

2026

Convergence  
NOW

33<sup>rd</sup> Convergence  
India Expo

11<sup>th</sup> Smart Future Cities  
INDIA EXPO

EXPO NEWS

DAY 3

25 MARCH 2026 BHARAT MANDAPAM, NEW DELHI



From L to R: Dhruv Behl, Editor-in-Chief, autoX & Director, Exhibitions India Group; Shri Chirag Paswan, Hon'ble Union Minister Ministry of Food Processing Industries, Govt. of India; & Chandrika Behl, Managing Director, Exhibitions India Group.

## Startups & Young Innovators Driving Technological Advancements In The Food Processing Sector

The 33<sup>rd</sup> Convergence India and 11<sup>th</sup> Smart Future Cities India was honoured to welcome Shri Chirag Paswan, Hon'ble Union Minister, Ministry of Food Processing Industries, Govt. of India, as the Chief Guest on Day 2 of the expo.

In a Special Address to a large gathering of delegates and visitors, the Minister underscored the importance of integrating advanced technologies to modernise agriculture, while calling for a shift in focus from volume to value and quality of agricultural outputs. In the last decade, the government has promoted value addition in the agritech and food processing segments. The

introduction of 100% FDI in food processing has further enabled the sector to grow and thrive; however, we have yet to tap into its full potential. The Minister therefore lauded the role of startups and young innovators in driving technological advancements in the food processing sector.

Highlighting the Hon'ble Prime Minister's vision for Viksit Bharat @ 47 and increased access to global markets for Indian goods, he underscored India's recent successful Free Trade Agreements (FTAs), including with the EU. The Hon'ble PM has called the EU FTA the "Mother of all Deals" because it opens access to 27 European countries. He noted these agreements create opportunities for other nations to engage with India's R&D

capabilities and strengthen international collaboration on new technologies and ideas.

The Minister emphasised that stakeholder engagement with industry is crucial, urging participants to share their insights so the government can identify bottlenecks and develop responsive policies that meet the sector's needs.

The Minister said platforms like Convergence India help agritech and food processing stakeholders explore technology and enhance their capabilities. The event promotes sharing global ideas and best practices, guiding their use in local ecosystems. He congratulated the Convergence India team for creating a platform that supports and grows the agritech industry. ■



Abhishek Singh, IAS, Additional Secretary, Ministry of Electronics & IT, & CEO, India AI Mission, Gol

## *“India Holds Potential To Become A Global Hub For AI Inferencing,” Abhishek Singh, IAS*

**O**n Day 2, the 33<sup>rd</sup> Convergence India and 11<sup>th</sup> Smart Future Cities India expo drew strong engagement from visitors and delegates. Highlights included lively conference sessions, product launches, and exhibitor events, as well as an address by Chief Guest Shri Chirag Paswan, Union Minister for Food Processing Industries, Government of India.

Earlier in the day, Abhishek Singh (IAS), Additional Secretary, Ministry of Electronics & IT, & CEO, India AI Mission, Gol, highlighted India's potential to emerge as a global hub for AI inferencing, driven by strong talent, startups and industry participation. He also underscored the need to deploy AI responsibly to achieve inclusive societal impact. While delivering the keynote address during the session - AI: India's Next Trillion-Dollar Digital Bet, he pointed out that many countries regard India as the AI garage of the world, and top companies are looking at India's talent, engineers, and young people who have the ability to build the products of tomorrow. However, a key challenge is that the talent leaves the country due to a lack of early-stage funding. The government is therefore working with funds and VCs to support startups at the idea stage

and to incubate innovation within the country.

Building on his earlier remarks, Mr Singh emphasised the importance of real-world applications of AI: “With our young, skilled talent pool and a vibrant startup and innovation ecosystem, India is well-positioned to drive significant impact in AI. We already have a presence across the whole AI stack, with many of these technologies being showcased at the 33<sup>rd</sup> Convergence Expo. Together, they highlight AI's potential beyond models, and its applications across sectors such as power, mobility, IT, urban planning, and healthcare.”

Following the keynote, a series of conference sessions unfolded alongside the expo, featuring representatives from various government departments and industries engaging in high-value discussions. These centred on scaling AI adoption across industries, strengthening digital public infrastructure, the role of data centres in powering India's digital future, and the creation of sustainable models for broadcasting. In addition, the expo expanded the conversation to include global collaboration, smart mobility, and connected systems, such as connected vehicles, telematics innovation, and interoperable

transport ecosystems. These themes reflect the breadth of technologies shaping India's digital future.

This year, a number of leading technology players are showcasing solutions on the exhibition floor, including Redington, Introbot, Leeway, Bluel, and other ecosystem partners driving innovation across digital infrastructure, enterprise technology, and smart solutions.

### **Startup Pitch Competition**

The Innovation stage hosted an engaging, inspiring, and motivating 4<sup>th</sup> edition of the Startup Pitch Competition, showcasing innovative ideas and a challenging Q&A by the distinguished jury. Dubai World Trade Centre & Expand North Star, CES Las Vegas and Exhibition India Group jointly organised this highly anticipated event. Products and ideas were shared across smart energy, smart solution for agriculture, space, and eco solutions. The winner was Zerowatt Energy – an innovation focused on energy efficiency and AI-powered monitoring.

The winner was also awarded the prestigious Prem Behl award and has been given an opportunity to participate in the upcoming GITEX Europe and CES Las Vegas events.

## AI: INDIA'S NEXT TRILLION-DOLLAR DIGITAL BET



From L to R: Rahul Agarwal, Associate Director, ICT Growth Advisory, Frost & Sullivan; A Dhanalakshmi, Jt Secretary, Minister for Science & Technology GoI; Abhishek Singh, IAS, Additional Secretary, Ministry of Electronics & IT, & CEO, India AI Mission, GoI; Chandrika Behl, Managing Director, Exhibitions India Group; Dr Ajay Singh, Global Director and Head of AI, HCLTech; Dr. Biswajit Rath, Group Chief Data & AI Officer, Raymond Limited; & Sudhakar Singh, VP, Head of Responsible AI, Chief AI Security Officer, SAP.



### Other Awards

Among the other awards handed out during the day were:

- Convergence India Awards spanning Telematics, Industrial IoT, Innovative Product, and Excellence in Data Center Services.
- Fintech India Innovation Awards spanning Co-Operative Banking, Fastest Growing Housing Finance, Regtech Solution Provider, B2B Payments Platform, Excellence in Green Banking, etc. ■

## AI, EDGE & AUTOMATION: TRANSFORMING IOT SYSTEM INTELLIGENCE



From L to R: Anurag Dua, Partner, EY; Vivek Rajagopal, Group CAIO, Narayana Health; Prashant Hegde, Vertical Head – PPOGM, Heavy Industries & Transportation (Airports, Roadways & Seaports), Prama India Private Limited.; Dr. Marco Marechal, CEO, Connected Strategische Veranderingsprocessen BV, Netherlands; Anurag Jain, Vice President and Global Head of AI Engineering, HCLTech; Ashutosh Gupta, Director, Cloud Transformation, Global Service Delivery, Google Cloud; & Archana Singh, GM Network Operations, BSES



From L to R: Rajeev Mecheri, Director, Gallagher Security; Sounak Kumar Ray, Director, Phison, India; Rishi Khanna, Partner, EY; Praval Singh, VP, Marketing & Customer Experience, Zoho Corporation; Kunal A Bhat, Head, Global GenAI Centre of Excellence, NTT DATA; Shivendra Yadav, CTO, NVIDIA ecosystem, HCLTech; & Anthony Moillic, Field CISO - EMEA and APJ, Netwrix.

BANKING

INSURANCE  
GOVERNMENT

ENTERPRISE

# Driving India's Digital Future

## AEONX DIGITAL



**Deepak Bhardwaj**  
CEO, AeonX Digital  
Technology Limited.

India's AI ambitions demand infrastructure that can keep pace. AeonX delivers future-ready cloud architectures through deep expertise in AWS and Google Cloud — helping organisations migrate confidently, scale intelligently, and secure their environments against the data-intensive demands of tomorrow.

### Comprehensive SAP Solutions

AeonX offers end-to-end implementation, consulting, and managed services — transforming tangled business processes into streamlined, data-driven workflows so enterprises can move forward, not just manage systems.

### AeonX at 33<sup>rd</sup> Convergence India Expo

At the 33<sup>rd</sup> Convergence India Expo 2026, AeonX Digital Technology Limited will showcase its innovations across AI, IoT, and smart ecosystems. As these technologies continue to evolve, they increasingly rely on a strong, scalable, and secure digital foundation. AeonX's approach is built around three core verticals.

Our suite of purpose-built software products addresses industry-specific challenges that off-the-shelf solutions simply cannot. At the Expo, we are proud to showcase:

- **Manufex** — Smart manufacturing execution and operations management, built for Industry 4.0 demands.
- **SupplierX** — An end-to-end Procure-to-Pay platform with intelligent invoice automation, bringing speed and transparency to procurement.
- **OrderX** — Streamlined order management and fulfilment intelligence for modern commerce operations.
- **LogystiX** — A smart logistics and transport booking solution with AI-powered freight rate prediction, built for India's complex supply chain landscape.
- **Xpense** — AI-powered travel and expense management that cuts processing time and enforces policy automatically.
- **AeonxIQ** — An AI-driven intelligence layer that delivers actionable insights across business functions. ■

33<sup>rd</sup>  
Convergence  
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# THE CONVERSATIONS THAT MATTER ARE HAPPENING HERE

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



SCAN TO VIEW  
**CONFERENCE  
AGENDA**

# Ensuring Safe & Smooth Trading for Professionals

## ALARIC SECURITIES

In volatile, fast-paced financial markets, execution quality is imperative to the final results. Alaric Securities, a regulated brokerage platform, supports professional traders with infrastructure designed for the modern-day trading conditions. With over 15 years of experience, the firm works with institutional investors, active traders and proprietary trading firms across global markets. Licensed in both the European Union and the United Kingdom, Alaric Securities has built its reputation around reliable execution, flexible trading structures and technology that performs under pressure.

### Infrastructure Designed for Execution

Alaric Securities provides direct market access to the US, Japanese and European exchanges for equities, exchange-traded funds (ETFs) and options. Its trading platforms, Hammer Pro and Hammer Lite, are built to support low-latency execution across multiple liquidity venues, including dark pools and

market makers. The infrastructure is created to scale across different trading styles, from high-frequency strategies to multi-asset portfolio management. Integrated analytics deliver live market insights, enabling informed decision-making as market conditions change.

### Flexible Solutions for Professional Trading

Professional trading operations often require more than standard brokerage offerings. Alaric Securities focuses on providing flexible solutions that adapt to different

trading models and risk profiles. These include customised leverage structures, stock borrow programmes, and application programming interfaces (APIs) designed to integrate with existing trading systems. Asset managers can access risk management tools that provide live profit & loss tracking and portfolio analysis. Proprietary trading desks can use multiple strategies with operational control, while broker-dealers gain integration solutions aligned with their internal workflows.

The Transaction Cost Analysis tools provide better visibility of execution quality across venues. This helps traders assess routing efficiency, slippage, and performance outcomes.

### Evolving With Market Change

As markets, regulation and technology continue to expand, Alaric Securities contributes by supporting new trading opportunities. The firm is developing access to digital assets and thematic investment strategies, while incorporating machine learning to enhance execution analytics and routing intelligence. The focus remains on engagement with regulatory bodies, ensuring sync with the market structure, development and transparency needs.

### Supporting Performance Through Partnership

Alaric Securities is a universal partner for professional traders, providing execution quality, operational flexibility and transparent engagement. The approach reflects an understanding of the practical demands that every active trading operation faces in today's competitive market.

### Exhibits at Convergence India

At the 33rd Convergence India Expo, Alaric Securities will present its trading platforms and infrastructure capabilities. The aim is to offer visitors an opportunity to explore how its solutions support professional trading strategies across global markets. ■



# Providing Simplified Smart Platforms For Education Businesses

eduCOBOT



**Tarun R Agarwal**  
Founder, eduCOBOT

In a world increasingly driven by advanced technologies, the challenge is often not the availability of innovation but the ability of people to use it easily. Complex systems, technical jargon and fragmented tools can make powerful technologies feel inaccessible to educators, entrepreneurs, and professionals alike.

eduCOBOT's mission is to simplify complex problems through thoughtful technology. To do this, the company develops platforms that enable users to interact naturally with advanced

systems, making emerging technologies more accessible to classrooms and businesses alike.

## Empowering Educators to teach Emerging Technologies

Education clearly illustrates this philosophy. As artificial intelligence (AI), coding, and robotics become important skills for the future workforce, schools increasingly struggle to find educators with in-depth technical know-how. Yet many teachers already passionately guide and inspire students. Recognising this reality, eduCOBOT is a hybrid learning platform designed specifically for educators without a technical background.

The platform lets teachers confidently introduce students to emerging technologies through structured and easy-to-follow learning paths. It works across web platforms, mobile devices, and personal computers, and provides a guided roadmap so teachers can learn alongside their students.

The platform includes modules covering coding fundamentals, robotics, Python programming, blockchain, and data science, and aligns with widely followed academic frameworks such as CBSE, ICSE, IB and Cambridge curricula. Removing technical barriers helps educators focus on what they do best - teaching and inspiring learners.

## Helping Businesses navigate Digital Growth

The company's approach extends beyond

education into entrepreneurship and business development. Startups and growing companies often struggle to build marketing strategies, develop brand positioning, and reach the right audiences. Managing these tasks typically requires many tools, agencies, and processes.

To further support business users, eduCOBOT introduced chatterSWIFT, a separate platform designed to simplify digital marketing and drive business growth for startups and companies.

ChatterSWIFT uses intelligent analysis to review a company's website and assess its product positioning. It generates structured marketing strategies within minutes. The platform also prepares campaigns and customer engagement workflows for WhatsApp and Instagram. This offers a streamlined experience distinct from eduCOBOT's education-focused features.

This helps founders and teams focus more on building their products and engaging with customers, while the platform handles the complexity behind the scenes.

## Innovation designed for Real People

At the 33rd Convergence India Expo, eduCOBOT will demonstrate how its platforms simplify the adoption of advanced technologies in education and business. eduCOBOT believes technology should support people, not overwhelm them. In classrooms training future innovators or startups building new ideas, users should interact with technology easily and intuitively. ■

# Scaling Sustainability Through Partner Ecosystems

GLEXSCALE



**Sylvain Mogade**  
CEO, GlexScale



**Anne-Sophie Frossard**  
Co-Founder & CMO

## Tell us about the philosophy and vision of the company.

Our philosophy is rooted in partner-led growth, built on the belief that scalable impact comes from a strong ecosystem. Over 70% of high-growth SaaS companies generate significant revenue through partner ecosystems, yet many sustainability innovators still push through alone with capital-heavy direct models.

Our vision is to become the growth infrastructure layer for sustainability SaaS companies scaling across Europe, the Middle East, and Africa (EMEA).

## Could you discuss some of the company's innovations?

We have built an integrated model combining AI-powered ecosystem mapping, market prioritisation, partner recruitment, and lifecycle management into one framework. This model is powered by 512 active partners across 8 EMEA countries, covering ESG data, EV charging, and Smart Building IoT. We are now developing a SaaS platform to connect sustainability companies with pre-qualified EMEA partners.

## What are the roadblocks faced by your industry?

Several issues are hampering the growth of the industry. Regulatory fragmentation, cultural diversity, and dispersed ecosystems create friction at every turn. Partner strategies are equally underestimated. While finding partners is easy, activation, enablement, and long-term performance management are where most fail. The true bottleneck is not demand; it is

disciplined, ecosystem-driven execution across borders.

## What technologies will you display at the expo?

This year at the Convergence India expo, we will showcase our AI-driven EMEA ecosystem intelligence and partner activation methodology. Visitors will see live demonstrations of how our AI maps partner landscapes, score market readiness, and recommend activation sequences: a "war room for growth" on the expo floor.

For Indian tech companies eyeing EMEA, we will show how a company from Bangalore or Mumbai can identify its best first market, the right partners, and the steps to generate revenue in months, not years.

## What can we expect from the company in the times to come?

GlexScale is entering our "infrastructure phase." The model is proven through managed execution. We are looking to build the digital rails to scale them. Our SaaS platform will bring curated matchmaking, transparency into collaboration, and AI insights into one environment where a sustainability CEO in India can identify ready markets, connect with vetted partners, and track the pipeline from a single dashboard.

## Is there a tech trend that will reshape the industry?

We believe that AI-powered go-to-market intelligence will reshape expansion, the way GPS reshaped navigation. The winners will not be those with the best product alone, but those who build the smartest bridges to the right markets. ■



# Powering South, West, East & Central Delhi

53 Lakh Consumers,  
2.25 Crore Residents.

**#RoshanHaiMeriDilli**



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BSES



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# Building Smart, Connected Ecosystem

SPARSA DIGITAL



**Vishal Narula**  
Director, Sparsa Digital

## Please share the philosophy and vision of the company.

We are dedicated to building a smart, sustainable, and connected communication ecosystem. This vision is realised through the integration of green technology, intelligent software, and interactive innovations. Our solutions are designed to boost efficiency today while actively contributing to a smarter and more sustainable future.

## What are the innovations being developed by Sparsa?

**Signage Innovation:** We are continually innovating in signage, extending beyond mere displays to include lighting, sensors,

and simple paper-like screens. Our goal is to make communication seamless, engaging, and valuable, thereby increasing customer satisfaction and improving sales outcomes.

**Software Development:** We are working on new features for our existing signage platform, as well as new platforms to track both physical displays and other marketing materials.

**Hardware Focus:** We are enhancing our LED, LCD, and Electronic Shelf Label (ESL) displays. The displays are being integrated with advanced sensors and AI solutions to ensure they are more relevant and meaningful within customer spaces.

## What do you believe to be the main roadblocks impacting your industry?

A significant challenge towards adopting smart city technologies is the slow shift from conventional to digital communication infrastructure. This transition, particularly in large-scale settings, requires substantial initial capital expenditure (CAPEX). While these investments offer significant long-term value, the upfront cost can be a barrier.

Furthermore, some early adopters who attempted to go digital have unfortunately failed due to inadequate planning and poor post-sales support, making it difficult to regain trust in digital solutions. However, we are actively collaborating with many such organisations and are successfully rebuilding confidence through seamless service planning and execution.

## Are there any modifications in the regulatory framework that you would advocate for?

We advocate for stronger policies encouraging paperless communication, energy-efficient digital infrastructure, and centralised real-time information systems in public and commercial environments. Incentives for adopting green digital technologies, along with standardised frameworks for smart communication infrastructure, can accelerate digital transformation and help cities and organisations become more sustainable, transparent, and responsive.

## Please elaborate on the technologies on display at the expo.

The platform enables seamless over-the-air deployment, real-time monitoring, and diagnostics globally. The entire ecosystem is centrally managed by advanced remote content software. It is engineered with enhanced safety features, including robust encryption, secure authentication, and redundancy, for reliable, secure, uninterrupted operation within critical smart city infrastructure worldwide.

## Is there a trend that may reshape the industry?

The convergence of AI, IoT, and real-time data-driven communication will fundamentally transform the digital signage and smart communication industry. Intelligent systems will automatically adapt content based on environment, audience, and real-time data, making communication more personalised, automated, and impactful. Combined with paperless and energy-efficient infrastructure, this transformation will play a key role in building smarter, more sustainable, and highly responsive cities of the future. ■

# Future of Precision Sheet Metal Manufacturing

## ETERNA GLOBAL SOLUTIONS

India's digital infrastructure, from telecom towers and hyperscale data centres to EV charging stations and railway signalling networks, depends on a highly specialised manufacturing ecosystem. At the core of this ecosystem is the precision sheet-metal fabrication industry, which produces the critical enclosures, racks, and structural components that support modern technology infrastructure.

Eterna Global Solutions LLP views evolving industry demands as both challenges and opportunities. The company addresses the most pressing issues in India's precision fabrication sector and strengthens its role as a reliable manufacturing partner for infrastructure and technology companies.

### Navigating Raw Material Volatility

One of the biggest challenges facing sheet metal manufacturers is the volatility of global steel prices. Fluctuations driven by international commodity cycles, changing import policies and geopolitical developments can cause steel prices to swing significantly within a single financial year.

For fabrication companies working on project-based contracts with fixed quotations, this volatility requires careful planning. Strategic

sourcing, supplier partnerships and disciplined inventory management have become critical tools for maintaining cost stability while ensuring consistent project delivery.

### Bridging the Skilled Workforce Gap

Precision sheet metal fabrication increasingly relies on advanced manufacturing processes such as CNC press brake programming, robotic welding and high-tolerance machining. However, the industry faces a shortage of skilled professionals to operate and maintain these technologies. Manufacturers are therefore investing in internal training programmes, apprenticeships, and partnerships with technical institutes to build the next generation of skilled operators and engineers. Developing this talent pipeline remains essential for sustaining industry growth.

### Meeting Complex Certification Standards

Sheet metal components serve highly regulated sectors such as telecommunications, railways and data centre infrastructure, so manufacturers must comply with a range of certification and testing requirements.

Telecom enclosures often need ingress protection ratings such as IP55 and IP65. On the other hand, data centre racks must meet electromagnetic interference shielding standards. Railway infrastructure cabinets must comply with fire-resistance and vibration certification norms.

For manufacturers aiming to serve multiple industries or expand into export markets, navigating these compliance frameworks adds complexity to product design and development cycles.

### Accelerating Technology Adoption

The transition toward advanced manufacturing technologies is reshaping the precision fabrication sector. Modern facilities are increasingly integrating laser cutting systems, robotic welding cells and automated powder coating lines to improve production efficiency and product quality.

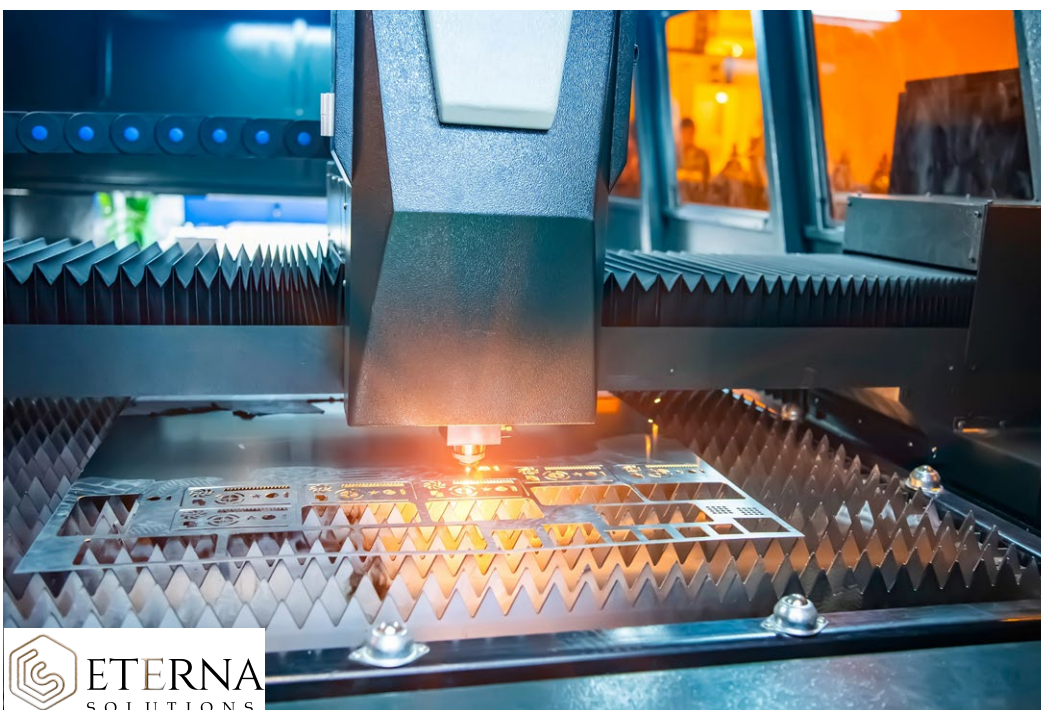
While these upgrades offer clear competitive advantages, they also require significant capital investment. Access to financing and supportive industrial policies, therefore, plays an important role in enabling manufacturers to modernise their production capabilities.

### Strengthening India's Manufacturing Ecosystem

For companies like Eterna Global Solutions, the future of the precision sheet metal sector lies in combining engineering expertise with modern manufacturing technologies and in developing a skilled workforce.

Visitors at the 33rd Convergence India Expo can explore how the company is contributing to India's growing digital infrastructure ecosystem. The goal is to provide advanced fabrication capabilities and industry-focused engineering solutions.

As India expands its digital networks, smart infrastructure, and high-tech manufacturing base, precision fabrication companies will remain essential partners in building the physical backbone that supports the country's technological growth. At the expo, Eterna invites visitors to engage with its engineering team and discover tailored solutions for their next-generation infrastructure projects. ■



# Powering India's Tech Independence

C-DOT



*Dr. Rajkumar Upadhyay*  
CEO, C-DOT

## Tell us about the philosophy and vision of the company.

Our philosophy at C- DOT is clear: India must design, develop, and own its critical communication technologies. Since our inception, we have worked with the same singular national vision that is secure, scalable, and inclusive, which serves both strategic and societal needs. Our vision extends beyond technology creation- we aim to enable digital empowerment, strategic autonomy, and long-term resilience for India's rapidly evolving digital economy.

## What are the new innovations being developed by the company?

Our current strategic focus is firmly aligned with the future of global telecommunications, particularly 6G and beyond. While 5G deployment continues to expand, we are already investing in next-generation research areas such as AI-native networks, intelligent and programmable cores, integrated sensing and communication, and ultra-reliable low-latency systems. Equally important is our proactive engagement in global standards development forums to ensure that Indian research and intellectual property contribute meaningfully to international specifications.

## What are the challenges faced by your industry?

The telecom sector today operates in an environment of rapid disruption and intense

competition. Short innovation cycles, high capital requirements, dependence on global supply chains, and increasing cybersecurity threats are significant challenges. Additionally, market concentration among a limited number of global vendors constrains diversity and limits strategic choices for operators. Bridging the gap between research outcomes and large-scale commercialisation remains another critical challenge. Addressing these issues requires sustained investment in indigenous R&D, strong industry collaboration, and long-term policy continuity.

## Modifications in the regulatory framework that you would advocate for?

For the telecom sector to truly thrive, the broader ecosystem must actively support innovation, risk-taking, and indigenisation. Continued emphasis on research-led growth, predictable regulatory frameworks, and incentives for domestic design and manufacturing will be key enablers. Equally important is the creation of effective pathways for transitioning technologies from laboratories to nationwide deployment. A strong, self-reliant telecom ecosystem is not only essential for economic growth but also for national security and digital trust.

## Please elaborate on the technologies on display at the expo.

At the Convergence India expo, C-DOT is showcasing a diverse portfolio of advanced, indigenously developed technologies. These include end-to-end 4G and 5G core network solutions, robust cybersecurity and early cyber warning platforms for protecting critical digital infrastructure, quantum communication and cryptographic research aimed at future-proof security, and disaster management communication systems designed to ensure uninterrupted connectivity during emergencies.

## How is C-DOT reshaping telecom industry?

C-DOT is redefining how critical communication technologies are conceived, built, and deployed in India. By focusing on indigenous design, security-by-design principles, and open collaboration, we are reducing dependence on external ecosystems and enabling a more resilient telecom landscape. Our work in 4G, 5G, early 6G research, cybersecurity, and standards leadership is helping transition India from being a technology consumer to a global technology shaper. Over the next decade, this approach will fundamentally strengthen India's digital infrastructure and global standing. ■





# Building Scalable, Responsive, Agile & Profitable Businesses With AI

## NavAI



**Sandeep Palod**  
President, NavAI

**A**t Navigators Software (NavAI), our focus is on democratising access to data and technology, evolving from complex dashboards requiring highly skilled technical experts to conversational business insights accessible through easy communication in English or other languages.

Here is how we are building AI solutions that simplify technology without compromising the

transformative power they enable.

### Democratising Data – The NavAI Way

NavAI is a conversational data analytics tool that lets anyone, regardless of their technical background, ask a question through a simple interface and get an instant answer from scattered data, without the need for data scientists or dashboards. Whether it is forecasting the next quarter's sales or spotting a new trend, NavAI provides that intelligence to the people who need it, the moment they need it.

### Safer Workplaces, Stronger Operations – With CCTV Analytics

India's manufacturing sector employs millions of people who deserve safe working environments. Yet human supervision has limits, and those limits cost businesses dearly in accidents, inefficiencies, and lost productivity.

Navsoft's Computer Vision AI integrates with existing CCTV infrastructure and continuously monitors the factory floor, detecting safety violations, flagging unmanned workstations, identifying signs of worker fatigue, and alerting managers instantly.

### Levelling the Playing Field – Using BidBuddy

For small and mid-sized manufacturers, bidding on government tenders is a logistical nightmare – a single GeM tender can consume an entire week of effort and still result in disqualification.

BidBuddy from Navsoft uses AI to automate the tender bidding process, from reading documents and verifying eligibility to compiling required certificates and submitting them. What once took seven days now takes 15 minutes, with near-perfect compliance accuracy. This means smaller businesses can compete for opportunities without a large administrative team.

### The Future Is Already Here – It Just Needs to Be Adopted

Navsoft's philosophy is simple: Powerful AI should not require a massive budget, a technical team, or months of implementation. Each of our products is designed to work with what businesses already have, deliver value from day one, and grow with the organisation over time.

At the 33rd Convergence India Expo, we are not just showcasing products; we are inviting businesses to take a concrete step towards a smarter, safer, and more competitive future because a better tomorrow is built by the decisions we make and the tools we choose today. ■

# Building Responsible & Scalable AI Enterprises

## DATA COUCH



**Bhavuk Chawla**  
Founder & CEO,  
DataCouch

### Tell us about your company's beliefs and vision.

At DataCouch, we believe AI transformation is not driven by tools alone. It requires empowered teams, strong architecture, and disciplined execution. As enterprises move from AI that assists to AI that executes, responsibility shifts. That is why DataCouch strengthens institutional readiness before scaling autonomy. Our vision is to help enterprises innovate confidently, with people, processes, and systems structurally sound.

### What is the company's specialisation?

DataCouch pioneers the operating doctrine, transforming AI into a governed enterprise asset through AI-ready infrastructure. We specialise in on-prem GPU clusters for efficient LLM & SLM training and fine-tuning, using orchestration frameworks to maximise compute performance.

Our multi-tenant cloud architecture supports secure AIOps and scalable AI agent deployment. By bridging raw model capability with operational accountability, we integrate seamlessly with LLM providers such as Anthropic, OpenAI, Gemini, and Microsoft Copilot.

With a proven track record in banking, healthcare, and pharmaceuticals, DataCouch embeds Runtime governance and human-in-the-loop models into production workflows, ensuring continuous traceability, risk control,

and regulatory compliance.

### Explain the roadblocks your industry faces.

Enterprises are adopting AI faster than they can build governance, security, and operational frameworks to manage it safely. Agentic systems amplify risk as localised errors cascade across processes and geographies. Many organisations launch pilots without parallel investment in upskilling, safeguards, or execution frameworks.

Traditional oversight, built on manual cycles, struggles to keep pace with machine-speed operations, leaving enterprises exposed to operational, compliance, and reputational risk. DataCouch aligns leadership, technical capability, and operational discipline to close this gap and build enterprise resilience.

### How does the company help its clients?

Through persona-based coaching and bite-sized modules, we empower global tech giants,

***“The greatest risk of AI isn't the technology itself; it is the gaps we leave unguarded.”***

GSIs/RSIs, and GCCs, helping teams in finance, healthcare, and other regulation-heavy domains. By bridging system design with regulatory accountability, DataCouch ensures AI remains secure, defensible, and trusted.

### What are the company's offerings at the Convergence India Expo?

DataCouch is demonstrating how enterprises can move from experimentation to governed, production-grade AI. This year, we are showcasing our integrated model of consulting, enablement, and advanced training in cutting-edge technologies. This includes hands-on workshops, governance blueprints, and execution frameworks designed to strengthen internal capability. DataCouch focuses on building competence that enables confident scale across banking, insurance, healthcare, and GCC ecosystems.

### Why should enterprises partner with your company?

Autonomous enterprise systems are scaling rapidly, while quantum computing and cutting-edge technologies introduce new security and operational challenges. Many enterprises invest in capability, yet awareness of ROI and operational impact remains critical. DataCouch helps enterprises navigate these challenges today, building the architecture, enablement, and workforce readiness that will define the next decade of responsible, scalable AI. Enterprises that partner with DataCouch will lead the AI-driven economy of tomorrow. ■

# Innovations That Empower Growth

## GOLDEN EAGLE



**Chandan Kumar Malik**  
CEO & Founder, Golden Eagle IT Technologies

### Tell us about the philosophy of Golden Eagle.

When we started this company, we were driven by a shared belief: Technology should create opportunities. We wanted to create an ecosystem where innovation supports growth, strengthens ideas, and helps businesses move forward with confidence. That principle influenced all decisions early on and continues to define our culture today.

Our team brings a strong, collaborative spirit to everything we build. Our vision — “Empowering your growth, driving your future!” — reflects our commitment to being true partners in our clients’ journeys. We focus on creating technology that fuels progress, inspires confidence, and supports long-term success.

### What innovations/products is your company working on?

We are developing practical solutions that make everyday business operations smoother and more efficient. Over the past year, we have increased our efforts in AI-driven automation, predictive analytics, and tools that help companies make faster, more informed decisions.

Our product lineup reflects this direction. Jooper includes Jooper Bot for chatbot automation and Jooper Lead for email automation. Jooper Mart is a flexible e-commerce platform, and Flick HR is our HRMS designed for modern workforce management. We also offer specialised

solutions, such as the Industrial Surveillance System and Home Inspection Software, both built for accuracy and reliability in field operations. All these solutions are designed to bring more consistency, intelligence, and simplicity into day-to-day business workflows.

### Please discuss the challenges you see for the industry.

One of the biggest challenges is the speed at which technology is evolving. While businesses want to adopt new solutions, many are still in the middle of moving away from older systems. So, guiding them through that transition becomes a big part of our work. There is also a growing need for skilled talent that understands both technology and business impact, and finding that balance isn’t always easy. At the same time, companies are seeking clearer direction on compliance and the responsible use of new technologies. These are not just roadblocks, but a signal that the industry is maturing. This pushes us to build smarter, more adaptable solutions.

### Are there any modifications in the regulatory framework that you would advocate for?

Regulations should evolve to be more technology-aware and implementation-focused. Policies often lag behind real-world adoption of AI, Cloud, and data platforms. Clear standards around data usage, AI accountability, interoperability, and cybersecurity—aligned with how systems are actually built and deployed—would

*“We build solutions that people can trust — solutions that make work simpler, smarter, and more meaningful.”*

reduce ambiguity for businesses and improve compliance outcomes.

### Please talk about the technologies you are displaying at the expo.

At the expo, we are showcasing AI-driven and Cloud-native solutions that reflect where our products are headed. You will see how we are using AI and machine learning to power automation, predictive workflows, and smarter decision support inside our Jooper suite. We are also demonstrating our Conversational AI chatbots that seamlessly handle customer engagement and lead capture.

Alongside this, we are highlighting our business process automation capabilities for HR, recruitment, and sales, all built on a Cloud-native architecture for scalability and reliable performance. Visitors will also get a look at our real-time analytics dashboards, which help organisations make faster, data-backed decisions. All of this is powered by a modern tech stack: React, Flutter, Node.js, and Python, ensuring smooth, responsive user experiences.

### What can we expect from Golden Eagle in the coming future?

We are moving towards deeper AI integration, stronger interoperability across our platforms, and more intuitive user experiences. Our solutions will continue to scale with business growth and adapt quickly to evolving operational needs. We are also strengthening our consulting and support models to ensure clients extract real, measurable value from every deployment. Our long-term focus is clear: Enable growth, improve stability, and ensure every organisation we work with is prepared for the future.

### Is there any tech trend that could transform your industry?

The most transformative shift will come from autonomous, context-aware systems. These systems analyse behaviour, adapt instantly, and bring real-time intelligence into everyday decision-making, fundamentally elevating how organisations operate.

At Golden Eagle IT Technologies, we are already building solutions that learn continuously and respond dynamically. As this trend accelerates, businesses will gain deeper insights, faster execution, and entirely new ways of working. Those who adopt early will have a decisive competitive advantage. ■



# Building the Backbone of India's Mobile Accessories Manufacturing

## INNOTECH



**Amit Goel**  
Founder, Innotech

India's mobile accessories market is booming. Rising smartphone adoption and increasing demand for reliable technology products drive this growth. As brands strengthen domestic manufacturing capabilities, companies deliver robust production support and scalable solutions, playing an increasingly important role.

Building on these market dynamics, Innotech Advance Machine Pvt. Ltd. has emerged as a trusted OEM and ODM manufacturing partner for mobile accessories. The company helps businesses to deliver high-quality products to market efficiently, while supporting India's growing electronics manufacturing ecosystem.

### Supporting the 'Make in India' Vision

Headquartered in Kundli (Haryana), Innotech strengthens domestic manufacturing under the 'Make in India' initiative by offering reliable

infrastructure, state-of-the-art machinery, and scalable production solutions. This support enables brands and entrepreneurs to efficiently design, prototype, and manufacture their technology products locally.

Innotech combines production expertise with strong quality control systems to help businesses transform product ideas into market-ready mobile accessories.

### Comprehensive Range of Mobile Accessories

Innotech manufactures a wide portfolio of high-demand mobile accessories for today's connected consumers. The product range—ideal for retailers and distributors—covers chargers, neckbands, TWS earbuds, Bluetooth speakers, data cables, handsfree devices, power banks and OTG cables.

The company offers OEM and ODM manufacturing services, collaborating closely with brands to design, produce and scale mobile accessories that meet evolving market requirements.

### Enabling Manufacturing through Advanced Machinery

Innotech supports companies and entrepreneurs seeking to establish their own production capabilities, going beyond product manufacturing. The company supplies advanced machinery and plant solutions for the manufacturing of mobile accessories.

These systems include patch-cord plants, data-cable assembly machines, USB soldering machines, and wire-cutting and stripping machines. By providing these specialised systems, Innotech enables businesses to build efficient production lines and scale operations

within India's fast-growing electronics sector.

### Innovation and Quality at the Core

Innovation is central to Innotech's manufacturing philosophy. The company uses modern production technologies and structured quality control to ensure consistent, reliable products.

This approach allows brands to confidently introduce new products while maintaining manufacturing efficiency and cost competitiveness.

### Showcasing at Convergence India

At the 33rd Convergence India Expo, Innotech is presenting its range of OEM- and ODM-manufactured mobile accessories alongside its manufacturing machinery solutions. The showcase highlights how brands and entrepreneurs can collaborate with the company to build sustainable and scalable mobile accessories businesses in India.

### Driving the Future of Domestic Electronics Manufacturing

As India continues to strengthen its position as a global electronics manufacturing hub, the role of reliable production partners becomes increasingly critical. Our goal at Innotech is not only to manufacture products but to enable businesses to build their own manufacturing capabilities. Through innovation, reliable partnerships and the spirit of 'Make in India', we aim to contribute to the future of India's technology manufacturing ecosystem.

By helping brands, entrepreneurs, and manufacturers set up aligned production systems, Innotech Advance Machine Pvt. Ltd. supports the growth of India's mobile accessories industry and the wider electronics manufacturing sector. ■

# Agentic AI Built for the Enterprise Workflows

## TATRAS DATA



**Dr. Sarabjot Singh Anand**  
Co-Founder & Chief Data Scientist, TATRAS Data.

**A**s enterprises move beyond chat-based artificial intelligence, TATRAS Data is developing agentic AI systems that operate directly within business workflows. The company focuses on building autonomous systems that plan tasks, validate outcomes and execute actions across multi-step processes. While most enterprise AI deployments remain limited to interfaces, TATRAS Data is working at the workflow level, where measurable operational value is built.

### Building AI that Acts, not just Responds

TATRAS Data's agentic systems are designed to move beyond conversational interaction. These systems break complex processes into structured tasks, run them in sequence and retain context across actions. Rule-based controls and human review points are built into every deployment to ensure reliability and accountability. The approach enables AI to support real operational work rather than isolated tasks, making it suitable for high-volume, high-impact enterprise environments.

### From Research to Production Systems

TATRAS Data has deployed agentic AI across

manufacturing, finance, education and retail operations. The company's work reflects a shift from experimentation to production-ready systems, designed for scale and long-term use. A key focus is data readiness. Clean, structured and consistently prepared data enables agentic systems to function accurately across workflows. By treating data design as a core engineering decision, TATRAS Data ensures that AI outputs remain predictable and usable at every stage.

### Designed for Enterprise Requirements

Rather than relying on a single model, TATRAS Data applies different AI models at different stages of a workflow, based on accuracy, cost and latency needs. This modular design supports performance while maintaining operational efficiency. Full traceability is maintained across

actions, allowing enterprises to monitor decisions and intervene when required.

### Built for Complex, High-Stakes Operations

TATRAS Data's agentic AI systems are designed for environments where precision, control and transparency are essential. By combining structured workflows, data discipline and layered safeguards, the company enables enterprises to adopt autonomous systems with confidence.

### Showcasing at Convergence India

At the 33<sup>rd</sup> Convergence India Expo, TATRAS Data will present live, operational samples of agentic AI systems in action. We demonstrate how enterprises can move beyond chat interfaces and use AI within foundational operations and workflows. ■

*“The company focuses on building autonomous systems that plan tasks, validate outcomes and execute actions across multi-step processes.”*



# Redefining Cyber-Resilient Backup for Modern Enterprises

BDRSHIELD



**Sakthi Prian**  
Global Channel Manager -  
Strategic Partner

## Tell us about the vision of the company.

Vembu is looking to establish BDRShield as a leading global backup and disaster recovery platform, delivering enterprise-grade protection at the most affordable pricing, and suitable for businesses of all sizes. We remain driven by partner-led growth and long-term customer trust.

## How does your product provide cyber-resilient backup solutions to protect organisations against threats?

BDRShield is the perfect solution for organisations plagued by cyber threats:

- AI-powered anomaly detection: It spots ransomware or unusual activity before it causes disruption.
- Automated recovery workflows: It near-

instantly restores across physical, virtual, cloud, and SaaS workloads.

- Unified orchestration & management: It gives full accessibility to IT teams for visibility and control in one place.
- Leveraging cloud-first architecture and automation: It delivers scalable, always-available backups that adapt to evolving IT environments and regulatory demands.

## What are the challenges faced by the industry?

The backup and disaster recovery industry faces several key challenges:

- Explosive data growth across physical, virtual, cloud, SaaS, and hybrid environments.
- Limited backup awareness in organisations, evolving cyber threats, including ransomware and targeted attacks.

## Are there any modifications in the regulatory framework that you would advocate for?

Regulatory frameworks in India should mandate backup and disaster recovery as a core requirement rather than leaving it optional. Current rules, such as DPDP and sector-specific regulations, cover only select industries, leaving many organisations exposed.

Regulations should also:

- Apply across all industries, ensuring even small and emerging businesses maintain critical data protection.
- Explicitly cover SaaS, cloud, hybrid, and virtual workloads to reflect

modern IT environments.

- Recognise ransomware-resilient recovery and cyber readiness as essential components of organisational resilience.
- Encourage MSPs and IT teams to implement compliant, resilient backup strategies, with guidance where possible.
- Allow for periodic updates to keep pace with evolving cyber threats and technology.

## Please elaborate on the technologies on display at the expo.

At Convergence India 2026, we are showcasing our cost-effective backup and disaster recovery solution, designed for MSPs and IT teams managing modern hybrid environments.

Key capabilities:

- Protect diverse workloads: Endpoints, Servers, Microsoft 365, Google Workspace, VMs & Cloud VMs.
- Ransomware-resilient backups: Immutability, air-gap protection, anomaly detection, malware scanning, and encryption.
- Recover fast: Instantly restore the entire machine or specific disk/file/app to minimise downtime.
- Truly Unified Management: Single-pane visibility, simplified monitoring, and reporting.
- Deploy anywhere: On-premises, customer-owned Cloud, or managed Cloud.
- Stay compliant: Compliance and regulatory readiness.

## Can you share a tech trend that will reshape the industry in the coming years?

Over the next decade, the backup and disaster recovery industry will evolve from reactive backup to proactive, cyber-resilience-first strategies. Businesses will no longer treat backup as a safeguard; they will expect it to prevent disruption and ensure continuous operations actively. ■

**“Our focus is on recovery readiness, enabling organisations to restore operations quickly and securely when it matters most.”**



# Enabling a Connected, Intelligent Future

## IOT SOCIETY OF INDIA

**T**he Internet of Things (IoT) is rapidly transforming how we live, work, and interact with the world. From smart homes and cities to healthcare, agriculture, education, and industrial automation, IoT is redefining efficiency, productivity, and quality of life. The IoT Society of India was established to bring together professionals, researchers, industries, and institutions under a unified platform to collaborate, innovate, and accelerate the growth of IoT across the nation.

### Addressing Industry Challenges

The industry faces several critical challenges today. One of the foremost concerns is data security and privacy, as interconnected devices generate and exchange vast amounts of sensitive information. Interoperability and standardisation remain significant barriers, with diverse devices and platforms often lacking seamless integration. Additionally, a growing skills gap means demand for IoT expertise far outpaces the available talent pool. Infrastructure limitations, high implementation costs, and regulatory uncertainties further complicate large-scale adoption of IoT.

In response, the IoT Society of India is actively supporting its members through capacity-building, knowledge-sharing, and collaborative

platforms. The Society organises workshops, certifications, and training programmes to upskill professionals and bridge the talent gap. It also fosters industry-academia partnerships to promote research and innovation, and encourages startups and entrepreneurs to explore scalable IoT solutions.

The IoT Society of India serves as a forum for dialogue, enabling stakeholders to exchange best practices and address common challenges collectively.

On the policy front, the Government of India's increasing focus on Digital India, the Smart Cities Mission, and data governance frameworks has significantly influenced the IoT ecosystem. Emerging regulations around data protection and cybersecurity are shaping how IoT solutions are designed and deployed. The IoT Society of India plays a proactive role by engaging with policymakers, advocating for balanced regulations, and guiding its members to remain compliant while continuing to innovate.

### The Next Phase

Looking ahead, several key trends will define the future of IoT. The convergence of AI and IoT (AIoT), the expansion of 5G connectivity, the rise of edge computing, and the emphasis on sustainable and green technologies will drive the next phase of growth. IoT will increasingly

move from isolated applications to integrated ecosystems, enabling smarter decision-making and real-time responsiveness across sectors.

To prepare its members for these changes, the IoT Society of India is focusing on future-ready skilling, innovation ecosystems, and global collaborations. By promoting awareness, encouraging research, and facilitating industry partnerships, the Society ensures its members remain at the forefront of technological advancement.

The message from the IoT Society of India to industry stakeholders is clear: Collaboration is the key to unlocking the true potential of IoT. No single entity can drive this transformation alone; it requires a collective effort from government, industry, academia, and society.

Participation in major industry events and platforms is pivotal to this journey. Such engagements enable the IoT Society of India to showcase innovations, exchange global perspectives, and build strategic alliances. They act as catalysts for growth, fostering dialogue, inspiring new ideas, and accelerating the adoption of IoT solutions.

As the IoT Society of India continues to engage in these forums actively, it reaffirms its commitment to driving innovation, enabling collaboration, and shaping a smarter, more connected future for India. ■

# Disrupting India's Connectivity Landscape

SOPHUS TECHNOSOL



India is no longer a price-driven technology market, but a performance-driven one. Consumers, enterprises, and infrastructure developers are demanding global standards, uncompromised safety, and future-ready ecosystems. The era of low-quality, fragmented accessories and disconnected infrastructure is ending.

Sophus Technosol is driving this shift. Our mission is to redefine how India experiences connectivity, power delivery, and intelligent infrastructure by bringing category-leading global brands to the forefront. At the heart of this transformation is UGREEN — a brand reshaping how consumers and enterprises think about charging, data transfer, and multi-device ecosystems.

## UGREEN: From Accessory to Infrastructure

In today's digital economy, power and connectivity are infrastructure — not accessories.

With the explosion of laptops, tablets, smartphones, gaming systems, content-creation devices, and hybrid work environments, the demand for safe, high-speed, high-efficiency solutions has skyrocketed. UGREEN's GaN-powered chargers, USB4 docking stations, high-speed cables, and enterprise-grade hubs are setting new performance benchmarks in India.

We are actively expanding UGREEN's

presence across retail, e-commerce, and enterprise channels — ensuring that Indian consumers and businesses have access to the globally trusted standards available in developed markets.

At Convergence India 2026, we are aggressively showcasing next-generation high-wattage GaN multi-port charging stations and advanced USB4 docking ecosystems designed for power users, creators, gamers, and enterprise professionals. These are not incremental upgrades — they represent a shift toward unified, high-performance digital workstations.

## Beyond Consumer Tech: Building the Complete Ecosystem

While UGREEN leads the consumer connectivity revolution, our broader ecosystem strengthens the convergence narrative.

*“Our mission is to redefine how India experiences connectivity, power delivery, and intelligent infrastructure.”*

**HOTO** is disrupting the smart tools segment with technology-driven, precision-engineered design tools built for the modern DIY generation.

**AV Access** enables seamless AV-over-IP collaboration infrastructure for enterprises, education, and large-scale hybrid environments.

**Vecow's** AI-driven edge computing platforms power smart cities, automated manufacturing, and intelligent surveillance — forming the industrial backbone of India's digital future.

Together, these solutions create a vertically integrated technology ecosystem — from the user's desk to the city's infrastructure grid.

## A Call for Quality-Led Growth

India's technology growth must now shift from volume-led to value-led. Policy support for quality compliance, local value addition, and secure digital infrastructure will accelerate this transformation.

As Vikash Bhansali, Director - Sophus, observes, “India deserves global-grade technology standards. Our goal is not to sell products, but to elevate the quality benchmark of the entire ecosystem. We are building infrastructure for a connected, intelligent India.”

The future of convergence belongs to companies bold enough to raise the standard. At Sophus Technosol, we are setting it. ■



## Intelligent Display Systems for Smart Cities & Connected Infrastructure

Modern cities and smart environments depend on clear, reliable, and real-time communication. We design intelligent display and communication systems for public infrastructure and connected environments — built for continuous operation, efficiency, and long-term sustainability.

### Our Solutions Include



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#### Reusable Digital Visitor Credentials

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# Showcasing AI-Powered Edge Data Centres And Infrastructure

## NETFORCHOICE

### What will NetForChoice showcase at the expo?

Visitors can experience the power of our AI Micro Data Centre firsthand. This is one of our most exciting innovations, addressing demand for intelligent edge-based compute infrastructure. The compact, self-contained unit delivers enterprise-grade processing power, GPU-accelerated AI workloads, and strong connectivity in a space- and energy-efficient form.

### What are the organisation's plans for the global stage in the near future?

On a global scale, NetForChoice is focused on three strategic priorities: Expanding our carrier-neutral connectivity footprint, deepening our hybrid cloud capabilities, and scaling the deployment of our AI Micro Data Centre solutions across key international markets.

Connectivity remains the foundation of our work. We invest in growing our network of direct peering relationships, diverse fibre routes, and global internet exchange access. This provides our customers with the flexibility to optimise connectivity for performance, cost, and redundancy, free from a single provider's ecosystem.

Our hybrid cloud strategy bridges on-premises and cloud environments. We provide direct cloud on-ramps to major public cloud providers. This is underpinned by our commitment to sustainability. We employ advanced cooling technologies and renewable energy sourcing. This ensures our growth does not come at the cost of environmental responsibility.

### What is your flagship technology, and how does it work?

The flagship NetForChoice AI Micro Data Centre is modular and pre-integrated. It combines high-density servers, GPU acceleration, intelligent power distribution, and precision cooling into a single deployable system. It is built for AI inferencing, real-time analytics, and edge computing, where traditional data centres are impractical.

For media and broadcast clients, it delivers compute power directly to where content is created. This reduces latency in use cases such as real-time AI-assisted production, live sports analytics, automated content tagging, and on-site transcoding.

Our hybrid cloud platform and carrier-neutral connectivity deliver 24/7 managed

services. We provide proactive monitoring and dedicated technical support. This creates a comprehensive end-to-end infrastructure solution.

### Is there a tech trend capable of reshaping your industry?

The rise of AI-native infrastructure will fundamentally reshape the data centre industry over the next decade. The explosive growth of large language models, generative AI, and real-time inferencing is placing entirely new demands on how data centres are designed and operated, demands that traditional architectures were never built to handle.

For NetForChoice, this challenge is also an opportunity. Our AI Micro Data Centre responds to the need for high-density, GPU-intensive edge workloads. AI will change more than just hardware. Intelligent systems for power, predictive maintenance, and cooling are becoming standard for facility management.

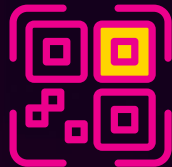
Leading data centres of the next decade will be built around AI as a core principle, not an afterthought. NetForChoice is committed to leading this evolution. ■

33<sup>rd</sup> **Convergence**  
**India Expo** × **11<sup>th</sup>**  
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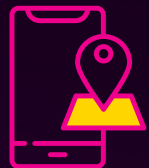


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# Transforming Satellite & Broadcasting Equipment

## KMTS ENGINEERING

### KMTS Engineering: Transforming Satellite & Broadcasting Equipment

KMTS Engineering Pvt Ltd is one of India's most trusted names in satellite television technology and digital broadcasting equipment. Founded in 2009 and operating since, we have spent over 15 years building products that power the satellite TV infrastructure of thousands of cable operators, IPTV service providers, and individual consumers across India.

What began as a focused vision to deliver reliable, high-performance satellite equipment at accessible prices has grown into a comprehensive portfolio of brands and products spanning satellite receivers, signal meters, dish antennas, LNBS, OTT boxes, and advanced streaming solutions. Today, KMTS Engineering is the first choice for cable operators seeking dependable equipment, fair pricing, and genuine after-sales support.

We own the SOLID brand, known for quality in the Indian cable and satellite TV industry. We also distribute DILOS and DUROSTAR Communication

products, targeting different markets and customer needs.

### 15 Years of Manufacturing Excellence

When KMTS Engineering was established in 2009, the Indian satellite TV market was hungry for quality products built for local conditions — products that could withstand India's diverse climate, voltage fluctuations, and demanding round-the-clock broadcast requirements. We stepped in to fill that gap.

Our early years were defined by a relentless focus on satellite receivers and LNBS for the cable TV industry. Cable operators across Delhi and the NCR region quickly adopted our products. They valued our proven reliability and superior signal performance. Word spread, and within a few years, KMTS Engineering had established a national footprint.

Over the following decade and a half, we continuously expanded our product line. We listened to our customers—the cable operators, MSOs,

and LCOs who depend on our equipment every day. Each product we added came from customer demand, real-world feedback, and our engineering insight into industry trends.

Today, we stand as a company that has navigated the full transition of the Indian broadcasting industry. We have moved from analogue satellite TV to HD, then to 4K, from traditional cable to fibre, and from broadcast to OTT streaming. Through every shift, KMTS Engineering has not just kept pace — we have led the way.

### The SOLID Brand — India's satellite TV companion

SOLID is our flagship brand and the product of over 15 years of engineering refinement. Designed specifically for the Indian market, SOLID products are built to deliver consistent, interference-free performance in environments where signal quality is non-negotiable.

**For India's cable operators** — the backbone of satellite TV distribution across cities, towns, and

rural areas — SOLID has been the number one choice across multiple product categories:

- Satellite Receivers (FTA Set-Top Boxes)** — from entry-level SD receivers to feature-packed HD and 4K models
- Satellite Signal Meters (dB Meters)** — professional-grade tools for installation and alignment
- LNBS (Low-Noise Block Downconverters)** — engineered for maximum signal sensitivity and longevity
- Dish Antennas** — from compact home dishes to large VSAT-compatible installations
- Fibre dB Meters** — our latest addition, developed in direct response to the growing fibre TV network rollout
- OTT Boxes and IPTV Streaming Devices** — the next chapter in SOLID's evolution

### Our Products: Built for every segment

KMTS Engineering's product portfolio has evolved over 15 years to address the complete spectrum of digital broadcasting needs. From the rooftop installer fitting a new LNB to the MSO network engineer monitoring a fibre TV headend — we have a product for every professional in the chain.

### Next-generation FTA set-top boxes

Our SOLID FTA set-top boxes have always led the market in features-per-rupee value. Today's SOLID receivers are far more than simple satellite decoders — they are fully connected entertainment hubs packed with modern technology that cable operators and end-consumers increasingly demand:

**Digital Living Network Alliance (DLNA)** - Stream media seamlessly between your set-top box and other DLNA-compatible devices on the same network — smartphones, tablets, smart TVs, and laptops. Share photos, music, and videos across your home without any cables.

**SAT>IP protocol support** - Our SAT>IP-enabled receivers allow satellite TV signals to be distributed over a standard IP network. This means cable operators and hotels can serve multiple rooms and devices from a single satellite input — dramatically reducing infrastructure costs and simplifying large-scale deployments.

**Miracast wireless display** Cast content directly from Android smartphones and tablets to your TV screen wirelessly using Miracast. No additional hardware, no setup complexity — just seamless wireless screen mirroring at the touch of a button.

**SOLID TV Box app** - Our exclusive SOLID TV Box application brings the full SOLID set-top box experience to Android smartphones. Customers can use their phone as a remote control, access programme guides, manage recordings, and even stream content directly to their mobile device — making SOLID the most connected set-top box in its class.

### Answering the industry's call: Fibre dB Meters

The Indian cable TV industry is undergoing a fundamental transformation. As MSOs and LCOs upgrade their distribution infrastructure from traditional coaxial cable to high-capacity fibre-optic networks, the tools required for installation, testing, and maintenance have had to evolve alongside them.

Recognising this shift early, KMTS Engineering expanded its measurement instrument portfolio to include professional-grade Fibre dB Meters — precision optical power meters and signal analysers designed specifically for fibre TV network installation and maintenance. These tools are now an essential part of the kit for cable operators across India as they upgrade their networks to fibre.

This expansion is a direct result of listening to our customers. When cable operators told us they needed reliable, affordable fibre measurement tools from a brand they already trusted, we delivered — and did so quickly.

### Serving the future: OTT boxes & IPTV solutions

The line between satellite TV and Internet-delivered content has never been thinner. India's IPTV and OTT streaming market has exploded, creating demand for devices that deliver managed, secure, high-quality streaming to subscribers at scale. KMTS Engineering has responded to this shift by expanding our product line to include OTT and IPTV set-top boxes. These are developed with leading IPTV providers and designed for their operational needs:

### Managed IPTV boxes with lock & unlock control

Our IPTV boxes are purpose-built for service providers who need centralised subscription management. Operators can remotely lock or unlock individual boxes, activate or deactivate subscriptions, and control device-level access — ensuring revenue protection and eliminating signal piracy.

### Streaming feed control

Operators can restrict specific channels or content directly on each device, supporting tiered subscriptions and regional content licensing compliance.

### Google-certified Android TV boxes

In response to growing demand from customers who want access to the full Google ecosystem, we have added Google Play Store-certified Android TV boxes to our range. These devices come with the Google Play Store, Google Assistant, and access to thousands of applications — all within a familiar, consumer-friendly interface.

### Netflix-certified streaming boxes

For those who demand the best, our Netflix-certified boxes stream 4K HDR Netflix with optimal video quality, secure content, and a seamless experience

that non-certified devices cannot match.

### Why cable operators choose KMTS Engineering

India's cable operators are the backbone of satellite TV distribution. Their businesses run 24 hours a day, 365 days a year — and the equipment they depend on must do the same. Here is why KMTS Engineering has been their first choice for over 15 years:

**Manufacturing since 2009** — 15 years of continuous product development, quality control, and customer service.

**Purpose-built for India** — Our products are engineered for Indian voltage conditions, climate, and signal environments.

**Comprehensive portfolio** — From the signal at the dish to the picture on the screen, we cover every link in the chain.

**Continuous innovation** — We don't wait for the market to change. We listen to our customers and evolve ahead of the curve.

**Competitive pricing** — Professional-grade quality without the premium pricing. Maximum value for every rupee invested.

**Nationwide availability** — Available through an extensive network of authorised distributors and dealers across India.

**After-sales support** — One-year standard warranty with transparent terms. Real support from real people who know the product.

**Trusted brands** — SOLID, DILOS, and DUROSTAR Communication — each a trusted name backed by a decade and a half of reputation.

### Our customer base

KMTS Engineering's products and solutions serve a diverse and growing customer base across India.

**Cable TV Operators (MSOs & LCOs)** — They represent our primary and longest-standing customer segment. Multi-system operators and local cable operators across India build their distribution networks on SOLID satellite receivers, dB meters, LNBS, and dish antennas.

**IPTV & OTT Service Providers** — This segment is rapidly growing. IPTV operators use our managed set-top boxes with lock/unlock control and feed management to build and protect their subscriber bases.

**Hotels & Hospitality** — Our SAT> IP-enabled receivers and IPTV boxes are ideal for hotel deployments, allowing multi-room satellite and streaming TV distribution from a centralised system with minimal infrastructure cost.

**Satellite TV Installers & Technicians** — Professional installers across the country trust our SOLID dB meters and fibre measurement tools for accurate, reliable signal testing and antenna alignment. Individual Consumers & Home Users — Consumers who want the best satellite TV and streaming experience at home choose SOLID for its reliability, feature set, and excellent value. ■

# Shaping India's Fintech Future

## UNIFIED FINTECH FORUM



**Jatinder Handoo**  
CEO, Unified Fintech Forum

### What are the primary goals of the Unified Fintech Forum?

The Unified Fintech Forum aims to drive India's fintech growth through collaboration, innovation, and responsible practices. Our mission unites fintech companies, MSMEs, platform providers, and industry participants into a single voice.

UFF spans the fintech ecosystem, representing both regulated and unregulated digital financial entities. With about 120 members, we bridge innovators and regulators, providing data-driven advocacy to RBI, Ministry of Finance, MeitY, NITI Aayog, and others.

Our objectives are to foster stakeholder

collaboration, raise compliance and governance standards, support responsible innovation that emphasises consumer protection, and promote financial inclusion for underserved Indians.

We are also committed to setting benchmarks for ethical conduct. UFF was among the first to publish a voluntary Code of Conduct for digital lenders, which has since become an industry reference.

### What are the biggest challenges currently faced by the industry?

Cybersecurity has emerged as a big challenge for the industry. A recent report by PwC India, in collaboration with UFF, highlighted that India's rapid fintech expansion has left the sector increasingly exposed to cyber threats. With over 10,200 fintech companies operating in the country, the attack surface is vast. Fintech and cybersecurity are inextricably linked, and protecting customer trust must remain non-negotiable.

Regulatory clarity and the evolving Self-Regulatory Organisation (SRO) landscape are another issue. The race for SRO status reflects the sector's maturity and ambition, but underscores the need for clearer frameworks that balance innovation with accountability.

Consumer protection and product suitability have become another concern. Ensuring that customers are adequately protected and that products are suitable for their needs remains

an ongoing challenge, particularly as services become more embedded in daily life.

### How is UFF supporting its members in addressing these challenges?

We engage in consultative advocacy, contributing to regulations, offering recommendations, and facilitating dialogue between industry and regulators.

We also play a constructive role by sharing our input on regulations. We have been advocating for an SRO framework that promotes responsible Digital Financial practices. Our voluntary Code of Conduct for Fintech sets a benchmark for transparency, fairness, and integrity.

UFF helps members build capabilities by sharing industry insights, regulatory updates, and networking opportunities. We enable knowledge exchange on topics like AI governance, cybersecurity, and data protection compliance—especially as India implements the DPDP Rules.

### What key trends do you believe will shape the industry in the coming years?

AI and machine learning will become foundational to fintech operations, from credit underwriting and fraud detection to personalised financial advisory. The integration of AI into RegTech will also transform compliance functions, making them faster and more accurate.

Also, cross-border fintech collaboration will become increasingly important. India's partnerships with fintech hubs such as Singapore, the UAE, and the UK offer models for regulatory harmonisation and sandbox interoperability, and UFF is well-positioned to facilitate India's engagement in these conversations.

### How can collaboration with major industry events or platforms contribute to shaping the industry's future?

A) Industry events and collaborative platforms are more than networking opportunities — they are where the future is actually being shaped. When regulators, innovators, investors, and policymakers come together in the same room, conversations happen that can accelerate policy, forge partnerships, and surface solutions to shared challenges. ■

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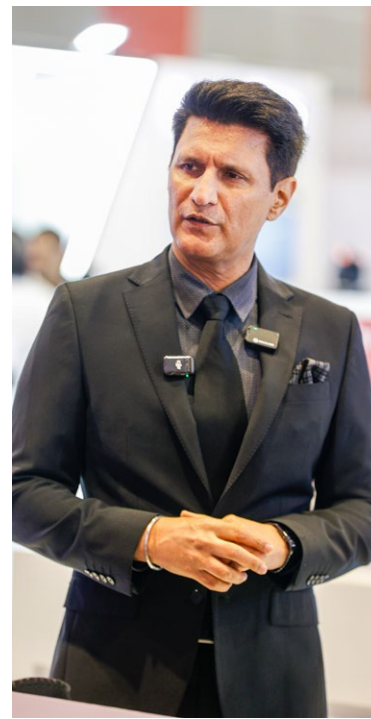
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# Space Is Powering India's Infrastructure In The Next Digital Leap

SIA-INDIA



**Anil Prakash**  
Director General,  
SIA-India

## What are the primary goals and vision of the association?

At SIA-India, our vision is to position India as a globally competitive and innovation-driven space economy, built on strong collaboration between industry, government, and international partners.

We don't see space as a separate sector, but as an important layer of national digital infrastructure, integrated with telecom, geospatial intelligence, and evolving technologies. Our motive is to create a policy and business environment that allows Indian organisations to scale globally while contributing to national priorities such as connectivity, resilience, and economic growth.

## What are the biggest challenges the industry faces?

India's space sector stands at a major turning point. While reforms have opened the ecosystem, there remain significant arch challenges in regulatory predictability, access to capital, and scaling innovation into commercial outcomes.

As satellite communications become integral to 5G and future 6G ecosystems, spectrum management and licensing clarity are even

more important. Policy frameworks must stay aligned with global best practices, while supporting domestic industry growth. This is the key to long-term competitiveness.

## Have there been any recent policy or regulatory developments? How is the organisation responding?

Ongoing developments in satellite spectrum frameworks, space policy implementation, and foreign investment norms are shaping the next phase of growth. SIA-India plays an active role in this process by engaging closely with policymakers, providing industry inputs, and ensuring that emerging regulations are forward-looking, balanced, and aligned with industry needs.

## What trends will shape the industry in the coming years?

The most defining trend is convergence. Space is integrating with telecom networks using non-terrestrial connectivity, enabling seamless coverage across geographies.

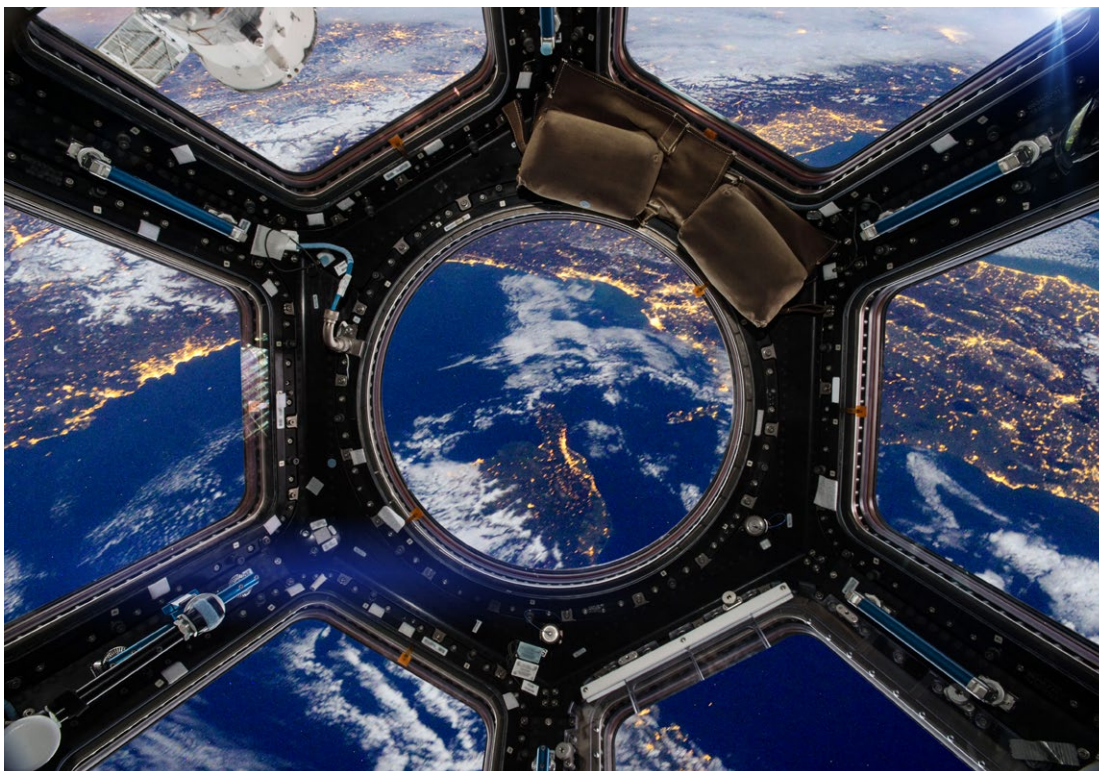
At the same time, earth observation is transitioning into decision intelligence, supporting sectors such as agriculture, climate, and infrastructure. The rise of multi-orbit constellations and data-driven services is also reshaping how value is created.

With India's space economy projected to grow from \$8.4 billion to \$44 billion by 2033, the opportunity landscape continues to expand significantly.

## How do industry platforms contribute to shaping the sector's future?

Platforms such as Convergence India Expo are important. They bring together stakeholders across space, telecom, and digital infrastructure, while enabling cross-sector dialogue, fostering partnerships, and creating opportunities to engage with global players.

The engagement is strengthened through initiatives such as the India Space Congress, which enable deeper, domain-specific discussions across commercial, policy and strategic dimensions. Together, these platforms help translate dialogue into collaboration, reinforcing the role of space as an enabler of digital inclusion, economic growth, and technological innovation. ■



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