Sovereign Shield’ — a bundled security architecture designed to create resilience for today’s borderless enterprises. Over the past two decades in cybersecurity, one thing has become very clear — infrastructure today has multiple blind spots, especially with the way data moves across hybrid and multi-cloud environments. With regulatory shifts like the DPDP Act 2023, this is no longer just a technology concern; it’s a governance shift. DPDP is data-centric — it touches HR data, processor data, customer data, strategic business information — everything. The challenge is that data travels in ways organizations often don’t see. Replication, multi-region SLAs, SaaS backends — these create invisible data flows that sometimes cross borders without enterprises even realizing it. That is where geo-fencing, consent control, cross-border transfer validation, and vendor assurances become absolutely critical.

When we look at compliance, there is often a gap between what is written in policy and what is happening operationally. Consent misuse, broken data lifecycles, improper retention, unverified third-party processors — these are real risk areas under DPDP. At RAH Infotech, we address this through a structured operational framework backed by our managed SOC services. We operate a full-fledged SOC in Delhi, certified under SOC 2 Type 2, PCI DSS, ISO 27001 and 27701. Our focus is unified visibility — correlating anomaly data across endpoints, networks, gateways, and cloud layers. We ensure real-time contextual detection, automated orchestration, proactive isolation of compromised hosts, and 24/7 incident triage and response. We also leverage AI-driven efficiencies to reduce MTTR and operational overhead while delivering customized executive reporting aligned to CISO priorities.

Beyond monitoring, we emphasize data security hardening and closing the gap between detection and remediation. That includes forensic root cause analysis, structured playbooks, expert-led incident response, and attack simulation labs to ensure IR readiness. We build internal data lakes, machine learning models, and threat intelligence capabilities to deliver predictive insights, not just reactive alerts. For us, compliance should not be viewed as a regulatory burden; it should be treated as a business catalyst. We are a solution-driven organization — architecture and outcomes come first, and products follow customer requirements. The objective is to help enterprises build sovereign, compliant, and resilient data security ecosystems.”





Digital trust must be engineered, not assumed in the age of deepfakes

DR. ARINDAM SARKAR

CHIEF ARCHITECT, FACEOFF TECHNOLOGIES INC.

“Defending against deepfakes and synthetic identity fraud begins with confronting a difficult reality: most enterprise AI systems fail because they are not architected with privacy by design. Privacy today is not about concealing data; it is about embedding trust mathematically and structurally into digital systems. When organizations deploy AI without integrating differential privacy, tokenization, anonymization, secure multi-party computation, and edge-native controls, they create invisible vulnerabilities. As quantum computing advances, the risk multiplies. Encryption standards such as RSA and ECC, which underpin global digital infrastructure, will gradually weaken. The ‘harvest now, decrypt later’ model is already a strategic threat, making post-quantum cryptography an urgent requirement rather than a theoretical upgrade.

At FaceOff, our approach to digital trust is engineering-led and evidence-driven. Through our Adaptive Cognito Engine, we combine multimodal behavioural biometrics, contextual intelligence, federated privacy frameworks, and quantum-safe cryptographic standards including CRYSTALS-Kyber and CRYSTALS-Dilithium. We have introduced adaptive neural cryptography that dynamically adjusts encryption strength depending on attacker capability and computational risk. Our Deepfake Finder platform performs granular frame-by-frame video inspection, GAN fingerprint tracing, spatial and frequency domain forensics, temporal anomaly detection, and voice inconsistency analysis. We believe security systems must be explainable. That is why we follow a glass-box AI model where every decision is auditable, traceable, and supported by intermediate forensic evidence rather than opaque algorithmic outputs.

With evolving IT regulations mandating the labelling of AI-generated media and strict compliance timelines for takedown, detection must be precise, transparent, and fast. Our verification engine evaluates 468 facial parameters, identifies forged identity artifacts, measures physiological indicators such as heart rate and oxygen saturation through standard cameras, and strengthens digital onboarding and payment authentication using behavioural biometrics. We also enable encrypted machine learning so sensitive information can be processed without exposing plaintext. The future of cybersecurity lies in responsible AI, quantum resilience, and privacy-enhancing computation. Digital trust must be proactive, adaptive, and cryptographically prepared for the challenges of tomorrow.”

Protecting data is the key to safe and scalable AI adoption

AYUSH MEHAN

SENIOR SALES ENGINEER, FORCEPOINT

“AI is everywhere today — everyone is talking about AI. But at its core, AI relies on the data going into it. If sensitive data is being processed, it matters immensely for the organization. The question is, how do we protect this data in an AI-driven world? The environment has shifted from traditional on-premises infrastructure to a hybrid model, where sensitive information moves to SharePoint, SaaS drives, and multi-cloud platforms. Organizations are not just adopting AI applications; they are building AI into existing systems, using public AI models, and developing their own AI on top, including LLMs and copilots. With this, challenges multiply: data sprawl, regulatory pressures such as DPDP, security fatigue from managing multiple cybersecurity tools, and insider risks. Identifying potentially risky users before breaches occur is critical, because traditional approaches to resilience and security no longer suffice.

At ForcePoint, we address this with a unified data security approach. First, we discover where sensitive data resides — on-prem, in the cloud, or on BYOD devices. Next, we classify and label it, prioritize its business value, and remediate by enforcing proper permissions. Once this data hygiene is in place, protection layers ensure that sensitive information is not misused or exfiltrated. Continuous monitoring tracks behavioural deviations over time, escalating risk scores proactively. When adopting AI, proper guardrails are essential. Enterprises must determine what data can safely be ingested, what is restricted, and how AI interacts with it responsibly. Our patented SLM models analyze datasets, generate persistent labels, and ensure data remains secure as it moves across systems. For example, we can prevent sensitive information from being uploaded to AI tools like ChatGPT, or revoke access in real time if risky prompts are detected.

By integrating discovery, classification, remediation, protection, and AI governance, enterprises can safely accelerate AI initiatives. It’s not just about visibility; it’s about control, resilience, and compliance. Organizations can leverage AI effectively while mitigating insider risks, regulatory exposure, and potential data breaches. With proper security measures and AI-specific guardrails in place, AI adoption can be fast, safe, and reliable, enabling businesses to realize real value without creating new vulnerabilities.”



AI is not optional anymore, it is strategic

PANKAJ MITTAL

FOUNDER & CEO, DIGIZEN CONSULTING

“AI is the new buzzword, but let’s be clear — much of this isn’t entirely new. We’ve already lived through digital transformation, automation, RPA and intelligent automation. What we now call agentic AI, generative AI, ChatGPT and Copilot is an evolution of that journey. The real shift is in predictive capability — not just learning from historical data, but responding to configurable parameters and delivering intelligent outcomes. The AI stack today spans infrastructure, foundation models and the interface layer, including ChatGPT-style tools, and it is expanding at unprecedented speed.

AI is not a lift-and-shift exercise. It requires root-and-branch changes in architecture, operating models and enterprise thinking. Boards and CXOs are asking the same old question again — build versus buy. Should we develop proprietary models on our own datasets or depend on external vendors? Successful AI implementation demands clarity of outcome, high-quality datasets and a dedicated AI project leader. Capture value, not just usage. Don’t blindly trust AI outputs or assume productivity gains without governance. Collaboration across product, platform, engineering and domain teams is critical before making the AI shift.

AI may disrupt certain jobs, but it is already creating new ones — from data annotation and prompt engineering to AI security and forensic roles. Data is a strategic asset, but without AI-enabled refinement it lacks actionable intelligence. Enterprises must invest in infrastructure, ethical guardrails and regulatory alignment. AI is not optional anymore — it is strategic. Start small, scale fast and think long term.”



India is charting a “Third Way” in AI, balancing U.S. innovation and EU regulations

DR. DEEPAK KUMAR SAHU

PUBLISHER, VARINDIA



“New Delhi has momentarily become the epicenter of the global artificial intelligence debate. As the India AI Impact Summit unfolds at Bharat Mandapam, the gathering feels less like a technology exhibition and more like a strategic declaration of intent. The guiding motto, “Sarvajana Hitaya, Sarvajana Sukhaya” (Welfare for All, Happiness for All), underscores India’s view of AI not as elite infrastructure but as public utility.

On January 3, 2025, MeitY unveiled the draft Digital Personal Data Protection Rules, inviting feedback until February 18. With that window closing just two days ago, today—February 20, 2026—will be remembered as a historic day in India’s tech landscape. For the first time, a major AI summit is being hosted in the Global South—symbolically shifting the centre of gravity in global tech governance. With Prime Minister Narendra Modi Ji at the helm, the event projects a confident narrative - the Global South is no longer an observer in the AI revolution—it is shaping its direction.

India is charting a “Third Way” in AI—balancing U.S. innovation and EU regulation—advocating inclusive, accountable scale. Viewing compute and data as global public goods, India positions AI as central to governance, growth, and national competitiveness. Friends, we are thriving in the era of agentic AI, digital resilience goes far beyond uptime or recovery. It demands the ability to manage dynamic environments and govern autonomous systems that continuously make and act on independent decisions. The interesting change is quietly visible - the hyperscaler grip is being challenged. In 2025, global AI infrastructure commitments are projected to reach \$616 billion—with hyperscalers such as Amazon Web Services, Google, Meta and Microsoft accounting for about \$361 billion, while neocloud providers are set to deploy \$181 billion, and sovereign AI initiatives add another \$75 billion. Platforms from OpenAI, Google’s Gemini, Microsoft, Perplexity AI, DeepSeek and Anthropic are rapidly redefining how people search, write, code, analyze and automate.

India has emerged as a global digital powerhouse, with nearly one billion internet users and the distinction of being the world’s largest mobile data consumer. Affordable data and reliable connectivity extend seamlessly from major cities to the remotest villages. Aadhaar, covering over 1.4 billion people, powers inclusive digital identity, while UPI processes more than 12 billion transactions monthly. Ranked among the top startup ecosystems, India’s Digital Public Infrastructure now serves as a trusted global model.”

AI is now the first line of defence in India’s digital transformation

S. MOHINI RATNA

EDITOR, VARINDIA

“The 10th Edition of the Cyber & Data Security Summit marked a defining moment in India’s digital security journey. Within that larger vision, the Global AI Impact Summit reinforced that AI is no longer just technology—it has evolved into a new intelligence layer that enables systems to learn, think, and act autonomously. Its rapid rise reflects a global movement driven by collaboration and partnerships, with India uniquely positioned as a bridge between the Global South and the Global North in shaping inclusive innovation. AI has now become the first line of defence. As spam, fraud, and digital impersonation surge, telecom operators are deploying AI-driven network systems that detect and block threats in near real time. At the same time, enterprises face AI-driven hardware shortages, cloud dependence, latency realities, and growing data sovereignty demands. Cybersecurity has entered the era of machine-speed threats, compelling organizations to move from traditional detect-and-respond models to prevention-first strategies anchored in deep visibility, automation, and platform-led security architectures.

With the rollout of the DPDP Act, compliance must go beyond surface-level consent toward operational data visibility and governance reform. The sharp rise in deepfakes and synthetic media further underscores the urgency for AI-powered forensics and end-to-end AI capabilities across discovery, threat detection, attack detection, and risk monitoring. The path forward demands collaboration, vigilance, and trust to build sovereign, resilient, and accountable digital ecosystems for a future-ready India.”





AWARD WINNERS IN 10TH CDS 2026

CATEGORIES

- BEST COMPANY INTO CLOUD SECURITY SOLUTION -
- BEST DATA LOSS PREVENTION (DLP) PRODUCT -
- BEST UNIFIED ENDPOINT MANAGEMENT -
- BEST THREAT INTELLIGENCE PLATFORM -
- BEST SD-WAN SOLUTION PROVIDER -
- BEST UNIFIED ENDPOINT MANAGEMENT -
- BEST COMPANY INTO NETWORK SECURITY -
- BEST COMPANY INTO DATA SECURITY -
- BEST COMPANY INTO DATA PRIVACY -
- BEST COMPANY INTO IT & OT SECURITY -

COMPANY

- QUALYS SECURITY TECHSERVICES PVT. LTD.
- FORCEPOINT SOFTWARE CONSULTING INDIA PVT. LTD.
- MANAGEENGINE (ZOHO CORPORATION)
- CYBLE SOLUTIONS PVT. LTD.
- FORTINET TECHNOLOGIES INDIA PVT. LTD.
- SOTI INDIA PVT. LTD.
- CISCO SYSTEMS INDIA PVT. LTD.
- VARONIS SYSTEMS INC.
- DATA SAFEGUARD INDIA PVT. LTD.
- CHECK POINT SOFTWARE TECHNOLOGIES INDIA PVT. LTD.



Best Company Into Cloud Security Solution - Qualys Security Techservices Pvt. Ltd



Best Data Loss Prevention (DLP) Product - Forcepoint Software Consulting India Private Limited



Best Company Into Data Security - Varonis Systems Inc.



Best Company Into Data Privacy - Data Safeguard India Private Limited



Best Company Into IT & OT Security - Checkpoint Software Technologies India Pvt. Ltd.



Best Threat Intelligence Platform - Cyble Solutions Pvt. Ltd.

DELEGATES



PRODUCT DISPLAY KIOSK



RAH INFOTECH



DATA SAFEGUARD



QUALYS



FACEOFF



FORCEPOINT



TP-LINK



LUCKY DRAW WINNER



LUCKY DRAW WINNER

PARTNERS IN THE EVENT

PLATINUM PARTNER



PRINCIPAL PARTNER



GOLD PARTNERS



PRIVACY PARTNER



NETWORKING PARTNERS



MEDIA PARTNERS





L to R: Vishal R Soni, Strategic Advisor – Consulting Practice; Dr. Harsha Thennarasu (CERT-In Auditor), Chief Cyber Defence Advisor – HKIT Cyber Security Solutions; Maj General (Dr.) Dilawar Singh, Independent Director, Transrail Lightning Ltd.; Sarita Padmini, Senior Director, Protiviti; Deepti Bhatia, CIPP/E, Chair – IAPP New Delhi Chapter and Dr. Sahu, Publisher, VARINDIA

Panel Discussion I:

Securing India's Digital Future: From Risk to Resilience

The first panel discussion, “Securing India's Digital Future: From Risk to Resilience,” moderated by Dr. Sahu, featured Maj General (Dr.) Dilawar Singh, Independent Director, Transrail Lightning Ltd.; Deepti Bhatia, CIPP/E, Chair – IAPP New Delhi Chapter; Sarita Padmini, Senior Director, Protiviti; Dr. Harsha Thennarasu (CERT-In Auditor), Chief Cyber Defence Advisor – HKIT Cyber Security Solutions; and Vishal R Soni, Strategic Advisor – Consulting Practice. The discussion focused on strengthening cyber hygiene at scale, building resilient systems and embedding security within organizational DNA.

On how businesses are getting ready for trusted digital identity, Sarita Padmini, Senior Director, Protiviti cited the example of how AI uncovered Rs 70,000 crore tax evasion scam starting with Hyderabad biryani chains. “When AI systems were introduced into monitoring frameworks, they were able to analyse patterns and uncover large-scale scams that had previously gone undetected. I have spoken with several solution providers who say they are ready to implement passwordless authentication. But the real question is: how many organisations in our country are actually adopting such solutions? In my view, nearly 98% of systems still rely on traditional KYC processes and OTP-based authentication. This highlights a broader issue—we are not yet fully AI-ready as a nation. That readiness must be built urgently, especially as AI-driven threats continue to escalate. To counter increasingly sophisticated attacks, we need to develop and deploy AI-enabled defence mechanisms. At present, however, we are significantly behind where we need to be.”

Sharing her views, Deepti Bhatia, CIPP/E, Chair – IAPP New Delhi Chapter said, “My banking journey began with traditional KYC. Over time, we moved to e-KYC and then to video KYC. However, the legal and regulatory frameworks have not evolved at the same pace, and cybercriminals have exploited these gaps.

With the rise of AI-driven deepfakes, it is now essential to upgrade our technological capabilities to detect manipulated videos and impersonation attempts. Video KYC alone is no longer sufficient. We must invest in advanced defence technologies that enable real-time identification and robust biometric verification. Equally important is educating and empowering frontline personnel who operate these systems, ensuring they understand both the technology and the associated risks. While video KYC has gained traction in the fintech ecosystem, its adoption remains limited. In many Tier 2 and Tier 3 regions, paper-based KYC processes are still prevalent, and fraud levels in these areas continue to rise.”

Maj General (Dr.) Dilawar Singh, Independent Director, Transrail Lightning Ltd. stated that we are soon moving to video KYC to other biometric KYCs also. “There is a pressing need for a holistic and up-to-date KYC framework—one that goes beyond AI alone and integrates multiple advanced technologies. The system must be dynamic, adaptive, and continuously evolving, rather than static or one-dimensional. A wide range of solutions has already emerged in this space. For instance, FaceOff, developed by Dr. Deepak Sahu, is one such innovation. When I recently attempted to port my number from Vi to Airtel due to service issues, the executive recorded six separate videos of me, capturing different facial movements each time. While this represents a certain level of verification, it is still only one layer of authentication. Today, we are seeing the development of edge-based KYC, biometric verification, advanced facial recognition, and even dynamic QR code-based validation mechanisms. The real need of the hour is to integrate these various tools into a comprehensive, layered system. By combining multiple technologies into a unified and intelligent framework, we can better address the increasingly sophisticated frauds we are witnessing.”

Dr. Harsha Thennarasu (CERT-In Auditor), Chief Cyber Defence Advisor –

HKIT Cyber Security Solutions cited one of the projects that he was auditing. “If you examine the technical architecture of that project, the front end is managed by the state governments, while the back end is controlled at the Union level. Each state relies largely on open-source systems and customizes the front end according to its own approach. This decentralized model creates a significant security risk. In my view, such a system should be far more centralized; otherwise, the digital identity of every Indian citizen could be exposed to serious threats. During my review, I also observed that several states are still operating on outdated technologies. On one hand, we speak about moving at “missile speed” in AI adoption, but on the other, legacy systems continue to be widely used. I have even come across government departments still running on Windows 7. Identifying and documenting these critical vulnerabilities became an important part of my audit findings.”

Vishal R Soni, Strategic Advisor – Consulting Practice suggested, “Drawing from my two decades of experience with two of the world's largest organisations, there is one critical question we must confront. If you lose the key to your house, you can simply replace it. But if your biometric data—your fingerprint or facial scan—is compromised, can you replace that? As an economy built significantly around Aadhaar, with biometrics placed at the core of identity verification, does this not create a profound long-term risk? Today, vast amounts of personal data are being collected and stored. The real concern is not only the present, but the future—particularly when quantum computing becomes fully mature in the coming years and has the potential to break current cryptographic safeguards. As Benjamin Franklin famously said, “If you fail to plan, you are planning to fail.” We must therefore design and strengthen an ecosystem that is resilient not just for today's threats, but for tomorrow's vulnerabilities—especially in a post-quantum world.”



L to R: Bharat B Anand, Group Chief Information & Technology Officer, Contec Global Ltd.; S Mohini Ratna, Editor, VARINDIA; Pankaj Mittal, Founder & CEO, Digizen Consulting; Anandaday Misshra, Founder & Managing Partner, AMLEGALS and Chetandeep S Batra, Senior Security Consultant, EY Global Consulting Services

Panel Discussion II:

Ready to Secure Your AI Transformation?

The second panel discussion - “Ready to Secure Your AI Transformation?” was moderated by S Mohini Ratna, Editor, VARINDIA, and it featured Bharat B Anand, Group Chief Information & Technology Officer, Contec Global Ltd.; Anandaday Misshra, Founder & Managing Partner, AMLEGALS; Pankaj Mittal, Founder & CEO, Digizen Consulting; and Chetandeep S Batra, Senior Security Consultant, EY Global Consulting Services as the panelists.

Speaking on the aspects that one should consider while planning AI lifecycles, **Pankaj Mittal, Founder & CEO, Digizen Consulting** said that one should be very clear about one’s business goals, and the outcome that one is looking at while dealing with AI. “You have to first analyze whether your infrastructure is matured enough to run data lifecycles and data pipelines. That’s the primary aspect of how you should handle AI. We have to look at what are the risks we are anticipating, both internally and externally. AI should be assisting you, you should not be assisting the AI. For governments, this has to be a continuous learning of what data is going in, what data is going out, and what data cartridges one is building up. AI can only learn from the data you provide. Misuse or incorrect configurations can turn innovation into a liability.”

On how companies are adopting generative AI and autonomous systems, Bharat B Anand, Group Chief Information & Technology Officer, Contec Global Ltd. said that AI is no longer science fiction or sci-fi anymore. “AI is experiencing unprecedented

hype today, largely amplified by mainstream media and social media platforms—an ecosystem that did not exist in the 1990s. As a result, the Internet, despite being transformative in its time, did not witness the same level of widespread hype or rapid public amplification. AI is not a concept of future technology as it is already happening as we see it. Our choices are being influenced by AI today. But most of us are asking a simple question - are we doing enough with AI in the organization? And all these questions will be directed to the CIO or CISO. So besides governance, I think AI readiness is another aspect which is very paramount to any business today. Availability of talent is another thing, as well as the availability of clean data to train your models is another. AI is not somebody which will just define your choices, but it will also help you scale. But irrespective of the fact of whether we consider AI to be a boon or a bane, what I would say that if you love your data and your organization, then it is advisable to have the proper guardrails in place.”

On the security risks associated with AI, **Anandaday Misshra, Founder & Managing Partner, AMLEGALS** stated that companies should look at how to control AI besides only looking at its capability. “Before we say AI is risky, we should consider that this time is really very risky. Everybody is in the AI race now. We all are willing to be an AI native. As rightly pointed out in the boardrooms, we are always talking about what we are doing in AI or while our competition has added the flavor of AI in their product, what about us. So these kinds of frustrations are there and

will be there. Having said that, people are only looking at the capability, rather than control. If you look at the holistic parameter, AI of course is not a bookish thing. The bedrock for AI or data privacy is technological and the commercial angle comes with it. So ultimately, if we talk about the risk, you have to particularly see more on the control side, rather than only on the capability. In my view, an AI model—much like an ordinary human being—tends to make assumptions, largely because it operates within a set of defined parameters and surrounding variables that shape its outputs. I understand that everything has a two side. It’s all about the journey of human intelligence to artificial intelligence.”

Chetandeep S Batra, Senior Security Consultant, EY Global Consulting Services suggested that AI should be a balance between innovation, and control. “It is up to you how you are using AI. Today there are many AI tools available, and you must understand what data you are using to get the results from the AI. Your data should not fall into wrong hands. We still know whether AI is a boon or a bane. But it is up to you to determine what you want out of it and what is your purpose for using that particular AI. Nowadays, deepfakes are getting saturated with all the available public data, and things are getting manipulated. We should understand the ethical compliance, the ethical strategy and ethical use and transparency of how the AI is responding. You must give them a defined picture to run the data sets and try managing them internally.”



L to R: Gyana Ranjan Swain, Consulting Editor, VARINDIA; Arvind Koul, Global Head - Digital & Cybersecurity, Uno Minda; Vijay Sethi, Chairman, Mentorkart & Crafsol Technologies; Dr. Puneet Kaur Kohli, CTIO, Generali Central Life Insurance; Prof. (Dr.) J S Sodhi, Group CIO & Sr. VP, Amity Education Group; and Sujoy Brahmachari, CIO & CISO, Rosmerta Technology Ltd.

Panel Discussion III:

FROM CYBER WARFARE TO DATA PROTECTION: BUILDING A SECURE VIKSIT BHARAT

The third panel discussion at the event, moderated by Gyana Ranjan Swain, Consulting Editor of VARINDIA, focused on the topic, “From Cyber Warfare to Data Protection: Building a Secure Viksit Bharat.” The distinguished panellists included Vijay Sethi, Chairman, Mentorkart & Crafsol Technologies; Dr. Puneet Kaur Kohli, CTIO, Generali Central Life Insurance; Arvind Koul, Global Head - Digital & Cybersecurity, Uno Minda; Prof. (Dr.) J S Sodhi, Group CIO & Sr. VP, Amity Education Group; and Sujoy Brahmachari, CIO & CISO, Rosmerta Technology Ltd.

The discussion explored the evolving cyber threat landscape, AI-powered risks, regulatory compliance, and the critical need for enterprise-wide cybersecurity frameworks. Panellists highlighted the importance of proactive defence, AI-driven transformation, secure product and operational technology systems, and human-centric risk management. Opening the session, Swain underscored the imperative of building a digitally resilient India, aligning with the Viksit Bharat 2047 vision. The conversation provided insights into leveraging technology, governance, and skill development to safeguard organizations while fostering innovation across BFSI, manufacturing, and education sectors.

Vijay Sethi, Chairman, Mentorkart & Crafsol Technologies, said it is increasingly difficult to distinguish between cybercrime and cyber warfare in 2026. He described ransomware as a nearly \$12 trillion industry, no longer a conventional crime but a structured, AI-powered ecosystem driven by ransomware-as-a-service and advanced phishing. With cloud platforms operating across borders, even a single software malfunction in one country can disrupt organizations thousands of kilometers away, amplifying systemic risk. Sethi warned that deepfakes are not just financial fraud tools but can potentially reshape societal mindsets at scale. He stressed that attackers remain “10 steps ahead,” leveraging the same AI technologies that defenders use. On quantum threats, he highlighted the “harvest now,

decrypt later” model and urged enterprises to immediately prepare for post-quantum cryptography rather than waiting for quantum computing to mature.

Dr. Puneet Kaur Kohli, CTIO, Generali Central Life Insurance, said the BFSI sector sits at the “threshold of attacks” due to its regulatory intensity and India’s expanding digital footprint. She stressed that cybersecurity is no longer a siloed CISO mandate but an enterprise-wide discipline, especially as AI simultaneously amplifies risk and resilience. Kohli warned against blindly adopting vendor-led solutions, pointing to OEM confusion and inadequate UAT validation in accelerated production cycles. Calling for stronger encryption standards, AI governance frameworks, and software accountability, she urged collective preparedness aligned with the Viksit Bharat 2047 vision — asserting that a digitally empowered India must also be a secure one. She highlighted AI-driven transformation across insurance operations, citing nearly 30% productivity gains through automation, digital sales enablement, secure API architectures, and code copilots, while emphasizing skill-building, architectural discipline, and planned investments.

Arvind Koul, Global Head - Digital & Cybersecurity, Uno Minda, said cybersecurity in manufacturing has moved far beyond endpoint protection to encompass enterprise systems, operational technology (OT), and product security. He warned that cyber incidents can halt factories and significantly impact revenues, making resilience mission-critical. With global OEMs demanding compliance such as ISO 21434, product cybersecurity has become non-negotiable. Calling AI both a “shield and a sword,” Koul said it enables defenders to analyze millions of logs, shift from reactive to proactive security, and bridge the global talent gap, while also empowering adaptive malware and deepfake fraud. In manufacturing operations, AI has delivered measurable gains, including reducing quality defects from nearly 4% to about 2.6–2.7%. However, he cautioned

that AI is only a layer—clean data, strong governance, and foundational controls determine real impact.

Prof. (Dr.) J S Sodhi, Group CIO & Sr. VP, Amity Education Group, said cybersecurity must move beyond tools, checklists, and compliance to a design-led, mindset-driven discipline. He argued that hacking operates at a level beyond conventional CISO frameworks, requiring security to be embedded at the conceptual stage of every solution. Describing today’s environment as a form of cyber warfare, Sodhi asserted that every organization is under threat—whether aware of it or not—and that human vulnerability remains the weakest link, making continuous training and upgrading essential. He highlighted Amity’s in-house cyber forensics lab and collaboration with law enforcement. Expressing optimism about AI, he said the younger generation is driving innovation, patents, and research, supported by advanced AI infrastructure on campus. Reflecting this belief, the institution has made foundational AI education mandatory across all disciplines.

Sujoy Brahmachari, CIO & CISO, Rosmerta Technology Ltd., emphasized that in the BFSI sector, regulatory compliance, particularly with RBI guidelines, is paramount, requiring thorough gap assessments and periodic validation of systems and processes to prevent data leaks and manage the threat landscape. He highlighted that skilled personnel are critical, with both humans and AI tools, including Agentic AI, needing continuous learning to address evolving cybersecurity challenges. In manufacturing, AI adoption is increasing through embedded enterprise solutions and custom-built applications for functions such as HR, finance, and quality assurance to enhance efficiency. However, he stressed that data security, private models, robust and scalable infrastructure, and thorough risk assessments are essential before implementation, ensuring that AI solutions deliver value without introducing unforeseen vulnerabilities.

FROM DIALOGUE TO DESTINY: INDIA REWRITES THE GLOBAL AI SCRIPT



At the India AI Impact Summit 2026, New Delhi didn't just host the world's biggest gathering of AI minds — it staked a claim to lead the next chapter of the technology's story, on its own terms

For six charged days in February, Bharat Mandapam in New Delhi became the nerve centre of the global artificial intelligence conversation. The India AI Impact Summit 2026 — the fourth in a series of global AI gatherings that began with the Bletchley Park AI Safety Summit in 2023 — drew more than 20 heads of state, 60 ministers, over 500 AI leaders, and delegations from more than 100 countries. Prime Ministers and Presidents rubbed shoulders with the CEOs of OpenAI, Google, Anthropic, and Google DeepMind. By the time the last session wrapped on February 21 — a day later than originally planned, extended due to "overwhelming public response" — it had made history as the largest AI conference ever held in the Global South.

The symbolism was unmistakable. India was not merely a host. It was announcing itself as a principal author of where artificial intelligence goes next.

A Historic First for the Global South

The significance of geography was not lost on anyone in the room. Every previous summit in the series had taken place in a wealthy Western democracy or an advanced East Asian economy. India's turn represented a decisive shift. As Prime Minister Narendra Modi put it in his inaugural address on February 19: "Hosting this summit in

India is a matter of pride not only for the country but also for the entire Global South."

Modi's keynote was sweeping in its historical ambition. He drew parallels between the rise of AI and earlier civilisational turning points — the invention of writing, the discovery of fire, the advent of wireless communication — arguing that artificial intelligence represents "a transformation of the same magnitude as historic turning points in human civilisation." He called on nations to ensure that the technology's benefits are shared rather than concentrated, and extended an open invitation to the world: "Design and Develop in India. Deliver to the World. Deliver to Humanity."

Breaking briefly into English during a largely Hindi address, Modi captured the spirit of the summit's ambition in a single sentence: "We are entering an era where humans and intelligent systems co-create, co-work and co-evolve."

French President Emmanuel Macron, who co-headlined the opening ceremony, paid tribute to India's remarkable digital infrastructure. Pointing to the country's Aadhaar system, he noted that India had built a digital identity for 1.4 billion people — "something that no other country in the world has built." He also highlighted India's payment ecosystem, which now processes 20 billion transactions every month, and a health infrastructure that has issued 500 million digital health IDs. "We are clearly at the beginning of a huge acceleration," Macron said, praising the India Stack as a model of open, interoperable, sovereign digital architecture.

United Nations Secretary-General António Guterres offered a more cautionary note. He warned against leaving the future of AI to the "whims of a few billionaires," calling for open access to AI systems and broader multilateral governance. His remarks underlined the tension that ran quietly beneath the summit's optimistic surface: the risk that AI's extraordinary potential could end up concentrated in the hands of a very small number of powerful actors.

The Framework: Sutras, Chakras, and a New AI Philosophy

India brought more than spectacle to the summit table. It brought a conceptual architecture rooted in its own intellectual traditions.

The summit was organised around three foundational pillars called "Sutras" — a Sanskrit term meaning guiding principles or essential threads that weave together wisdom and action. These were People, Planet, and Progress, reflecting a vision of AI that serves humanity in all its diversity, aligns innovation with environmental responsibility, and ensures that the technology's gains are shared equitably.

Translating these Sutras into actionable outcomes were seven thematic working groups styled as "Chakras," covering areas including AI for economic growth and social good; democratising AI resources; inclusion for social empowerment; safe and trusted AI; human capital development; science; and resilience, innovation, and efficiency.

This was deliberate framing. India was not replicating the safety-focused language of Bletchley or the regulatory caution of Brussels. It was positioning itself as a country that has moved beyond anxiety about AI and into the business of deploying it at scale — for farmers, for patients, for students, for the 140 crore citizens who, as Modi noted, are eager to embrace new technologies.

Union Minister Ashwini Vaishnaw elaborated on the government's domestic vision, describing plans to build a "frugal, sovereign and scalable" AI ecosystem. As part of a concrete infrastructure push, the government announced plans to add more than 20,000 GPUs to India's existing base of 38,000 under the IndiaAI Compute Portal — a significant step toward building the sovereign compute capacity that India has identified as essential for technological self-reliance.

Titans of Tech Converge on New Delhi

The CEO roster at the summit read like a who's who of the global AI industry. Sundar Pichai (Google and Alphabet), Sam Altman (OpenAI), Dario Amodei (Anthropic), and Demis Hassabis (Google DeepMind) were all present. So was Mukesh Ambani of Reliance Industries, whose conglomerate has been making aggressive moves in AI infrastructure.

Altman, whose company now counts India among its top markets, disclosed that India accounts for more than 100 million weekly active ChatGPT users — second globally only to the United States. It was a data point that reinforced Modi's argument: any AI model that succeeds in India can be deployed across the world.

Google announced a raft of commitments at the summit, including new fiber-optic routes under the America-India Connect initiative to strengthen digital connectivity between the US, India, and locations across the Southern Hemisphere. Google DeepMind unveiled national partnerships in India focused on science, agriculture, and renewable energy, and Google.org launched a \$30 million AI for Science Impact Challenge aimed at supporting researchers globally who are using AI to drive scientific breakthroughs. A separate Google.org Initiative, the AI for Government Innovation Challenge, was announced as a global call for organisations building AI-powered solutions that transform public services.

From the private sector, Adani announced an extraordinary \$100

billion allocation to build AI data centres in India using renewable energy by 2035. The group said this investment would catalyse an additional \$150 billion in adjacent industries including server manufacturing, sovereign cloud platforms, and advanced electrical infrastructure. India also earmarked \$1.1 billion for a state-backed venture capital fund dedicated to AI and advanced manufacturing startups.

Made in India: A New Generation of AI Models

Perhaps the summit's most consequential domestic story was the parade of homegrown AI products and models that debuted on the expo floor.

Sarvam AI, one of India's most closely watched AI laboratories, launched a new generation of large language models — including a 30-billion and a 105-billion parameter model built using a mixture of experts architecture. The company also unveiled text-to-speech, speech-to-text, and vision models, and introduced the Kaze smartglasses, its first hardware product. Prime Minister Modi personally tried the Kaze glasses at the expo, a moment that generated considerable attention on social media and underscored the government's enthusiasm for indigenous AI hardware.

The government-backed BharatGen Param2 model was also launched at the summit — a 17-billion parameter model supporting all 22 official Indian languages with multimodal capabilities. It was a pointed assertion of India's commitment to language-inclusive AI at a time when the global model landscape remains overwhelmingly English-centric.

Cohere Labs joined the indigenisation theme from a different angle, launching a family of multilingual models with open weights supporting more than 70 languages. Voice AI company Cartesia, in partnership with India-based orchestrator Blue Machines, announced enterprise-grade voice solutions with local data residency.

The summit also broke a Guinness World Record: 250,946 valid pledges were collected for an AI responsibility campaign between February 16 and 17, conducted in partnership with Intel India — far exceeding the initial target of 5,000.

The Delhi Declaration: A Governance Blueprint from the South

The summit's most consequential formal output was the New Delhi Declaration on AI Impact, endorsed by 88 countries and international organisations. It outlined a shared global vision for collaborative, trusted, resilient, and efficient AI, with a strong emphasis on inclusion and the equitable distribution of AI's benefits. Technology Minister Ashwini Vaishnaw had signalled ahead of the final day that at least 70 signatories were expected; the final tally of 88 exceeded expectations.

The Declaration was deliberately framed around the three principles that Modi and his ministers had championed throughout the week: sovereignty over data, inclusion by design, and accountability by default. It affirmed that "AI's promise is best realised only when its benefits are shared by humanity" — a formulation that marked clear ideological distance from pure market-driven approaches to AI development. Voluntary frontier AI commitments released alongside the Declaration placed particular emphasis on sharing data about real-world AI usage and building mechanisms to improve AI capabilities in under-represented languages, a priority well-suited to a country with 22 official tongues and hundreds of regional dialects.

For Guterres, the Declaration was a starting point, not a destination. The UN chief's parting message from New Delhi was characteristically direct: "The message of this Summit is simple: real impact means technology that improves lives and protects the planet. So let's build AI for everyone — with dignity as the default setting."

February 19, 2026 | Bharat Mandapam, New Delhi, India



The UN General Assembly, he noted, had already taken two concrete steps in this direction — establishing an Independent International Scientific Panel on AI, comprising 40 experts from around the world, and launching a Global Dialogue on AI Governance scheduled for July.

The Bigger Picture: Geopolitics, Tensions, and Growing Pains

Not everything at the summit was triumphant. The most glaring geopolitical fault line ran between India's multilateralist aspirations and the position staked out by the United States delegation. White House official Michael Kratsios stated bluntly: "We totally reject global governance of AI." It was a remarkable declaration to make at an event premised on exactly that — and it underscored the fragility of the consensus that New Delhi was trying to build.

China, the world's second-largest AI power and India's strategic rival, was conspicuous by its near-total absence, with the summit coinciding with Chinese New Year. The resulting vacuum amplified a sense, noted by multiple delegates, of a widening technology divide between a small cluster of dominant AI powers and the rest of the world. As Isabella Wilkinson of Chatham House observed, "Full global consensus on how to govern AI is a far cry from reality."

Observers also noted structural tensions in how the summit was organised. Analysts argued that the CEO Roundtable and Leaders' Plenary effectively granted multinational corporations parity with sovereign governments, while civil society, labour organisations, and human rights defenders had no equivalent high-level platform. Meanwhile, a separate controversy erupted when a representative from Galgotias University presented what was marketed as an indigenous robot dog, only for social media users to identify it as a commercially available product made by Chinese company Unitree Robotics. IT Secretary S. Krishnan publicly stated that the government did not want exhibitors showcasing items that were not their own, and the university's stall was shut down. The university issued an apology, acknowledging the representative had been "ill-informed."

These moments, widely covered in international media, provided a reality check to what was otherwise a carefully orchestrated narrative of Indian AI ascendancy. Building a genuine AI industrial ecosystem is a different — and far harder — proposition than hosting the world's largest AI event.

Yet the broader political context gave India's ambitions a tailwind that might have seemed unlikely even a year earlier. With President Donald Trump threatening to take Greenland by force and calling NATO's future into doubt, many US allies had begun rethinking their dependence on American technology and security guarantees. In Delhi, there was a palpable sense among so-called "middle powers" — Europe, Canada, India — of the urgent need to build sovereign AI capability: their own models, their own chips, their own data governance frameworks.



That framing — India's insistence that AI can and must be a tool of inclusive human development, not just a geopolitical instrument — may prove to be the summit's most enduring legacy.

As the series moves to Geneva in 2027, the question will be whether the ambitions declared in New Delhi translate into durable governance frameworks and genuine technological capacity. India has made clear that it intends to be at the table — and if possible, to set it.

Safe Harbour **Reset:**

A 'game-changer moment' for India's IT Services Sector



The Union Budget 2026–27 may well be remembered as the moment when India decisively aligned tax certainty with its digital ambitions. At the heart of the announcement was a structural reform long sought by industry - the consolidation of software development, IT-enabled services (ITES), KPO, and contract R&D into a single “Information Technology Services” category, accompanied by a uniform safe harbour margin of 15.5 percent –

Industry leaders have broadly welcomed the proposed tax certainty measures, viewing them as a strong signal of policy stability and long-term commitment to the digital economy.

One of the most significant proposals is the tax holiday until 2047 for foreign cloud service providers operating data centres in India. This move is expected to incentivize global technology companies to establish and expand their data infrastructure within the country, reduce regulatory ambiguity, and align with India’s broader data localization and digital growth objectives. By offering a long-term horizon of tax predictability, the government is effectively lowering investment risk and encouraging sustained capital inflows into the data centre ecosystem.

15% SAFE HARBOUR MARGIN

The proposed 15% safe harbour margin for related-party services has been appreciated as a practical step toward reducing transfer pricing disputes. For years, transfer pricing disputes and interpretational challenges have cast a shadow over cross-border IT service models. By introducing a common 15.5 percent safe harbour margin, enhancing the eligibility threshold from ₹300 crore to ₹2,000 crore, and shifting to an automated, rule-driven approval system, the government has significantly reduced friction. This is expected to improve ease of doing business, enhance compliance certainty, and foster a more predictable tax environment.

These steps provide long-term predictability for capital-intensive infrastructure and reinforce the critical role of data centres in enabling cloud, AI, and global connectivity. Together, these measures are being seen as part of a broader strategy to position India as a competitive and reliable global hub for cloud services, digital infrastructure, and technology-driven innovation.

Along with a uniform 15.5% safe harbour margin, Budget 2026 also simplifies India’s tax framework for IT services by bringing software development, IT-enabled services, KPO and contract R&D under a single category.

Industry bodies such as Nasscom have described these reforms as a decisive shift toward clarity, predictability, and scale. In its statement, Nasscom said – “The consolidation of software development services, IT-enabled services, KPO and contract R&D relating to software development into a single category of Information Technology Services with a uniform safe harbour margin of 15.5 percent, together with the enhancement of the Safe Harbour eligibility threshold from INR 300 crore to INR 2,000 crore, materially expands access to certainty mechanisms for routine cross-border IT service models. Importantly, the proposal to move Safe Harbour approvals to an automated, rule-driven process without examination by tax officers, along with the option to apply the same Safe Harbour for a continuous five-year period, represents a decisive shift away from process-heavy compliance towards clarity, predictability and trust-based governance. This can significantly reduce recurring transfer pricing friction for GCCs as well as for other Indian IT and ITES providers operating eligible related-party arrangements.

The Budget also makes an important intervention to strengthen India’s cloud and digital infrastructure ecosystem. The proposal for a tax holiday till 2047 for foreign companies providing cloud services to customers globally using data centre services from India, with services to Indian customers routed through an Indian reseller entity, sends a clear signal to attract long-term global investment and support the expansion of India’s compute capacity. The introduction of a 15 percent on-cost safe harbour for related-party data centre service providers provides pricing certainty for routine infrastructure services. On a broad reading, the combined design of these measures helps address long-standing interpretational challenges by clearly separating cloud service activity from data centre operations and aligning India’s taxing rights with arm’s length remuneration, thereby improving ease of doing business and investment confidence.

Nasscom also welcomes the continued emphasis on building domestic capability in strategic technologies. The launch of the India Semiconductor Mission 2.0 and the enhanced outlay of INR 40,000 crore for the Electronics Components Manufacturing Scheme represent an important push towards a resilient and globally competitive electronics and semiconductor ecosystem. On the broader ease of doing business agenda, the reduction in the mandatory pre-deposit for appeals from 20 percent to 10 percent of core tax demand and the proposal to allow updated returns even after reassessment proceedings have been initiated support resolution-based compliance and help reduce avoidable disputes.

Taken together, these measures reflect sustained, data-backed engagement by Nasscom and industry, and signal a more mature policy approach that places technology, digital infrastructure and tax certainty at the centre of India’s long-term competitiveness. Union Budget 2026 sets a clear direction by aligning policy certainty with digital and manufacturing capability, and Nasscom looks forward to working closely with the government to ensure effective implementation and translate this direction into durable outcomes for industry and the economy.”

Industry leaders have broadly welcomed these measures as a clear signal of trust-based governance. For Global Capability Centres (GCCs), multinational IT firms, and Indian engineering R&D providers, the reform offers long-term clarity in structuring related-party transactions, reducing recurring litigation, and enabling better resource allocation.

Faiz Shakir, VP & Managing Director - India & ASEAN, Nutanix underscores that stronger policy and investment support for cloud infrastructure will help organisations securely manage regulated and sovereign data, while enabling AI at scale. As a company that foresees a big market opportunity with this exemption, Faiz says, “By strengthening policy and investment support for cloud and digital infrastructure, the Union Budget supports India’s move to help organisations securely manage regulated and sovereign data. Nutanix’s platform supports these sovereign cloud environments by providing strong security, operational control, and the ability to run AI at scale.”





Aparna Iyer, CFO, Wipro stressed on the fact that proposals such as combining IT services and R&D Services into a single bucket, increasing the threshold limit for safe harbor and providing a 2-year timeline for conclusion of unilateral APAs will provide tax certainty and reduce the cost of compliance for companies operating in the sector. “It is commendable to see the government meeting the fiscal deficit targets for FY’26 despite a very volatile external environment, tax rate rationalization both on taxation for Individuals announced as part of last budget and GST rates rationalization during the year. The budget clearly articulates the Government’s vision to promote the Indian IT services sector as a primary driver of India’s economic growth, leveraging Artificial Intelligence (AI) as the force multiplier. By identifying AI as central to accelerating and sustaining economic growth, the government underscores its strategy to establish India as an AI-powered economic superpower. Proposal to provide long term tax exemption for data center services provided from India to foreign customers will help in establishing India as a data center hub.”

She further states, “We also welcome the government’s initiatives to further improve ease of doing business, as these reforms will support enterprises across sectors by alleviating operational challenges and boosting India’s economic growth momentum.”

Jaydeep Singh, General manager for India, Kaspersky highlighted that as AI adoption accelerates, cybersecurity must form the bedrock of trust, ensuring resilience and reliability in digital systems. Across the board, industry voices have echoed a common theme: predictability fuels innovation.

“The Budget takes a pragmatic, execution-focused approach to scaling technology and AI across India’s digital ecosystem. Measures such as bringing IT services under a single framework, setting a common safe harbour margin of 15.5%, raising the eligibility threshold from ₹300 crore to ₹2,000 crore, and moving to an automated, rule-driven approval process significantly reduce friction for technology-led enterprises,” says Jaydeep. “The emphasis on emerging technologies with AI positioned as a force multiplier for governance and productivity signals a clear shift from policy intent to implementation. As digital services, AI platforms, and data-driven systems scale across sectors, strong cybersecurity becomes essential to ensuring trust, continuity, and reliability.”



“At Kaspersky, we believe that secure-by-design digital systems and robust cyber resilience are critical to unlocking the full value of AI-led transformation. We welcome initiatives that strengthen trust-based digital frameworks and enable organizations to adopt advanced technologies with confidence,” cites Jaydeep.

The broader impact of Budget 2026–27 lies in how it integrates tax certainty, infrastructure incentives, and technology capability into a unified growth narrative. With sustained investment in power, fibre connectivity, sustainability, and network expansion—including deeper penetration into Tier 2 and Tier 3 cities—India is positioning itself not merely as a cost-efficient outsourcing destination, but as a trusted, high-value global technology partner.



Piyush Jha, Group Vice President & Head - APAC at GlobalLogic described the Budget as reinforcing India’s competitiveness as a global delivery and engineering hub at a time of macroeconomic uncertainty. He says, “This Union Budget 2026–27 is a strong signal of policy confidence, positioning technology as the backbone of a Viksit Bharat. At a time when global macro headwinds are reshaping tech spending, the Budget brings much-needed certainty for India’s IT services and GCC ecosystem. The unified IT services safe harbour framework with a predictable 15.5% margin, along with faster closure of advance pricing agreements, meaningfully strengthens ease of doing business and reinforces India’s competitiveness as a global delivery and engineering hub.”

Piyush further adds, “Just as importantly, the Budget makes a clear long-term bet on AI, through AI-led governance and enabling digital infrastructure, while recognizing that India’s next growth curve will be won on talent. What is more encouraging is our government’s balanced approach, combining regulatory simplicity with long-term bets on AI-led governance, emerging technologies like quantum computing, and stronger participation of women in STEM. Put together, this is a decisive step towards making India not just a scale destination, but a high-value, trusted technology partner to the world.”

Rajendra Kumar Shreemal, CFO, Quest Global notes that the unified IT services category and rationalized safe harbour margins materially improve ease of doing business and enhance India’s attractiveness for high-value engineering and product development work.

“Above change, coupled with introduction of a common Safe Harbor margin of 15.5% and the substantial enhancement on the eligibility threshold from ₹300 crore to ₹2,000 crore is a positive move for the sector and meaningfully improves ease of doing business whether it is for foreign MNCs or of Indian MNCs. This rationalization provides greater tax certainty, reduces compliance complexity, and supports scale-driven growth for engineering R&D service providers operating global and related-party delivery models,” he says.



He further asserts that this will further strengthen India’s attractiveness for higher-value captive engineering work, reinforcing investor confidence and global enterprises evaluating India as a hub for advanced engineering, product development, and R&D-led innovation.

Raju Vegesna, Chairman & Managing Director, Sify Technologies agrees that the Union Budget for 2026-27 emphasizes accelerating India’s AI journey and strengthening the country’s data center infrastructure. “This focus is timely and forward-looking. The Budget combines long-term tax incentives for cloud and data center investments with a broader push for digital infrastructure and innovation. It recognizes that high-quality computing capacity is now crucial to India’s growth, just like roads and power.



As a home-grown, AI-ready data center platform with a growing presence in India's key digital hubs, we see these measures as a positive sign for sustained, cost-effective capacity creation. They also promote deeper partnerships with hyperscalers and faster cloud adoption by enterprises.

These initiatives will allow us to continue investing in energy-efficient, high-density infrastructure that supports India's AI workloads, protects data sovereignty, and helps global and domestic customers run their most demanding applications in India. Overall, the Budget supports a long-term, demand-driven vision for the country's digital infrastructure sector, which aligns with our goal of building India's trusted, large-scale colocation and AI infrastructure platform," he says.

Manoj Paul, Managing Director, Equinix India comments, "The proposed tax certainty, including a tax holiday until 2047 for foreign companies providing global cloud services using data centre infrastructure based in India subject to the requirement that services for Indian customers are delivered through an Indian reseller entity, along with the establishment of a safe harbour margin of 15% on costs where data centre services are provided from India by a related entity, are being hailed as positive moves that will enhance long-term predictability and investment certainty for capital-intensive digital infrastructure.



Such measures will further reinforce the increasing recognition of data centres as a critical enabler of cloud adoption, AI workloads, and global interconnectivity, and will also help to support India's vision to become a preferred destination for serving international markets. The emphasis on routing domestic services through local businesses is expected to increase value creation and ecosystem participation within India. However, advancements in important enablers like more affordable and dependable power, faster fibre deployment, and stronger alignment with sustainability objectives will also be necessary for the long-term development of AI-ready digital infrastructure."

Manoj further recommends that in order to fully realize the potential of these Budget announcements, continued policy support for renewable energy integration, grid stability, and network expansion will be required. "India's digital infrastructure ecosystem is well positioned to support long-term value creation, global interconnectivity, and a stable AI-powered future through supportive policies and an encouraging investment climate," he says.



According to **Hemant Tiwari, managing director & vice president, India & SAARC, Hitachi Vantara,**

by providing long-term incentives and a clear safe harbour framework for data centres and cloud services, the government is creating an ecosystem that encourages global investment and drives technological innovation. "These measures will accelerate the growth of world-class data centres, enable secure and efficient cloud operations, and foster the adoption of emerging technologies such as AI.

By supporting infrastructure development across Tier 2 and Tier 3 cities and facilitating a robust digital services ecosystem, the budget positions India to become a global hub for data, cloud, and IT services, while creating new opportunities for talent and sustainable economic growth."

Consolidation of the APA framework

Equally impactful is the strengthening of the Advance Pricing Agreement (APA) framework. The Budget's proposal to fast track unilateral APAs for IT services, with an endeavour to conclude them within two years and a limited extension window, directly addresses long-standing concerns around timelines and access to certainty. The extension of the modified return facility to associated entities where income changes arise due to an APA is particularly relevant, as it supports smoother implementation of group-level outcomes and reduces the risk of residual disputes. From an industry perspective, this is a practical step towards reducing friction, improving resource allocation within the tax system, and strengthening the credibility of India's tax certainty framework at scale.

A fast-track APA mechanism also provides flexibility for more complex R&D models. Together with incentives supporting cloud and data centre investments, these measures reduce compliance and pricing uncertainties, reinforcing India's position as a preferred global hub for technology and digital services.

Big bet on AI, semiconductor

The Budget's digital vision goes beyond taxation. It reinforces India's long-term bets on AI, semiconductor manufacturing, and electronics ecosystems, including the launch of India Semiconductor Mission 2.0 and expanded outlays for electronics component manufacturing. The emphasis on AI-led governance, digital public infrastructure, and emerging technologies such as quantum computing signals a shift from policy articulation to execution.

Vishak Raman, Vice President of Sales, India, SAARC, SEA & ANZ, Fortinet says, "Budget 2026 reflects India's intent to strengthen its position as a trusted hub for digital services, cloud, and advanced technologies. Steps to simplify the IT services framework, encourage data center investments, and push wider AI adoption are aimed at building long-term competitiveness. At the same time, as digital infrastructure scales, complexity, and cyber risk increase. Cyber risk today is continuous, not episodic, and organizations need to plan for resilience as a core business requirement. Embedding security into digital foundations will be critical to protecting data, ensuring continuity, and maintaining trust as India's digital economy continues to expand."



Aditya Khemka, Founder & Managing Director, CP PLUS contends that the Union Budget 2026 signals a decisive shift in India’s technology and security journey, with a clear focus on building capability at home. “The strengthened push under the India Semiconductor Mission 2.0 is not only about self-reliance, but about ensuring that the intelligence, computing power, and hardware powering next-generation AI systems are designed and manufactured in India. The government’s emphasis on artificial intelligence reflects a move from experimentation to real-world, mission-critical deployment. As AI becomes central to public safety, surveillance, and smart infrastructure, this Budget lays the foundation for scalable, secure, and responsible adoption across the country.”



For homegrown technology companies, this policy clarity creates long-term confidence to invest locally, innovate for Indian needs, and build globally competitive solutions. It positions India not just as a consumer of advanced technologies, but as a trusted creator of AI-led security and infrastructure solutions aligned with the vision of Make in India.



Sanjay Sehgal, CEO & MD, TP-Link India says, “The Union Budget 2026 sends a strong signal of intent around strengthening India’s electronics and high-tech manufacturing ecosystem. The continued focus on capital expenditure, the ₹40,000-crore boost to the electronics PLI scheme, and the launch of Semiconductor Mission 2.0 will accelerate localization, deepen the component supply chain, and position India as a global hub for advanced technology manufacturing. For companies like us, this creates the right environment to expand local production, invest in innovation, and build products that are designed and made in India for global markets.

We see this as a significant step towards making India truly self-reliant and globally competitive in the digital infrastructure space.”

And so...

The Budget 2026–27 significantly strengthens India’s digital and data infrastructure ecosystem. Long-term incentives and a clear regulatory framework are expected to attract global investments, accelerate the development of world-class data centres, and support secure, efficient cloud operations while driving wider adoption of AI and emerging technologies. The expansion and automation of safe harbour approvals, combined with the strengthening of the APA regime and the extension of modified return facilities to associated entities, create a tiered certainty architecture—routine matters handled by rule, complex ones by negotiated agreement. This layered approach reduces transfer pricing friction while enhancing the credibility of India’s tax framework globally.

Against this backdrop, the momentum is unmistakable. The industry now stands at an inflection point—where policy clarity meets technological ambition. OEMs and big corporates, VARs, and the partner ecosystem should come together to collaborate and translate this policy push into tangible growth, innovation, and global leadership for India’s digital economy. With continued focus on power, fibre, sustainability, and network expansion—including growth across Tier 2 and Tier 3 cities—the Budget positions India as a global hub for data, cloud, and IT services.

PRODUCT OF THE MONTH

CADYCE Launches CA-BICDP Bi-Directional USB-C to DisplayPort Cable with 4K Support

CADYCE has come up with the CA-BICDP, a USB-C 3.1 to DisplayPort bi-directional cable engineered to support ultra-high-definition streaming and seamless connectivity across modern workspaces, gaming environments, and professional AV installations. The 2-meter cable delivers 4K resolution at 60Hz, offering a future-ready solution for users seeking high-performance display integration.

DESIGNED FOR TRUE BI-DIRECTIONAL FLEXIBILITY

A key highlight of the CA-BICDP is its dual-direction capability. Users can connect USB-C laptops or tablets to DisplayPort monitors, or alternatively link DisplayPort source devices to USB-C-enabled displays. This eliminates the need for multiple adapters or separate cables, streamlining device connectivity and improving setup efficiency across varied ecosystems.

HIGH-PERFORMANCE VISUAL OUTPUT

Built to handle demanding visual workloads, the cable supports the DisplayPort 1.2 specification and enables data transmission speeds of up to 21.6Gbps across four lanes. It is also compatible with advanced display technologies such as HDR (High Dynamic Range), VRR (Variable Refresh Rate), and ALLM (Auto Low Latency Mode), ensuring crisp image quality, smoother motion, and reduced latency. These features make it suitable for gaming, professional content creation, and high-impact presentations.

WIDE COMPATIBILITY AND DURABLE BUILD

The CA-BICDP supports Thunderbolt 3, 4, and 5 devices, along with USB-C systems that feature DisplayPort Alt Mode. With USB bus-powered functionality and no driver installation required, it offers a plug-and-play experience for end users.

Constructed with high-quality connectors and a flexible two-meter length, the cable is designed for durability and everyday use in both desktop and professional AV environments. The product is certified with CE, FCC, RoHS, and UKCA standards. It is currently available through CADYCE’s authorized distributors and channel partners.



Veeam Software paves the way for Bharat Cyber Suraksha



Data and AI Trust company, Veeam Software convened leaders from government, academia, and industry at the Bharat Cyber Suraksha – North-East Cyber Resilience & AI Transformation Summit in Guwahati. The summit represents a significant milestone in advancing cyber resilience, strengthening digital trust, and enhancing AI readiness across India’s North-Eastern region. The Summit also launched the “Bharat Cyber Suraksha – Main Hoon Saksham” awareness and skilling drive in collaboration with Women in Cloud, NxtGen and other ecosystem partners. This program will reach universities and institutions across the region, offering cyber awareness, hands-on training and artificial intelligence-enabled security skills to students and faculty, and building a secure, skilled workforce in Northeast India.

Veeam to drive AI adoption in India through trusted data and Securiti AI

SANDEEP BHAMBURE

VP & MD (INDIA & SAARC), VEEAM SOFTWARE

“The Indian market is poised for a massive explosion driven by AI, with enterprises investing billions of dollars and taking decisive steps to make AI mainstream across sectors. However, nearly 90% of AI projects fail not because of flawed business models, but because the data powering these initiatives cannot be fully trusted due to data poisoning, security vulnerabilities, limited access, governance gaps, or compliance challenges. With our acquisition of Securiti AI, we are uniquely positioned to accelerate safe AI at scale. There is no AI without data security and no trust in AI without data resilience — trusted AI is the combination of both. By integrating Securiti AI into the Veeam Data Platform and Veeam Data Cloud, we are ensuring that AI data remains secure, resilient, compliant, and enterprise-ready. We anticipate multifold growth as we expand our workforce, customer base, and partnerships with Microsoft, ExaGrid, and HPE, while helping organizations align with DPDP requirements and confidently advance their AI priorities.”



Veeam is the de facto standard for customers seeking secure and resilient AI-driven transformation

AMARISH KARNIK

SALES DIRECTOR & COUNTRY MANAGER - ENTERPRISE & CLOUD SERVICE PROVIDER, VEEAM

“We have maintained strong year-on-year momentum, recording a compound annual growth rate of approximately 55–57% over the past five years. Customer acquisition has been particularly robust. When we refer to SAARC, we are speaking not just about India, but also Nepal, Bhutan, Bangladesh, Sri Lanka, and the Maldives. Across these six countries, we continue to expand steadily in both the enterprise and channel segments. Importantly, our strategy is not limited to adding new customers; we are also deepening engagement with existing

ones, enabling us to grow our wallet share significantly. In the enterprise segment, new customer signings are led by BFSI, alongside major IT and ITES organizations who’s on-premises and public cloud environments are protected by Veeam. We serve the leading airline in the region, as well as the top manufacturing company, reflecting strong cross-sector penetration. Overall, we are witnessing meaningful growth and deeper adoption across industries. Every organisation today is exploring AI—there is virtually no company that does not want to leverage it. However, from an enterprise perspective, the foundation of any AI initiative is data security.”

Veeam well positioned to drive secure, resilient digital transformation

GAURAV SAXENA

DIRECTOR - CHANNELS & ALLIANCES, VEEAM

“All of us have been talking about AI and security for quite some time now. Most organisations today are focused on embedding AI into their applications and operations—while simultaneously ensuring those environments remain secure. Traditionally, many channel partners have operated primarily in the infrastructure and data centre space. However, the conversation now needs to evolve. This is the time to shift engagement models toward deeper discussions with CISOs and Chief Digital Officers, focusing on security-first AI adoption and risk management. To succeed in this shift, partners must strengthen their understanding of emerging technologies, product capabilities, and security frameworks. Upskilling is essential if they are to effectively penetrate and serve this expanding market. The convergence of AI and security represents a significant opportunity—less incremental and more transformative in nature. For partners willing to adapt and invest in capability building, this journey presents substantial new avenues for growth and strategic relevance. If you look at Veeam as an organisation, we are fundamentally partner-centric. In the Indian context—especially with the DPDP Act coming into sharper focus—there is a strong need to educate both partners and customers on the critical requirements for compliance.”



With acquisition of Securi AI, the opportunity landscape for Veeam has expanded dramatically

“We live in an era where personal data is being leveraged for a wide range of business purposes. At the same time, India stands at the threshold of a transformative shift—one that aims to make privacy a default business principle rather than an afterthought. From this perspective, the market opportunity is immense.

At the core of every privacy challenge lies one fundamental element:

personal data. Organisations must first understand what individual data they hold, where it resides, and how it is being used within specific business contexts. Once that clarity is established, they can assess whether the appropriate consent has been obtained, whether the usage aligns with that consent, and whether additional safeguards are required. That is essentially how the privacy ecosystem evolves—through contextual awareness, accountability, and control. When you integrate security into this framework, the approach becomes even more robust. A comprehensive privacy program must begin with a data-first strategy. This involves helping organisations classify their data, map its context, and gain end-to-end visibility across systems and processes. Such visibility enables them to evaluate how data is being used, whether it aligns with the consent provided, and how it supports compliance with privacy obligations.

For example, if an individual raises a request with a data fiduciary—such as a bank or an insurance company—asking where their data resides and how it has been used, the organisation should be able to respond transparently. They must demonstrate that the data has been processed strictly within the scope of the consent granted. Achieving this level of holistic visibility, operational control, and automation-driven compliance not only strengthens privacy governance but also significantly enhances the overall security posture.

SEGMENTS TARGETED

The shift will start with large, data-heavy sectors like banks and insurers, followed by e-commerce and digital businesses. Over time, even small local stores collecting customer data will be affected. While rules may differ by category, any organisation handling digital personal data will eventually face privacy obligations.

FUTURE GROWTH PERSPECTIVE

Veeam has delivered consistent double-digit global growth, with over 50% annual growth in India for the past three years. Operating in data protection and security—the last line of defence for organisations—the company sees expanding opportunities following its acquisition of Securi AI. With AI investments surging globally, including billions from major tech players, the market momentum continues to accelerate.



AMOL DIWANJI
SOLUTION ENGINEERING LEADER -
INDIA AND SAARC, VEEAM SOFTWARE

VAMSI PONNEKANTI
VP, VEEAM SOFTWARE

‘MAIN HOON SAKSHAM’ BUS TAKES DIGITAL SKILLING TO THE GRASSROOTS



The Main Hoon Saksham Skilling Bus is a first-of-its-kind mobile platform bringing cyber resilience, AI readiness, and digital skills directly to communities. Designed as a moving Centre of Excellence, it connects students, academia, enterprises, policymakers, and ecosystem partners across Bharat.

The journey begins in the North East, underscoring inclusion and equal access to technology. The initiative aims to build digital confidence in emerging regions, grounded in the belief that talent is universal, but opportunity must be created.

Conceptualized by Kushagra Sharma, Director and Head of Marketing at Veeam, the bus translates vision into action—creating a nationwide platform for skilling, resilience, and real-world impact.

Voice of VARs in Veeam ProPartner Network

**JITEN MEHTA, CHAIRMAN & MD,
MAGNAMIOUS SYSTEMS PVT. LTD.**

"The Pro Partner Summit 2026 continues to be a flagship event for partners. The summit provides deep insights into Veeam's roadmap, upcoming products, and sales strategies, helping us align our organizational goals, prepare teams, and enhance deployment and implementation skills. Beyond business, it fosters strong partnership and bonding, making it a truly unique and engaging event for the entire Veeam community."



**KAMAL GULATI, CEO, ITS
TECHNOLOGY SOLUTION PVT. LTD.**

"The Veeam Pro Partner Summit 2026 serves as an important platform to explore new offerings, innovations, and emerging technologies. Veeam's strong channel focus, which enables partners to grow alongside the company. The summit provides team with deeper insights into AI-driven data discovery and other advanced solutions, while fostering connections with peers in the channel community. Overall, it supports organizational growth, enhances technical expertise, and strengthens partner capabilities in a rapidly evolving technology landscape."



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

"The summit provided a valuable opportunity to engage with peers and gain insights into how Veeam is evolving. With AI emerging as a key focus, and keen to explore Veeam's latest offerings and identify opportunities for growth. He emphasized the strong alignment between his organization and Veeam's solutions, highlighting the potential for deeper collaboration. Overall, the event reinforced avenues for mutual growth and strategic partnership in the coming year."



**CHANDAN JOSHI, DIRECTOR, VINTECH
ELECTRONIC SYSTEM PVT. LTD.**

"Pune-based company has partnered with Veeam for over 10 years. And emphasized that their ability to confidently sell and support Veeam solutions instills trust among customers. The Pro Partner Summit 2026 provides an excellent opportunity to learn about new technologies, recent acquisitions, and AI-driven security innovations. These insights enable team to stay updated, align with Veeam's offerings, and drive sustained organizational growth."



**PARAG DALAL, CO-FOUNDER,
DYNACONS SYSTEMS &
SOLUTIONS LTD.**

"Pan-India system integration business caters to government, BFSI, public sector, and enterprise clients, maintaining a long-standing association with Veeam across private cloud and hyper-converged infrastructure projects. And emphasized that the Pro Partner Summit consistently exceeds expectations, especially with its AI-focused innovations. The event enables to gain deeper product insights, understand evolving industry challenges, and engage with peers, ultimately fostering stronger collaboration and driving sustained organizational growth."



**ANIRUDH SHROTHRIYA, MD,
SHRO SYSTEMS PVT. LTD.**

"Shro Systems have been long-term partners with Veeam and are excited to attend the Pro Partner Summit 2026 in Guwahati. And looks forward to key announcements around security, recent acquisitions, AI strategy, and the upcoming roadmap. Beyond keynotes, and values peer networking and in-depth discussions with Veeam's team, which provide insights, success stories, and innovation ideas that help better position solutions, support customers, and drive business growth."



**RAGHAVENDRA .R. KULKARNI,
MARKETING DIRECTOR, V5
TECHSOL INDIA LLP**

"The summit underscored Veeam's strong trajectory for the coming year, particularly its AI integration and advancements in cybersecurity resilience. And highlighted how the latest Veeam features, enhanced partner support, and the enriched partner portal provide valuable guidance for partners. For V5 TechSol India LLP, AI presents significant opportunities by enabling direct engagement with global stakeholders. Overall, the event offered meaningful insights, practical takeaways, and strengthened collaboration across the entire partner ecosystem."



**MANOJKUMMAR GARG, FOUNDER & DIRECTOR,
DHANYAAYAI ENTERPRISE PVT. LTD.**

"As one of Veeam's oldest partners over the past 10 years, has seen firsthand the impact of Veeam's recent acquisitions. These initiatives, particularly in security, DPDP compliance, backup solutions, and integrations with Microsoft and Salesforce, have created significant value for both customers and partners. By working closely with account managers, and have successfully delivered enhanced solutions, strengthened customer relationships, and fostered mutual growth, making the partnership a continued success for both organizations."



**RATAN DARGAN. CO-FOUNDER & CTO
THOUGHTSOL INFOTECH PVT. LTD.**

"Association with Veeam spans over two and a half years, recently achieving Gold Partner status. And highlighted that the summit's discussions on sales plays, total addressable market, cloud adoption, and AI demonstrated Veeam's critical role in data protection and business continuity. The new offerings provide significant value to both partners and customers, enabling responsible AI integration while supporting organizational growth and closer alignment with customer needs."



**ADITYA NARAIN KAKKAR, DIRECTOR,
INTENSITY GLOBAL TECHNOLOGIES LTD.**

"While times are both challenging and exciting for partners, the summit showcased new products and initiatives that offer significant commercial value and enhance profitability. That emphasized the importance of close collaboration to fully unlock partner potential, while also recognizing the areas where partners are already contributing effectively. Overall, the event provided valuable insights, strengthened relationships, and highlighted opportunities for partners to grow alongside Veeam, driving mutual success and long-term business impact."





HPE Names Sajan Paul as India GM for Networking Business

Hewlett Packard Enterprise has appointed Sajan Paul as General Manager, India for HPE Networking. In this role, he will drive strategy, execution, and business growth for HPE's networking portfolio in the country, with a strong focus on AI-driven, intelligent networking solutions that enable enterprise digital transformation and next-generation infrastructure.

Paul brings nearly three decades of experience across the telecom and networking sectors. He previously served as Managing Director and Country Manager for Juniper Networks India and SAARC, where he led regional strategy, P&L, and market expansion. His career also includes senior leadership roles at Cisco Systems, along with assignments at Nortel and Avaya.

HPE said Paul's leadership will help deepen ecosystem partnerships and align innovation with customers' AI, cloud, and secure network modernization priorities across industries.

Microsoft Appoints Asha Sharma as CEO of Microsoft Gaming

Microsoft has appointed Asha Sharma as CEO of Microsoft Gaming, marking a strategic shift as the company deepens its focus on platform expansion, cloud gaming, and AI-powered experiences. Her elevation comes as Xbox evolves beyond consoles toward a services-led, device-agnostic ecosystem spanning cloud, PC, and subscription models.

Sharma brings extensive experience in ecosystem development, creator platforms, and emerging technologies—capabilities aligned with Microsoft's broader AI ambitions. The leadership move signals a push toward advanced personalization, AI-driven development tools, and adaptive in-game environments as competition intensifies globally.

For Microsoft, gaming represents a critical pillar for consumer engagement, subscription growth, and cloud adoption. Sharma is expected to accelerate expansion of Game Pass, strengthen developer partnerships, and position Microsoft Gaming at the convergence of AI, cloud, and interactive entertainment.



Nemetschek Group Appoints Alok Sharma as MD and VP for India

Nemetschek Group has appointed Alok Sharma as Managing Director and Vice President, India, to lead its next phase of growth in one of the world's fastest-evolving construction markets. He will drive enterprise expansion, strengthen government engagement and accelerate the shift toward subscription and SaaS-led digital

construction models, with a focus on scaling Building Information Modelling (BIM) adoption across infrastructure and real estate.

Alok brings over three decades of experience in building and scaling software businesses across India and the SAARC region, particularly within the AEC sector. He has led enterprise negotiations and public sector engagements while transitioning go-to-market models toward cloud-based frameworks.

Pete Nicholson, Senior Vice President, Nemetschek Group, said India is central to the company's long-term strategy. Alok Sharma noted that digital adoption will be key to advancing India's infrastructure ambitions and lifecycle-driven construction practices.

GoTo Names Sivakumar Ekambaram to Lead India Operations

GoTo has appointed Sivakumar Ekambaram as its new India Site Leader, expanding his responsibilities to head the company's India operations and strategy. In this role, he will oversee one of GoTo's key global hubs, focusing on advancing innovation across core platforms and emerging technologies. With over two decades of IT experience and nearly ten years at GoTo, Sivakumar continues to serve as Senior Director of Engineering, bringing expertise in unified communications, remote support, cloud, and AI.

GoTo CEO Rich Veldran said Sivakumar's leadership has been central to the company's product and engineering success, adding that India remains vital to its AI-first growth vision.

Sivakumar emphasized strengthening GoTo India as a high-impact, full-function organization, driving talent investment and next-generation capabilities. He has previously worked with IBM, Aztec Software, AOL, and Citrix.



Securonix Elevates Ajay Biyani to SVP for Asia Pacific and Japan

Securonix has promoted Ajay Biyani to Senior Vice President for Asia Pacific and Japan (APJ), where he will lead regional strategy, go-to-market execution, partner ecosystem development and customer success. Since joining the company, he has driven expansion across APJ, building cross-functional teams and delivering consistent revenue growth while scaling adoption of the Unified Defense SIEM platform across financial

services, telecom and government sectors.

He also strengthened the regional MSSP and channel network, accelerating SaaS adoption among enterprise customers. With over two decades of experience across engineering, enterprise sales and regional leadership, Ajay has previously held senior roles at ForgeRock, Verizon Enterprise Solutions and Wipro Technologies.

Scott Sampson, Chief Revenue Officer, said Ajay's leadership will help deepen customer trust and drive regional growth. Ajay added that he will focus on advancing AI-powered security operations and reinforcing partner collaboration across APJ.

Hitachi Systems India Promotes Raj Kamal Singhal as CEO

Hitachi Systems India has elevated Raj Kamal Singhal as its new Chief Executive Officer, entrusting him with leading the company's next phase of strategic growth. In his expanded role, Singhal will focus on services-led transformation, digital innovation, strategic alliances, and customer-centric solutions to accelerate long-term value creation.

Singhal previously served as Strategic Advisor, steering corporate strategy, AI adoption, operational excellence, and emerging technology initiatives. Earlier, he held the dual role of Chief Operating Officer and Chief Human Resource Officer, driving enterprise-wide cloud strategy, digital delivery, market expansion, and organizational transformation. As former Group CFO, he led financial restructuring, P&L optimization, and strategic planning.

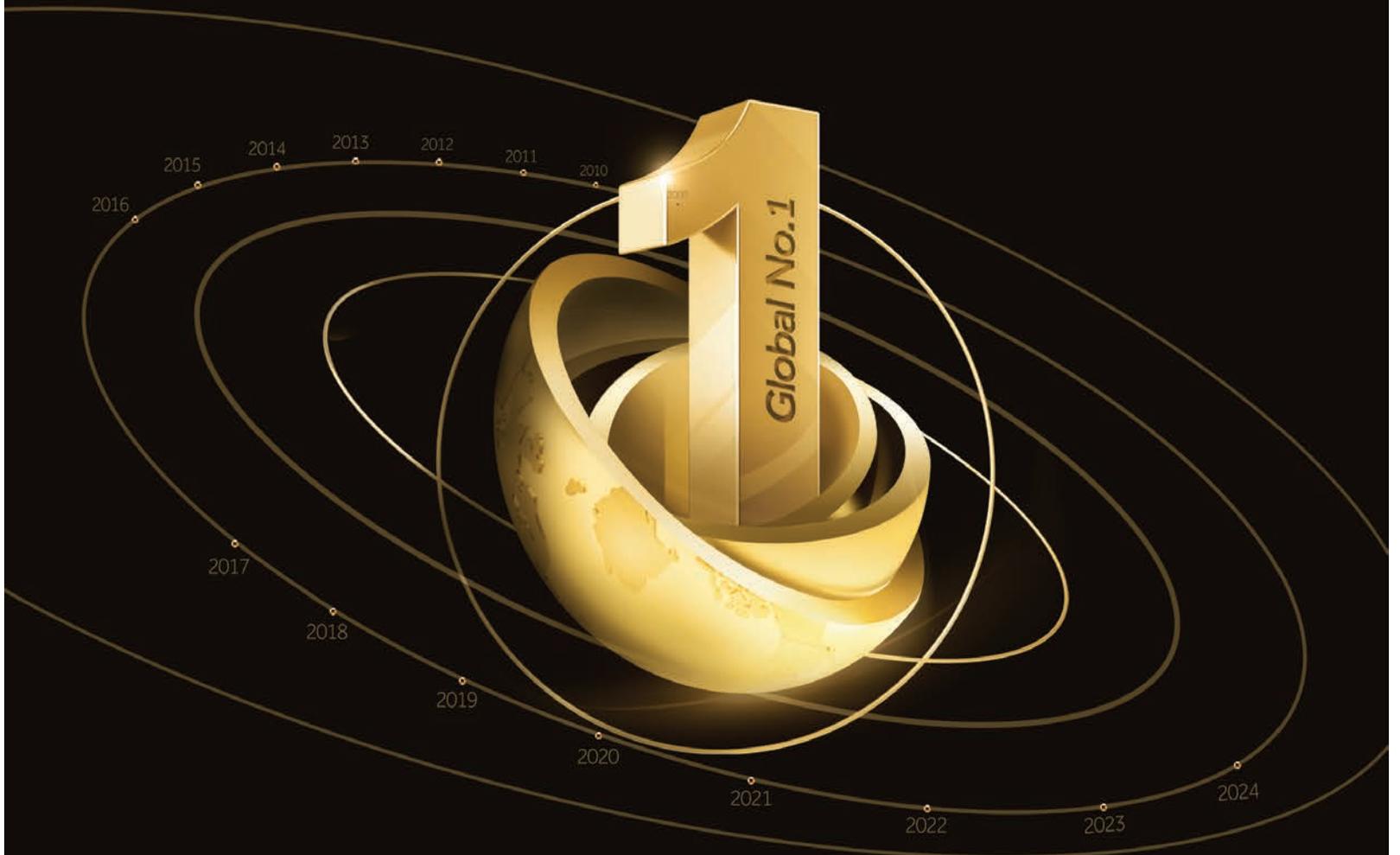
Before joining Hitachi Systems India, Singhal worked with Avaya as Business Planning & Operations Head - APAC, supporting regional growth and operational scale.



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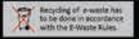
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*Source Euromonitor International Limited, Consumer Appliances 2025ed, % unit share, 2024 volume sales data.

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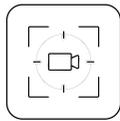
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