

EXPO NEWS

29th
**Convergence
India Expo**

**7th Smart Cities
INDIA EXPO**

**23-25
MARCH 2022**
PRAGATI MAIDAN,
NEW DELHI

25 MARCH 2022

DAY 3



Day 2 of the Expo hosts City Leaders Conclave and visionary conversations on Future of Mobility

Today marked the second day of India's largest tech & Infra Expo. Organised by the India Trade Promotion Organisation (ITPO) & Exhibitions India Group the second day of the 29th Convergence India and 7th Smart Cities India 2022 Expo, saw a focus on digital & smart city transformations, the future of startups and development through the gender lens. The three-day expo is hosting approximately 800+ brands and more than 100 start-ups, along with participation from various government departments, public sector undertakings, and private players. The event was organised keeping in mind the COVID-19 protocol, ensuring a safe and seamless experience.

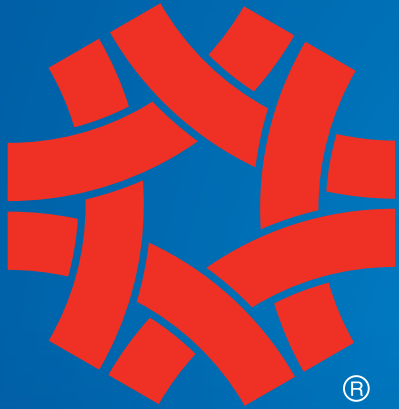
The second day was packed with 18 high-powered conference sessions with



over 70 thought leaders. Apart from creating a platform that can create synergies between the consumers, creators, businesses and the government across various industries, the Expo hosted poignant discussions. Day 2 of the expo saw a series of keynote sessions and panel discussions with notable dignitaries across sectors. The conversations covered pertinent topics such as how successful are we in transforming India into a digital economy, the semiconductor shortage, changing landscape of data privacy, empowering smart city leaders, and ensuring climate action towards Indian cities. The event saw attendance from dignitaries across the industry, government, and civil society.

"With the support of the public sector and the private sector, the objective of a 1 trillion

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digital economy can be achieved. Exhibitions like Convergence India will help to further generate awareness and focus on the pain-points that need to be addressed." Saurabh Garg, CEO, Unique Identification Authority of India (UIDAI), said at an engaging session on '6 years of Digital India', sharing his vision on how we can transform India into a digitally empowered economy.

Speaking at the City Leaders Conclave, H.E. Andre Aranha Correa do Lago, Ambassador Embassy of the Federative Republic of Brazil, in the context of a global perspective on sustainable smart cities and the vision for their development said, "Construction waste is one of the most underestimated but, at the same time, an extremely important problem in creating a sustainable future, and we must address it."

Chandrika Behl, Managing Director, Exhibitions India Group, said "We support the Government's vision of transforming India into a digitally and sustainably empowered economy through the annual Convergence India and Smart Cities India Expo. The second day of the expo hosted meaningful conversations with key stakeholders and decision-makers. We are proud to be able to provide a platform that can create relevant conversations and be a catalyst for affirmative action."

Day three has an equally powerful and exciting line-up of thought leaders and knowledge sessions as part of the FinTech India Summit and the Smart Energy Conclave with added conversation through a gender and start-up lens.

Hosted by the India Trade Promotion Organisation (ITPO) and Exhibitions India Group (EIG), 29th Convergence India and the 7th Smart Cities India Expo



2022 support the Government's vision of transforming India into a digitally and sustainably empowered economy. Convergence India is at the forefront of India's digital revolution, while the Smart Cities India expo is a reflection of India's emerging modernization and development landscape. The combination of these two leading expos, supporting India's Digital & Smart Cities Missions, delivered an event that accelerated technological innovation, opening with key discourses on the growth of India's digital economy and enabling entrepreneurship as a driving force for socio-economic development.

About Exhibitions India Group

Exhibitions India Group is a trade promotion creating opportunities for investments, joint ventures and technology transfers. Exhibitions India Group acts as an interface between businesses, government, academia, society, media, etc. Exhibitions India Group has been in existence since 1987, and is committed to providing satisfaction to its customers by organising quality and focused international trade shows through exceptional services, employee involvement, market intelligence and continual improvement. For more information, please visit: <http://www.exhibitionsindia.com/>



Anju Bhalla

Joint Secretary,
Ministry of Science & Technology

I am happy to note that India Trade Promotion Organisation (ITPO) and Exhibitions India Group are jointly organising the 29th Convergence India & 7th Smart Cities India 2022 expo at Pragati Maidan, New Delhi during 23rd-25th March 2022.

Science and Technology are pivotal to India's development, and the Ministry of Science and Technology plays a salient role in transforming the country into a research and development bastion, in terms of both excellence and reach.

Department of Science & Technology as the nodal agency promoting new areas of Science & Technology in the country connects science and technology sector to different Government horizontal and verticals, academia, R&D and industry. DST provides the largest extramural research and development support in the country to strengthen national S&T capacity

and capability. This strategically important function mutually reinforces outcomes of our country's educational, scientific and industrial R&D initiatives and helps transform the S&T landscape of the country.

The major challenges that the year 2020 put before the world helped India emerge as a forerunner in underscoring the critical role of science and technology in bringing positive transformations for a safe, secure, and better society well prepared for the future. The twenty-first century has also seen a boom in various technology business incubators that plan to grow budding ideas, thus connecting ideation to commercialization.

With the focus on Science, India is progressively marching towards becoming a global leader in industrialization and technological development. Trade fairs like Convergence India and Smart Cities India expo provide a unique opportunity to explore and experience advancements in technologies, and how they can contribute towards strengthening business.

My best wishes to the organisers!



Manoj Joshi

IAS, Secretary,
Ministry of Housing
& Urban Affairs

I am delighted to know that the India Trade Promotion Organisation (ITPO), and the Exhibitions India Group have come together to organise the 7th Smart Cities India Expo and the 29th Convergence India expo, at the Pragati Maidan in New Delhi from 23rd-25th March 2022.

To support India's rapid urbanisation, Government of India has launched transformational schemes, focused on creating clean, liveable, economically vibrant and inclusive cities with the provision of basic services and housing to the citizens in a cost-effective and sustainable manner across all the statutory towns/ cities, with an aim to leave no one behind. The objective of these initiatives is to achieve balanced development across all aspects of life of an urban resident that includes physical, social economic aspects in a comprehensive manner.

Urban Missions with the vision for achieving national priorities such as universal access to water under AMRUT, Housing for All under PMAY (U), clean cities under SBM (U) are critical to India's national goals. Along with the focus of Missions on achievement of targets, many more interventions and initiatives have been undertaken to address the challenges at sectoral level, due to which Missions have also witnessed evolution since their inception. To meet aspirations of all stakeholders, the Missions have evolved during last five years including their vision, operating models targeting beneficiaries, and implementation boundaries.

In addition to the launch of PMAY (U), Government has been progressively introducing reforms to stimulate the sector. Some of the reforms include; Infrastructure status to affordable housing; GST rationalisation for affordable housing segment; launching of Real Estate (Regulation and Development) Act, 2016 and RERA rules to formulate Real Estate Regulatory Authority in every State; guidelines on affordable housing on PPP and Model Tenancy Law for improving rental housing market.

With continuous emphasis on urban development, the current Mission have expanded and broadened to incorporate data, innovative and technological developments, along with more participatory approach for provisioning and functioning of infrastructure. These Missions have emphasised on strengthening institutional structures and generate competitive spirit States, along with provision of greater flexibility to States for decision making in respect to project selection and implementation.

I wish the event to be a grand success.



DR. S Chandrasekhar

Secretary,
Ministry of Science & Technology

India is an emerging economy with an aspiration for faster, sustainable and inclusive growth. As Science and Technology (S&T) emerges globally as one of the major drivers of socio-economic development, it has a major role in achieving the desired goals. Over a period of time, India has progressively and perceptibly paved way for development in the field of Science and Technology. The 21st century in India is apparently marked as the beginning towards the advancement in terms of technology and enrichment of knowledge base in the varied fields of Science.

At present, India holds a strong position in terms of advanced technology. India also serves as a knowledge warehouse, with the existence of many institutions possessing qualified and trained manpower, catering to Science and Technology. In addition to this, India has a strong scientific and technological base that spreads across the country in the form of academic institutions, research and development laboratories, advanced medical centers (with research facilities), experimental centers, and different advanced industries.

The year 2021 brought some unprecedented challenges for the humankind. DST and its autonomous institutions geared themselves up to help India deal with the challenges. The department also implemented the lessons learned last year through the COVID-19 pandemic to reach out to the world with S&T solutions that brought about positive transformations in every sphere, be it healthcare, sustainability, energy efficiency, climate changes, food production, or even in terms of the way we work.

The growth, peace and security of a society is directly related to the development of the technology. Therefore, science and technology, in a way, influences the development as well as security of the society. I am delighted to learn that India Trade Promotion Organization (ITPO) and Exhibitions India Group are organizing the 29th Convergence India & 7th Smart Cities India 2022 expo at Pragati Maidan, New Delhi during March 23-25, 2022 and making efforts in this direction. I am sure this event would go a long way to accelerate nation building and support the Government of India's initiatives of "Digital India", Make in India" & "Smart Cities Missions". The event would provide an excellent international forum to showcase "Brand India". Focus on unlocking new opportunities and foster overall economic growth of the country.

My best wishes to the organisers!



Dr. P. D. Vaghela

Chairman,
Telecom Regulatory Authority Of India

I am pleased to know that the 29th Convergence India & the 7th Smart Cities India 2022 expo is being organized by the India Trade Promotion Organization (ITPO) and Exhibitions India Group from 23rd-25th March 2022, at New Delhi.

The telecom sector is one of the most dynamic sectors of the economy. It has grown rapidly over the recent years and has brought with it many innovations and growth in all other sectors and the economy as a whole. The liberal, agile and adaptive policies of the Government have been instrumental in the rapid growth of the Indian telecom sector.

The innovations in ICT technology have brought a digital transformation. The pace of transformation will further accelerate as a result

of cutting-edge technologies such as 5G, Internet of Things, Artificial Intelligence, Robotic Process Automation, Augmented Reality/Virtual Reality, Data Analytics etc.

The 5G technology has the potential for major societal transformation by enabling massive expansion of digital products and services across industrial, commercial, education, healthcare, agriculture, financial & fintech services and other sectors. Thus, 5G provides an opportunity to create an agile, purpose-built network tailored to the different needs and propelled the growth of nation by becoming part of international value chain.

The Government has recently implemented a number of structural and process reforms in the Telecom sector to protect and generate

employment opportunities, promote healthy competition, protect interests of consumers, infuse liquidity, encourage investment and reduce regulatory burden on Telecom Service Providers.

The PLI scheme as a part of Make in India will be fulfilling achievement of its objective of creating global champions out of India who have the potential to grow in size and scale using cutting edge technology.

These policy measures are going to provide a further boost to the telecom sector and will help in achieving the objective of digital inclusion and digital empowerment.

I am thankful to Convergence India for highlighting the role of digital technologies for smart cities and Digital India. I wish a grand success to the event.

Moving Banking Applications to Cloud

SPEAKER HIGHLIGHT



Ram Gopal,

Chief Executive Officer,
Barclays Bank India

RBI required the Bank to store all the domestic payments in India and to maintain a copy of its Fx payments as well, onshore. This impacted multiple Line Of Businesses (LOB) and was a major programme spanning two years as it involved migration/remediation of the global systems, that the India Bank Branch was using.

The Bank decided to leverage Cloud in a big way – the rationale was to ensure optimum use of time since the mandate required us to complete this remediation at the earliest and also enable a scalable infrastructure for business to cater to rising volumes dynamically and at optimal cost. Also, the resilience provided by the Cloud infrastructure enables us to quickly fail over – a significant comfort for the customer payments across all LOB.

We leveraged our existing enterprise-wide

strategic partnership with leading edge cloud service provider AWS for this mandate. Over the last 18 months, we have been able to migrate our global Corporate Core Banking System to AWS India Cloud successfully. With this approach, we have minimized capital expenditure and instead adopted the Pay-as-you-go model.

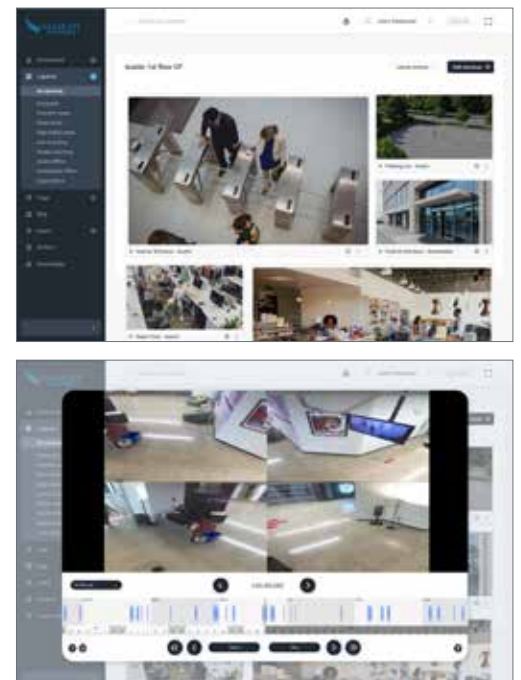
Since AWS is a Public Cloud and the migration involves our core banking and net banking systems, we assessed all Cloud

Security aspects in detail and implemented necessary security measures in depth, without any compromise, while at the same time ensuring a seamless user experience for net banking customers.

Very few banks have treaded this path so far and we are proud to be amongst the early MNC banks on the street to have made this large scale core banking migration to Cloud, a success.

OVER THE LAST 18 MONTHS, WE HAVE BEEN ABLE TO MIGRATE OUR GLOBAL CORPORATE CORE BANKING SYSTEM TO AWS INDIA CLOUD SUCCESSFULLY





Cloud and AI come together for security

IN CONVERSATION



Lynette Pon,
Managing Director,
APAC

Tell us about the philosophy and vision of the company.

Founded in 2012, Eagle Eye Networks, Inc., (Headquarters in Austin, USA) is #1 in cloud video surveillance worldwide, addressing the needs of businesses, alarm companies, security integrators, and individuals having global delivery and support for customers in 90 countries. We have showed that cloud-based solutions are indispensable elements of smart city infrastructure, which includes both public and private infrastructure elements. Cloud-based deployments are essential for cost-effectiveness, scalability, and short deployment time frames.

Hence we offer secure cloud-based video with artificial intelligence (AI) and analytics in Subscription/opex mode to ease out cash flow as well as to make businesses more efficient and the world a safer place.

What are the new innovations being developed by the company?

Currently we are focusing on developing:

- Private cloud exclusively for surveillance
- True cloud with default inclusion of cybersecurity feature.
- Smart search feature

How have you adapted to the changes brought about by the pandemic?

Though the pandemic was a distressing time for all we worked on the following:

- Offerings in subscription/open mode to ease out cash flow spent as Capex.
- AI based solutions to monitor activities related to Government norms as part of Covid protocols

What are the challenges & roadblocks faced by your industry?

- Shortage of funds due to covid related expenses spent by the Government.
- Work from home has totally downsized the business requirements at on premise work locations.

Please tell us about your focus

WE HAVE SHOWED THAT CLOUD-BASED SOLUTIONS ARE INDISPENSABLE ELEMENTS OF SMART CITY INFRASTRUCTURE

areas for the future.

We are committed to transforming the video surveillance industry, delivering true cloud video surveillance only promised by the industry up until now. For the coming future we are working towards Smart Surveillance completely on cloud other than camera.

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

We feel that the Government should encourage opex/subscription models in the tenders.

Please elaborate on the technologies on display at the expo.

At the 29th Convergence India and Smart Cities India 2022 expo we are exhibiting

- True cloud
- Cybersecurity
- Smart (search) Surveillance

What can we expect from Eagle Eye Networks in the times to come?

As a leader in True Cloud Video Surveillance, we continue to deliver cyber secure cloud-based video with artificial intelligence (AI) and analytics to make businesses more efficient and the world a safer place

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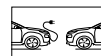
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Mining innovative ideas

CXO SPEAKES



Naveendran Murthy,
Key Account
Manager, Skyline
Communications

Tell us about the philosophy and vision of the company behind DataMiner.

At Skyline Communications, we create world-class solutions that are deployed by leading companies around the globe. Our ground-breaking software redefines how operators manage their ever more complex ecosystems.

First and foremost, Skyline is a network of people, who connect with each other and let information flow to make great things happen. This requires a high level of flexibility and agility, but we fully embrace this. At Skyline, we're one entity, capable of shifting into whatever shape the market calls for. Because that's what the new world is all about: the key to success is being able to adapt to change. We're prepared for the unexpected, every single day.

We build connections between people and technology. And we operate with transparency. We are a diverse, passionate community of people who care deeply about the future, and we develop our software accordingly. Our community fosters an environment of positive energy, collaboration, and sustainable growth. Maintaining an open flow of information across all of the teams and individual experts in our entire company is the key to that.

What are the new innovations being developed for the DataMiner platform?

DataMiner is a transformational platform with a pronounced open architecture and powerful capabilities focused on enabling users to evolve easily and continuously. More specifically, DataMiner is set to be the key enabling technology for your Digital Transformation.

The transitions we're seeing nowadays are fundamentally different in nature compared to anything else we've experienced in the past decades. It's not a matter of simply moving an existing business and workflows to a new generation of technology. Out of the box and by design, DataMiner addresses key challenges such as security, complexity, multi-cloud, and much more.

How have you adapted to the changes brought about by the pandemic?

DataMiner creates a digital twin of our users' operations, which was an immense help to them during the pandemic. They essentially had their technology infrastructure at their fingertips in any location at any time. DataMiner is the only solution in the industry where the data integration results in a real-time, fully standardized and secured digital twin of the entire operation, a vital asset for mission-critical operations.

What are challenges & roadblocks faced by your industry?

We like to look ahead and make sure our platform is adapted to foreseen market trends and challenges, so we didn't see much impact. We did have an upsurge of new equipment during the pandemic years. In fact, in 2021 we had the highest sales record yet.

Please tell us about your focus areas for the future.

We are currently focusing on enriching our platform with more cloud features. We also want to strengthen our "Dojo" users' community, focus on agile-driven deployments, and improve our ChatOps features. We also want to further focus on the creation of a complete digital twin of our users' operations.

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

I don't have any comment about this.

Please elaborate on the technologies on display at the exhibition.

We will be showcasing DataMiner 10.2 and its many new capabilities. The advanced features which we will keep on display are specifically DataMiner Orchestration & Automation, DataMiner Augmented Operations, the DataMiner Cloud Platform, DataMiner Collaboration, and the Digital Transformation Suite.

What can we expect from Skyline Communications' DataMiner platform in the times to come?

The DataMiner team has been continuously focusing on innovation for the past 22 years. As a result of this, today we have most powerful open monitoring and orchestration platform in the industry, deployed in 130+ countries for 1000s of end users with over 10,000 DataMiner nodes in production.

Like every year, in 2022 there will be another main release with several new and improved features. You can find our roadmap online in our Dojo community, at <https://community.dataminer.services/%20roadmap/>.

Our focus for upcoming updates will be on cloud-enabled features, DataMiner Dashboards, the Digital Transformation suite and much more.

WE HAVE THE MOST POWERFUL OPEN MONITORING AND ORCHESTRATION PLATFORM IN THE INDUSTRY, DEPLOYED IN 130+ COUNTRIES FOR 1000S OF END USERS





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PRODUCT HIGHLIGHTS

PPC Broadband – Passive solutions for FTTH

PPC is proud to return to the Convergence India Show in 2022. Visit us in stall 5.219 to see a full display of our comprehensive solutions for fiber to the home (FTTH) applications. As a true end-to-end solutions provider, PPC offers a range of optical products that enable signal transmission from the central office through the outside plant to the customer premises. At this year's show we are displaying our active product solutions alongside our passive product portfolio. See Our Display – Stall 5.219

Passive Products Display

The PPC Broadband exhibit will feature a range of passive network products on display, including:

Fiber Pigtails / Patch Cords

PPC's fiber pigtails and patch cords are terminated with high quality connectors

that provide low insertion loss and high return loss. Each of PPC's pigtails and patch cords is individually tested and supplied with test certificates. Unique serial numbers provide traceability of every single product. Our product is available in all types of single mode and multimode fiber types.

Splitters and Couplers

Planar Lightwave Circuits (PLC) splitters are manufactured using silica glass wave guide circuits and extremely precise alignment of optic fibers in a very small package. They split or combine light from one or two incoming fibers to multiple numbers of outgoing fibers. They perform uniformly over a wide spectral range, with ultra-low losses. Splitters are highly compact, reliable and available in a wide range of fiber and connector types. All PPC PLC splitters are fully compliant with the Telcordia GR-1209 & GR-1221 standard.

Patch Panels and Cabinets

PPC's Fiber Optic Patch Panel is designed to facilitate internal fiber management and to maximize fiber density in 1U, 2U, 3U and 4U height increments. A sliding tray provides easy access to fiber cabling, making our panel ideal for 'Pay as you Grow' applications. The panel supports 24 way, 48 way and 96 way configurations in SC Simplex, SC Duplex, ST/FC (D cut out), LC Duplex (SC simplex foot print), and LC Quad (SC Duplex foot print). Versions are available with MTP / MPO cut-outs on the back for use with pre-terminated MTP / MPO trunks.

A True Partner to Every Customer

PPC is a committed partner to our worldwide base of customers. Pairing the capabilities of our global manufacturing sites with the knowledge-base of our regional sales and customer support offices, we are able to equip and enable large-scale multiple system operators (MSOs), internet service providers (ISPs) and telco companies as well as regional operators, local operators, and public and private in-building providers. To learn more about our business, our solutions, and how we serve and support our customers, visit us in stand 5.219.

Cyber security for network users

CXO SPEAKES



Paritosh Prajapati
CEO
GX Group

Tell us about the philosophy and vision of the company.

We at GX believe the accelerated deployment of fiber broadband infrastructure is essential to close the digital divide and build resilience against threats such as pandemics. Fiber broadband is a superior technology that provides much greater bandwidth and speeds for more robust video, internet, and voice services. With our Technology transfer to India, we building a global expertise hub for broadband equipment enabling the world with broadband products, where we focus into Cyber security and Quality of our products, which is completely done in India as GX manufacture products which are 'Made in India' but are 'Made for the World'.

What are the new innovations being developed by the company?

We are working with next generation Wi-Fi 6 and XGSPON, along with features that enable more plug and play features ensuring easy installation and maintenance, we also developing a end user application which we just released to connect the user to their devices and make them control their environment at their homes or office, this will enable the users to the internet and control their environment enhancing security level of the users.

With our India manufacturing setup, we also started product design work, to ensure we have complete domestic development of our products in India, this will enable us for larger new markets and control the entire product design and build an end-to-end product design solution provider.

How have you adapted to the changes brought about the pandemic?

The pandemic has also changed the way we use the internet. Previously, asymmetrical, one-way download use (e.g., streaming Youtube) took up much of our at-home bandwidth, but now, symmetrical uploads and downloads (e.g., video conferencing) are much more

normal. Last-mile networks still have a lot of asymmetric technologies, and the upstream gives out first. This is where wireless networks and satellites provider works, but fiber is crucial in today's environment, as it can easily handle symmetrical traffic. Meeting today's connectivity demands requires investment in sustainable networks – and that means fiber broadband.

Market demand has increased due to people have realized the need of broadband service, where we at GX have built us a more local presence to support customers in every state along with opening a new R&D setup in South of India to ensure advanced support availability in the region.

What are challenges & roadblocks faced by your industry?

Currently the entire eco system of semiconductor are not there in India, we are evaluation the entire market and following the plans from semiconductor players steps into to India as this will simplify the entire sourcing process, but we see a clear trend since last 5 years and things are changing with more and more companies started their manufacturing in India. We believe roadblocks are something companies vision breaks through and needs to challenge daily, if there is a clear intention and market supporting this, things will move in positive direction with support of the vision from Government aligned with companies.

Innovation has also been lacking, as India have not been into the field until now, there has been a global control of the Software development market, where people from India is dominating today. With this we see more and more companies setting up complete engineering teams for innovation in India, and we at GX has this as vision from start and believe that this steps will take India to next level in the New India journey.

Please tell us about your focus areas for the future.

We focus on connectivity and plan to provide complete product line for connectivity in

home, and to enhance this we are building a product design team in India to ensure complete control of the product development, supporting our plans for advanced Wi-fi and management, and performance management platform based on Artificial Intelligence.

As cyber security is in focus, we building a dedicated team working with global standards for to ensure that we provide the right level of security to our customers.

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

There have been major changes in the regulatory framework, where there has been more control in the entire field of Telecommunication. The field has become more honest by implementation quality controlling regulations with certifications as Trusted Vendor and other requirements along with certification of products.

This has enabled companies like us to invest further in innovation and today we managed to build a hub for global market in India, both in term of Development and manufacturing.

Please elaborate on the technologies on display at the expo.

This year we are announcing our new Wi-Fi 6 products for GPON and our XGSPON device, these are models we will focus on this year and support operators to invest in the right technology, mainly this will be for export market but we see a demand raising in India for this also.

What can we expect from GX in the times to come?

A Global exporter from India, where we already having markets strongest R&D placed In India supporting the global market for Software. With our manufacturing and Product design division we will provide the global market with all broadband related home devices with latest standard platforms ensuring highest security levels.

THERE HAVE BEEN MAJOR CHANGES IN THE REGULATORY FRAMEWORK, WHERE THERE HAS BEEN MORE CONTROL IN THE ENTIRE FIELD OF TELECOMMUNICATION



NETRO - The backbone of Internet Service Providers



CXO SPEAKES



Mr. Paras Goel
Director,
Netro Networks

Tell us about the philosophy and vision of the company.

NETRO is committed to providing innovative technology to ISP Industry at cost-effective rates. We are focused to educate Internet providers to build their network reliable and scalable.

What are the new innovations being developed by the company?

We started with the resell of networking products but we analyzed that there are very few companies providing the right information so we decided to educate and let operators pay for what they use. NETRO is known to offer networking solution by which operator can save cost in long term.

How have you adapted to the changes brought about the pandemic?

Pandemic has shaken the entire world but at the same time it has taught us that there are hidden opportunities for everyone and explore NETRO is one of the examples which emerged and grown by fulfilling the requirement and offering an enhanced solution to the network operators.

What are challenges & roadblocks faced by your industry?

Worldwide shortage of chipsets has somehow impacted many companies like us and we are hopeful that we will overcome this situation very soon.

Please tell us about your focus areas for the future.

We are planning to expand ourself in turnkey projects and focus on PSUs.

Please elaborate on the technologies on display at the expo.

We are displaying: FTTH, WiFi, Switching and routing solutions.

What can we expect from Netro networks in the times to come?

In the coming time, NETRO will emerge as one of the leading manufacturers of networking products under MAKE IN INDIA.

IN TODAY'S WORLD CONNECTIVITY IS VERY IMPORTANT FOR EVERYONE'S SUCCESS, GROWTH AND PRODUCTIVITY. WE ARE COMMITTED TO MAKING DIGITAL CONNECTIVITY TRANSFORMATION POSSIBLE

ADN - Moving into Tier 2 & 3 cities

EXHIBITOR CORNER



Rajiv Kumar Sethi

Managing Director (MD),
ADN Broadband

What are the new innovations being developed by the company?

We are one of the fastest growing Wireline Broadband Company with major focus of building robust Fiber infrastructure to deliver High Speed Internet Services converged with multiple Value adds.

How have you embraced new technologies/concepts in the aftermath of the pandemic?

With the pandemic, while most industries were encountering less or no business, ISP providers had a hard time coping with the surge in demands for internet. People working from home with Internet an only source of communication put a lot of pressure on Service Provider to continuously upgrade the network Infrastructure. The real challenge for ISPs was to constantly upgrade their infrastructure in order to keep up with the demand while

ensuring network uptime and quality of services are not compromised.

How have you adapted to the changes brought about the pandemic?

With the pandemic, while most industries were encountering less or no business, ISP providers had a hard time coping with the surge in demands for internet. People working from home with Internet an only source of communication put a lot of pressure on Service Provider to continuously upgrade the network

FOR PEOPLE WORKING FROM HOME, INTERNET WAS THE ONLY SOURCE OF COMMUNICATION AND THAT PUT A LOT OF PRESSURE ON SERVICE PROVIDERS

Infrastructure. The real challenge for ISPs was to constantly upgrade their infrastructure in order to keep up with the demand while ensuring network uptime and quality of services are not compromised.

Please tell us about your focus areas for the future.

We have been pioneering in building our infrastructure on Fiber under different volatile Situations. We are more focussed on building the robust last mile networks powered with the world in class backend networks and high-quality Customer services.

What are Industry challenges & roadblocks that you have faced?

During the last one year, ADN Broadband has exhibited a staggering growth of 300 percent enabling the firm to explore more opportunities and build efficient pool of resources. Its expansion on FTTH was phenomenal by adding 300k HP on Fiber during year 2020. The roadmap is to expand the Fiber networks to multiple Tier-2 & 3 cities and construct 1 million HP by year 2021 with an expectation of 20 percent conversion rate of customer. At the same time, the broader vision is to wire up each and every home on high quality Fiber and offer high speed Internet services along with multiple converged services (IPTV/OTT/Gaming/Voice/VOD) keeping a low entry cost making it affordable for All.



AtmosPower's vision for sustainable development

INDUSTRY SPOTLIGHT



Anand Prakash
Manager Business
Development,
AtmosPower Pvt. Ltd.

The concept of sustainable development refers to the development that meets the needs of the present without compromising the ability of future generations to meet their own needs. However, on the pretence of development, we have made our environment toxic with Air, Water & Noise Pollution, Deforestation, Soil Erosion etc. It's now time, we make amends to abate and rectify the damage that has been caused, in order to allow our future generations to have healthy and a liveable future.

Hence, with a vision towards Sustainable Development, AtmosPower was established in the year 2010 under the visionary leadership of Mr. Navroz Tarapore & Mr. B.R Singh having a combined experience of +75 years in the engineering domain.

In the past 11 years, AtmosPower has become a leading green energy company with expertise in making gas Dehydration, Separation & Upgradation systems for Biogas, Syngas, Landfill Gas, Producer Gas, Natural Gas, Oxygen, Nitrogen, Hydrogen, Methanol, and many other organic solvents. In addition to these systems,

after supplying more than 90 Biogas to RNG plants across Asia, AtmosPower is emerged as an expert on this technology in the Indian Market.

Furthermore, with 5 manufacturing facilities, AtmosPower can manufacture more than 300 systems a year. During the second wave of the Covid-19 pandemic, AtmosPower managed to manufacture more than 150 Pressure Swing adsorption-based Oxygen Plants within 120 days to support the hospitals in need. AtmosPower's clients range from CSIR-IIP (PM Cares Fund), Tata Trust, Torrent Gas, Adani Gas, Aditya Birla Group, Saint Gobain, amongst many others.

Based on its Patented Technology, AtmosPower is the only Indian Company that can manufacture Biogas upgradation systems capable of offering 98% methane purity with methane losses of <1%

In 2021, AtmosPower became a part of India's First & Largest Landfill Gas Collection & Upgrading Plant with M/s - Ramky Enviro Engineers Limited (REEL). AtmosPower's Landfill Gas Upgradation/Purification system, which is designed to convert the waste gas emitted from

the Landfill into Environmentally friendly Vehicle Fuel! This was quite an exciting challenge as the gas composition was complex and unlike the typical gas profile found at the 90 other gas upgradation plants installed by AtmosPower throughout Asia.

What makes this milestone significant, is when you consider the large number of Landfills around the world that could learn from this example and tap into their hidden potential. Landfills that would earlier be emitting toxic greenhouse gases into the Atmosphere, now have a chance to reinvent themselves as a major source of green fuel.

Under the guidance of TUV Rhineland's audit and inspection team (Notified body: 0035) AtmosPower can manufacture in compliance with PED, ATEX, SIL, and any other European & North American manufacturing directive.

Along with a dedicated team for Design, Engineering, Production & Quality Assurance, AtmosPower also offers operation and maintenance staff for all its plants. Considering AtmosPower's strong footprint throughout the country, you can be rest assured to receive any assistance within 24 hours.

Keeping these facts in mind, it would be a pleasure and honour for us to serve you and assist you in your journey towards a Sustainable & Clean future.

DURING THE SECOND WAVE OF THE COVID-19, ATMOSPOWER MANUFACTURED MORE THAN 150 PRESSURE SWING ADSORPTION-BASED OXYGEN PLANTS WITHIN 120 DAYS TO SUPPORT THE HOSPITALS IN NEED.



AVS Infotech — An IT solution company

IN CONVERSATION



Kunj Gupta
Head - Enterprise
Business,
AVS Infotech

A candid chat with Kunj Gupta, Head — Enterprise Business, AVS Infotech discussing the business model of the company, opportunities for the SMBs, digital transformation journey and more.

AVS Infotech was established in 2001 and operated as a regional/value added distributor for various IT products and components. In the year 2017 the business model was redirected towards adding enterprise range of products focusing on System Integrators and more than 3000+ partners all over India.

Since 2001, AVS Infotech (An ISO 9001:2015 Certified Company) has been leading the industry with their effortless operations, low maintenance, nominal prices, longer operational life, and top performance.

With the help of team and infrastructure, the company has gained the customer centric approach to become a differentiator in the market. The company has been providing high-quality products to their clients at market leading prices and within the stipulated time frame.

What is the company's business model and what drives the YOY growth? Why would customers select you over your competitors?

The key ingredients to our business model include - acquiring & retaining customers, having a product agnostic & customer centric approach, and by saying 'No' to 10% of businesses.

We closely engage with manufacturers, like Netgear, on both inventory led & made to order inventory business models. This results in easier customer engagement and superior customer satisfaction. We empower our teams, resulting in faster decision making, which eventually leads to high speed of quality response to customers. And our partnerships with them help us increase brand and product coverage for the buyers. The customer centric approach has also ensured AVS being placed as the 'partner of choice' by most of our partners.

What is the most preferred brand/product by your customer and do they opt for any additional services?

As mentioned earlier, AVS is a company is customer centric and brand/product agnostic. While we say that 60% or more of our revenue is from computing devices, there has been a shift in this market scenario in the last few months and customers are heavily engaging in the data storage and networking products offered by the company. We have seen the requirement of the market move in favour of Netgear Networking Products. With the advent of more and more Smart City Projects, Large scale Audio Video deployments coming in - Netgear is one such product which has been able to cater really well to these needs with their AVoverIP switches, 10G, 100G switches and over 200+ range of enterprise grade networking switches.

How do you plan to support customers to ensure that the IT workforce runs smoothly if another lockdown is implemented?

In the current scenarios while the Covid cases are suppressing, there is no prospect of a full lockdown and the business ecosystem is picking up.

Covid has been a part of our lives for 2+

years now and the businesses, small and big, have adapted to the new model of work from home/work from anywhere. We have tied up with delivery services providers who can break the bulk orders in the minimum possible timelines and within a couple of hours, if it's an intrastate delivery.

Services like Netgear Pro Support Care Packs & Onsite Installation along with flexible payment terms support have been game changers during these times.

What opportunities can you foresee for the SMB business?

In the last 1 year, most of our business has been driven through Medium and Large corporations, organizations that have had the mindset, experience and readiness to act. This vertical seems to have stabilized now with nominal growth.

In our opinion, the times to come shall include more SMB and Government/PSU customers. We haven't seen much action happen in the SMB space in the last year, as most of them have used stop gap/knee jerk arrangements to sail through these tough times. With the covid situation stabilizing, we expect the SMBs to start investing in digital transformation. Be it their internal processes or their business processes.

COVID HAS BEEN A PART OF OUR LIVES FOR 2+ YEARS NOW AND THE BUSINESSES HAVE ADAPTED TO THE NEW MODEL OF WORK FROM HOME



EXHIBITOR CORNER

CometChat wins Nasscom's 'League of 10 - Emerge 50' Award

CometChat is honored to have won Nasscom's prestigious 'League of 10 - Emerge 50' Award for 2021. While Nasscom's Emerge 50 celebrates the innovative spirit of 50 disruptive software product companies in India, the super elite 'League of 10' highlights the potential of exemplary brands that are breaking new ground, reshaping digital lives and are poised to dominate global markets.

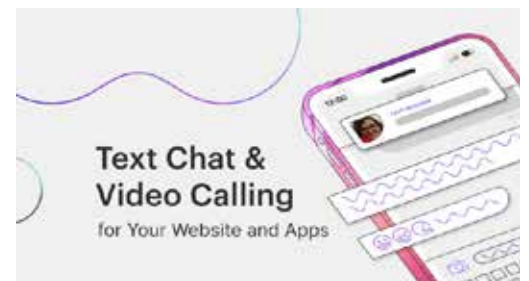
Trusted by over 50,000 developers worldwide, CometChat's communication platform provides easy to use text chat, voice and video functionality for websites and apps across all industries.

Our dedicated team has obsessed over building a scalable, secure and easy to use communication platform that delivers meaningful user to user engagement for our growing customer base.

With headquarters located in Denver,



Colorado, our talented team is spread out globally, with a large presence in India. Together we are united by a shared mission to fuel our customer's growth through meaningful user to user engagement.



Stop by our booth (5.438) to learn how CometChat's in-app communication platform delivers a scalable, secure, and easy-to-use solution that drives meaningful user-to-user engagement for your growing business.

OUR TEAM HAS OBSESSED OVER BUILDING A SCALABLE, SECURE & EASY TO USE COMMUNICATION PLATFORM

PRODUCT HIGHLIGHTS

Circen Technologies water treatment technologies

BioNet® MBBR

BioNet reactor contains porous compressible carriers which offers large surface area for the interception of suspended solids and growth of microorganisms. BioNET is excellent for the removals of ammonia and dissolved organics from wastewater and deteriorated source water. The bioreactor exhibits stable operation and excellent effluent quality for wide ranges of influent quality, hydraulic retention time and field conditions.

Electrodialysis Reversal EDR

Electrodialysis reversal can effectively remove ions from water and wastewater by applying a direct current and reversing the polarity of electrodes periodically. The electric charge drives the ions penetrating anion or cation exchange membranes. EDR reduces conductivity and dissolved solids of bulk solution. This is an excellent solution for sea water desalination plants and zero liquid discharge plants where Ro reject reduction is essential.



Packaged STP

A compact multi chamber FRP tank with advanced technology developed by the Japanese government. Circen Technologies provides units from 5 to 50 kld. The modular design means any scale can be met. The systems produce excellent effluent quality and the highly efficient blowers result in operation cost 80% less than conventional domestic STP.

BIONET IS EXCELLENT FOR REMOVING AMMONIA & DISSOLVED SUBSTANCES FROM WASTEWATER

Using AI to automate business operations

CXO SPEAKES



Amit Singh
Co-founder, CEO
and Business Head,
Constems-AI

Mission, goals and vision

To help manufacturers perform production quality inspections more accurately and cost-effectively, Constems-AI uses computer vision-based AI to automate business operations processes by eliminating manual interventions and enhancing safety, security, control, and operational efficiencies. Their solutions help execute quality control for various agriculture-based products, manage traditional and modern retail operations, and reinforce sales and distribution by cutting down reaction time to market.

Our goal is to become market leader in the space of AI based Vision by democratizing applications of AI based inspection and tracking of daily use products.

We have set out to build AI based vision to surpass human cognitive ability which can enable enterprise to improve daily human lives.

New innovations undertaken/implemented by the company

Our state-of-art technology (Computer vision SaaS capability) requires a deep know-how on object detection and recognition with

understanding around consumer product goods. Our AI-Based visual inspection platform called CAInatics is an easily deployable system for manufacturing lines to support quality control teams with production data and real-time Overall Equipment Effectiveness (OEE) reports, providing real-time quality control, predictive analytics, and rejection integration RPAs

Constems-AI's proprietary technology video and sensors solution extracts relevant information from image and video data. Leveraging superlative processing capabilities and proprietary algorithms, their solutions send alerts based on predefined user KPIs and seamlessly fit into existing infrastructure.

CAInatics is already trained to understand and analyze various type of shapes, sizes, texture, few such categories - Personal Care, Packaged food, Hand wash, Agri Products etc. System has already inspected and analyzed from than 20 Million images to help our customers improve their product quality and accelerate the GTM

Embracing new technologies/ concepts in the aftermath of the pandemic

The Pandemic has created a need for minimal touch large scale processes and when it comes to the consumer goods products (CPG) industry, it became a mandate for minimal manual/human dependent processes with additional business

performance pressure to enhance quality and availability standards across the supply chain. This opened a wide area of opportunities for AI based vision inspection systems.

Industry challenges & roadblocks

Like adaptation of new technology, industry goes through a learning curve. This industry is also witnessing challenges on change management / concerns around moving from old KPIs (traditional automation) to intelligent automation via AI. And in the evaluating the RoI measures for the new technology.

Policy advocacy for your sector

We have seen a huge support / advocacy from

- Startup India
- Aatmanirbhar Bharat
- Make In India

What's being showcased at the expo

CAInatics based vision system where we will be showcasing how our AI system can be used for QC inspection across various sectors would be exhibited at the show.

How can your solutions/ technologies/ideologies be leveraged for a better tomorrow?

Constems-AI's deep-net based AI vision platform provides visual inspection capabilities for packaged consumer goods and agricultural products industries with high accuracy and consistency. This will enable enterprises to deliver safer products for end consumers at the right time and improve daily quality of human lives

WE MAKE AN AI-BASED INSPECTION SYSTEM FOR CONSUMER GOODS AND PROCESSED FOODS SEGMENTS

Startup Spotlight

Constems-AI Systems Pvt. Ltd.

Founders

Amit Singh
 Amit Srivastava

Year of Establishment	Location	Key Technologies	Funding Status	Team Size
2017	Noida Uttar Pradesh	Artificial Intelligence & Machine Vision	Pre-Series-A: led by SINE (IIT Bombay), ONGC, and HPCL	50-100



DE-CIX - Connecting ISPs to one another

IN CONVERSATION



Sudhir Kunder
Country Director
DE-CIX

Tell us about the philosophy and vision of the company.

Our mission has always been to provide seamless services to our clients that revolve around Reliability, Stability, and Ease of doing Business. We envision a world in which "Digital Everywhere, for Everyone" exists, and this aspect will in turn promote the vision of a Digital India.

Being a Legally Compliant Interconnection Platform, it has always been our goal to make our services available to a larger audience while maintaining the highest level of customer satisfaction.

What are the new innovations being developed by the company?

In an ever-evolving world, businesses that do not keep up with the rapid pace of innovation may be defunct in the blink of an eye.

One of the most important innovations for sectors such as Healthcare, Finance, Retail, Logistics, etc., is that today, we have a Single Access Port through which all of our services, including Peering, DirectCLOUD, MAPS, and DDoS, will be offered to customers.

How have you adapted to the changes brought about by the pandemic?

Just before the onset of the pandemic, we ensured that we invested heavily in our network to enable our customers' demands, which started coming in multiple surges the moment COVID started, and we also ensured that our network was upgraded when we reached 60% capacity while serving large customers on our platform.

As a result, we were able to stay one step ahead of the market demand in terms of quality services, as it matters the most. Even though economic conditions during the pandemic were unfavorable, we were able to launch our DirectCLOUD Services immediately, despite the unsurmountable challenges, thereby enabling a lot of SMEs, SMBs, and Enterprises

to improve their network performance as well as manage business continuity and their digital transformation and digital acceleration endeavors.

What are the challenges & roadblocks faced by your industry?

One of the challenges we observed is a lack of awareness about the benefits of connecting IXPs to a large number of new ISPs' business owners. It would be preferable if all telco operators, irrespective of size, would on-board IXP's in order to enhance serviceability for their customers and ecosystem development.

We expect the government to incentivize industry operators, ISPs, and ecosystem providers like network device and equipment manufacturers, suppliers, fibre-providing companies, etc., which would in turn help ISPs to upgrade their legacy networks to FTTH and FTTX.

ROW is still one of the major trembling blocks in rapid network expansion, and the same needs to be addressed and resolved at the earliest.

Please tell us about your focus areas for the future?

We are focusing on setting up our pops across various geographies in India at Data Centers being built by reputed and reliable National and International organizations. A rapidly developing economy presents an exciting opportunity for our Internet Exchange and Cloud Exchange to serve SMEs, MSMEs, and Large Enterprises with vertically focused propositions, and we will soon launch MAPS and Blackholing (DDoS). Both are relevant to ISPs and Enterprises.

ROW IS STILL ONE OF THE MAJOR TREMBLING BLOCKS IN RAPID NETWORK EXPANSION, AND THE SAME NEEDS TO BE ADDRESSED AND RESOLVED AT THE EARLIEST

As DE-CIX Mumbai maintains its position as APAC's Largest Internet Exchange among the 29 countries and 153 exchanges, we are now expanding into DE-CIX Chennai and DE-CIX Delhi. We currently have two PoPs in DE-CIX Chennai Location and plan to expand to five in the next 12 months.

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

The Policies that encourage cooperation amongst all stakeholders in the initial establishment process, the development of IXs along with fiscal incentives, and a re-look at Roadblocks like ROW for Infrabuilders. The cost of connecting to an Internet Exchange can be reduced by policies that encourage competitive access to leased lines. To make Interconnection possible, you need to come up with a growth-based government model that is acceptable to everyone and meets all of the technical and security requirements.

Encouragement of non-traditional members such as government networks, research networks, and education networks to join Exchanges while also raising awareness of the necessity for all local carriers and content providers to connect to Exchanges. Incentive programs are required at all levels of Internet Interconnected Infrastructure Ecosystems to make sure that the connectivity solutions that each ecosystem provides are utilized to the fullest and can reach all corners of the country.

Please elaborate on the technologies on display at the expo.

We are honored and delighted to be a part of the 29th edition of Convergence India Expo, and we intend to take advantage of this unique opportunity to showcase our unique services under the Interconnection Platform, where Internet Exchange and Cloud Exchange coexist across a single access port, at the show.

What can we expect from DE-CIX in the times to come?

As an Interconnection Platform, we are connected with 500 ISPs as of now, and an ever-increasing number of participants from other industry segments, such as Healthcare, Finance, Retail, Logistics, etc.

In the near future, we will be launching Microsoft Azure Peering Services (MAPS), which is Microsoft O-365, as well as Blackholing, which is commonly known as DDoS mitigation. One will also be able to see DE-CIX's presence in almost all National and International Data Centre providers who want to establish as well as grow their presence in India, along with a strong presence in the majority of the SAARC countries.

Multiple EV challenges, One solution

PRODUCT HIGHLIGHTS



David Hudson
Head of EV Strategy
for ePropelled

According to the International Energy Agency (IEA), road transport accounts for nearly three-quarters of the total emissions. Though switching to electric has been accepted as an approach towards a greener future, but with such pressing environmental concerns, the industry still has a long way ahead of itself.

Firstly, the cost of building electric vehicles (EVs) tends to be high, eliminating the scope for profits. Secondly, motors are not as efficient as they should be. This problem is not contributing positively to the green claims of the EV industry, especially if the grid supplying power to the vehicle relies solely, or mostly, on fossil fuels.

A need for change

In general, comparing EVs to ICE vehicles can make some of us feel a little self-satisfied or even smug. However, if the situation is considered profoundly, we must acknowledge that EVs should be greener than they are or claim to be.

The global move towards EVs is an opportunity for different sectors, such as energy and transport, to work together. Collaborating on new EV technologies would be a fantastic move allowing for the growth of the talent pool and breakthrough solutions, as new technologies are desperately needed.

The industry needs to beat the existing EVs in efficiency and performance. It's not the ICE vehicles that the EVs are competing with but the target is to beat other EVs. Lastly, new technologies that improve vehicle efficiency and extend battery life should be used to work with a wide range of EVs, and not just passenger cars.

Micromobility

In urban areas, micromobility can help tip the scales by reducing transport emissions, improving accessibility, solving the last-mile problem, and by increasing social mobility. With time, it is gaining momentum and the impressive growth in the use of lower-powered modes of transport (scooters, electric bikes, tuk-tuks, light four-wheel vehicles, etc.) is caused by price considerations,

environmental concerns, and convenience.

However, when it comes to three/four-wheeler light electric vehicles, they are often used to carry or tow significant loads. This requires higher torque, which can drain the battery and compromise range making charging an issue. In short, the main concern is the size of the motor and the frequency of charging. This ties in with the problems faced by larger EVs. It's all about size, power, and efficiency.

New technologies

What is the point of having a great, long-lasting battery if the vehicle itself uses the battery too quickly and shortens its lifespan? Such challenges are why ePropelled has invested in research and development to make motors more efficient and exactly why we are excited about our partnership and international cooperation, with Ramkrishna Forgings Limited.

Whether cross-sector collaboration takes place or whether separate entities develop their own ideas, the industry needs new solutions that have the potential to improve vehicle efficiency and extend the battery life. One of such solutions, is the Dynamic Torque Switching™ (eDTSTM) technology that improves efficiency by at least 15%.

When such technologies transpire, it is incumbent that the same is adopted industry-wide. Only wide application of the technology will contribute to the overall reduction of the emission, as well as the cost and energy savings for manufacturers and end users. This is because, with the right and more efficient motor technology, we can reduce the size (and therefore the cost) of the battery pack, meet

consumer preferences for size and range, and make EVs more affordable to build. They will not only overtake ICE vehicles in performance and price but will also take EVs to a next level.

What's more in store is the chance for the industry to be even more greener because with the more efficient batteries would make them last longer and take the pressure off raw materials, manufacturing, and recycling.

Efficiency and scalability

This is where ePropelled comes in. We believe that size, performance, and cost are all interlinked, which is why many of the solutions in one area need to contribute to improvements in the others. Our dedication to efficiency makes us a leader in reducing the ever-increasing complexity of these challenges.

This commitment and attitude resulted in motors and drives that can improve the driving range and energy consumption of all electric vehicles, regardless of their size. We achieve that through reduced current draw and more efficient battery use that extends its life even when there is high torque demand.

We firmly believe in making motors and propulsion systems scalable, so that they can be implemented in a wide range of sizes and form factors. Whatever their energy and size needs, manufacturers should never have to wait for the right motor system to be developed for different types of EVs, be it large or small. Whether it's a family car, a truck, or a two- or three-wheeler, its electric propulsion system should benefit from the overall technological improvements to further help EVs in becoming truly green while allowing profits to grow.

THE GLOBAL MOVE TOWARDS EVS IS AN OPPORTUNITY FOR DIFFERENT SECTORS, SUCH AS ENERGY AND TRANSPORT, TO WORK TOGETHER



Inxee - Automating physical & manual tasks

CXO SPEAKES



Srinath Nudurupati,
Founder & Director,
Inxee

Tell us about the philosophy and vision of the company.

Inxee is an award winning electronic product design and manufacturing company with a vision to be a world class brand, based out of India, delivering quality products at very competitive prices. We are currently focused on consumer, industrial, medical and automotive segments.

What are the new innovations being developed by the company?

Inxee is launching asset trackers for various applications such as tracking equipment, materials, people and vehicles all under the same platform with customized hardware to meet the target requirements. Inxee is also creating a product for automation of airport operations that has cutting edge sensors and technology.

How have you adapted to the changes brought about the pandemic?

The pandemic has certainly changed the

traditional ways of doing business. Physical meetings and interaction used to be mandatory in the past along with physical tasks. Not anymore. It is truly a digital world now and we are trying to automate all the manual/physical tasks for our customers for enabling complete remote monitoring and control of all their processes and premises, be it a factory or a complete industry.

What are challenges & roadblocks faced by your industry?

The semiconductor shortage worldwide has undoubtedly been our biggest challenge. This has caused a lot of problems with worldwide manufacturing and production of multiple products in multiple segments that rely on electronics for their core intelligence and control.

Please tell us about your focus areas for the future.

It's all about automation and going truly digital. In the coming future, our focus is on taking our products and services in the Industry 5.0 space to take advantage of the growing market share of Industrial IOT. Also, we would like to indigenize

as many products in India as possible for other applications to reduce our dependence on imports and make us self-sufficient.

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

Financial support for start-ups and MSME's still continues to be a big problem. While the government promulgates lot of financial programs for start-ups and MSME's, they delegate the financial disbursement task to banks that still use traditional methods of loan processing for disbursing funds for start-ups and MSME's. This in my opinion is one of the biggest hurdles for growth in our country as these banks have no knowledge on technology and have trader mindsets. So real start-ups and MSME's that are innovating never get the financial assistance they need to grow.

Please elaborate on the technologies on display at the expo.

We will be displaying our latest asset tracking technology and products such as industrial wearables, GPS badges, industrial asset trackers among other Industrial IOT products.

What can we expect from Inxee in the times to come?

You can expect to see Inxee rise to be a world class brand delivering quality electronic products worldwide indigenously manufactured in India.

THE ELECTRONICS REVOLUTION IN INDIA HAS JUST BEGUN. THIS IS GOING TO TRANSFORM OUR COUNTRY OVER THIS DECADE IN ALL SEGMENTS



Seamless connectivity for efficiency

COMPANY SNAPSHOT



Uddhav Kumar
Founder & CEO, Lynkit

Tell us about the philosophy and vision of the company.

Our vision for lynkit is to orchestrate efficiency through the entirety of the supply chain for our users. And we want to do this by facilitating seamless interconnectivity with all the Stakeholders in the supply chain at low cost and minimal time. All our products are built on this principle, and as such we've never bound our users with limited user licenses, but rather have always licensed our products with unlimited users with highly configurable multi-tier user hierarchies. In addition, we built our products to be modular and seamlessly integrate with one another, so that our users would always have the flexibility to choose the features they needed for their operations, no need to overpay for features that they didn't use.

What are the new innovations being developed by the company?

Our 3D augmented reality and real time kinematics container location system is the first in the world. We have just launched it at Mundra Port in February. We are also creating a blockchain based digital signing tool and plug in which is already a feature of our supply chain management system.

How have you adapted to the changes brought about the pandemic?

Our products were always geared towards remote surveillance and management via digital tools. We did not have to adapt - our solutions are made for the future of logistics - maximum control and minimal interaction. The pandemic created many new business opportunities for our products.

What are challenges & roadblocks faced by your industry?

Logistics is an extremely disaggregated and multi-party industry. To move anything from A to B you will deal with multiple organizations and even multiple departments within your own organization. This has always made digitization in the industry difficult, but necessary.

Please tell us about your focus areas for the future.

These days we have been obsessing over how we can help companies create a very integrated and interconnected digital supply chain both within their organization and with their vendors and buyers.

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

The PLI Schemes should also exist for software, firmware and OS development and not just be for manufacturing. The Start-Up India scheme also needs to be more aggressive in laxing the procurement norms as we still face challenges in terms of years of existence regardless of making every other criteria.

Please elaborate on the technologies on display at the expo.

We are showcasing how all our products. Some of our flagship products we are showing at the expo include -

Lynkit.io, which is our blockchain based supply chain ERP. It integrates data from multiple native or legacy ERP systems with our IoT devices and UI into a single platform. It helps in digitizing contract implementation, invoicing, and workflow from the issue of purchase order to the proof of delivery to payment of the freight invoices.

LynkID - RFID based gate automation, bay allocation and loading/unloading management inside a facility. It also extends to inside the plant for automated product tracking through our smart conveyor belt automation system.

Lynktrac - A feature-rich asset monitoring platform that can be configured with e-locks,

GPS trackers, different sensors and cameras to provide real-time visibility, security and intelligence. Our offering also includes Lynkband, a GPS tracking wristband which is a feature rich device for use by ports and container terminals to monitor the location of all their workers and staff.

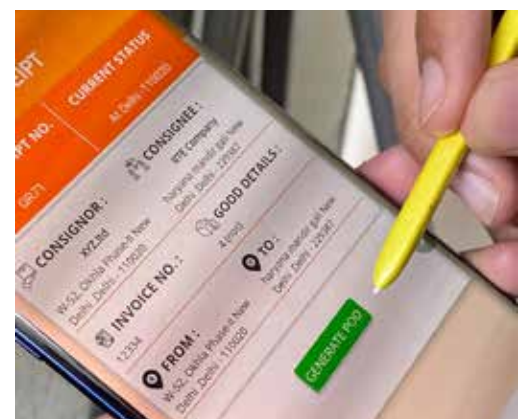
Lynkgrid-3D (Port Automation System) - Lynkgrid is a terminal automation platform that provides a fully automated GPS-RFID based solution to locate, stack and retrieve containers in any port, terminal or yard. LynkgridTM renders a 3-axis augmented reality interface for the detection and movement analysis of every container using Real Time Kinematics (RTK), providing an unprecedented centimeter level of accuracy.

Lynkgrid-2D (Warehouse management system) - The solution is specifically designed to manage the needs of warehouses or any covered storage and distribution centers, where it renders the location of goods on a 2D augmented reality interface of the warehouse. All moves in, out and within the warehouse are recorded to allow for easy location and retrieval of goods. This can be further augmented with RFID and barcode/QR code technology to automate inventory management and record-keeping.

What can we expect from lynkit in the times to come?

From a technology perspective we are shifting more of the manufacturing processes in-house as we now have the scale and expertise to do so. We will also be growing our B2C verticals this year and opening our international offices by the end of this year to grow our footprint.

TO ORCHESTRATE EFFICIENCY IN LOGISTICS, YOU NEED TO KNOW THE INDUSTRY'S PROBLEMS AS MUCH AS THE TECHNOLOGY



INDUSTRY SPOTLIGHT



Vijay J Gupta

Founder & CEO, JT Mobility

Portable EV Charger is Most Convenient and Efficient for Home Charging

Right this moment, along with the gas and petroleum at selling prices that individuals have hardly ever witnessed ahead of, everybody is searching for ways to decrease petroleum use and there are numerous people who find themselves investigating solutions to avoid using petroleum in any respect. They are really looking into electric powered vehicles conversion which is certainly switching a motor vehicle to move on energy rather than petroleum.

All electric vehicle manufacturers, Governments, NGOs and international communities, aims to ensure that the people who are most impacted by pollution have the option to use truly clean and zero-emissions vehicles.

Electric mobility comes with zero or ultra-low tailpipe emissions of local air pollutants and much lower noise, and, by being one of the most innovative clusters for the automotive sector. There are lots of benefits that come with driving an electric vehicle (EV), but as we speak to drivers about EVs every day, we do understand that many people still have concerns about making the switch from petrol or diesel. Even with well-established car brands now entering in the market.

It is not surprising that one of the biggest issues on people's minds usually revolves around how long it takes to charge an electric car. If you are on the road a lot or using your car or van for work, you might think that charging times mean electric just isn't for you. But you may be surprised to learn that charging up might not take anywhere near as long

as you think.

There are four modes of charging, that differs from one to another by current type, voltage, and power delivery capability. We describe it from lower to higher charging speed.

How to choose Right EV Charger for Electric Vehicle

Buying a private charging station is a relatively high investment and your decision must therefore be carefully considered. First, it will be important to realize who the charging station is for and where it will be located. You will place different requirements on the company's charging station than the one at home. Based on this, it is then necessary to consider what performance you need, choose smart features and payment system and finally the type of connector and cable connection.

On average, 80% of people do charge their electric cars at home overnight. Home charging is the most convenient and cost-effective way to charge. To charge an EV at home, all you need is a home charging point installed. Currently there is a government grant available on electricity to help you with the cost of this. Some electric vehicle manufacturers also offer to install a charging point free of charge when you buy one of their cars. Your home charging point will be installed on an exterior wall of your house or in your garage.

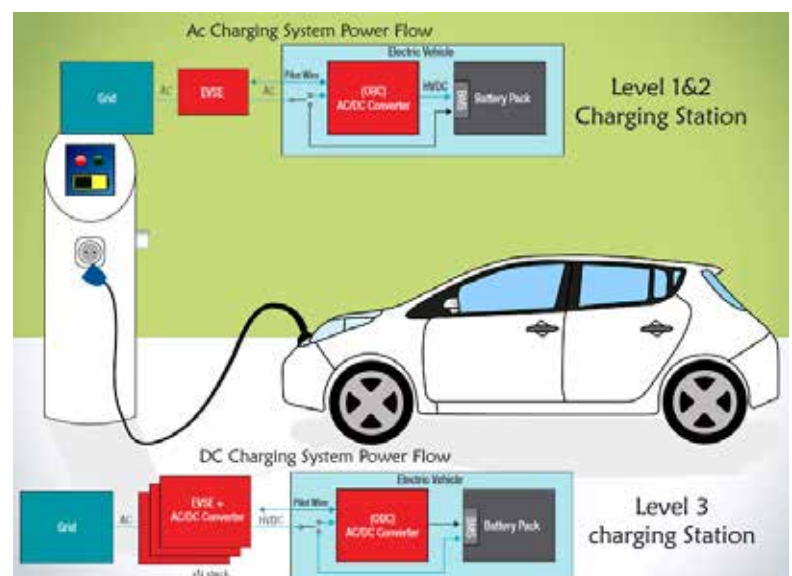
Most independent parking lots and parking areas provide paid charging services for customers. But using the public charging station is too expensive and charge station also requires a professional operation and maintenance team, which is not realistic for small parking lots.

In this case, we recommend our Portable AC Charger. Our Portable charging platform with a direct wire-in mode of charging is very simple to operate. JT Mobility portable charger is highly adaptable, compatible with more than 99.5% of the EV models on the market. It is highly adaptable to different charging environments as well. It can resume charging automatically and quickly after charging failures caused by general current or voltage fluctuations.

JT Mobility portable charger not only allows switching the current, but also supports functions such as delayed charging. Some of JT Mobility portable chargers come with more than one adaptor to ensure normal use in various household sockets.

- Easy to install, no need for complicated installation tools
- Complete protection mechanism
- Simple to operate
- Strong stability
- High compatibility all EV vehicles
- User friendly, it supports users to set charging current.

Smart Charge Anytime Anywhere



AT JT MOBILITY, WE ARE SEIZING THE OPPORTUNITIES TO REVOLUTIONIZE THE WORLD OF ENERGY, SO THAT WE CAN TURN OUR VISION OF AN EMISSION-FREE FUTURE INTO A REALITY

JT Mobility provide a variety of portable chargers to meet different needs in different markets. All of them are designed in accordance with industrial-grade waterproofness, suitable for all outdoor environments and can maintain normal charging even after being soaked in water for a period.

In addition to normal scenarios, charging equipment is also often used in complex environments, such as humidity, extreme coldness, heavy rain, snow, strong sunlight and so on. These complex environments have more strict requirements for stable performance of the charging equipment. JT Mobility met with all kinds of extreme situations, contributing to our rich experience in dealing with various complex location and environments.

- Seals and coatings made of special materials to improve the sealing and waterproofness of the products.
- Specially processed plugs to cope with days of heavy rain or blizzards in the open air.
- Specially designed TPU cables to ensure flexibility of the product in extremely cold weather.
- Specially made self-cleaning terminals capable of automatically removing the impurities on themselves to ensure that no sparks are generated during operation.
- Customized industrial screens to clearly display charging information under any conditions without any fog attached.

JT Mobility electrical vehicle cables has a rich history in delivering cables and accessories worldwide, putting quality, compliance, and a strong customer focus at the heart of operations. For us, it's about delivering a tailored service on a global scale. With industry-leading equipment and a robust network, we continue to develop the charging cables required to meet the growing needs of EV drivers. JT Mobility Type-2 Cables are special designed for electric vehicle charging, these cables generally called a mode 3 EV charging cable used to connect EV charger and electric car.

Better Conductivity: The silver plating on the pins makes better conductivity, higher charging efficiency, and effectively reduces heat generation.

Arcing Design: The special "self-clean" design. The impurities on the surface of the pins can be removed in each plug-in process. It could also effectively reduce the generation of the electric sparks.

Ergonomic Design: The body design of the plug has a small angle horizontal bending. It is in the line with the habit of manual force and more convenient to plug an unplug.

Environmental Protection: More environmentally friendly, halogen-free

Strong Tolerance: More resistant to cold and heat. The elasticity and flexibility of the cable can still be maintained even it is outdoor used at -40°C.

Strong and Anti-aging: Tighter and stronger molecular structure. The cable is more anti-aging compared with the normal ones. The sheath is less likely to crack even after long-term sun bursts and oil soaking.

TPU Cable

Material is more resistant to bending. TPU material can well protect

the internal wiring harness to work normally under repeated bending conditions, ensuring a longer service life of the equipment.

Why JT Mobility's products?

One important reason is that our products have very few after-sales problems. Not that we are inherently different, but because we have seen all common and incredible scenarios and that our technical department has been dedicated to optimizing product performance based on various feedback. Over so many years, we have been focusing on only one thing: providing our clients with better EV charging products. We do not only provide customers with better products, but also with complete solutions and suggestions.

We have provided numerous dealers with comprehensive product solutions and upgraded product functions to help them obtain their local charging projects successfully. In addition, we have been directly or indirectly involved in the preparation of guidelines for electric vehicle dealers.

As a professional equipment manufacturer, JT Mobility provides our customers not only with first-class products, but also with first-class services. From a professional point of view, we provide appropriate advice to help our customers grow better and faster.

Domain Proficiency

Our domain enables overall profitability for building solid foundation to associate with high-value customers to ensure quality interaction. We deliver seamless workflow & easy interactive team collaboration. Our customers serve as a constant source of inspiration to us, and we are extremely proud to play a part in building a better world alongside them.

Our Commitment

JT Mobility is committed to becoming a world-class provider of cable solutions for new energy vehicles, and a leader in the EV charging cable products & solution.

We are on a mission to enable everybody to drive as many miles as possible powered by clean electricity. We support our private and business customers on their way to electromobility through the planning and building process as well as the operation of an individual charging infrastructure. As a neutral supplier, we work together with many partners such as automobile manufacturers, EV charger manufacturers, EV Infra companies, back-end system operators, energy suppliers and Automotive distributors. We offer our customers the right accessories for charging e-vehicles as well as expert advice on optimal product solutions.

Patents/quality certifications

We do own a quality certification ISO 9001:2015 to deliver our clients with the right products and solution for every specific need. We provide our customers with reliable quality and environment friendly products that keeps them a step forward from other competitors. All our products are CE, FCC, UL, RoHS, Reach certified.

Business contributions to the local community

We are committed towards society for betterment of environment, also follow the policy of zero waste, we contribute to society for social cause as and when required. We are on a mission to enable everybody to drive as many miles as possible powered by clean electricity.

ISO 27001: Recognising the importance of operational security

Rob AckerTechnical Manager - Information Security and
Business Continuity | LRQA

“Good operational security is crucial – but it’s not always appreciated and is often challenging to execute consistently.”

Organisations adjusting to remote working are facing unprecedented information security challenges. ISO 27001 certification could be a solution to effectively manage these emerging risks, supporting the safe adaptation to a much changed working environment.

ISO 27001 is the international standard that defines the requirements for an Information Security Management System (ISMS). These requirements are broad and feature controls that relate to operational security. This is an area where we typically see a large number of nonconformities - suggesting that it is particularly challenging for organisations to define related policies, procedures, roles and responsibilities.

Within ISO 27001, operational security is a key, multi-faceted requirement that exemplifies how ISMS controls don’t

operate in isolation and how one size doesn’t fit all. It includes requirements around seven areas of focus ranging from documented operating procedures and change management, through to protection from malware. To achieve certification, your organisation needs a series of interlinked processes that address these areas to ensure adequate risk mitigation.

Achieving effective operational security

ISO 27001 requirements for operational security form a package of measures which must all be addressed.

Organisations typically respond to these using documented procedures or workflow tools which help define resource needs and provide management with crucial insight. No single requirement is more important than another. Every organisation is different and focus areas are dependent on individual operations.

In our experience, change management and technical vulnerability management both usually require more attention.

Change management

To minimise disruption and avoid undesired events, organisations are required to ensure that any changes are necessary, effective and authorised before deployment.

The design of change management procedures depends on the nature of your organisation - they need to be appropriate but shouldn’t be over complicated. For some, a basic audit trail along with version control will suffice, whereas more advanced change management processes with more input, scrutiny and investment may be required for others.

Our collective response to COVID-19 has tested change management processes. How organisations have established home working environments at pace has been impressive, however, implementation at this scale and speed can expose inherent weaknesses in processes. So, in many ways now may be the perfect time to conduct an internal audit to make sure that rapid deployments were completed consistently.

Technical vulnerability management

Information security breaches and cyber-attacks are now more frequent and damaging than ever. In many of the larger, publicly recorded cases, exploited technical vulnerabilities have been the cause.

As organisations become more and more data rich, adopting new technology at a rapid pace, vulnerability management processes that are proportionate to the level of risk must be in place. This is central to an ISO 27001 compliant ISMS.

Complex IT infrastructures can make the processes around identifying vulnerabilities and rolling out patches and updates difficult to define within your ISMS. At LRQA we try to understand the scope

of your asset estate before sampling to check that the latest updates are in place.

There must be a balance between quick deployment and sufficient testing, even for development assets. It's important that your process addresses key questions like:

- Is the asset in the desired state?
- Has this state been defined to ensure the control is implemented as planned?
- Is the roll-out on track or taking longer than intended?

Adjusting to a changing world of work

The shift to home-based working has truly tested operational security processes. This is because a distributed workforce has pushed the boundary of organisational

security into people's homes, increasing risks like unauthorised asset access and accidental malware infection.

ISO 27001 provides organisations with a robust method of managing these new risks from an information security perspective. Operational security is an important part of that mix. However, other standards such as ISO 22301 (business continuity) or ISO 22316 (organisational resilience) may also be of interest to organisations that want to take their management systems to a new level of integration.

Our ISO 27001 auditing and training services

We offer auditing and training services suited to a variety of organisations and can help you achieve sustainable compliance.

Training

LRQA's range of training services supports your organisation throughout your journey to ISO 27001 certification. We understand that each and every one of us learns differently. That's why we provide our training courses in multiple different formats from face -to-face and Virtual Classroom options through to eLearning.

Our range of ISO 27001 training courses include:

- Introduction to ISO 27001:2013
- ISO 27001:2013 Implementation
- ISO 27001:2013 Internal Auditor, Lead Auditor, Lead Auditor Conversion

Gap analysis

An auditor-delivered activity that exposes high-risk and weak areas of your system, enabling them to be addressed. It can also be used to highlight how existing systems can be used within your chosen standard, wherever you are in the certification process.

Certification

This is typically a two-stage process consisting of a system appraisal and an initial assessment, the duration of which is dependent on the size and nature of your organisation.

Surveillance

When we've approved your ISMS, we conduct regular surveillance visits to check your system's ongoing effectiveness. This provides managers with assurance and ensures sustainability.

Get in touch

Visit www.lrqa.com/uk for more information



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Bickenhill Lane
Birmingham
B37 7ES
United Kingdom



YOUR FUTURE. OUR FOCUS.

Formal financing solutions for SMBs

IN CONVERSATION



Pallavi Srivastava,
Co-founder & Director,
Progcap

Tell us about the philosophy and vision of the company.

Progcap is a technology driven comprehensive bespoke solutions provider that delivers path-breaking and seamless avenues to small and mid-size businesses (SMBs) through formal financing solutions. Working at the intersection of software and financial services, Progcap aims to be the first full-stack retailer-focused digital bank in India.

The core of our operations comes from the fact that Last mile retailers are a critical segment and the backbone of Indian economy that helps provide access of essential products to the last mile region. But there is a complete absence of credit and other tech and digital infrastructure for these customers and the biggest need for formalization, digitization, and access to finance lies there. Progcap, through our unique LMRF (Last Mile Retailer Financing) Facility, is working towards empowering this segment by providing them with credit, digitizing their supply chain-transactions and helping them plug into formal financial ecosystem. In a very short span of time, company has built one of the most capital-efficient fintech businesses with strong growth and outstanding portfolio quality.

What are the new innovations being developed by the company?

Working at the intersection of technology and software, on one hand, we cater to the financial needs of last mile retailers, while on the other hand, we are solving the liquidity challenges in the supply chain of the brands we work with. Our entry happens through corporate channels, which acts as our moat around customer acquisition and growth, and we onboard the entire infrastructure of the corporate, its distributors and retailers on to our platform.

Our innovative product that works akin to a credit card with incentives on timely payments, leads to reduction in cash conversion cycle, solving the biggest pain point of the corporates, bringing in better efficiency and liquidity in the channel. Our Straight to last mile technology platform allows seamless transaction data based underwriting, real time invoice financing and monitoring, and controls in case

of errant behavior, ensuring a high portfolio quality.

Therefore, we don't treat ourselves as a financing company but as an extended arm of the corporate ecosystem. Building that mindset and delivering that at scale, is what sets us apart.

How have you adapted to the changes brought about the pandemic?

For us, digital becoming the norm due to the pandemic induced lockdown was a blessing in disguise since we are an online platform. Furthermore, enhancing customer experience and serving them holistically became a primary focus for us.

Apart from our tech solutions we begun focusing on building capacity to our customers to ensure they understand the product, technology, and the value proposition clearly. This requires multiple touchpoints, heavy engagement and being available for customers 24 * 7. Many of our customers are new to credit so we feel responsibility towards ensuring that they are plugged into the formal financing and helped them build their credit profile.

The pandemic induced circumstances also created a substantial demand for fast-paced small-ticket loans in India which resulted in a faster recovery on the business front despite the total shutdown in the initial months of the pandemic.

What are challenges & roadblocks faced by your industry?

While there has been lot of impetus on the manufacturing front for the MSME's in India, the distribution side infrastructure has been largely ignored. Last mile retailers are a critical segment and the backbone of Indian economy that helps provide access of essential products to the last mile region. There is a complete absence of credit and other tech and digital infrastructure for these customers and the biggest need for formalization, digitization, and access to finance.

In addition to this they are mostly working in an informal way without digitization and tech intervention solution. At Progcap, our aim is to formalize the access to credit and digitize their businesses. Most of the customers that we deal with don't have the kind of paperwork, documents,

financials etc., which a traditional bank would require for sanctioning loans.

So, understanding their risk profile through alternative sources of data is important. The kind of data we are bringing in is very similar to what a credit scoring company would look at to assess the credit worthiness of a business.

Please tell us about your focus areas for the future? What can we expect from Progcap in the times to come?

Progcap is slowly becoming a core engine of growth and profitability for our customers, and for next few years we expect to add multiple industries and diversify our offerings by adding a foray of tech and banking products to service our customers holistically. As a business, our goal is to achieve \$1 billion disbursements by summer 2022 with an added goal to reach 100 + brand partnerships. We are working towards becoming the leading platform that formalizes, digitizes and finances all retailer transactions via corporate linkages.

Over the next two years, Progcap aims to impact over 5 million SMBs. With our array of innovative and specialized fintech products, we aspire to transform the 'Fintech for Retailers' scenario for the USD 800 billion-worth Indian Retail Industry. Progcap well positioned to be a leading player in supporting the growth of MSME's in India.

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

Customer data privacy and security are the most important aspects of running a large digital platform. A right policy framework around the data privacy of the customer will go a long way for digital lending startups in the fintech ecosystem.

In a world that quickly adapts to technology, fintechs have taken the lead, spearheading a deep-rooted transition of the financial sector. In the process, they have brought about a visible increase in efficiency of services and more importantly, greater financial inclusion. While there is a serious requirement to tighten regulations in order to ensure transparency, compliance, and public faith, we must also ensure that it does not stifle innovation. In order to achieve this lofty objective, policymakers must ensure that channels of communication stay open with the industry to allow for a dynamic framework that ensures the necessary compliance without penalizing innovative thought.

DURING THIS FINTECH EVOLUTION, PROGAP IS SUCCESSFULLY POSITIONED AS AN INCLUSIVE FINANCIAL TECHNOLOGY FIRM THAT IS REVOLUTIONIZING FINANCIAL ACCESS

PRODUCT HIGHLIGHTS

Five ways to improve workplace productivity

Measuring employee productivity has remained one of the most fascinating topics among employers and entrepreneurs. However, gauging productivity accurately is a complex task. But, thankfully, TaskOPad, a task management solution can provide employers and project managers with more tangible ways to measure the member's productivity. It not only improves the work culture by eliminating the blame game but also gives a clear idea of the employee's efficiency.

Task or project management software also facilitates employers to get real-time data related to employee conduct and efficiency. As a result, they can appreciate the more productive employees and gradually leverage the advantage of effective task delegation while managing dependencies. TaskOPad, Task management software can enable its users to manage the entire project using a Laptop or Phone.

Let's understand the role of a robust task management solution in measuring productivity by taking an example of our robust software TaskOPad.

Role of TaskOPad in Measuring Productivity

Productivity is based on multiple aspects, and it is necessary to find a tangible way to measure productivity precisely. TaskOPad has several features that provide managers and entrepreneurs with gauging employee productivity.

Timesheet: This feature shows the total hours spent by the employees on a given task during a particular period. Managers can track the time spent by all the team members on the tasks, clients, and projects. The Timesheet feature assists you to define the activities that take productive time of your team members more than necessary. It is possible to filter out time-consuming tasks and make decisions on optimizing them. It is also possible to determine time-consuming aspects for individual employees with this feature.

Project managers can easily go through the daily timesheet of any team member. It can also impact the productivity and efficiency of employees positively over the period.

Multiple Reporting: When it comes to

visualizing the progress of team members using graphs and charts in real-time, the Reporting feature always remains handy. Admins and team members can easily see whether a task has been accomplished or not with the help of this feature. What's more, managers can also utilize this feature for finding their team's productivity. With the Reporting feature, daily, monthly, or yearly productivity can be checked. It can save a lot of valuable time for project managers and team members while giving valuable insights and users can track progress efficiently.

Kanban Board: The Kanban Board feature is designed to enable users to visualize project workflows more clearly. Also, it helps project managers and entrepreneurs track an individual's progress on given tasks. All you can get is a better understanding of the workflow and effective task management. Kanban board has 'Completed' and 'To-do' columns for handling specific stages of a project workflow. Additionally, it enables team members to add cards in every column to schedule tasks.

Users can limit the maximum number of cards that are necessary to add in every column. It can prevent unnecessary clutter while helping users to prioritize different tasks.

Project Management: As the name suggests, it is useful for managing all the tasks and responsibilities of team leaders precisely. As a result, all misunderstandings get removed and the task's situation becomes clear. Managers can easily delegate tasks to team members as per the set deadlines and outline the activities of upcoming projects. The project management feature contributes to increasing productivity by enabling project managers to delegate tasks to employees who can accept

more tasks and assist managers to meet the project deadlines.

Percentage Completion Method:

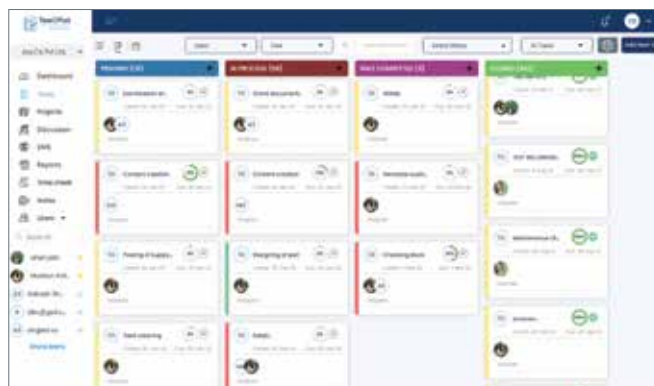
This is another useful feature to measure the productivity of your team for specific projects. This feature shows the value of task completion in the percentage form. It indicates the progress has been made on any particular task by entering the percentage of completed tasks. It also assists managers to track the actual progress of the project against the baseline plan. With the help of the Percentage Completion Method feature, you can also compare the productivity of your team across various projects.

Planning, Document Sharing, & Communication-related Features

Apart from these productivity measurement features, TaskOPad offers features like To-Do List, Docs & Attachment, Calendar View, Add Notes & Comments, Chat Discussions, Resource Management, Project Collaboration, Dependency Tracking, and Custom Fields to ensure that the entire team can easily share the data and remain on the same page for optimum efficiency. In other words, TaskOPad can enhance the productivity of your team and enable you to measure it substantially.

Conclusion: From managing teams to evaluating performance, and preparing reports to resolving critical issues - project managers have to deal with multiple facets. A reliable and secure task management solution like TaskOPad can assist managers to achieve all these objectives efficiently. Advanced and seamless productivity-related features of TaskOPad can give a tangible measurement of the employee's productivity and you can take your organization to a new level.

Whether you want to enhance productivity or measure it, you can do so from anywhere, and anytime using TaskOPad as this robust tool also provides mobile access to its users. Do you want to know more about this feature-rich and reliable task management tool? Simply drop us a line at info@taskopad.com and schedule a free demo.



Employee	Task	Hours
John Doe	Project A	8
Jane Smith	Project B	6
Mike Johnson	Project C	4
Sarah Lee	Project D	5
David Kim	Project E	7

EXHIBITOR CORNER

OHARA - The future made clear

A pioneer in optical glass in Japan and with over 80 years of experience, OHARA has been a leading supplier of high quality optical glass and special materials to the camera and optics industries since inception in 1935. Involved in countless technological innovations, we have contributed to industrial advancement, cultural creation and the realization of fulfilling lifestyles. In parallel, we have positively expanded our business globally and earned praise, especially for quality.

OHARA has developed various types of glass ceramics materials including "NANOCERAM™", which has excellent impact strength and hardness characteristics and "CLEARCERAM™-Z", an ultra-low expansion glass ceramic utilizing nano size grain structure.

Product Overview

LICGC: LICGC is a solid electrolyte material with high lithium-ion conductivity. Since, it is an oxide-based solid electrolyte, it may be treated in the atmosphere and exhibits a high level of safety. With excellent material properties, LICGC has the potential to resolve problems with the environmental performance of products. Its applications include being used as electrolyte in next-generation lithium-ion batteries, separators, CO2 sensors, next-generation capacitors, technology for recovering lithium ions from seawater and other electrochemical devices. Ohara LICGTM PW-01 Powder increases the cycle life of lithium ion batteries by 4 times at high temperature.

OHARA has developed and evaluated a Lithium Ion Conducting Glass Ceramic (LICGTM) powder, PW-01, that functions as a cathode additive in lithium ion batteries and enhances battery performance. This unique glass ceramic powder inhibits the growth of resistive layers in the electrode, increases the charge and discharge cycles by 4X, and greatly improves stored energy retention at high temperature.

NANOCERAM: NANOCERAM is glass-ceramic for which we have further evolved OHARA's nanocrystallization technology. New proposals will be possible that cannot be realized with sapphire crystal glass and chemically strengthened glass.

Impact Resistance High Hardness:

Compared with general borosilicate glass, NANOCERAM™ has 30% higher hardness and has showed more than 10 times higher impact

resistance in steel ball drop impact test. In addition, it has a 20% higher hardness than chemically strengthened glass, and showed more than 3 times higher impact resistance in steel ball drop impact test. Also, it has better fracture toughness than sapphire crystal glass, and cracks that cause breakage do not occur even if there are scratches and realizing a characteristic that is resistant to cracking.

Good Processability: Although it has the properties of hard ceramics, the cutting, polishing and moldability realized workability comparable to that of glass. Moreover, it has grinding and polishing property which can shorten process time to about 1 / 20th of sapphire crystal glass.

High Transmittance: Since, crystal grains of glass ceramics are large, it is difficult to transmit light and is never used for optical applications. However, high transparency has been realized by Ohara's nanocrystallization technology (particle diameter about 6 nm) which has a high track record in the space and astronomy fields. NANOCERAM™ is mounted on a high-end lens protector for single-lens reflex interchangeable lenses of domestic manufacturers who are demanding strict optical performance and precise quality, and NANOCERAM™ has received high marks.

Optical Glass Products: The optical parts of optical devices are composed of combinations of optical components, including spherical lenses, aspherical glass mold lenses, prisms and filters, which are made with multiple types of optical glass with characteristics in its refractive index and/or its transmittance. In order to attain

optical designs for various optical devices, OHARA deals with over 150 types of optical glasses and caters to the needs of a wide variety of optical designs for optical devices to enable higher performances, miniaturization, weight reduction and cost reduction.

In addition, depending on requests from our customers, we supply lens blanks in a suitable shape to be processed, finished lenses and so on. OHARA provides customers with optical glass products in a wide variety of types, from glass materials to optical components. 135 different types of optical glass for use in polished lenses and optical elements. For the purpose of global environmental conservation, OHARA uses no lead or arsenic in these 135 glasses. Ohara offers 18 types of optical glass for use in molded lenses. The glass type designation for these types begins with L-. They are also environmentally friendly, as they do not contain lead or arsenic.

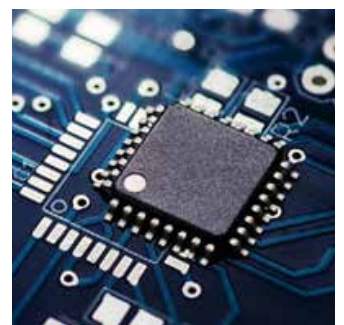
Non-browning optical glass is optical glass with high radiation durability. Ordinary glass turns brown when exposed to high levels of radiation, making it difficult to use for optical applications. In contrast, non-browning glass tints less and maintains its transparency.

Thoughts on Research and Development

With its DNA of reform, which we have retained for the 80 years since our establishment, OHARA continues its diverse efforts in the areas of optical glass, special glass and glass ceramics to offer cutting-edge materials with freely controllable properties and to seek every possibility for the future of glass as we moves towards the next generation.

With the "pursuit of the highest quality" which is in OHARA's DNA and cutting-edge materials resulting from the full exertion of our material development capabilities, we will continue our customer-based development activities. We will always create new value, respond to customer requests and make contributions through our technological innovation.

OHARA HAS BEEN SUPPLYING OPTICAL GLASS TO CAMERA AND OPTICS INDUSTRIES SINCE 1935





PRODUCT HIGHLIGHTS

Sumeru - Digital Transformation Experts

SUMERU is now the largest VSAT antenna supplier in India and has a state of the art integrated facility covering, product design to product delivery. Our holistic design approach involving RF parameter design, mechanical structures, packing, warehousing and logistics provides cost efficiency. Our highly experienced in house design team and captive manufacturing facilities for antenna, distinguishes us from others in the industry.

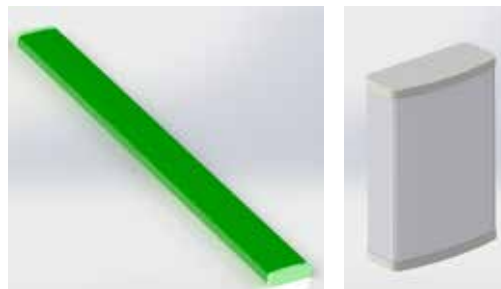
The philosophy is to design and develop opportunities for engineering products which has never been explored in India before, along with promoting the MAKE IN INDIA initiative of the hon'ble government. Our mission is to create customized essential products for our reputed clients and in longer run our vision is to create a knowledge pool industry, which motivates the Indian youth to serve nation at their best.

We are the only manufacturers using compression molding techniques based in India. The combination of low cost manufacturing in India and most advanced technique of manufacturing VSAT antennas gives us an edge over our competitors. Our highly experienced design team and facilities for antenna design, distinguishes us from others. We are continuously growing our capabilities across all segments of the product to stay ahead and maintain an edge

in the antenna market. This also helps us cater to our highly esteemed customers at prices better than any product.

On the policy front – we feel that the current policy framework is well framed and has the potential to boost the engineering industry of India, with more and more Indians being able to place themselves on global platform.

With regard to the challenges faced by product development and manufacturing companies – a lot has been done but a lot is still pending. We feel the industry approachable design facilities with required design and simulation setup and testing facilities should be provided by the



WE ARE THE ONLY MANUFACTURER IN INDIA THAT USE COMPRESSION MOLDING TECHNIQUES

government and the ease to use of those facilities by private players in the market.

Products Showcased at the Expo

The new products developed by us and being showcased in this exhibition are Beacon Tracking Receiver, Man portable terminal for satellite communication, and Point to point communication antenna. (photos). More products under development by us are antennas for telecom – Point to multipoint and point to point antennas.





Tally Solutions showcases Tally Prime

EDITORIAL



Balaji S,
General Manager
– North Zone, Tally
Solutions

Tally Solutions, India's leading business management software provider is showcasing the latest version of TallyPrime – Next Gen business management software at the FinTech India Expo. Focused on making the business owners' lives simple since its inception more than 30 years ago, Tally aims at simplifying business management with TallyPrime, facilitating users to comfortably manage and grow their business without needing to know the finer nuances of accounting or technology.

Built on a strong technology foundation, the product is a reliable and flexible solution assisting MSME owners and new-age entrepreneurs with an ultra-simple and powerful software to enhance all their operational needs. The software is fully compliant with GST norms and enables users to generate e-invoicing and e-way bills from within the software, all while maintaining complete

security and privacy of the customer's data.

Talking about the presence at the event, Mr. Balaji S, General Manager – North Zone, Tally Solutions said, "At Tally, we understand the needs of small and medium businesses and have developed simple and powerful solutions that millions of business owners, professionals, and chartered accountants are using, today, in India and globally. The digital and technology adoption amongst MSMEs has spurred with the onset of the pandemic and we have been conscious in our efforts to ensure that the MSME sector is assisted and served in the best possible way. Over the years, we have closely worked with several local trade associations and federations to educate entrepreneurs around the benefits of automation and our strong partner ecosystem has been assisting them with all their digitization needs. Backed by a strong product roadmap catering to the needs of SMEs, we are positive to transform the way businesses operate."

The company enabled the entire eco-system across all customer touchpoints to serve the customers remotely. This included organizing several insightful webinars on effective remote usage of the software, working with associations to assist the chartered accountant's community, centralizing the customer support centre-TallyCare with zero downtime, providing 30-day free license of the product during the initial days of the pandemic etc.

About Tally Solutions Pvt Ltd:

Tally Solutions Pvt Ltd. is a pioneer in the business software products industry. Since its inception in 1986, Tally's simple yet powerful products have been revolutionizing the way businesses run. Having delivered path breaking technology consistently for more than 3 decades, Tally symbolizes unmatched innovation and leadership. Having activated more than 2 million licenses worldwide, Tally caters to more than 6 million users across industries in over 100 countries. The brand has one of the largest partner ecosystems in the country with more than 28,000 partners associated with the company directly to provide seamless and delightful customer experience.

WE UNDERSTAND THE NEEDS OF SMALL AND MEDIUM BUSINESSES AND OFFER POWERFUL SOLUTIONS THAT MILLIONS OF BUSINESS OWNERS AND PROFESSIONALS, AND CAS ARE USING

EDITORIAL

Thanjavur Smart City executed by PruTech

The Opportunity

The Smart City Mission in India covers 100 cities in the country, Thanjavur, being one of them. The opportunity was to develop Thanjavur as a people-centric city with a good living and working environment. This required a holistic approach based on pragmatic solutions to provide a better quality of life through amenities such as improved transportation, housing situation, SWM, energy & water availability, safety, and security in the city.

The Solution

As a part of the Smart City initiative, a state-of-the-art Integrated Command Control Centre (ICCC) was set up by PruTech. This ICCC would efficiently bring all necessary data points from various sources such as ULB, police, transport, water, sewerage, power, etc. under one roof through electronic data integrations.

With the application of a smart governance portal and a mobile app in the form of ERP, the way Governments work, share information, engage citizens, and deliver services to external and internal clients have been redefined.

Integration of ICCC with various utility systems such as IoT/ICT sensors, smart city elements like water, GIS, transport, sewerage/drainage system, etc. was executed, along with a cloud data center with IT compute infrastructure, storage, network, and security components was provisioned to host all the smart city data center, data recovery, and CCC applications. Cloud disaster recovery was set up for data backup of all the data available in the data center. IP-based outdoor security cameras were provisioned across various locations in Thanjavur City. Video surveillance data from various cameras are stored and monitored at the CCC and viewing centers. The surveillance system has video analytics with edge level analytics system.

To ensure the execution of a thorough smart governance solution, smart environment sensors to gather data about pollution, temperature, rains, flood levels, in the city (pollution) daily were incorporated. It will serve as a great source of information for citizens, and for the administration to take appropriate actions during the daily course or in case of any event. Smart poles to provide street lighting, mobile broadband infrastructure, Wi-Fi hotspot services, active geolocation transponder for location-based services, and surveillance cameras were installed. These facilities

are connected to the CCC where they are constantly monitored and managed.

Emergency boxes were set up to enable citizens to establish a two-way audio (microphone and speaker) & camera (video camera and a video screen) communication link with the police/authority's disaster management cell/command and control center through the press of a button.

Network connectivity on high availability mode was provisioned for connecting the smart system components. The field infrastructure is aggregated through an on-field edge gateway which is integrated through IP protocol to the central DC/DR cloud.

Mobile CCC is used as and when the situation demands to capture the real-time video feed of an incident. These were built on rugged vehicles and houses communications equipment to stream video feeds to CCC. Mobile vans have appropriate wireless and 3G/4G connectivity to connect to the nearest CCC through the data centers, local storage for storing at least 24 hours video feed, local computing and processing capabilities, and a seating capability for four. Drone-based monitoring was also implemented for this Smart City.

The Impact

- Analytics to combine data from various utilities, departments, and sources to provide actionable insights into the data.
- Real-time information at the ICCC enables the operator to take necessary actions based on the

real-time information and execute the required responses.

- Capability to respond in a unified manner to situations on the ground by creating a common operational picture for the relevant stakeholder.
- Effective enforcement of traffic violations, checking, and monitoring to reduce traffic-related offenses.
- Smart parking enables better and real-time monitoring and managing of available parking space and guides residents and visitors to the nearby available parking facility.
- Defined KPIs for various systems deployed under enhancement and operational aspects of the city management.
- Capability to analyze the continuous improvement of city operations and optimize utilities management. Generate alerts over different modes of communication-related to core systems deployed for objectives of the smart city.

About Thanjavur Smart City

The Ministry of Urban Development shortlisted Thanjavur as one of India's 100 smart cities. The city is divided into 51 wards and occupies 36.31 square kilometers, with a population of 2,22,613. Thanjavur is one of the eleven smart cities in Tamil Nadu, India.

About PruTech Solutions

At PruTech Solutions, we steer organizations to become future-ready in a globally competitive business environment. Our zest for innovative solutions has seen us become a preferred digital transformation partner for organizations, including government and private entities. With 7 offices spread across top vibrant economies such as India, Mexico, and the US, you can trust us to be well ahead of the curve for your digital transformation needs.

WE STEER ORGANISATIONS TO BECOME FUTURE-READY IN COMPETITIVE BUSINESS ENVIRONMENT



Fulfilling the potential of Artificial Intelligence and Machine Learning

CXO SPEAKES



Vinayak Shrivastav,
Co-founder & CEO,
Toch

About your company: mission, goals and vision

"To disrupt video technology by automating workflow using Artificial Intelligence and Machine Learning algorithms thereby reducing go-to-market time and costs and increasing ROI for our clients." has been our mission made viable by our team of enthusiasts. Living in a deft world, where time is both a restraint and a surfeit, consumers are discerning about how they invest their valuable time. We identified that there was a demand for more than cookie cutter IoT solutions, personalisations that cut through the noise, curating bite-sized videos that highlight the key moments and capture the customer's attention.

As a SaaS company with cloud-agnostic solutions, Toch AI has been founded on the vision of technology and innovation. Being a cloud video editing API, the deep learning AI technology culminates with new assets by highlighting the key moments from the existing data, all in real time. The modern AI and machine learning catalyses fresh assets from a single feed data, with advanced engagement analytics, it precisely streamlines and brands over 30+ channels.

New innovations undertaken/implemented by the company

In 2016, we were sitting at a helm of an ocean of content, an industry in the making that was potential yet undiscovered. An observation that could not be ignored was that human attention span was shrinking remarkably and a product that could harness the gap was in dire need. Toch AI developed expertise in deep tech, using AI and ML algorithms that could help broadcasters and OTT platforms achieve the steam needed to create new video assets through automated editing with amplified graphic overlays and the ability to insert slates while branding the content in real time. Our technology magnifies the real potential of

video content by enabling higher engagement rate and enriched user experience. Face and Image Recognition, Vision models, Optical Character Recognition and Audio Detection are state of the art technologies that save manual labour, negates scope of error and delivers in real time without faltering the resolution of the feed. Over the years, we have garnered associations with some of the big names in the OTT and broadcasting world, standing humbly with 1.2bn+ Hours of Video processing time saved

- 72% Increase in viewer time spent on video
- 8.3x Increase in viewer engagement rate
- 12.9mn+ hours of video scanned
- 15x faster results
- 3x more assets created per hour

Embracing new technologies/concepts in the aftermath of the pandemic

The pandemic while it brought morose and crisis, technology was the reason many industries survived. Locked up in houses, we saw an unprecedented rise in people embracing technology, all age groups alike. With increased content consumption, we were able to give a discourse to the demand by enabling broadcasters and OTT platforms to highlight key moments, create bite sized videos, promos and teasers and most importantly remain functional despite the severity of the pandemic.

Soft launch of a new product/service

In the past two years we have seen a giant surge in the power of short form videos or ephemeral videos as we know it. More and more brands have been using it as a lucrative marketing strategy. Our upcoming product is a cloud based video editing tool that empowers even a non-expert to create dynamic stories from a variety of templates. Curated with a

large library of stock media, advanced editing tools and brand personalisation, it will be a savvy tool for all content creators who are on the move and want professionally curated content created with the click of a button.

Industry challenges & roadblocks

Technology is a disruptive concept and it takes time for any industry to accept and adapt to it. Our technology enables humans to scale down rudimentary work, while personalising content and acknowledging the fact that every human is different with varied interests and needs. Toch AI addresses the intricate need of every client with a personalised solution with remote chances of disruption with a quick turnaround time. Our initial challenge was to solve a snag expeditiously especially for the team that worked tirelessly from home. However it defined a new learning curve that helped us create a product better than we had envisioned.

How can your solutions/technologies/ideologies be leveraged for a better tomorrow?

We have merely fielded a tip of the iceberg with the potential of AI and ML based algorithms through OTT platforms and streaming partners. AI can be used to revolutionise medical procedures, make quality education available globally, predict and stop security breaches. However with more and more people embracing and incorporating technology as a part of their ubiquitous life Toch AI aspires in spanning across sectors like healthcare, security, road safety and education. With the governmental initiative of AI for ALL, defence collaborations and adaptation of AI across sectors, we see ourselves contributing towards not just a better tomorrow but a safer living alongside.

IF THERE WAS ONE THING THAT COULD ELUCIDATE THE POTENTIAL OF AI, I MIGHT RUN SHORT OF WORDS, HOWEVER I'D SAY, IT IS A MATRIX THAT BINDS TECHNOLOGY WITH KNOWLEDGE AND EXTRAORDINARY MEMORY TO EASE HUMAN LIVES



COMPANY SNAPSHOT

Innovation in last rites

Urja Gasifiers Pvt Ltd is a ISO certified Technological Company with a Team of Engineers & Technocrats committed to developing Green & Clean Technology, Renewable Energy viz Biomass Gasifier for low cost Heat & Power Generation, composting machine, incinerators, cremation system (Human/Animal) etc .

Recently, the company has developed a **HINDU CREMATION SYSTEM**. Normally people are reluctant to cremate their loved ones in Electric/Gas based Cremation systems and usually prefer to cremate on wood & as per traditions. Urja Gasifiers Pvt Ltd has innovated a Hindu Cremation system (Urja Antyeshti System) in association with IIT (BHU) that is on wood, pollution free, and maintains the sentiments & beliefs of the people along with the provision of all the hindu rituals like kapal kriya, panch & ashtthi puja, all at the same time saving, the wood



consumption by approximately 75% (i.e. 100 kg/cremation) & deforestation.

Urja Gasifiers pvt Ltd has tied up with IIT(Roorkee) for development of hospital/ bio medical waste Incinerator and Hydrogen Generation from Agro waste (Rice / wheat husk & straw etc) .



NORMALLY, PEOPLE ARE RELUCTANT TO CREMATE THEIR LOVED ONES IN ELECTRIC/GAS BASED CREMATION SYSTEMS AND USUALLY PREFER TO CREMATE ON WOOD



Sustainable and safe internet for the world

COMPANY SNAPSHOT



Ankur Aggarwal,
Founder, Netgroot

As a founder of Netgroot I had worked with ISP for the last 15 years and I know what all challenges I had to face every time in this field, and that's why I found my new company NetGroot, which provides complete Technical Solutions and support to network service providers.

Since inception, Netgroot has built long-term relationships with the customers serving their Internet backbone infrastructure and Network's needs. We help our customers to compete and grow by collaboratively solving their business problems through technology solutions, and partnering with them on their IT

transformation journey. We are right-sized to address comprehensive IT needs and offer the advantages of flexibility, longevity, commitment to completion and excellent support to our business relationships.

Our Vision shows what we are striving for & the mission highlights how we want to achieve it. The idea is to deliver the world's most effective and sustainable solutions for safe and secure internet use. We are a customer-focused Technology and Service Company. Innovation & Excellence are a part of Netgroot and drive all aspects of our business. Our products stand for quality, efficiency, reliability and sustainability.

Vas Expert

Our goal is to provide telecom operators with convenient tools to create next-generation quality communications and increase the

competitiveness and profitability of the operator's business.

New Innovations Being Developed

Our solution is Stingray Service Gateway is based on DPI technology and consists of the following modules:

BRAS/BNG - function for authorizing and terminating subscribers. This solution allows an ISP to control subscribers' Internet access and to apply tariff plans and additional options.

CG-NAT - solution is used in TCP/IP networks. It allows replacement (literally – the “translation”) of the private IP address with a public one.

QoE - product responsible for gathering statistics and evaluating subscribers' perception of services. DPI-based QoE metrics help to increase customer loyalty, monitor the network and increase ARPU from each subscriber.

NETGROOT HAS BUILT LONG-TERM RELATIONSHIPS WITH THE CUSTOMERS SERVING THEIR INTERNET BACKBONE INFRASTRUCTURE & NETWORK'S NEEDS

Evolute's ideas leveraged for a better tomorrow

SPEAKER HIGHLIGHT



Asha Seshadri,
Senior Vice
President-Software
Solutions – CTO
Office, Evolute
Fintech Innovations

Our products & solutions help to serve the unmet financial needs of those segments of the population who are not the core target segments of traditional financial services models. We empower them with the help of technology, thereby creating more accessibility & opportunities for growth. We contribute to the larger goal of financial inclusion with help of capabilities across Design, Technology & Manufacturing platforms.

We are a 100% "Make in India" company with all our products designed and manufactured in India. We have been proving our value in the face of adversities with increased focus on customer outcomes, and our ability to provide tailored, actionable products & services with greater ease of access and at an affordable cost.

Over the last decade, 1.2 billion previously unbanked adults gained access to financial services, and the unbanked population fell by 35%, primarily boosted by an advancement in financial technology. While globally 1.7 billion adults remain unbanked, FinTech is helping make financial services more accessible to an increasing number of people.

Financial inclusion, however, is not only a goal, but also a means to an end as an enabler and accelerator of economic growth. It has a multiplier effect, contributes to the economic development and stability of a country.

At Evolute, we have always aimed at digitally empowering people with our wide range of products, solutions, and services. Our products & solutions are democratizing access to banking facilities, credit, information, and technology. We make digital transactions simpler, smarter, and flexible, making it easily accessible to all and at the same time also being affordable.

We, at Evolute, want to make life easy for millions of people and help in their growth.

We intend to solve the following social problem areas with our products and solutions:

- Inclusion & empowerment – Financial inclusion, women entrepreneurship in

microfinances.

- Livelihood Generation – with every 1 MicroATM sold, we provide livelihood for 1 family.
- Social Upliftment and Acceptance – Improving social status with additional income for banking correspondents.
- Cashless society – Aligning with government strategies of moving towards less cash. Delivery of last mile services by unique identification of users with Aadhar/UIDAI enabled Identity Management Services.

Our product line helps the customer to move from the legacy manual systems to new age systems. We are in the field of providing digital solutions to our customers by supporting them on Identity Management, Payment Solutions, and any digital solutions in the Fintech arena.

Through our extensive product range, we are addressing the following customer requirements:

- Digitization of customer life cycle by digitizing cash & check,
- Creating digital trail,
- Increasing efficiency with expanded service offerings,
- Access to Easy availability of customer data,
- Financial Inclusion (consumers/merchants/citizen),
- Electronic & Digital Payments reducing cost of carrying /managing Cash,
- Access to identity, Access to finance, Access to society by digital means.
- We intend to become "a trusted advisor to customers in digital solutions in fintech space ensuring smooth last mile delivery of services."
- We aim to enable digital payments infra as

omnichannel, ubiquitous and Realtime. We look forward to increasing income and supporting livelihood.

- With our solutions, we look at reducing risk, fraud, and theft, hence increasing trust & making solutions secure. We also aim at optimizing solutions to reduce transaction cost and time.
- Build EXTRAORDINARY Customer EXPERIENCE and Reduce friction with ingenious solutions
- Bring about Reliability & Consistency with Sustainable solutions.
- We are compassionate & humanize our actions alongside making the customers and internal staff technically aware.

Products & their use cases:

Our devices are a confluence of multiple endpoints into a single device that eases the process of financial inclusion via a single device. With the help of Aadhaar / National Id enabled application, you can bring the bank to the doorsteps of your customers via Business Correspondents (BC's) or bank employees. This is a smart way to acquire new customers and render banking services like account opening, e-KYC, deposits, withdrawals, and fund transfers while on the move.

We have affordable range of fingerprint scanners and printers allowing you to connect easily to various devices post which biometric based transactions can be done with ease, and achieve end to end banking transactions.

We are also the only vendor in India to support Iris scanner on our POS devices, and support RD Service on iOS devices.

Along with the above devices, we also provide support for building customer specific applications as per their requirements. Do visit our website <https://www.evolute.in/> for more details.

AT EVOLUTE, WE HAVE ALWAYS AIMED AT DIGITALLY EMPOWERING PEOPLE WITH OUR WIDE RANGE OF PRODUCTS



GLIMPSES OF THE SHOW



EXPO NEWS 2022



COMPANY SNAPSHOT

More than just the best video player

For more than ten years, JW Player has been first to market with key video innovations. Whether it's new platforms and devices, or streaming and advertising standards, the video industry is always evolving and JW Player is your partner to keep you ahead of the curve.

With a global footprint of over 1 billion unique users, JW Player creates a powerful data graph of consumer insights and generates billions of incremental video views. Today, JW Player provides media professionals with powerful and flexible technology to deliver video, grow their audience, and monetize with ads. Headquartered in New York, with offices in London and Eindhoven, we were proud to be named to Deloitte's Technology Fast 500™ in



2017.

A New York-based company that pioneered video on the web and continues to innovate for the future. As creators of the world's first open source video player in 2008, we powered the original YouTube and have since expanded to video hosting and streaming, advertising, and analytics for 1 billion monthly unique viewers in 200 countries. JW Player combines the fastest video delivery on the planet with cutting-edge



intelligence, empowering publishers to tell highly impactful visual stories and successfully monetize their content.

Live on over 2 million sites with 1.3 billion unique plays per month, JW Player is the solution for seamless video playback across browsers and media types. It empowers the developer to interact with video programmatically to create unique and awesome user experiences.

XCONICS - Creating an ecosystem for innovation

CXO SPEAKES



Dhyuti Ghosh,
Co-Founder/CMO,
XCONICS Innovations
Pvt. Ltd.

Tell us about the philosophy and vision of the company.

Our main aim is the creation of an ideal ecosystem for Innovation. Our vision is to create a fully functional 'Make in India' initiative to design and develop innovative products in India with Xconics as a pioneer in the field of hi-tech electronics and helping the youth achieve this for our country through the technical expertise provided by us.

What are the new innovations being developed by the company?

Our current products include XSHA, Xpoint and Sensor Node. The products which are currently in the development stage include Health Band and a Biometer. The future products which we are soon to begin our work on are X-Switch, X-Pumping System and X-Theft Protection System.

How have you adapted to the changes brought about by the

pandemic?

In terms of our internal operations, even though our end-to-end business cannot be conducted online, we have adapted to a hybrid mode of operation which has in turn smoothened our functioning. In terms of our clients, the pandemic has led to a huge increase in the demand for automation which is one of our main focus areas.

What are the challenges & roadblocks faced by your industry?

The biggest challenges include the lack of availability of the varied expertise required in this domain. Secondly, most of the modules and components required to develop these products have to be imported from abroad due to lack of



AN IDEA COMES INTO SUBSTANCE DEPENDING ON HOW ONE UTILIZES IT

electronics manufacturing hubs in India.

Please tell us about your focus areas for the future.

Artificial Intelligence, Machine Learning, Data Analytics are soon to be our focus areas in future. Along with that, innovative products in the domains of Healthcare and FinTech are also something that we are working on and plan to launch in the market soon.

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

To further facilitate and encourage startups, we strongly advocate for subsidies in the import duty of components for R&D done by startups.

Please elaborate on the technologies on display at the expo.

Our products span over various domains such as Fintech, industrial automation, home automation, IoT, smart devices, etc.

What can we expect from Xconics in the times to come?

Xconics strives to innovate solutions. Technology has endless scope. We plan to dedicate our hard work & efforts to dig out the answers to various industrial problems via our expertise in technology. The goal lies in building the foundation of a tech hub that functions & develops in India.

PARTNER VOICES

Telecom Sector Skill Council

Telecom is driving India's next phase of growth with development of new technologies like 5G, IoT, ML/AI, Data, Blockchain, Cybersecurity and M2M communication. The need for skilled manpower is paramount and Telecom Sector Skill Council (TSSC) is helping bridge this gap. TSSC is an industry led apex body, a not-for-profit organization setup by NSDC & the telecom industry. We are committed to develop and ensure adequate availability of world class skilled workforce to boost growth and productivity of the telecom sector.

TSSC has a strong presence in the community with multiple projects in through various channels. Our vision is to develop world class skilled workforce for the Telecom industry. Skill development has the potential to become a tool for change, and TSSC provides skill development to the served and the underserved. TSSC offers multiple programs to conduct skill training. We have strong ties with the Ministry of Skill Development and Entrepreneurship (MSDE), Ministry for Electronics & Information Technology (MeitY), various state skill development missions and district skill committees.

CSR – TSSC is already carrying out CSR projects with multiple organizations by providing training and infrastructure development. We have a national footprint of training partners, trainers and assessors who can easily mobilize, train, and assess candidates for a variety of projects. Through our CSR initiatives we provide capacity building for the telecom sector in the

form of Centres of Excellence (CoE), training support through our Learning Management System (LMS) and placement support through our in-house job portal TELCOJOBS. We cover all touchpoints of the value chain and have industry relevant courses in current as well as futuristic technologies.

Centre of Excellence (CoE) – TSSC's aggressive venture into building a network of excellence starting with NIT Patna and NIT Ranchi is branching out to more and more academic institutes across the country.

TelcoJobs – In order to ensure end-to-end control on all our touchpoints in the value chain, TSSC has also launched its own job portal and LMS platform. These are meant to engage students and jobseekers remotely with both instructor led and self-paced programs. Additionally, there are multiple top organizations recruiting from TelcoJobs with new companies being added each day.

TSSC have taken various initiatives at several level, starting from receiving the demand and providing skilled workforce within the telecom sector. Currently, TSSC provides skill development in government-

based initiatives to support and encourage the upliftment of the young youth to acquire their livelihood in the society.

Central/State Schemes – TSSC invites training numbers for various flagship government schemes like PMKVY, DDU-GKY, NULM, ESDM etc. and other state schemes aimed towards skill development. TSSC has a special focus on placement and ensures that candidates are placed within the best organizations.

National Apprenticeship Promotional Scheme (NAPS) – TSSC helps youth find apprenticeship in top organizations in the ICT domain to allow them to learn and earn on-the-job. NAPS not only provides benefits to the employer but also creates an environment that encourages apprenticeships.

Bachelor of Vocational Education (B. Voc) – TSSC partners with academic institutions to impart skill development in industry-relevant jobs.

TSSC has trained 10+ lac youth since inception and has 1000+ training centres across India with presence in all 36 states and UTs. TSSC has a strong industry and academic presence with 40+ industry partners and 600+ training partners. We cover 32 key job roles in the telecom sector and provide training through Govt. schemes, CSR projects and NAPS program.

WE ENSURE AVAILABILITY OF WORLD CLASS SKILLED WORKFORCE TO BOOST GROWTH & PRODUCTIVITY OF THE TELECOM SECTOR



The logo features a large, stylized white 'C' that curves around a small globe icon. The globe shows the Americas and is positioned at the top left of the word 'Convergence'.

Convergence India Expo

30 YEARS OF ACCELERATING

A large, golden Om symbol (ॐ) is the central focus. Inside the upper right loop of the Om, there is a detailed image of the Earth, showing the continents of North and South America.

INDIA'S DIGITAL REVOLUTION

27-29 MARCH 2023
Pragati Maidan, New Delhi