2026
Convergence NOW
33rd Convergence India Expo × 11th Smart Future Cities INDIA EXPO

EXPO NEWS

DAY 2

24 MARCH 2026 BHARAT MANDAPAM, NEW DELHI

From L to R: *Dr Neeraj Kharwal, IAS, Managing Director, ITPO; Sergey Cheremin, Minister of the Govt of Moscow, Head of the Department for External Economic and International Relations of Moscow; Anil Kumar Lahoti, Chairman, Telecom Regulatory Authority of India(TRAI); Ms. Chandrika Behl, Managing Director, Exhibitions India Group; & Dhruv Behl, Editor-in-Chief, autoX & Director, Exhibitions India Group.*

India's Largest Technology Show Opens its Doors To Visitors

1,000 participants on the show floor, presenting the most cutting-edge & innovative products and solutions.

Organised by the India Trade Promotion Organisation (ITPO) and Exhibitions India Group (EIG), the 33rd Convergence India and 11th Smart Future Cities India is all about showcasing 'Brand India', 'Make in India', and 'Digital India' to a global diaspora. "The next three days at the Convergence India Expo are dedicated to shaping the future of technology—from deep tech and AI to next-gen mobility. We are honoured to have the industry's finest minds here to turn that vision into reality," observed Dhruv Behl, Editor-in-Chief, autoX & Director, EIG.

Among the high-level invitees at the Opening Ceremony were Sergey Cheremin, Minister of the Government of Moscow, Head of the Department for External Economic and International Relations of Moscow; Anil Kumar Lahoti, Chairman, Telecom Regulatory Authority of India (TRAI); and Neeraj Kharwal, Managing Director, ITPO.

Today, the expo is one of India's most credible and long-standing technology ecosystems, bringing together policy, innovation, and industry at scale. Under the theme "*India's Impact: Tech Today Transformation Tomorrow*," Convergence India marks India's growing

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Celebration Benefits*	XEV 9e	BE 6
Special March Benefit	Up to ₹ 2.40 Lakh	Up to ₹ 2.00 Lakh
Corporate Benefit	Up to ₹ 25 000.00	Up to ₹ 20 000.00
Exchange/ Loyalty Benefit	Up to ₹ 30 000.00	Up to ₹ 30 000.00
Total Benefits*	**Up to ₹ 2.95 Lakh**	**Up to ₹ 2.50 Lakh**

*Terms & conditions apply. Offer valid for limited time and limited stock only. ^Depreciation benefits applicable for business owners only

Benefits may vary basis model or pack (variant) chosen by the customer. For detailed information, please connect with your nearest dealership.

Anil Kumar Lahoti, Chairman, Telecom Regulatory Authority of India(TRAI)

From L to R: *Dhruv Behl, Editor-in-Chief, autoX & Director, EIG; Pankaj Mohindroo, Chairman, India Cellular & Electronics Association; Jasbir Singh, Executive Chairman, CEO, and Whole-time Director, Amber Enterprises; Atul B Lall, Managing Director and Vice Chairman, Dixon Technologies (India) Limited; Pankaj Aggarwal, Chief Operating Officer, Unibuild.AI (Motherson Group); Bhaskaran Ravi, India Country Manager, AT & S India Pvt. Ltd.; & Vinod Sharma, Managing Director of Deki Electronics Limited.*

prominence as a global force in the digital landscape and showcases its evolving capabilities, enabling the evolution of cutting-edge technologies and solutions that support its vision of becoming a developed economy by 2047. The co-located expos – AI Bharat, Fintech India, Smart Mobility India, IoT & Embedded Tech India, Mobile & Smart Living India – offer a complete ecosystem under one roof.

Over the course of three days, the expo will welcome an anticipated audience of approx. 50,000, eager to experience the displays of 1,000 participants from the country and overseas. This year, an impressive lineup of over 200 startups from across industry segments will present breakthrough ideas and innovations.

Startup Hub – Hall 1

Startup Hub in Hall 1 is a true launchpad for next-gen innovation. The venue hosts investor connects, mentorship sessions, and a VC outlook. A key attraction is the Startup Pitch Competition (Prem Behl Excellence Award + Cash Prize + participation at global events and challenges). Delegates and visitors can also enjoy the real success stories of how Indian startups are scaling to global recognition and funding.

International Pavilions & Global Participation

Dedicated country pavilions, including that of New Zealand – Hall 5, Taiwan Excellence – Hall 5, and Moscow Export Centre – Hall 3, will focus on global innovation, partnerships, and trade opportunities.

Other Attractions

- **Buyer Lounge & Business Matchmaking (Hall 3)** – curated buyer-seller meetings at the VIP Buyer Lounge will focus on serious business conversations between corporates, government buyers, international delegations, and startups.
- **Live Tech & Future Experiences** – Experience the future on the show floor through AI, robotics & humanoid innovation showcases, drone ecosystem demonstrations, AI-powered urban tech & digital twin concepts, and the smart mobility & telematics zone with the SIAM Lab, in partnership with ARAI, and featuring tech giants like Google and Qualcomm. At the same time, enjoy AI-related product launches.

Conference Sessions

The expo will also host over 50 conference sessions across three stages – Convergence, Innovation, and Transformation- to facilitate discussions among government and industry representatives, innovators, think tanks, and academia on the latest developments and market trends shaping India's digital revolution and urban landscape. Vital discussions will be held across themes that broadly touch on AI & Digital Infrastructure, Smart Cities & Urban Innovation, Fintech & Digital Economy, and Telecom, 5G/6G & Connectivity.

CONVERGENCE STAGE – The focal point of the stage is IoT, AI, Telecom & Connectivity, Future Cities, and a Satcab Symposium.

Top Sessions Today

- Special Address by Chief Guest Shri Chirag Paswan, Hon'ble Union Minister, Ministry of Food Processing Industries, Govt. of India
- AI: India's Next Trillion-Dollar Digital Bet, with Abhishek Singh, Addl. Secretary, Ministry of Electronics & IT, & CEO, India AI Mission, GoI, and A Dhanalakshmi, Jt. Secretary, Minister of Science & Technology, among the speakers.
- New Zealand: Trusted Nation. Global Tech. Real Impact for India
- Panel: Building Trust in the Digital Enterprise: Security, Privacy, DPDP Compliance & Governance in a Connected World

INNOVATION STAGE – The stage is all about startups.

Top Sessions Today

- Women in India's Startup Ecosystem: Driving Innovation, Leadership & Funding
- The Investor Lens: What VCs Want in 2026-2030
- From Idea to IP: Safeguarding Innovations & Startups.
- Workshop on AI in Marketing hosted by Raghav Bir Singh, Client Partner, Meta
- Startup Pitch Competition.

TRANSFORMATION STAGE – It shifts attention to the future of technology - Quantum Computing, Mobile & Smart Living, Smart Mobility, and Fintech Innovations.

Top Sessions Today

- AI in Broadcasting: Revolution or Evolution?
- From Wheels to Deals: Business in a Connected Vehicle World
- Innov8 to Integr8
- Creating an Interconnected, Interoperable & Intelligent Transport Network. ■

MESSAGES

Premjit Lal, ITS
Executive Director, ITPO

"The 2026 edition of Convergence India aligns with India's broader vision under Viksit Bharat@2047. It highlights economic resilience, political stability, and expanding trade linkages. This is reflected through various Free Trade Agreements and global partnerships."

SPEAKER QUOTES

Dr. J.B.V. Reddy
Head, Quantum Technology Cell, Dept. of Science & Technology, Ministry of Science & Technology, Govt. of India

"Quantum technology can aid in improving data security in the communication sector, enable accurate diagnostics, increase the speed of drug discovery in healthcare sector, enhance data security, and increase the speed of big data analysis in the finance sector."

Prof. V Ramgopal Rao,
Group Vice Chancellor, BITS Pilani

"If you can build something that works in India, with all its constraints, diversity, and unpredictability, you can take that solution anywhere in the world. Modern day Start-ups need to figure out who the customer is, and how to build a business model that actually works and scales in India."

Sergey Cheremin
Minister of the Govt. of Moscow, Head of the Department for External Economic & International Relations of Moscow

"Russia and India have built a strong partnership over more than 70 years, driving advancements in science, technology, aerospace, and culture. A major focus for both countries is on digital transformation, modernisation of infrastructure, and the implementation of smart and safe 3D programmes."

SPEAKER QUOTES

Radhika Gupta
Senior Director and Head of Data Acquisition, GSMA Intelligence

"While 3G introduced data and 4G enabled the app economy, and despite the high expectations from 5G, monetisation challenges persist globally. With 6G, there is strong anticipation for a new wave of innovation driven by intelligent and adaptive networks."

Bhaskaran Ravi
India Country Manager, AT & S India Pvt. Ltd.

"India's biggest advantage is that we have the end users here, we have the demand, and the assembly. We are now attracting a lot of component manufacturers; but need have the right talent and resources."

Manoj Gurnani
CTO & Head of Strategy, Nokia India

"6G is going to be the connected intelligence. Your network is going to be the distributed nervous system of intelligence."

Dr. R. K. Upadhyay
CEO, Centre for Development of Telematics (C-DOT)

"Defense today uses an indigenous operating system. Now, there is work going on in the country for developing a desktop operating system too."

Takahisa Ohira
Head–Global Department, Deloitte Tohmatsu Venture Support

"Markets across Southeast Asia and Africa are closely observing startups in India. Even developed countries like Japan look at India as it has a clear global edge on digital payments, data analytics and voice-led, multilingual technologies."

Moscow Returns to Smart Cities India Expo to Showcase Urban Innovations

Mr. Sergey Cheremin
Minister of the Government of Moscow, Head of Department for External Economic and International Relations of Moscow

Department for External Economic and International Relations of Moscow is set to participate in the Smart Cities India Expo for the third time.

Responsible for shaping Moscow's international and economic policies, the Department plays a key role in positioning the Russian capital as one of the leading Smart and Safe Cities with the most advanced infrastructure and the highest investment and industrial potential. Its mandate includes attracting foreign investment, offering comprehensive support to international partners, and fostering business ties through road shows, congress and exhibition activities.

At a broader level, the Department drives Moscow's engagement with key international partners across Eurasia, Middle East, Latin America, and Africa while actively contributing to multilateral platforms such as the Eurasian Economic Union, Shanghai Cooperation Organization, and BRICS. Its focus lies in sharing best practices in technology, urban infrastructure, and smart city development.

In recent years, the partnership between Russia and India has demonstrated steady positive dynamics. Joint projects are actively developing in logistics, digitalization, energy, pharmaceuticals, and human resources. These areas form the foundation of a shared strategic goal: to increase bilateral trade to USD 100 billion by 2030. By the end of 2025, Russian-Indian trade turnover exceeded USD 60 billion. Moscow today serves as one of the key hubs for this bilateral cooperation, not only participating in but also initiating many joint projects, creating favorable conditions for business development, investment, and innovation collaboration.

At this year's expo, Moscow will present a range of advanced solutions aimed at shaping the future of urban environment. Highlights include innovations, digitalization, intelligent transport management systems, and advanced technologies. The pavilion of the Government of Moscow will present cutting-edge developments from leading Russian companies specializing in high-tech solutions and smart city applications.

Visitors to the Moscow exposition will have the opportunity to explore scalable technologies designed to improve efficiency, sustainability, and quality of life in megacities. Through its continued participation in the Smart Cities India Expo, Moscow reaffirms its commitment to international collaboration and exchange of the best practices in urban innovation. ■

33rd Convergence India Expo × 11th Smart Future Cities INDIA EXPO

THE CONVERSATIONS
THAT MATTER ARE HAPPENING HERE

JOIN THE **LEADERS** SHAPING
INDIA'S DIGITAL TRANSFORMATION

SCAN TO VIEW
CONFERENCE AGENDA

Fuselage Innovations: From Expo Recognition to Market Momentum

1

21 MARCH 2025

Winner of the ***Startup Hub Pitch Competition*** *at* ***Convergence India 2025****.*

A fully sponsored spot to exhibit at two of the world's most influential technology and startup expos–Expand North Star Dubai and GITEX Europe. Secured a guaranteed pitch spot at the Supreme Challenge 2025 in Berlin and Dubai. Fuselage was also honoured with the esteemed Prem Behl Excellence in Innovation & Entrepreneurship Spirit Award and a cash prize of ₹1 Lakh.

2

01 MAY 2025

Participated in Gitex Europe (Berlin) as part of the fully sponsored prize.

Fuselage Innovations was recognised as a high-potential finalist in the Sustainability & Agri-Tech category.

3

01 JUL 2025

Granted the 80-IAC Tax Exemption Certificate, a key recognition for high-growth Indian startups.

This recognition places Fuselage Innovations among an elite group of high-growth, compliant, and innovation-driven startups in India.

4

01 AUG 2025

Won the Best Startup Award from the Kerala Agriculture Department & Kerala State e-Governance Award for Innovation in the Startup Category

Digital excellence and technological implementation in public and sector-specific services

01 OCT 2025

Exhibited at Expand North Star (Dubai) and pitched at the Supernova Challenge.

Fuselage Innovations was recognised as a Semi-Finalist, placing it in the top tier of the 2,000+ exhibiting startups.

09 OCT 2025

Winner of the 5G & Beyond Hackathon organised by the Department of Telecommunications (DoT) and TCOE India.

Recognition for integrating next-generation communication technologies with advanced UAV platforms and intelligent infrastructure solutions.

16 JAN 2026

Won the Aspire Award at the National Startup Awards 5.0.

The award was instituted by Startup India, under the Department for Promotion of Industry and Internal Trade, Ministry of Commerce & Industry. Fuselage was recognised for its pioneering work in agri-tech drones that support farmers by reducing costs, increasing yields, and promoting precision agriculture, besides its expansion into defense and disaster management.

01 NOV 2025

TiE Startup Entrepreneur of the Year Award -2025

Entrepreneurial leadership and technological impact within the startup ecosystem.

01 FEB 2026

The "Most Promising Innovation" Award at the STPI - Software Technology Parks of India Startup Felicitation, with the award handed over during the India AI Impact Summit 2026 in New Delhi.

Participating in the Startup Hub Expo marked a significant milestone in Fuselage Innovations' growth journey

Policy Initiatives Driving India's Tech & Research Ecosystem

DEPARTMENT OF SCIENCE & TECHNOLOGY

A. Dhanalakshmi
Joint Secretary,
Ministry of Science & Technology,
Government of India

Please brief us about the NIDHI Technology Business Incubators established by DST.

The NIDHI Technology Business Incubators (TBIs), established by the Department of Science and Technology (DST), Government of India, are institutional mechanisms to nurture technology-based startups. Set up primarily in academic and R&D institutions, TBIs provide end-to-end support including infrastructure, access to funding, mentoring, market linkages, IP facilitation, and investor connect.

Under the NIDHI framework, they also implement programmes like NIDHI-PRAYAS and NIDHI Seed Support schemes to help innovators transition from idea to prototype and commercialisation. The objective is to strengthen the innovation ecosystem, promote job creation, and enable scalable, technology-driven enterprises aligned with national priorities and Atmanirbhar Bharat.

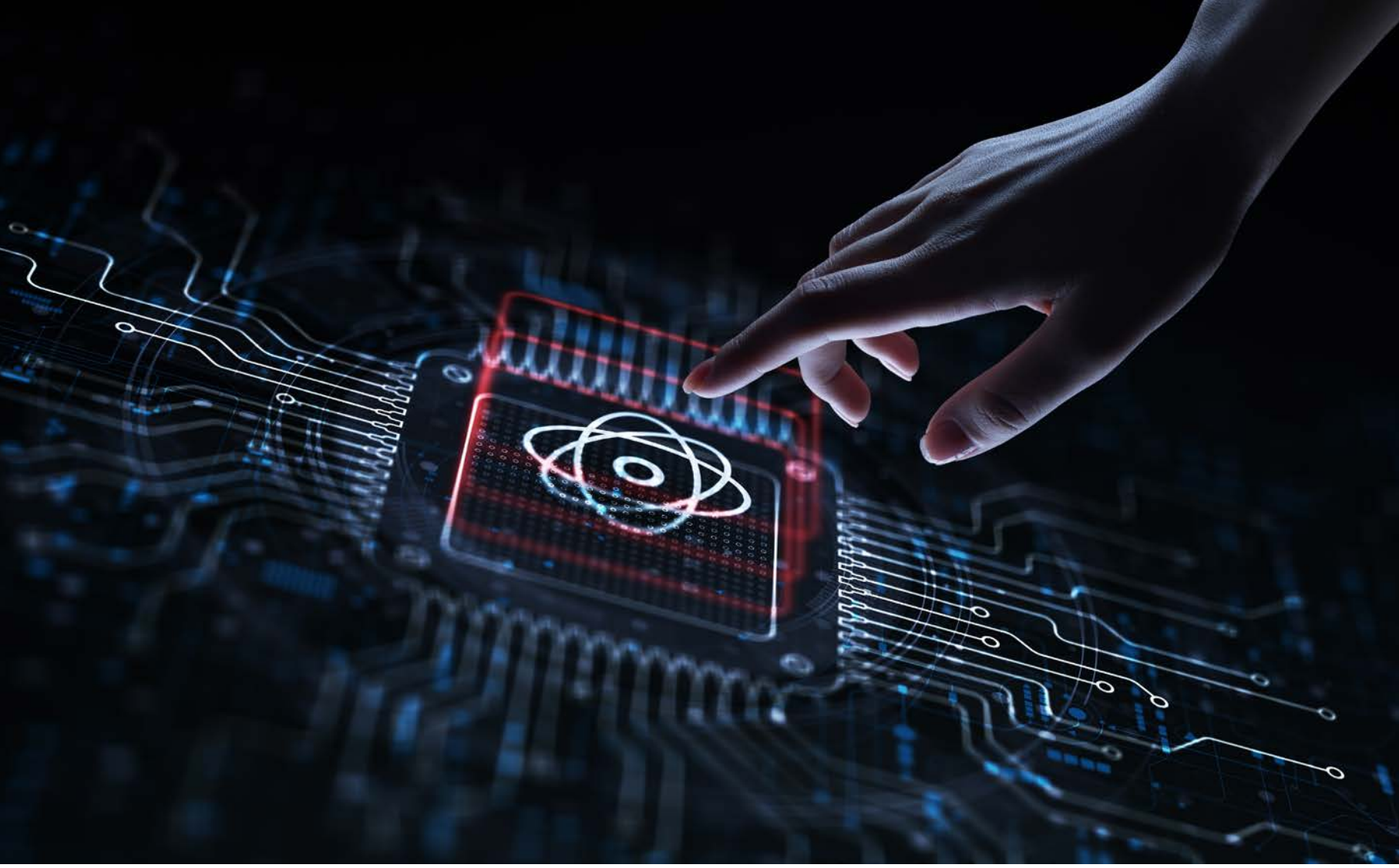
Can you share some of the success stories from NIDHI?

Multiple innovators and startups have benefited from various NIDHI programmes implemented across the country, some of the success stories are given below:

- **Ather Energy:** Incubated at IIT Madras Incubation Cell, a DST-supported Technology Business Incubator, Ather Energy has grown into one of India's leading electric two-wheeler manufacturers, developing high-performance electric scooters along with its own charging infrastructure. It showcases how NIDHI-enabled incubation supports deep-tech mobility ventures to scale nationally.
- **ideaForge Technology:** Incubated at SINE, IIT Bombay, established as a NIDHI Centre of Excellence (CoE) by DST, ideaForge has pioneered indigenous UAV technology for defence, homeland security, and mapping applications, positioning India strongly in the global drone ecosystem.
- **BotLab Dynamics:** Incubated at the NIDHI Centre of Excellence at FITT, IIT Delhi, and supported under the NIDHI Seed Support Scheme, BotLab Dynamics develops advanced autonomous drones and robotics solutions, translating cutting-edge research into commercially viable products with strong market adoption.
- **Noccarc Robotics:** Incubated at the NIDHI Centre of Excellence at SIIC, IIT Kanpur, NOCCARC Robotics developed ICU-grade ventilators and advanced critical care medical devices during the COVID-19 crisis, deploying these indigenous solutions in hundreds of hospitals and demonstrating the impact of NIDHI-backed deep-tech healthcare innovation.

What has been the progress under the National Quantum Mission?

The objective of the National Quantum Mission (NQM) has been to seed, nurture, and scale up scientific and industrial R&D and create a vibrant and innovative ecosystem in quantum technology. The initiative reflects the nation's collective ambition to lead in the rapidly evolving field of quantum technologies, focusing on technology development, human



resource development, entrepreneurship and international collaborations in their respective technology verticals.

So far, four Thematic Hubs (T-Hubs) have been set up to focus on Quantum Computing, Quantum Communication, Quantum Sensing & Metrology, and Quantum Materials & Devices. The hubs are now fully functional and engaged in activities such as technology, human resources, and entrepreneurship development, as well as industry collaboration. Presently, state-of-the-art fabrication and central facilities are being established at premier institutions to develop indigenous quantum hardware.

So far, eight startups have been supported under the Mission, and a rolling 'Call for Startups' is operational to induct early-stage ventures across all four quantum verticals. These efforts directly contribute to India's capabilities in quantum communication, computing, and sensing. Meanwhile, state-of-the-art fabrication and central facilities are being established at IIT Bombay, IISc Bengaluru, IIT Kanpur and IIT Delhi to create world-class quantum device development capability in the country. These will provide access to researchers from academia, startups, industry, and strategic sectors, under defined governance and utilisation frameworks coordinated by the Mission and the respective host institutions.

To build a quantum-ready workforce under the Mission, UG Minor and M.Tech programmes in Quantum technologies were launched in collaboration with the All India Council for Technical Education. These will promote hands-on learning among students. Further, a dedicated task force comprising representatives from academia, industry, R&D laboratories, start-ups and government agencies has been constituted to guide migration to quantum-resistant cryptography and establish testing and certification mechanisms.

Can you discuss the policy initiatives being undertaken to promote deep tech in the country?

Some of the key challenges in supporting deep-tech startups include: High capital & infrastructure requirements, long gestation periods, technology & market risks, limited availability of patient capital, and the need for specialised talent, testing, and validation facilities. These challenges are being addressed through mission-mode programmes, long-term financing mechanisms, incubation and mentoring support, and public-private partnerships under various Government initiatives.

In addition to NQM, the Research, Development & Innovation (RDI) Scheme was launched in 2025 to promote greater private-sector participation in R&D, with a corpus of Rs. 1 lakh crore over 6 years. The sunrise sectors identified under the scheme include deep technologies such as quantum computing, robotics & space tech; biotechnology, biomanufacturing, synthetic biology, pharmaceuticals & medical devices; AI and its applications in agriculture, health and education; energy security & transition; and the digital economy. The scheme also supports technologies critical for strategic requirements, economic security and Atmanirbharta.

The Department of Science & Technology is also implementing NIDHI, a flagship programme to convert technology-driven ideas into successful startups. NIDHI supports scouting, incubation, and scaling of innovations through a nationwide network of DST-supported technology business incubators, fostering an innovation-driven entrepreneurial ecosystem aligned with national priorities. Furthermore, the Bio-E3 Policy is being implemented to promote biotechnology entrepreneurship, biomanufacturing, and bio-based innovation, creating an enabling environment for startups to scale their solutions in emerging biotechnologies.

The Government is also implementing a comprehensive framework to strengthen industry–academia collaboration and accelerate the commercialisation of research outcomes in the country. The Anusandhan National Research Foundation has launched multiple programmes, including the 2D Innovation Hub, MedTech Mission, EV Mission, Artificial Intelligence for Science & Engineering, and CRM Research Programme, among others. These initiatives are designed to facilitate university–industry partnerships, develop incubation ecosystems, and enable multi-stage engagement models to nurture and scale deep-tech ventures.

Further, the Council of Scientific & Industrial Research, under the National Innovation System, is actively engaged in establishing and operating state-of-the-art incubation facilities to support technology translation and entrepreneurship. ■

AI Expertise Meets India's Technology Ambitions

TAIWAN

As India advances its Digital India mission and expands AI in telecommunications, smart cities, and industrial automation, Taiwan emerges as a top technology partner for Indian enterprises.

At the Convergence India Expo 2026, the Taiwan Pavilion will showcase the island's strengths in w ww, ICT innovation, and AI-driven technologies. This showcase creates opportunities for Indian businesses to build scalable, world-class digital frameworks through collaboration.

Organised by Taiwan International Trade Administration and Taiwan External Trade Development Council, the Taiwan Excellence Pavilion, located at Booth A5-150, Hall 5, will highlight Taiwan's vision of "Taiwan: AI Island."

Over the past decades, Taiwan has established itself as a central player in the global ICT industry. With rapid growth in artificial intelligence (AI) across sectors, the island's role in the global AI ecosystem has expanded further.

Taiwan today represents a deeply integrated environment where research, semiconductor design, advanced manufacturing and system-level integration converge to support next-generation innovation.

Technology Highlights at the Pavilion

The pavilion features 16 Taiwanese brands with solutions in three key technology segments.

- **Edge AI and Industrial Computing**

This segment highlights solutions that connect digital intelligence with physical operations. Organisations such as AAEON and IBASE Technology will present rugged hardware platforms that integrate AI inference capabilities into reliable industrial systems. These technologies support real-time decision-making and automation across manufacturing and industrial environments.

- **AI Infrastructure and High-Speed Storage**

A robust data infrastructure is important for powering complex AI workloads. Companies such as Phison Electronics and Innodisk will demonstrate high-performance storage technologies. These include enterprise SSDs and private cloud NAS solutions, designed to ensure high-speed data processing, scalability and reliability.

- **Future Connectivity and Smart Mobility**

The pavilion will also showcase solutions that support next-generation mobility and smart city applications. Technologies from Chimei Motors and Datavideo Technologies will demonstrate innovations in vehicular intelligence and professional imaging, which contribute to safer, more efficient urban environments.

Product Launch

The Taiwan Excellence Pavilion will host a product launch event on March 23 at 12:30 PM, featuring leading Taiwanese companies showcasing next-generation AI technologies that will shape the digital future.

About Taiwan Excellence

The "Taiwan Excellence Awards" were founded in 1993 by the Ministry of Economic Affairs, Taiwan, to recognise outstanding Taiwanese products that demonstrate excellence in research and development, design, quality and marketing.

Today, the Taiwan Excellence mark is globally recognised as a symbol of innovation and product quality, highlighting Taiwan's leadership in advanced technology and manufacturing. ■

Kerala's Startup Story: Making Of A Resilient Innovation Economy

KERALA STARTUP MISSION

Anoop Ambika
CEO, Kerala Startup Mission

Kerala's startup journey is often described as quiet, but its impact has been profound. Over the past decade, the State has steadily challenged long-held assumptions about where innovation can thrive in India. Once viewed primarily through the lenses of remittances, tourism, and public-sector employment, Kerala today stands as one of the country's most coherent and socially grounded startup ecosystems.

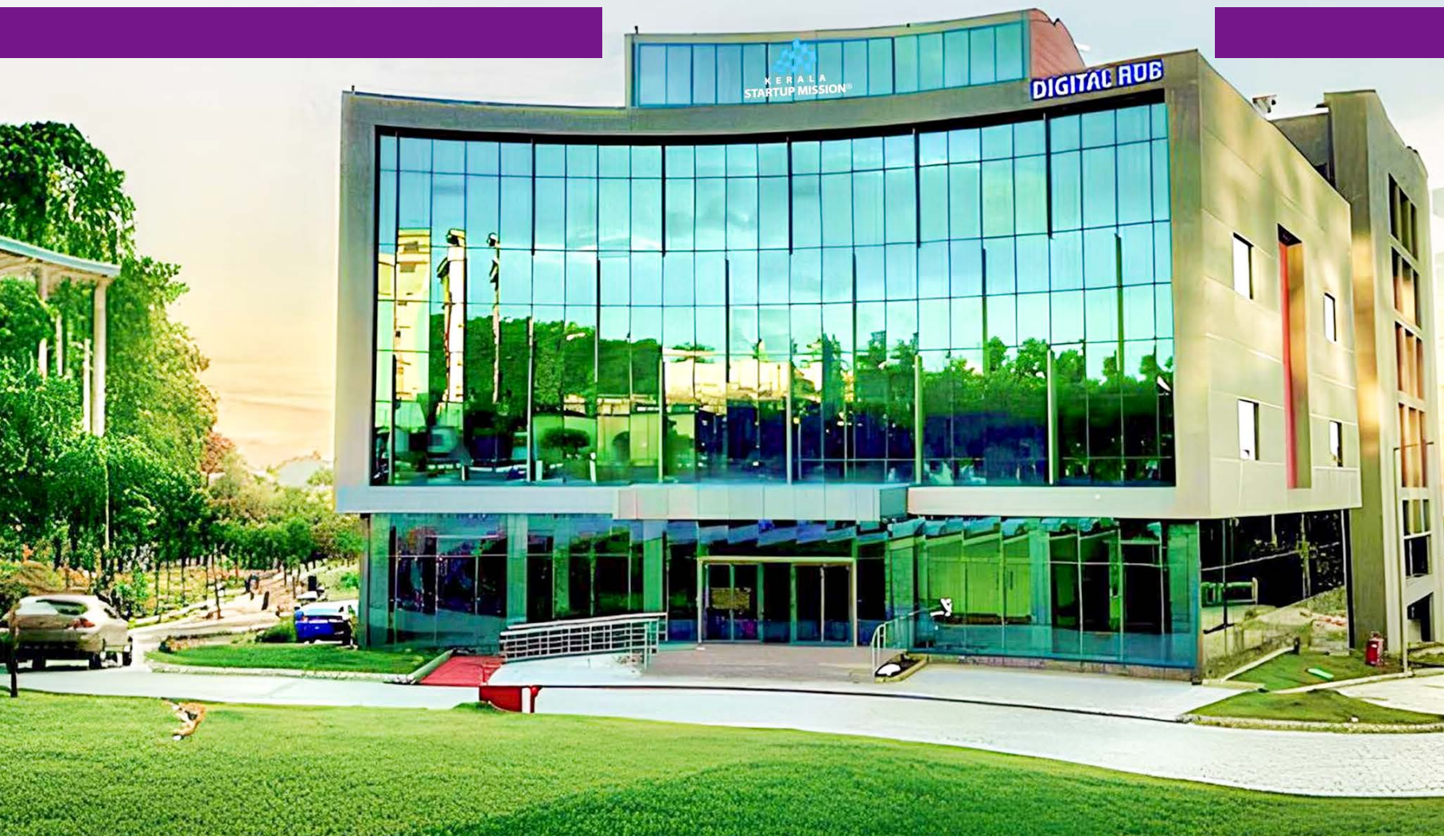
At the centre of this transformation is a sustained effort to align policy, education, infrastructure, and entrepreneurship into a unified system. As the State's nodal agency for innovation, incubation, and startup development, Kerala Startup Mission (KSUM) has focused not merely on creating startups but on building the foundations that allow innovation to take root across society. Our goal has always been to move beyond isolated success stories and cultivate a durable, inclusive innovation economy.

An Ecosystem for Startups to Thrive

As of early 2026, Kerala is home to more than 7,500 registered startups operating across sectors such as health tech, agri-tech, clean energy, advanced hardware, and digital services. These ventures are not just indicators of entrepreneurial activity; they are engines of employment, having collectively generated over 70,000 direct jobs.

In a State historically grappling with educated underemployment, this shift signals structural change. Startups are no longer peripheral experiments; they are becoming a credible pillar of economic growth.

This momentum aligns closely with the State government's broader economic strategy. Initiatives such as Work Near Home, which aims to expand co-working spaces and technology hubs across districts, reflect a commitment to decentralising opportunity and reducing migration pressures. Budgetary allocations to the IT sector and targeted programmes for youth



entrepreneurship reinforce the message that innovation is no longer an auxiliary policy area but a core economic priority.

Nurturing Young Talent

From our perspective at KSUM, the real strength of Kerala's ecosystem lies not in scale alone, but in its architecture. Rather than concentrating resources in metropolitan clusters, we have prioritised building connective networks across regions. Today, more than 557 Innovation and Entrepreneurship Development Centres(IEDCs) operate within colleges and universities, supported by a network of accredited Technology Business Incubators. Together, they create a pipeline that identifies talent early, nurtures experimentation, and reduces the distance between education and enterprise. For thousands of students, entrepreneurship is no longer an abstract aspiration; it is a viable career pathway encountered during their academic journey.

Flagship initiatives have played a decisive role in normalising the culture of innovation. The Innovation and Entrepreneurship Development Centre programme embeds enterprise thinking within campuses, enabling students to transform ideas into prototypes in supportive environments. Complementing this is the Young Innovators Programme, which widens participation by introducing creativity and problem-solving to students from diverse backgrounds. These initiatives reinforce a simple principle: Innovation must be a collective activity, not an elite pursuit.

Infrastructure Development

Infrastructure has also been a critical enabler. Facilities such as FABLABs and Future Technologies Labs give startups access to advanced tools for robotics, artificial intelligence, virtual reality, and manufacturing. By lowering entry barriers for deep-tech ventures, Kerala has avoided becoming a purely services-led startup economy and is steadily building capabilities across research and engineering domains.

Platform for New Ideas

Equally important has been the creation of platforms that build confidence and visibility. Events such as Idea Fest, sector-focused challenges, and our flagship global startup festival, Huddle Global, provide early-stage founders opportunities to test ideas, refine business models, and engage with investors and mentors. Over time, this exposure has translated into tangible outcomes. Startups supported through our ecosystem have collectively raised more than Rs. 6,000 crore in external funding, reflecting growing investor confidence in Kerala-based innovation.

The Next Step

Looking ahead, the next phase of growth will depend on strengthening higher-order drivers of innovation. Talent circulation is becoming as critical as talent creation. Initiatives such as Thirike, designed to encourage skilled professionals to return to Kerala, recognise that global exposure combined with local engagement can accelerate the maturity of the ecosystem. The expansion of Global Capability Centres and proposals for deep-tech hubs signal our ambition to move up the value chain from service delivery to high-value innovation.

Physical infrastructure will continue to anchor this progress. The Technopark in Thiruvananthapuram remains a cornerstone of Kerala's technology economy, while emerging research ecosystems, such as the Digital Science Park, are poised to deepen collaboration among startups, academia, and industry. These developments point to a shift from linear growth to layered capability-building.

Conclusion

Perhaps the most distinctive feature of Kerala's startup ecosystem is its inclusive character. Many startups combine commercial ambition with social purpose, addressing challenges in healthcare, sustainable agriculture, local manufacturing, and environmental resilience. Women founders, student innovators, and entrepreneurs from smaller towns and rural districts are increasingly visible, challenging the notion that high-growth innovation must be confined to metropolitan centres.

Kerala's experience demonstrates that innovation ecosystems do not emerge overnight; they are built through patient institution-building, policy consistency, and sustained collaboration. In a global environment where startup narratives are often defined by speed and scale, Kerala offers an alternative model, one rooted in resilience, inclusion, and long-term value creation. ■

Reimagining Power Distribution Through Digital Utility

BSES RAJDHANI

Abhishek Ranjan
CEO, BRPL

India's energy sector is undergoing a massive transformation. Rapid urbanisation, the adoption of renewable energy and digital technologies are reshaping how electricity networks operate. Power distribution companies are evolving beyond traditional service providers to become key enablers of intelligent, resilient and consumer-centric energy systems.

At the BSES, this transformation is already underway. Serving more than 53 lakh consumers and over 2.25 crore residents across South, West, East and Central Delhi, the utility has steadily built one of the country's most advanced power distribution ecosystems.

The organisation's commitment to reliability, technology adoption and customer-centric services reflects its broader goal of delivering electricity services aligned with global standards while supporting India's energy transition.

A New Era for Power Distribution

Delhi's power distribution sector has witnessed a remarkable turnaround over the past two decades. Network losses that once approached 50%, have been significantly reduced, while service reliability and consumer engagement have improved in many ways through the adoption of digital technologies.

As electricity networks become increasingly complex with the integration of renewable energy and distributed resources, utilities are turning to advanced technologies such as artificial intelligence (AI), automation and data analytics to manage operations more efficiently.

BSES is at the forefront of this shift, developing digital platforms and intelligent systems to strengthen grid reliability and improve operational efficiency.

Digital Twins and AI Driving Smarter Grids

Among the most transformative technologies being deployed is the Digital Twin, a real-time virtual model of the electricity network that enables engineers to simulate operational scenarios, anticipate faults, and optimise grid performance.

AI platforms such as Vidrona analyse operational data to enable predictive maintenance, improving reliability indicators such as SAIDI and SAIFI while extending the lifespan of critical infrastructure assets.

Drone-based inspections and predictive maintenance systems are used to better monitor network infrastructure. This enables faster identification of potential issues and improves safety for field teams.

Enhancing the Consumer Experience Through Digital Platforms

Digitalisation is also transforming the way consumers interact with electricity services. BSES has introduced AI-enabled service tools, including video bots and integrated digital platforms, to make customer support faster, more transparent, and easier to access.

The organisation is also investing in training and skill development through immersive technologies such as Augmented Reality and Virtual Reality, helping engineers and technicians prepare for complex grid operations using simulated environments.

Showcasing the Digital Utility at Convergence India

At the 33rd Convergence India Expo, BSES is set to showcase its digital utility ecosystem, highlighting solutions including peer-to-peer energy trading dashboards, battery energy storage systems, and edge-based digital twin platforms. Visitors will get a glimpse into how emerging technologies are helping create smarter, more resilient electricity networks capable of supporting India's evolving energy landscape.

As India moves towards a more electrified, renewable-powered future, utilities must evolve into intelligent energy platforms that seamlessly connect consumers, renewable energy systems and digital infrastructure. By investing in advanced technologies and building integrated digital systems, BSES is creating a 'modern power distribution ecosystem' that supports cities, industries, and the aspirations of a new India. ■

Enabling Intelligent Communication For A Connected World

COHESIVE TECHNOLOGIES

Cohesive Technologies Pvt. Ltd. is redefining how enterprises and smart spaces communicate, connect and operate. Focused on next-generation IP-based communication and automation, the company delivers solutions that seamlessly integrate voice, networking, security and intelligent control, helping organisations build connected environments that are secure, scalable and future-ready.

By combining globally trusted technologies with strong technical expertise and responsive support, Cohesive Technologies enables businesses to simplify operations, enhance collaboration and improve efficiency across diverse industry environments.

Where Innovation Generates the Real Impact

Cohesive Technologies actively promotes advanced IP-based communication and automation technologies designed to meet the evolving demands of modern enterprises and smart infrastructures. Its solutions are built to enhance connectivity, security, scalability and operational efficiency, while remaining flexible and interoperable.

A key strength lies in IP Telephony and Unified Communications, enabling seamless voice, video and collaboration across distributed teams. Built on SIP-based architectures with Cloud management and high interoperability, these platforms offer long-term value and deployment flexibility.

In the networking domain, the company advances enterprise-grade switching and Wi-Fi technologies, including high-performance access points, managed network switches and cloud-controlled infrastructure. These solutions deliver secure, reliable and high-speed connectivity suited for mission-critical environments.

Cohesive Technologies also plays an important role in smart automation and IoT-driven solutions, spanning home automation, building control and intelligent device integration. Centralised management of lighting, climate, security and access control enables energy-efficient, intelligently managed spaces. Complementing this portfolio is a strong focus on IP-based security and surveillance, integrating video analytics, access management and remote monitoring to enhance safety and situational awareness across commercial and industrial applications.

Technology with a "Purpose"

Designed for adaptability and long-term efficiency, the solutions help organisations reduce complexity, optimise resources, and improve collaboration. "We enable smarter communication and connected experiences that power the future of intelligent spaces", observed Ashdhir Kinra, Founder & CEO.

Products on Display

Grandstream GSC3518HS Horn Speaker

The GSC3518HS is a SIP/multicast talk-back horn speaker delivers crystal-clear HD audio, a high-fidelity 50-Watt speaker and IP66-rated water- and dust-resistant protection. It is ideal for outdoor campuses, public spaces, large offices, school playgrounds, hospitals, parks, warehouses and more.

Features:

- High-powered 50W speaker with maximum volume of 126 dBA
- 3 microphones, AI-based background noise reduction
- Supports Airplay, ONVIF, RTSP/HTTP streaming

Grandstream GWN7800 Pro Series Enterprise Layer 2++ Managed Network Switches

The next generation of Grandstream's layer 2 network switches deliver high-speed SFP or SFP+ connectivity up to 10Gbps.

Features:

- High-speed SFP/SFP+ ports
- 8, 16, 24, or 48 Gigabit Ethernet ports
- WebUI, GDMS (cloud), GWN Manager, routers and CLI support

Grandstream GWN7674 Wi-Fi 7 Wireless Access Points

Enterprise-grade Wi-Fi 7 access point that delivers speeds up to 21Gbps.

Features:

- 21Gbps wireless throughput
- Wi-Fi 7 with MU-MIMO across bands
- Up to 175-metre coverage

CyberData SIP Paging 25V/70V +4 Amplifier (011598)

This is an analog/IP hybrid paging and intercom solution.

Features:

- Four analog zones
- Calendar-based bell scheduler
- Paging prioritisation

Akuvox S535 Facial Recognition Video Door Phone

It is a modular, scenario-based access control solution.

Features:

- ONVIF, PoE, Wiegand, Linux OS
- 5-inch touchscreen aluminium panel
- Face, Card, PIN, BLE & QR access

Yeastar P560 IP PBX

An on-premise unified communications platform for SMBs.

Features:

- Up to 200 users
- Voice, video, messaging & call centre tools
- Expandable FXS/FXO/BRI ports

Tonmind SIP-S61T IP Pendant Speaker

A 30W IP pendant speaker for open-ceiling spaces.

Features:

- SIP & ONVIF support
- Scheduling & pre-recorded messages
- 30W amplifier with PoE. ■

Smarter Intelligence For Water Usage

ENERGY BOTS

Water and energy efficiency are common concerns across Indian homes and institutions. Energy Bots Private Limited brings practical automation solutions that address how resources are actually used. As a home-grown Internet of Things (IoT) technology company, it focuses on reducing wastage and improving reliability in water and energy systems through smart, scalable products.

With expertise in water management and automation, Energy Bots develops solutions designed for real-world conditions, where simplicity, durability and consistency matter more than complexity.

Fixing a Daily Problem, Quietly

Across much of India, water pumps are still operated manually. Motors are switched on without knowing tank levels, tanks overflow without notice, and dry runs damage equipment. Over time, this leads to wasted water, higher power consumption, frequent pump failures and daily inconvenience.

Energy Bots addresses this problem by removing guesswork from water pump operation. Its systems automate pumping decisions based on actual water levels, ensuring tanks are filled only when required, stopped at the right time and protected when the water supply is unavailable.

Flosenso: Smart Automation for Homes and Buildings

Flosenso is an app-enabled automatic water level controller that uses ultrasonic sensing and intelligent control logic to manage water pumps. Designed for Indian homes and buildings, it eliminates the need for manual motor operation while improving water and energy efficiency.

The system provides real-time tank visibility through a mobile application, allows scheduled pump operation and sends alerts for key events such as tank full, low water levels and pump activity. Core automation continues to function even during internet outages, ensuring reliability at all times.

Flosenso is suited for individual homes, apartments, schools, hostels and small commercial buildings where ease of use and peace of mind are priorities.

Flosenso Pro: Built for Distance and Scale

For larger or more complex installations, Energy Bots offers Flosenso Pro. The system is designed for locations where tanks and pumps are separated by long distances, making traditional wiring difficult or impractical.

Using long-range wireless communication, Flosenso Pro enables intelligent pump automation across housing societies, farms, campuses and large residential properties. It supports borewells, remote tank locations and optional solar-powered sensor units where electrical access is limited. Advanced add-ons allow compatibility with starter-based motors and municipal water supply detection. Flosenso Pro is built to support scalable deployments while retaining flexibility for future expansion.

Designed for Indian Conditions

Flosenso systems are developed with local water conditions, usage patterns, and infrastructure constraints in mind. The products follow a one-time purchase model with no recurring subscriptions and are supported by a 30-day money-back guarantee. An expandable ecosystem of add-ons allows users to adapt the system to different motor types and monitoring needs, without increasing operational complexity.

A Practical Vision for Smart Water Management

Energy Bots' approach to smart water management is centred on reliability rather than complexity. The focus is not on data-heavy dashboards, but on systems that work consistently in the background.

By combining sensing, automation and control, Energy Bots is enabling homes, communities and institutions to manage water more responsibly and efficiently, quietly, dependably and sustainably. ■

Powering Smarter Enterprise Decisions

HIPL

Water and energy efficiency are common concerns across Indian homes and institutions. Energy Bots Private Limited brings practical automation solutions that address how resources are actually used. As a home-grown Internet of Things (IoT) technology company, it focuses on reducing wastage and improving reliability in water and energy systems through smart, scalable products.

Heuristics Informatics Pvt. Ltd. (HIPL) has spent over three decades working at the heart of enterprise technology. From large-scale ERP implementations to data modernisation and managed services, HIPL has partnered with organisations navigating complexity, scale, and constant change.

Vision

The company's vision is to be recognised as a trusted transformation partner that helps organisations move beyond fragmented reporting and manual analysis toward connected, insight-driven operations. HIPL aims to enable smarter enterprises that respond faster, operate more efficiently, and make decisions with clarity and confidence.

Goals

HIPL focuses on delivering enterprise technology solutions that create measurable business impact. The company is committed to strengthening its leadership in ERP services, cloud platforms, data engineering, managed services, and applied AI. By building long-term partnerships with enterprises and system integrators, it helps organisations reduce risk, improve visibility, and accelerate decision-making. Every solution developed by HIPL is designed to be scalable, secure, and aligned with real-world enterprise needs.

Innovations & Technologies Promoted by HIPL

At the core of HIPL's technology focus is enterprise data and analytics modernisation. The company works with organisations to unlock value from ERP, financial, operational, and workforce data by making it accessible, reliable, and actionable. This includes applied AI and conversational analytics that allow business users to interact with complex datasets without technical dependency.

HIPL also advances AI-driven decision intelligence that goes beyond traditional dashboards. By combining natural language processing, contextual awareness, and automation, HIPL enables enterprises to move from static reporting toward real-time insight consumption—where questions lead directly to answers and actions. In the Cloud and infrastructure domain, HIPL promotes secure, scalable cloud architectures that support enterprise workloads across on-premise and hybrid environments. These platforms are designed with governance, performance, and cost optimisation in mind, ensuring technology investments deliver long-term value.

Security and governance remain foundational to every solution HIPL delivers. The company promotes privacy-first, compliance-aligned architectures that incorporate role-based access controls, audit controls, and secure identity management to protect enterprise data in regulated environments.

askme360 – AI Agent for Enterprise ERP

askme360.ai is HIPL's AI-powered conversational analytics platform that transforms how enterprises interact with their ERP data. Built on HIPL's deep ERP and data expertise, askme360 addresses a critical enterprise challenge—valuable business data exists, but insights arrive too late.

Across organisations, leaders lose thousands of productive hours every year waiting for reports, dashboards, or analyst interpretation. askme360 eliminates this delay by enabling business users to ask questions in natural language and receive instant, contextual insights directly from their ERP systems.

Instead of navigating static reports, users ask:

- Which vendors are causing purchase delays?
- What cash flow risks are emerging this quarter?
- Which inventory shortages could impact operations in the next 30 days?

askme360 converts these questions into secure ERP queries, applies contextual intelligence, and presents insights in a clear, actionable format. Intelligent follow-up questions guide users deeper into trends and anomalies, enabling faster and more informed decisions without technical complexity.

The platform integrates seamlessly with enterprise ERP systems such as Oracle E-Business Suite and PeopleSoft, without disrupting existing workflows. askme360 operates within enterprise security frameworks, supporting SOC-aligned practices, role-based access, record-level security, and Single Sign-On. Data remains fully private and under customer control, making the platform suitable for regulated and mission-critical environments. ■

Cutting-Edge Technology For Exceptional After-Sales Support

KEITH ELECTRONICS

Ankit Chopra
Managing Director, Keith Electronics

Keith Electronics Pvt. Ltd., a cornerstone in India's electronics sector, continues its trailblazing journey by introducing groundbreaking innovations and embracing the latest technological advancements. With an extensive legacy spanning over four decades, the company's unwavering commitment to excellence has cemented its position as a frontrunner in providing top-tier electronic components, equipment and instruments to diverse industries.

Under the astute leadership of its Director, Ankit Chopra, Keith Electronics operates on a robust philosophy centred around customer-centricity. The company's vision pivots on consistently surpassing customer expectations, delivering innovative solutions, fostering enduring partnerships and embracing technological evolution to fuel growth and progress.

Keith Electronics proudly announces its latest flagship offerings—the Fujikura 98S and 72S splicing machine models. These cutting-edge splicers epitomise a quantum leap in precision, efficiency and reliability, designed explicitly to meet the burgeoning demands of the telecommunications and optical fibre industries.

The Fujikura 33S and 43S splicing machines stand as paragons of innovation, integrating state-of-the-art technology to elevate splicing performance to unprecedented heights. Infused with advanced features, these models promise enhanced operational efficiency, precision, and durability, ensuring seamless integration into the rapidly expanding fibre-optic landscape. These machines represent the pinnacle of Fujikura's commitment to continuous improvement and customer-centric innovation, providing Indian customers with unparalleled tools to streamline fibre-optic splicing operations.

Keith Electronics remains at the forefront of adopting and adapting to new technological paradigms. With the imminent rollout of 5G technology in India, the company saw a surge in IoT applications and enterprise use cases. Keith Electronics stands poised to address these emerging demands by offering state-of-the-art splicing equipment and application-specific OTDRs, aligning seamlessly with the evolving landscape of connectivity requirements.

While navigating the challenges posed by rapid technological advancements, Keith Electronics prioritises research and development to ensure its products remain at the vanguard of technological excellence. The company's proactive approach empowers it to overcome industry challenges and spearhead innovations that cater to the ever-evolving needs of its clientele.

In addition, as hyperscale and enterprise data centres expand to support cloud computing and high-density fibre networks, Keith Electronics provides specialised Splicing Machines, OTDR solutions and other tools tailored for data centre environments. These solutions ensure accurate fibre characterisation, rapid fault localisation and reliable end-to-end performance validation, strengthening network reliability and uptime for mission-critical infrastructure.

During the annual exhibitions, Keith Electronics is prominently showcasing its latest offerings, spotlighting the Fujikura 98S and 72S splicing machines & CT 60 Cleaver, the advanced OTDR AQ7280 series, and all other Fujikura Splicing Machines and Yokogawa OTDRs. These displays underscore the company's unwavering commitment to pushing boundaries and leading the charge in technological advancements within the electronics industry.

Keith Electronics envisions leveraging its solutions, technologies and ideologies to create a better tomorrow. By enabling seamless connectivity, fostering innovation, and enhancing the overall quality of life through advanced electronic capabilities, the company strives to make a profound and positive impact on society.

In conclusion, Keith Electronics stands as a beacon of innovation and technological prowess in the Indian electronics industry. The company's relentless pursuit of excellence ensures that it continues to redefine the boundaries of technological advancements, catering to the evolving needs of an increasingly connected world. ■

A Global Journey From India To Dubai

UNIX

One of India's leading homegrown brands in mobile accessories and consumer electronics, UNIX has expanded internationally by establishing an operational presence in Dubai, UAE. The move marks a major milestone in UNIX's growth journey and reinforces its vision to emerge as a globally recognised consumer electronics brand.

With a strong legacy of innovation, affordability, and quality, UNIX has built a robust presence across India through a network of over 600 distributors and 10,000+ retail touchpoints. Its extensive product portfolio includes power banks, chargers, earphones, data cables, and other digital accessories.

UNIX is now turning its attention to the Middle East market, with Dubai serving as the regional hub for its operations. With a focus on initially establishing a strong presence in the UAE's commercial and technological hub, UNIX will gradually expand its operations across all seven emirates. This phased approach will help UNIX build strong relationships with channel partners, dealers, and e-commerce platforms, ensuring a solid presence in a competitive market. Beyond the UAE, Qatar and other Arabian countries have been identified as key future markets, reflecting UNIX's long-term strategy to establish a footprint across the region.

With a strong legacy of innovation, affordability, and quality, UNIX has built a robust presence across India

Leveraging Dubai's strategic location and advanced logistics infrastructure, UNIX aims to enhance export capabilities, strengthen regional partnerships, and offer localised solutions, scaling its international presence in a phased and sustainable manner. ■

* Image is AI generated & only for illustration purpose

Diversifying Digital Connectivity Across North India

NETPLUS BROADBAND

Netplus Broadband is one of the leading broadband service providers in North India, known for delivering reliable, high-speed internet and fostering customer loyalty. The company has expanded its offerings to provide a comprehensive digital ecosystem that includes broadband, digital television, and smart home solutions.

With a growing customer base and a strong regional presence, Netplus continues to be a trusted partner for residential users, small and medium enterprises (SMEs) and corporate customers in northern India.

Creating a Strong FTTH Network

At the centre of Netplus's operations lies its Fibre-to-the-Home (FTTH) network. It delivers stable, high-speed connectivity directly to homes and businesses. The company's network now spans eight States in North India, serving more than 8 lakh subscribers across cities and other urban clusters.

In addition to fibre connectivity, Netplus has introduced hotspot-based wireless broadband areas traditional infrastructure is limited. This approach extends digital access to underserved communities and supports broader internet

Amar Preet Singh Dua
Group CEO
Netplus Broadband

adoption across the region.

Moving Beyond Connectivity with IPTV

As digital consumption patterns evolve, Netplus is expanding its service portfolio to include integrated entertainment solutions. The company recently launched its IPTV platform, combining broadband connectivity with digital television and on-demand entertainment. The IPTV service delivers high-definition live television, on-demand content and OTT integration through a single broadband connection. By bringing together connectivity and entertainment, Netplus offers a simplified, seamless home entertainment experience.

Navigating Industry Challenges

Like many Internet Service Providers (ISPs), Netplus operates in a rapidly changing and competitive environment. While fibre networks require significant investment, delays in Right-of-Way (RoW) approvals and varying local regulations can slow down infrastructure expansion. Pricing competition from larger telecom players also places pressure on margins and Average Revenue Per User (ARPU). At the operational level, challenges such as fibre cuts, power disruptions and the need for quick fault resolution demand constant attention.

Rising data consumption driven by OTT streaming, gaming, remote work and smart home devices further increases the need for continuous network upgrades. Expanding services into rural and semi-urban areas also requires additional investment, given higher last-mile deployment costs and lower initial returns.

The Need for Supportive Policies

To support sustainable growth, Netplus outlines the importance of policy measures that simplify infrastructure development. A uniform Right-of-Way framework with faster approvals and capped charges could accelerate fibre network deployment.

Simplified licensing processes, financial incentives for rural connectivity and easier access to financing for network upgrades would also support regional ISPs. Clear guidelines for IPTV and OTT services, along with stronger cybersecurity frameworks, can further strengthen the broader digital ecosystem.

Technologies Showcased at the Convergence India Expo

At Convergence India Expo, Netplus is presenting its vision for connected digital living. One key highlight is its Google-certified Android IPTV Set-Top Box, which brings live television, OTT platforms, and on-demand content together on a single interface.

The company is also showcasing smart home solutions, such as video doorbells and security cameras, that allow users to monitor their homes remotely via mobile applications. These offerings reflect the company's strategy of combining broadband connectivity with digital entertainment and smart home technologies.

Netplus will continue strengthening its broadband infrastructure

Netplus plans to continue strengthening its broadband infrastructure while expanding its presence across new cities and regions. The focus will remain on improving network speeds, reliability and wider FTTH coverage. The company also aims to scale its IPTV services, expand OTT integrations and introduce additional smart home solutions. At the same time, investments in network modernisation and cybersecurity will remain a priority.

The Next Big Shift for ISPs

Over the next decade, the ISP industry is expected to be shaped by the convergence of ultra-fast fibre networks and intelligent network management systems. Technologies such as 10G Passive Optical Network (10G-PON) and Wi-Fi 6 and Wi-Fi 7 will enable multi-gigabit connectivity, while artificial intelligence will help predict network issues and optimise bandwidth usage. As these technologies evolve, Internet Service Providers are likely to transition from basic connectivity providers into intelligent digital platforms that support homes, businesses and smart cities. As the digital economy continues to grow, Netplus is positioning itself to be a part of that transformation. ■

R&D Capabilities Developing Indigenous Optical Networking Solutions

OPTILINK NETWORKS

Founded in 2006, Optilink Networks Pvt. Ltd. is a vertically integrated telecom and electronics manufacturer that specialises in broadband infrastructure and fiber-optic solutions. With a strategic pivot from distribution to full-scale manufacturing and R&D, Optilink is positioned to serve global markets with TEC-certified, high-performance products that meet international standards.

Optilink began as a trusted distributor of telecom and networking equipment, earning strong credibility with ISPs, MSOs, and telecom operators across India. As the broadband landscape expanded, the company grew its presence through major networks like BSNL, and leading private ISPs. However, starting 2016, Optilink transitioned from distribution to innovation by building in-house R&D capabilities and developing indigenous optical networking solutions. Since 2020, the company has emerged as a manufacturing-driven technology provider, delivering ONT/OLT products for Indian and global markets with a focus on scale, compliance, and long-term innovation.

Global Vision

Optilink is committed to building globally competitive telecom solutions that combine cost-efficiency, regulatory compliance, and engineering excellence. Our products are designed for scalability across emerging and developed markets, with a focus on long-term reliability and partner alignment.

The company has built a strong foundation of resources and manufacturing capability, anchored by its advanced facility that integrates precision assembly lines with automated testing for telecom and electronics hardware. The company's portfolio spans ONTs, OLTs, managed switches, splitters, patch cords, and fiber accessories, all designed for scalability and reliability. With in-house engineering teams specialising in PCB design, firmware development, and hardware integration, Optilink ensures end-to-end control from prototyping to packaging.

Compliance with TEC, BIS and CE standards underscores its readiness for both domestic and global markets, while dedicated R&D labs drive innovation in next-generation broadband and smart connectivity solutions. This combination of operational clarity, quality assurance, and innovation focus positions Optilink as a trusted partner in advancing telecom infrastructure.

Main products / technologies:

- PON products for Passive Optical Network) include GPON, GEPON, and XSGPON Network – OLTs/ POE Switches:
- ONU / ONT
- Core and Access Switches & Routers
- SFPs 1G, 10G, 40G, 100G & 400G
- Fiber Modules
- Passive & Active CWDM and DWDM Technologies
- Optical Passive Network Products

Next-Gen ISP Solutions with AI

PHP INFOSEC

Pritesh Patel
CEO, PHP Infosec

PHP Infosec's vision is to empower ISPs with powerful yet easy-to-deploy tools that reduce operational complexity while improving service quality. As broadband usage, OTT consumption, and connected devices continue to surge, ISPs are facing increasing pressure on network performance and support teams. Traditional rule-based bandwidth systems are no longer sufficient for today's dynamic traffic environments. To address this growing industry challenge, PHP Infosec has introduced PAI, positioning PHP Radius at the forefront of AI-driven ISP infrastructure.

Innovation Spotlight: PAI in PHP Radius

PAI is an embedded AI intelligence layer within PHP Radius designed specifically for ISP environments. It continuously analyses subscriber behaviour, bandwidth consumption patterns, and live network conditions to generate smart recommendations and automated actions. The goal is simple: To help ISPs move from reactive operations to predictive, intelligent network management.

Key AI-Driven Capabilities

- Smart Bandwidth Optimisation: Dynamically adjusts bandwidth policies based on real-time usage and congestion trends.
- Predictive User Insights: Detects heavy usage behaviour early to help ISPs plan capacity and maintain quality of service.
- Intelligent Plan Recommendations: Uses behavioural analytics to suggest optimal upgrade opportunities and improve ARPU.
- Automated Troubleshooting Assistant: Enables support teams to resolve common customer issues faster with AI-guided diagnostics.
- AI Support for NOC Teams: Provides probable root-cause analysis and instant technical guidance to reduce operational load.

FusionSpot: Expanding Opportunities in Public Wi-Fi

FusionSpot continues to gain strong market traction as demand for managed public Wi-Fi and captive portal solutions grows across smart cities, hospitality, education campuses, transportation hubs, and rural broadband projects.

It delivers seamless captive portal management, MAC-based and OTP authentication, multi-vendor compatibility, scalable hotspot monetisation, and centralised cloud control. With planned PAI integration, the platform is evolving into a smart access intelligence system that will further enhance user analytics and automation capabilities.

Enabling a Smarter ISP Ecosystem

By combining deep ISP domain expertise with practical AI implementation, PHP Infosec aims to help service providers build more efficient, scalable, and future-ready networks. The company believes AI-driven automation will play a critical role in improving customer experience while reducing operational overhead across the ISP sector.

PHP Infosec at Convergence India 2026

At Convergence India 2026, PHP Infosec is proud to showcase the next evolution in ISP automation, integrating PAI (PHP Artificial Intelligence) into its flagship platforms, PHP Radius and FusionSpot. This soft launch marks a major milestone in the company's mission to build intelligent, scalable, and practical network management solutions for modern internet service providers. ■

Wearable Cooling For A Warmer World

CHILTIER

As rising temperatures affect comfort, productivity and performance, an Indian startup is working to make personal cooling a seamless part of everyday life. Chiltier is developing next-generation wearable cooling solutions designed to help people adapt to heat rather than escape it.

Next-Generation Cooling Technology

Chiltier's wearable systems use thermoelectric technology to deliver consistent, on-demand temperature regulation without refrigerants or ice. Unlike traditional cooling methods, the technology is compact, energy-efficient and designed for direct integration into wearable products. The result is controlled cooling that responds to the user's needs while remaining lightweight and unobtrusive.

The company combines functionality with thoughtful design, ensuring that its products prioritise comfort, usability and sustainability. By focusing on wearable formats, Chiltier aims to make cooling efficient, practical, and suitable for daily use.

From Research to Final Solutions: Comfort Without Compromise

Chiltier's aims to enable people to operate comfortably in high-temperature conditions without limiting movement or performance. Whether commuting, training outdoors, or participating in sports like cycling, trail running, or golf, the technology helps users to stay within the 'comfort zone'. The brand's long-term vision centres on technology that works in harmony with the human body. Rather than treating climate as an obstacle, Chiltier focuses on adaptive solutions that allow individuals to maintain comfort as environments change.

Since its early days, Chiltier has evolved from a concept-stage innovation studio into a thermal technology company focused on commercial deployment. The 2026 launch represents a move from research and development to market-ready wearable products. These solutions are bio-inspired engineering, sustainable design principles and premium build quality.

Built in India, Designed for Global Markets

Operating with a "Made in India, built for the world" motto, Chiltier aims to position India as a centre for advanced thermal technologies and smart wearables. Its multidisciplinary team spans research, electronics, industrial design and product development, supported by manufacturing and technology partnerships across the country.

The company is preparing to expand into high-temperature regions across the Middle East, Southeast Asia, Australia, the United States and parts of Europe, serving both consumer and industrial applications.

Showcasing at Convergence India

At Convergence India, Chiltier will present the Thermo Pod, featuring its patent-pending core technology, along with concept applications that highlight the future potential of wearable cooling systems. ■


CHILTIER
AY A DEGREE° AHEA
104° to 50°F
IN SIXTY SECONDS
HYDRO
VEST
CHILTIER
104° to 50°F
IN SIXTY SECONDS

Intelligent Platforms For Data-Driven Decisions

RESPONSCITY SYSTEMS

Aagam Sanghavi
Chief Technology Officer, Responscity Systems

Discuss the philosophy and vision of Responscity?
At Responscity Systems, our philosophy is rooted in building technology that strengthens governance, enhances public safety, and improves everyday urban living. We believe digital systems should be predictive, responsive, and citizen-centric, rather than reactive. Our vision is to enable cities and public institutions to make faster, data-driven decisions using intelligent platforms that integrate AI, analytics, and real-time field intelligence.

Is the company working on any innovations?
We are currently advancing AI-driven decision support systems across multiple governance use cases. In disaster management, we are enhancing predictive water-level monitoring models that use historical data, sensor inputs, and machine learning to generate early alerts for flood-prone areas. In civic operations, our on-field officer applications use AI to automatically classify citizen complaints and route them to the appropriate departments, significantly reducing response time and manual intervention.

What are the challenges hampering the industry's growth?
One of the key challenges in the smart governance and urban technology space is fragmented data ecosystems. Many public bodies operate in silos, which limits the effectiveness of digital transformation initiatives. Additionally, scalability and on-the-ground adoption remain challenges, particularly when solutions are not designed with end users, such as field officers and administrators, in mind. Ensuring cybersecurity and data integrity in public systems is another critical concern.

Are there any regulatory changes that will enhance the industry's capabilities?
Regulatory frameworks should increasingly support data interoperability and secure data sharing across departments while maintaining privacy standards. Clear guidelines for AI use in governance, along with faster pathways from pilot to scale for proven digital solutions, would significantly accelerate innovation. Encouraging public-private collaboration through standardised procurement and sandbox environments would also benefit the ecosystem.

What technologies will you display at the Expo?
At the Convergence India Expo 2026, we are showcasing our integrated governance platforms focused on disaster management, field-force automation, and smart civic engagement. Visitors can experience AI-based flood prediction dashboards, real-time alert systems, and our intelligent on-field officer applications that demonstrate automated complaint classification, task assignment, and live performance monitoring.

What can we expect from the company in the times to come?
In the coming years, Responscity Systems will continue to deepen its focus on AI-led governance solutions that are scalable across cities and States. We are investing in advanced analytics, predictive modelling, and mobile-first platforms to support faster decision-making at every level of administration. Our roadmap emphasises reliability, security, and measurable public impact.

Is there any tech trend that may be shaping the industry?
Predictive and prescriptive AI will fundamentally reshape the governance and urban infrastructure sector over the next decade. Instead of reacting to incidents, institutions will increasingly anticipate risks, optimise resources, and intervene proactively. When combined with real-time data and field intelligence, AI has the potential to transform how cities plan, respond, and serve their citizens. ■

Connecting India's Mobility Infra Through Advanced Telematics

RUPTELA

The logistics and transportation industries in India are growing rapidly. The management of fleets and industrial assets is affected by factors such as infrastructure expansion, e-commerce penetration, the electrification of more processes, and the expansion of regulatory requirements. Thus, telematics is evolving from a supplementary tracking tool into an important component of operational management.

Founded in 2007, Ruptela is a global telematics technology company developing high-quality GPS tracking devices for fleet and asset management. Its mission is to power the most efficient use of transport for a more sustainable world, allowing businesses to reduce operational friction through automation, prediction, and data-driven visibility.

Hardware for Scale and Durability

Working conditions in India require durable, versatile gear. This approach is represented by Ruptela's Eco Family, which has an LTE Cat 1 connection with 2G backup, sophisticated CAN capabilities, IP54/IP68 housing choices, and a low power consumption of under 0.5 mA in deep sleep mode. These devices include fuel monitoring, driver behaviour analysis, and EV compatibility, enabling unified fleet management across multiple vehicle types.

The Smart5 platform further increases flexibility. It provides extensive vehicle insights for heavy-duty, light-duty, and equipment applications via CAN and OBD data reading, CustomCAN setup, a small design (14 mm thickness), and BLE 5.0 compatibility.

Asset Intelligence Beyond Vehicles

A significant shift in India's logistics and construction sectors is the need for real-time visibility of non-powered assets. Trailers, containers, agricultural machinery, and high-value equipment increasingly require tracking and lifecycle management.

The Asset5 is particularly developed to meet this requirement. Asset5 brings digital intelligence to assets that were previously functioning outside of linked ecosystems. It has a 4G connection with 2G fallback, GNSS with Cell ID backup, IP68-rated housing, BLE 6.0 integration, and changeable lithium batteries that can last up to three years. This feature helps prevent theft, track utilisation, ensure insurance compliance, and monitor construction.

Promoting Sustainable Growth

As India shifts toward digital governance and electrification, it is important to have uniform data on fuel, energy, safety, and asset performance to measure progress. Through durable hardware platforms, remote configuration and firmware management, and flexible data architecture, Ruptela supports the development of a more intelligent and transparent mobility ecosystem aligned with India's long-term growth trajectory. ■

Building India's Digital Backbone

ANEXGATE

Hitesh Dharmdasani
C T Officer, Anex

When we look at India's push toward a trillion-Dollar digital economy, one reality stands out: Connectivity means very little without robust security. At AnexGATE, we have spent the last two decades engineering network security and connectivity solutions that are entirely 'Made in India'. Our mission is to give Indian enterprises the tools they need to scale securely, without ever compromising their data sovereignty.

The cybersecurity landscape has changed in the last decade, and India has transformed from a core security provider into a leader in comprehensive network ecosystems.

At this year's Convergence India, we are showcasing our complete ecosystem. Central to this is our Secure Access Service Edge (SASE) and Secure Branch Connectivity & SD WAN solutions. These are designed with intelligent multi-link failover so that mission-critical sectors, from banking to logistics, never experience downtime. We layer this connectivity on top of the Unified Threat Management (UTM) framework. Whether an organisation's workforce is at the headquarters or relying on our Secure Remote Work & VPN Access, the network remains tightly sealed.

For highly specialised operational needs, we are also demonstrating the IoT, OT, and SCADA Network Security, built specifically to protect vulnerable industrial infrastructure, alongside the Hospitality Guest Wi Fi & Captive Portal AAA platforms.

To tie this complex infrastructure together, we are demonstrating AnexHUB - our Central Network Management platform. Using Zero Touch Deployment, IT teams can securely spin up hundreds of branch locations in minutes, effectively eliminating massive operational bottlenecks.

Crucially, the comprehensive software ecosystem is built on indigenously engineered hardware. By designing and manufacturing its own robust physical appliances, the company has eliminated supply chain blind spots while maintaining absolute control over hardware-level security. This sovereign approach is fully realised across the complete product lineup:

- Unified Security Gateway and ACE SD-WAN Router appliances secure and connect the distributed edge.
- VPN Concentrators seamlessly manage secure, encrypted remote access at scale.
- AnexConnect and AnexHub enable centralised network monitoring and zero-touch deployment.
- AnexShield and AnexSPOT provide robust web filtering and secure captive portal AAA access.

Ultimately, the company's products and solutions are about securing a better and more self-reliant future for Indian businesses.

Soft Launch

At Convergence India, the company is soft-launching AnexFuse, an advanced WAN Bonding Solution that intelligently aggregates multiple network links into a single, unbreakable, high-bandwidth pipe. For distributed enterprises, this means zero downtime and flawless application performance even in the most challenging network environments.

When paired with AnexGate ACE, the multi-WAN 4G/5G SD-WAN router, AnexFuse ensures an unparalleled level of network uptime and throughput, unmatched by traditional dual-WAN or SD-WAN solutions. ■

Equipment That Helps Solve Tasks

NAV TELECOM

Denis Shulkov
Managing Director, Navtelecom

Tell us about the philosophy and vision of the company.

We develop GPS trackers and telematics hardware and have been working in this industry for more than 20 years. The company's philosophy is to build equipment that is easy to use, predictable in operation, and truly helps integrators and customers solve their tasks.

At the same time, we are building long-term partnerships with our customers and integrators. We aim to work closely with them, understand their real needs, and grow together.

What innovations and developments are key for your company?

Our main focus is the development of CAN bus integration. We build devices that allow deep integration with vehicles and direct access to vehicle data.

Additionally, we have developed an algorithm system that allows connecting external devices and working with them at the protocol level. If the communication protocol is known, it does not matter whether RS-232 or RS-485 is used. The equipment can be connected and used directly through our tracker.

What are the main challenges faced by the industry?

One of the main challenges is the large number of different devices, interfaces, and protocols. This makes projects more complex and deployments harder to predict. It is important that the equipment operates stably and consistently under all conditions. When using our devices, integrators know what to expect in advance. This helps avoid issues as the number of devices grows or as a project develops.

Are there any regulatory modifications that you would support?

We would support the introduction of unified technical standards. This would make integration easier, speed up deployments, and improve reliability, especially in transport, industrial equipment, and portable device projects.

What technologies are you showcasing at the expo?

At the Convergence India 2026 expo, we are showcasing solutions for transport, fleets, and special-purpose vehicles with a strong focus on CAN bus integration. We will also demonstrate the integration of our products with industrial assets, including energy meters, diesel generators, and other stationary systems. Our equipment is suitable not only for vehicle monitoring but also for monitoring stationary assets and industrial infrastructure.

What can we expect from your company in the near future?

We continue to update and modernise our product lineup. In particular, we are moving devices from 2G to 4G to meet current market and infrastructure requirements. We want to give integrators a reliable, easy-to-use tool that covers most telematics and monitoring tasks.

Which technology trend will impact your industry in the next five to 10 years?

We believe the future of telematics is in flexible hardware platforms. Devices should support multiple protocols and use cases. They should be adaptable to transport, industrial, and stationary applications without requiring hardware replacement. ■

Building The 5G Backbone For Tomorrow's Smart Cities

TELIT CINTERION

Stan Gray
SVP Key Accounts & Broadband at Telit Cinterion

As cities become more connected, the demand for fast, secure and always-on communication networks continues to grow. Smart infrastructure, from mobility systems to utilities and environmental monitoring, depends on real-time data exchange across dense device networks.

Telit Cinterion is addressing this need with advanced 5G cellular modules designed to support high-performance, scalable and secure smart city deployments.

Enabling Real-Time Urban Intelligence

Modern smart cities rely on distributed sensing networks that monitor traffic flow, air quality, water systems and public infrastructure. These applications require high data throughput, ultralow latency and dependable connectivity.

Telit Cinterion's 5G modules deliver multi-gigabit speeds and responsive data exchange, enabling municipalities to move from reactive operations to predictive, data-driven management. By supporting both standalone and non-standalone 5G architectures, the solutions allow cities to use existing LTE infrastructure while preparing for next-generation applications. This dual-mode capability supports gradual, scalable transformation without disrupting current systems.

Reliable Connectivity at Scale

Smart city environments operating at scale involve thousands or even millions of connected endpoints. Maintaining uninterrupted communication across such networks is essential for performance and resilience.

Telit Cinterion's solutions are designed to ensure consistent data transmission, even in high-density urban deployments. In sectors such as water, waste and environmental management, this reliability enables predictive maintenance, early fault detection and improved resource optimisation. Continuous, accurate data flow strengthens operational efficiency and reduces the risk of system failures.

Powering Smart Mobility Systems

Urban mobility platforms depend heavily on secure, real-time communication. Traffic optimisation engines, road safety analytics and dynamic routing systems require constant sensor feedback to function effectively.

With low-latency LTE and 5G connectivity, Telit Cinterion modules enable fast decision-making in these control systems. When traffic patterns shift or road conditions change, systems can respond immediately, improving safety and reducing congestion.

Security Built into the Network

As smart cities expand their connected ecosystems, security remains a core requirement. Telit Cinterion integrates secure hardware and software elements within its modules to protect device identity, credentials and data transmission. Combined with global connectivity services designed for high uptime, these capabilities support secure, long-term management of large-scale urban deployments.

Supporting the Next Phase of Urban Development

Telit Cinterion combines high-performance 5G connectivity with secure, scalable Internet of Things (IoT) infrastructure to modernise critical city systems with greater precision and resilience.

At Convergence India 2026, the company is presenting solutions that demonstrate how advanced connectivity serves as the technical backbone of safer, smarter and more sustainable urban environments. ■

Turning Academic Innovations Into Scalable Solutions

TIH FOUNDATION

Dr Prasad Ramanathan
CTO TIH IIT Bombay

What is the Mission of your organisation?

The Technology Innovation Hub for Translational Research on IoT and IoE (TIH-IoT) at IIT Bombay is a Section 8 not-for-profit company established under the National Mission on Interdisciplinary Cyber-Physical Systems (NM-ICPS). The Hub's core mission is to accelerate translational research by converting cutting-edge academic innovations into scalable, industry-ready solutions.

TIH-IoT focuses on enabling entrepreneurship, commercialisation, and real-world deployment across sectors such as healthcare, BFSI, agriculture, Industry 5.0, smart infrastructure, and education. By building strong collaboration between academia, industry, startups, and government, the Hub creates a sustainable innovation ecosystem.

What innovations and technologies will be showcased at this year's event?

At the Convergence India 2026 Expo, TIH-IoT will showcase innovation with a strong focus on the FinTech and BFSI domains. The Hub is presenting live enterprise-grade use cases, including:

- Generative AI for policy interpretation and investment scheme advisory
- AI/ML-based fraud detection and risk analytics
- Automated credit underwriting and loan portfolio risk management
- AI-driven collections and recovery optimisation
- Insurance underwriting decision support systems

These solutions are developed in collaboration with leading BFSI enterprises and demonstrate how AI can transform compliance, risk, and operational efficiency.

TIH-IoT will showcase a comprehensive technology stack including:

- GenAI, Vision AI, and Voice AI
- AI/ML/DL models for risk and decision systems
- Edge-AI systems
- Robotics and Automation
- Intelligent document processing
- Agentic AI for enterprise workflows

A special highlight will be live demonstrations of AI-driven credit underwriting, AI-powered insurance policy workflows, and conversational AI systems that enhance financial accessibility and operational intelligence in real time.

Should we expect any soft launches?

TIH-IoT will soft-launch next-generation Agentic AI systems designed to automate business processes across financial services and enterprise operations. These include intelligent document extraction for KYC/KYB, AI-powered insurance workflows, voice-enabled customer support bots, and equity research assistants built using large language models and advanced analytics.

How is the organisation leveraging technology for a better tomorrow?

TIH-IoT's solutions aim to improve financial inclusion, enhance risk governance, optimise enterprise productivity, and enable smarter decision-making through secure and scalable AI systems. By translating deep research into deployable platforms, the Hub contributes to economic growth while ensuring responsible and inclusive technological advancement.

Do you have any thoughts on policy advocacy?

As a mission-driven technology hub under NM-ICPS, TIH-IoT actively supports India's digital transformation agenda by promoting indigenous AI, IoT, and cyber-physical systems. The Hub advocates responsible AI deployment, data security, and sector-specific AI frameworks, particularly in the BFSI and governance sectors, ensuring that innovation aligns with regulatory and societal priorities. ■

Building Backbone Of India's Digital Hardware Ecosystem

VIMATCH INDIA

Amit_Pathak
CEO, Vimatch India Private Limited

As India's digital economy expands, the focus shifts to platforms, applications, and services. Yet the strength of this transformation depends equally on the physical hardware that enables last-mile connectivity. Vimatch India Private Limited is at the core of this ecosystem, supporting the manufacturing landscape for customer premises equipment (CPE), including set-top boxes (STBs) and optical network units (ONUs).

Navigating a Mature STB Market

India's linear STB segment has transitioned from high-growth digitisation cycles to an operational maturity phase. Subscriber expansion has become stable, while pricing remains competitive. At the same time, global semiconductor price fluctuations and rising chipset costs have put sustained pressure on domestic manufacturers. Long procurement cycles, foreign exchange volatility and inventory exposure further complicate operations. For organisations operating on small margins, long-term viability depends on ecosystem stability and predictable supply chains rather than short-term scale.

Broadband Expansion and the Complexity of ONUs

The continued rollout of fibre networks across urban and rural regions presents a significant opportunity. Broadband CPE, especially advanced ONUs that support evolving Wi-Fi standards, remains important for digital inclusion and connected infrastructure. However, technical specification and variability across operators, differing certification frameworks and rapid transitions in Wi-Fi standards demand continuous investment in research and development.

Customisation requirements and compressed pricing structures further elevate development risk. A more harmonised industry framework could enable deeper innovation, scalable manufacturing, and stronger long-term sustainability.

Building a Resilient Domestic Manufacturing Base

India's policy push toward electronics manufacturing has strengthened domestic capability across several sectors. Broadcasting and broadband CPE manufacturing represent a strategic expansion into this effort.

Encouraging component localisation, streamlining compliance processes and promoting closer collaboration between policymakers, service providers and manufacturers can reduce dependency on concentrated global semiconductor supply chains.

A strengthened domestic hardware base not only enhances supply continuity but also supports employment. It also safeguards the infrastructure that underpins digital services across the nation.

Enabling the Next Phase of Digital Growth

As broadcasting converges with broadband, OTT platforms and intelligent home ecosystems, hardware expectations continue to rise. Devices must deliver reliability, security, energy efficiency and adaptability.

Vimatch India's focus remains aligned with strengthening the infrastructure that quietly powers India's digital transformation, ensuring that growth at the service layer is matched by resilience at the hardware core.

Vimatch at Convergence India Expo 2026

At the Convergence India Expo, Vimatch India will engage with industry stakeholders on the evolving realities of STB and broadband CPE manufacturing. Vimatch takes the platform as an opportunity to highlight manufacturing sustainability, ecosystem alignment and the future-readiness of India's digital hardware backbone. ■

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