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1Source: IDC Quarterly Workstation Tracker, Q4 2024
2Based on Dell internal analysis, January 2025. Most-manageable commercial PCs when comparing the systems management capabilities of Dell Update Processes, Dell Manageability Solution capabilities and integrations with 3rd Party Management Solutions, with competitor update processes, systems management solution capabilities and integrations with 3rd party management solutions.
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1 Based on Dell analysis of staff time required to maintain balanced PowerStore cluster vs. traditional multi-array deployment, March 2022. Actual results may vary.
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Brand Book 2026

15th EDITION

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CONTENTS

INSIGHTS, INNOVATION, IMPACT.

PREFACE 7
FOREWORD 9
CATEGORIES 10-11

CORPORATE EXCELLENCE

MOST TRUSTED COMPANIES 2026-27 13-20
MOST ADMIRED BRANDS 2026-27 21-25
INDIAN MARKET SCAPE 26-55

INDUSTRY LEADERSHIP

EMINENT CIOS OF INDIA 118-173
WOMEN IN TECHNOLOGY LEADERSHIP 174-177
TECHNOLOGY ICONS OF INDIA 194-200
TOP 100 SOLUTION PARTNERS IN INDIA 201-205

GOVERNANCE & PUBLIC SECTOR

DIGITALIZING INDIA'S PUBLIC SECTOR 178-187
INDUSTRY BODIES IN INDIA 188-189
GOVERNMENT BODIES AND AUTHORITIES 190-193

★ FEATURED SECTION ★

MOST PROMISING PARTNERS

POWERING THE NEXT WAVE OF GROWTH

208-248

CORPORATE BRAND EQUITY 2026-27

ACER INDIA PVT. LTD. 56
AUTODESK INDIA PVT. LTD 58
ADITYA INFOTECH LTD. (CP PLUS) 60
ALCATEL LUCENT ENTERPRISE 62
ALPHA MAX TECHNOLOGIES PVT. LTD. 64
COMMSCOPE INDIA PVT. LTD. 66
CYBLE INFOSEC INDIA PVT. LTD. 68
DATA SAFEGUARD INDIA PVT. LTD. 70
DELL INDIA PVT.LTD. 72
DENAVE INDIA PVT. LTD. 74
D-LINK (INDIA) LTD. 76
DYNABOOK INDIA 78
ENGENIUS NETWORKS PVT. LTD. 80
ESDS SOFTWARE SOLUTION LTD. 82
FORTINET TECHNOLOGIES INDIA PVT. LTD. 84
INNSPARK SOLUTIONS PVT. LTD. 86
INSTASAFE TECHNOLOGIES PVT. LTD. 88
HAIER APPLIANCES (INDIA) PVT. LTD. 90
KASPERSKY 92
LENOVO INDIA PVT. LTD. 94
NEMETSCHEK INDIA PVT. LTD. 96
NATIONAL INTERNET EXCHANGE OF INDIA (NIXI) 98
QUALYS SECURITY TECHSERVICES PVT. LTD. 100
PRAMA INDIA PVT. LTD. 102
SECURONIX INDIA PVT. LTD. 104
SONICWALL TECHNOLOGY SYSTEMS INDIA PVT. LTD. 106
THOUGHTWORKS TECHNOLOGIES (INDIA) PVT. LTD. 108
TOSHIBA INDIA PVT. LTD. 110
TP-LINK INDIA PVT. LTD. 112
VARONIS SYSTEMS (INDIA) PVT. LTD. 114
VERSA NETWORKS INDIA PVT. LTD. 116

MOST PROMISING PARTNERS 2026-27

ACMA COMPUTERS LTD. 208
BM INFOTRADE PVT. LTD. 209
CACHE DIGITECH PVT.LTD. 210
DATAMATION CONSULTANTS PVT. LTD. 212
DIAMOND INFOTECH PVT. LTD. 214
E SQUARE SYSTEM & TECHNOLOGIES PVT. LTD. 216
GURUSONS COMMUNICATIONS PVT. LTD. 218
HARITASA ELECTRONICS SOLUTIONS PVT. LTD. 220
I2K2 NETWORKS PRIVATE LTD. 222
INFLOW TECHNOLOGIES PVT. LTD. 224
INGRAM MICRO INDIA PVT.LTD. 226
INTENSITY GLOBAL TECHNOLOGIES LTD. 228
IRIS GLOBAL SERVICES LTD. 230
IVALUE INFOSOLUTIONS LTD. 232
PAR DATA SYSTEMS PVT. LTD. 234
PENTAGON SYSTEM AND SERVICES PVT. LTD. 236
RAH INFOTECH PVT LTD 238
RASHI PERIPHERALS LTD. 240
REDINGTON LTD. 242
SANGHVI INFOTECH PVT. LTD. 243
SATCOM INFOTECH PVT. LTD. 244
TECH DATA ADVANCED PVT LTD 246
SUPERTRON ELECTRONICS (SEPL) 248

TECH CHANNEL & ALLIANCE LEADERSHIP 206-207
TOP CMOS SHAPING THE TECH INDUSTRY 251-253
PROGRESSIVE START-UPS IN INDIA 254-272
INDIAN-ORIGIN GLOBAL LEADERS 274-277
MAKE IN INDIA (TECH BRANDS) 278-284
ADVERTISEMENT INDEX 285

PREFACE

TECHNOLOGY, TRUST & INDIA'S DIGITAL FUTURE

Technology is rapidly transforming India into one of the world's most dynamic digital economies. From digital payments and e-governance to Artificial Intelligence (AI), cloud computing, semiconductor manufacturing, and advanced digital infrastructure, technology is reshaping how businesses operate, citizens interact, and governments deliver services. India's Digital Public Infrastructure (DPI), powered by Aadhaar, UPI, DigiLocker, and ONDC, has become a global benchmark for digital innovation, enabling financial inclusion, transparency, and access to services at an unprecedented scale.

Today, millions of Indians use digital platforms for banking, healthcare, education, commerce, and public services. The rapid adoption of digital payments has formalized economic activity, accelerated financial inclusion, and strengthened consumer confidence. Across industries such as agriculture, manufacturing, retail, healthcare, logistics, and financial services, technologies including AI, automation, Internet of Things (IoT), and data analytics are improving productivity, reducing operational costs, and driving innovation.

India has also emerged as one of the world's largest test beds for emerging technologies. With a vast digital population, growing internet penetration, thriving startup ecosystem, and increasing investments in AI, cloud, 5G, and data centers, the country continues to attract global technology leaders and investors. Startups are creating new business models, generating employment, and contributing significantly to economic growth. As organizations embrace digital transformation, technology is no longer just an enabler—it is redefining how value is created, delivered, and scaled.

However, rapid digitalization also introduces new challenges. Cybersecurity threats, digital fraud, data privacy concerns, and increasing cybercrime continue to expose vulnerabilities across the ecosystem. The digital divide between urban and rural regions, gaps in digital literacy, infrastructure limitations, and a shortage of skilled technology professionals remain barriers to inclusive growth. Regulatory uncertainties surrounding AI governance, data protection, and cross-border data flows further complicate the technology landscape for businesses and policymakers alike.

At the same time, governments around the world are grappling with the societal impact of digital platforms, particularly social media. Concerns around excessive screen time, cyberbullying, online addiction, mental health challenges, and exposure to harmful content among teenagers have intensified calls for stronger regulations. While policymakers seek to create safer online environments through age restrictions and parental controls, industry leaders caution that excessive restrictions could unintentionally strengthen the dominance of large technology companies. Smaller and emerging platforms may struggle to meet stringent compliance requirements, potentially reducing competition and limiting innovation. Balanced regulation that prioritizes safety, transparency, accountability, and innovation remains critical to sustaining a healthy digital ecosystem.

The rise of Artificial Intelligence presents another defining opportunity and challenge. Generative AI, Large Language Models (LLMs), autonomous agents, and AI-driven automation are revolutionizing industries by enhancing productivity and accelerating innovation. Yet these same technologies are increasingly being leveraged by cybercriminals to launch sophisticated attacks at scale. Threat actors are using AI to automate reconnaissance, identify vulnerabilities, generate convincing phishing campaigns, create adaptive malware, and conduct highly personalized social engineering attacks.

In this evolving threat landscape, threat modeling has become an essential cybersecurity discipline. It provides a structured and proactive approach for identifying, assessing, and mitigating security risks before they can be exploited. By analyzing business systems, applications, data flows, and operational processes from an attacker's perspective, organizations can uncover vulnerabilities, prioritize risks, and implement effective security controls. Beyond technical protection, threat modeling aligns cybersecurity investments with business objectives, helping organizations safeguard customer data, intellectual property, operational continuity, and stakeholder trust.

To address the growing threat of AI-enabled cyberattacks, CERT-In released Version 1.0 of its cybersecurity blueprint on 25 May 2026. The framework helps organizations strengthen cyber resilience through governance, security controls, vulnerability management, incident response, supply-chain security, and workforce preparedness. It warns that AI can accelerate vulnerability discovery, deepfake fraud, phishing, malware creation, and adaptive cyberattacks, making proactive defense and continuous security validation essential.

As India advances toward becoming a global technology and innovation powerhouse, digital trust will be the cornerstone of sustainable growth. Success will depend not only on adopting emerging technologies but also on strengthening cybersecurity, protecting privacy, developing skilled talent, and creating forward-looking policy frameworks.

We extend our heartfelt gratitude to our advertisers, partners, technology leaders, policymakers, and industry stakeholders for their continued support. Together, we are building a future-ready India powered by technology, trust, and collaboration. As digital transformation accelerates, collective innovation and responsible technology adoption will unlock new opportunities, empower businesses, and drive sustainable economic growth.

Dr. Deepak Kumar Sahu
Publisher and Editor-in-Chief

The BRAND BOOK

15 YEARS OF SHAPING SOUTH ASIA'S TECH NARRATIVE

15 Years of Shaping South Asia's Tech Narrative

Kalinga Digital Media stands as a preeminent technology-focused media house in South Asia, delivering incisive IT news, expert commentary, and nuanced insights into emerging trends and innovations shaping the industry. Through its comprehensive coverage and steadfast commitment to thought leadership, the organisation plays a pivotal role in informing and shaping the region's dynamic and ever-evolving technology ecosystem.

In today's dynamic landscape, product innovation is a critical lever for growth, as rapid technological advancement and shifting consumer expectations reshape the global business environment. A successful product launch hinges on identifying a precise market gap and executing a data-driven go-to-market strategy—aligning your value proposition with customer pain points to drive adoption and lasting brand loyalty.

At VARINDIA, we prioritize customer insights, ensuring every launch reflects genuine market demand through data-driven strategy. The Brand Book serves as a comprehensive guide to a brand's identity—its visuals, mission, values, and tone—ensuring consistency across channels and alignment between internal teams and partners. It is thus indispensable to effective go-to-market execution, laying the foundation for unified messaging and a cohesive brand experience.

A high-impact go-to-market strategy demands sharp focus on customer pain points, precise audience segmentation, and agile value propositions—achieved by aligning sales, marketing, and product teams around a seamless customer journey. Backed by 27 years of credibility across print, digital, and event platforms, this foundation must now adapt to meet evolving consumer expectations in a digital-first world.

Now in its 15th edition, the Brand Book continues to play a pivotal role in connecting market stakeholders across the technology ecosystem. It serves as the ultimate strategic blueprint for any organisation, ensuring visual consistency, cultivating brand equity, and engendering trust by guiding marketing campaigns and informing the training of employees alike.

At VARINDIA, we remain resolutely future-ready—investing in a skilled, adaptable team poised to lead within the burgeoning generative AI economy. The VARINDIA Brand Book, meticulously crafted by a passionate and high-performing team, stands as the quintessential platform for showcasing brand power and brand potential. Positioned as the "brand behind the brand," it endures as an indispensable strategic asset for organisations in pursuit of long-term success.

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We extend our heartfelt gratitude to our advertisers for their invaluable insights and enthusiastic participation. Your steadfast support not only enriches the Brand Book but also confers tremendous value upon the wider business community. We look forward, with great enthusiasm, to building upon this partnership as we journey ahead together.

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FOREWORD

BUILDING TRUSTED BRANDS IN THE AI ERA

Artificial Intelligence has emerged as one of the most transformative forces of the 21st century, reshaping economies, industries, and societies at an unprecedented pace. With capabilities that extend beyond automation into reasoning, learning, content creation, and decision support, AI is redefining productivity and innovation across every sector. For India, this technological shift represents a significant opportunity to accelerate the vision of Viksit Bharat 2047 while strengthening its position as a global digital and innovation powerhouse.

India's AI journey is anchored in the vision of "AI for All," which seeks to ensure that technological progress translates into inclusive and sustainable growth. From enabling advanced healthcare diagnostics in rural regions and personalized education in local languages to improving agricultural productivity and climate resilience, AI has the potential to bridge developmental gaps and empower millions of citizens. As AI adoption expands, it is becoming a critical enabler of economic growth, public service delivery, and social transformation.

The rapid evolution of AI is also creating a new competitive landscape for businesses. Organizations are increasingly leveraging AI-driven platforms, automation tools, and intelligent systems to improve efficiency, accelerate innovation, and enhance customer experiences. Startups, in particular, are benefiting from cloud-native architectures, scalable digital infrastructure, and advanced analytics, allowing them to disrupt traditional markets and create entirely new business models. Their agility and speed have positioned them as key drivers of innovation and economic momentum.

However, the rise of AI also introduces complex challenges. As AI systems become more autonomous and capable, concerns around misinformation, deepfakes, algorithmic bias, privacy breaches, and cybersecurity risks continue to grow. Generative AI technologies can create realistic text, images, audio, and video content, delivering tremendous value while simultaneously increasing the risk of misuse. These concerns have elevated the importance of governance, accountability, and ethical technology deployment.

Recognizing both the opportunities and risks, India has adopted a balanced approach through its evolving AI Governance Guidelines. The framework promotes innovation while establishing safeguards that emphasize transparency, fairness, accountability, safety, and risk management. By encouraging collaboration among government, industry, academia, and civil society, India aims to create an ecosystem where technological advancement can thrive alongside public trust and responsible innovation.

Trust has therefore become the defining currency of the AI era. Without trust, organizations will struggle to achieve widespread adoption of AI technologies, regardless of their technical sophistication. Trust must be embedded across the entire value chain—from data collection and model development to deployment, governance, and user interactions. A strong foundation of trust enables businesses to innovate confidently while protecting stakeholders, customers, and society from unintended consequences.

This emphasis on trust is reflected in the 15th edition of the Brand Book, which serves as a strategic guide to understanding how leading technology companies are navigating a rapidly evolving marketplace. The publication highlights the growing importance of brand awareness, digital credibility, and trust-driven leadership in an environment where technological disruption is redefining customer expectations and competitive advantage.

The Eminent CIOs of India 2026 report highlights that 50% of CIOs are expanding and diversifying security strategies across IT and cybersecurity teams to counter emerging threats targeting technology and supply chains. By effectively leveraging AI-driven security, CIOs can strengthen organizational resilience, enhance cyber readiness, and position their enterprises as leaders in cybersecurity excellence.

A major shift reshaping brand strategy today is the transition from traditional search-driven discovery to AI-powered recommendations. Consumers increasingly rely on AI assistants, chatbots, and intelligent search experiences to obtain synthesized information rather than browsing multiple websites. As a result, brands are no longer competing solely for search rankings or website traffic; they are competing for visibility within AI-generated responses and digital ecosystems that influence purchasing and business decisions.

To remain relevant, organizations are redesigning their digital presence for machine interpretation and AI discoverability. Content strategies now focus on structured information, contextual relevance, natural language optimization, and authoritative knowledge creation. The objective is to ensure that AI systems recognize, trust, and reference their brands as reliable sources of information. This transformation requires investments in technology infrastructure, content governance, data quality, and new skills capable of supporting AI-native marketing strategies.

As businesses navigate this new era, success will depend on balancing innovation with responsibility. Strong governance frameworks, ethical AI practices, and robust brand stewardship are essential to maintaining credibility in an increasingly automated world. The convergence of artificial intelligence, digital trust, and brand leadership is creating a new blueprint for growth. Organizations that successfully combine technological innovation with transparency, accountability, and customer trust will be best positioned to lead India's next phase of digital transformation and economic progress.

S. Mohini Ratna
Editor

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Digital transformation has long been hailed as the key to business evolution, but today, it's no longer just about adopting technology—it's about fundamentally rethinking how companies operate, create value, and respond to change. The landscape has shifted from digital-first to AI-first, pushing organizations beyond process upgrades into a realm of reinvention. This new era—driven by the intelligence revolution—demands bold moves, not just iterative improvements.

Where many once mistook transformation for simple digitalization—modernizing legacy systems without reimagining the bigger picture—AI now offers a second chance. Businesses can either use it to do the same things more efficiently or truly redefine their models, systems, and cultures for an AI-powered future. To do this, they must embrace customer-centricity, dismantle silos, and realign their core with agility and innovation.

Digital-first companies exemplify this mindset. Built around technology, data, and seamless customer experiences, they don't just digitize old workflows—they rethink everything. Their enterprise architecture, organizational models, and work culture are inherently designed for a connected, digital world.

TOP 25 BRANDS
2026 - 27
MOST TRUSTED COMPANIES IN INDIA

Customer expectations are evolving rapidly. In this competitive climate, delivering fast, personalized, and effortless experiences is a business imperative. Digital tools like chatbots and data analytics now play a pivotal role in anticipating needs, tailoring services, and offering omnichannel support. AI amplifies these capabilities, offering new insights, automating tasks, and enabling smarter decision-making. But unlocking its full potential requires more than just tools—it demands strategic clarity, robust infrastructure, upskilling talent, and a strong commitment to data governance and ethical use.

As companies adopt technologies like AI, cloud, IoT, blockchain, and 5G, they're also reshaping their operating models to stay resilient and future-ready. India, in particular, is emerging as a global innovation hub. With a thriving tech ecosystem and growing emphasis on collaboration, experimentation, and digital inclusion, the country is poised to address societal challenges and drive sustainable economic progress through innovation.

Digital-first companies face critical cybersecurity and skills gaps, but strategic approaches can manage them effectively. These companies face unique cybersecurity and skills gap challenges, but some have earned strong reputations for trust by effectively addressing these issues while delivering innovative, customer-centric solutions. Below is an overview of the most trusted companies in the technology industry, based on recent data from reputable sources, focusing on their ability to build trust with customers, employees, and investors while navigating the challenges you've highlighted.

Leading the way are twenty-five of India's most trusted companies—recognized for their consistent innovation, strong customer loyalty, and market performance. These organizations demonstrate how a relentless focus on delivering value and embracing transformation can create lasting competitive advantage. Their success is not just about technology; it's about vision, adaptability, and a deep understanding of what customers truly want.

In this age of intelligence, survival and growth hinge on the ability to evolve boldly. The future belongs to those who don't just adapt—but reimagine.

01 NVIDIA (02 2024, 01 2025)	06 Google (10 2024, 06 2025)	11 SAMSUNG (10 2024, 11 2025)	16 Dell Technologies (13 2024, 16 2025)	21 AMD — NEW ENTRANT
02 (01 2024, 02 2025)	07 Microsoft (07 2024, 07 2025)	12 airtel (12 2024, 12 2025)	17 CISCO (17 2024, 17 2025)	22 INGRAM MICRO (23 2024, 22 2025)
03 TCS Tata Consultancy Services (03 2024, 03 2025)	08 wipro (06 2024, 08 2025)	13 IBM (15 2024, 13 2025)	18 Tech Mahindra (16 2024, 18 2025)	23 Redington (21 2024, 23 2025)
04 amazon.in (09 2024, 04 2025)	09 Jio (11 2024, 09 2025)	14 Hewlett Packard Enterprise (14 2024, 14 2025)	19 salesforce (19 2024, 19 2025)	24 hp — NEW ENTRANT
05 Infosys (04 2024, 05 2025)	10 HCLTech (05 2024, 10 2025)	15 intel (18 2024, 15 2025)	20 SAP — NEW ENTRANT	25 Lenovo — NEW ENTRANT

Jensen Huang

NVIDIA

From GPU Pioneer to Global AI Powerhouse: Driving India's Digital Future

Technological Innovation: NVIDIA has transformed from a graphics processing pioneer into a global AI powerhouse under the leadership of Jensen Huang. Initially famous for GeForce GPUs, NVIDIA now leads in generative AI, autonomous systems, robotics, and high-performance computing. Its advanced platforms like CUDA and TensorRT-LLM accelerate AI applications such as ChatGPT, enabling faster and smarter computing solutions across industries worldwide.

Product and Service Offerings: NVIDIA's product ecosystem includes GeForce GPUs for gaming, Quadro RTX for professional visualization, and AI-driven platforms for healthcare, automotive, finance, media, and scientific research. Its technologies solve complex problems by improving data processing speed, AI model training, and real-time analytics. NVIDIA's strong innovation capability and premium brand identity have positioned it as the global market leader in AI computing and graphics technology.

Brand Connect: NVIDIA is significantly expanding in India through its AI Development Center in Hyderabad and partnerships with Reliance Industries and Tata Group. Investments such as the proposed 1-GW AI data center in Gujarat support India's vision of becoming a global AI hub. These initiatives strengthen NVIDIA's innovation ecosystem, talent development, and long-term leadership in India's rapidly growing digital economy.

Tim Cook

APPLE

Revolutionizing Tech Globally, Growing Strong in India

Technological Innovation: Tim Cook leads Apple, one of the world's most valuable technology companies, known for transforming the digital industry through groundbreaking innovations in personal computing, smartphones, tablets, software, and wearables. Its ecosystem-driven strategy integrates hardware, software, and services seamlessly for consumers and enterprises worldwide.

Product and Service Offerings: Apple delivers solutions across healthcare, education, enterprise, entertainment, and retail industries. Its products enhance productivity, digital collaboration, secure payments, fitness tracking, and content consumption. Services like Apple Pay, iCloud, Apple Music, and Apple TV+ strengthen customer engagement and simplify digital lifestyles. Apple's premium design, innovation-driven culture, strong privacy framework, and user-friendly ecosystem have positioned it as a global market leader in premium consumer technology.

Brand Connect: Apple continues to strengthen its footprint in India through retail expansion, local manufacturing, and ecosystem investments. Its flagship stores in Mumbai and Delhi rank among Apple's best-performing global retail outlets, reflecting strong consumer demand and brand loyalty. With growing adoption across enterprises, education, and premium consumers, India has emerged as a strategic growth market for Apple's long-term global expansion.

K. Krithivasan

TCS

Shaping the World's Digital Future Through AI, Cloud, and Innovation

Technological Innovation: Tata Consultancy Services, led by K. Krithivasan, is a global technology leader driving digital transformation through AI, cloud computing, quantum research, and cybersecurity. With operations in 55 countries, over 600,000 employees, and FY2024 revenue exceeding $29 billion, TCS continues to shape the digital economy.

Product and Service Offerings: TCS delivers advanced digital solutions across banking, healthcare, retail, manufacturing, and telecom sectors. Its platforms improve core banking, fraud detection, risk management, AI-powered drug discovery, telemedicine, and omnichannel retail experiences. By integrating analytics, automation, and cloud technologies, TCS helps organizations solve complex business challenges, improve customer experiences, and achieve scalable growth. Its strong innovation ecosystem and trusted Tata brand reinforce its global market leadership in IT services.

Brand Connect: TCS has built a powerful brand identity in India through innovation, employment generation, and social impact initiatives. As a flagship company of Tata Group, TCS actively supports India's digital-first vision through AI research, skill development, and smart technology solutions. Its strong nationwide presence, trusted reputation, and contribution to India's technology ecosystem position TCS as a symbol of digital excellence and global competitiveness.

Andy Jassy

AMAZON

Powering the Future of Cloud, AI, and Digital Transformation at Global Scale

Technological Innovation: Amazon Web Services (AWS) is the global leader in cloud computing, driving digital transformation through advanced technologies in compute, AI, analytics, and cloud infrastructure. With over 240 cloud services, AWS empowers businesses with scalable, secure, and agile solutions built on its customer-centric "Working Backwards" innovation model. From generative AI and machine learning to DevOps and cloud-native architecture, AWS continues to redefine how enterprises innovate, operate, and grow in the digital era.

Product and Service Offerings: AWS offers industry-leading services including EC2, Lambda, S3, DynamoDB, SageMaker, Redshift, and IoT solutions that help organizations solve critical business challenges with speed and efficiency. Its pay-as-you-go model enables cost optimization, operational flexibility, and faster deployment across industries such as banking, healthcare, retail, manufacturing, telecom, and government.

Brand Connect: AWS has built a powerful brand identity through reliability, global infrastructure, and strong market leadership in cloud technology. In India, AWS has expanded rapidly with data centers, cloud regions, startup support programs, and digital skilling initiatives that accelerate innovation for enterprises, startups, and public sector organizations. Leadership initiatives like "We Power Tech" and Digital Innovation programs further strengthen AWS's commitment to inclusivity, digital transformation, and future-ready cloud ecosystems worldwide.

Salil Parekh

INFOSYS

Driving Intelligent Enterprises Through AI, Cloud, and Digital Innovation

Technological Innovation: Infosys, led by Salil Parekh, is accelerating global digital transformation through AI, cloud, automation, and data-driven innovation. With FY2024 revenue of $18.6 billion and over 300,000 employees worldwide, Infosys continues to strengthen its leadership in IT services.

Product and Service Offerings: Infosys provides advanced digital solutions for banking, healthcare, retail, automotive, aerospace, and manufacturing sectors. Its services include application modernization, cloud-native transformation, IoT integration, cybersecurity, and AI-powered analytics. Through platforms like Topaz and strategic collaborations with NVIDIA and Microsoft Azure, Infosys helps enterprises modernize legacy systems, improve customer engagement, and accelerate innovation while reducing operational complexity.

Brand Connect: Infosys has built a strong brand identity in India through innovation, digital leadership, and technology-driven growth. Its focus on AI, blockchain, cloud computing, and automation aligns with India's digital-first vision and supports enterprises in their transformation journeys. With a trusted global reputation and deep presence across India's technology ecosystem, Infosys continues to empower businesses, create skilled talent, and strengthen India's position as a leading global digital economy.

Sundar Pichai

GOOGLE

Transforming the Digital World Through AI, Cloud & Connected Innovation

Technological Innovation: Google continues to lead global technological innovation through artificial intelligence, cloud computing, digital advertising, and the Android ecosystem. Its AI-driven platforms power products like Search, Assistant, Maps, and YouTube, while Google Cloud enables enterprises to accelerate digital transformation through scalable, data-driven solutions. It's initiatives such as Waymo, quantum computing, and AI-powered public services that are reshaping industries worldwide.

Product and Service Offerings: Google offers a powerful portfolio of products and services across advertising, cloud, software, mobile technology, and consumer electronics. Platforms like YouTube and Google Ads help brands connect authentically with highly engaged audiences through creator-led marketing and measurable campaign performance. Google Cloud, Workspace, Android, and AI solutions support industries including healthcare, finance, retail, education, and manufacturing by improving productivity, customer engagement, automation, and data intelligence.

Brand Connect: Google enjoys unmatched global brand recognition as a leader in search, digital advertising, AI, and mobile innovation. In India, Google has built a strong presence through digital skilling, startup support, cloud adoption, AI research, and products tailored for India's fast-growing digital economy, strengthening its position as a trusted technology partner for businesses and consumers alike.

MICROSOFT

Satya Nadella

Empowering the World Through AI, Cloud, and Intelligent Digital Innovation

Technological Innovation: Microsoft, led by Satya Nadella, continues to drive innovation across cloud computing, artificial intelligence, cybersecurity, and emerging technologies. Platforms such as Azure, Azure AI, and Microsoft 365 Copilot are transforming enterprise productivity through machine learning and natural language processing.

Product and Service Offerings: Microsoft offers a diverse portfolio including Windows, Microsoft 365, Azure, Dynamics 365, GitHub, Visual Studio, Surface devices, Xbox, and Power Platform. Its cloud and AI-driven solutions support industries such as banking, healthcare, retail, manufacturing, education, and government. Microsoft helps organizations improve efficiency, accelerate digital transformation, and solve complex operational challenges.

Brand Connect: Microsoft has established a strong presence in India through cloud infrastructure, AI innovation, skilling initiatives, and enterprise partnerships. Its focus on AI-powered productivity, cybersecurity, cloud adoption, and digital inclusion aligns closely with India's technology-driven growth vision. Through Microsoft Brand Connect and ecosystem collaborations, the company empowers businesses, startups, developers, and institutions while reinforcing its global leadership in enterprise technology and digital transformation.

HCL TECHNOLOGIES

C. Vijayakumar

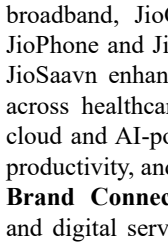
Advancing Enterprise Innovation Through AI, Cloud, and Digital Engineering

Technological Innovation: HCLTech, led by C. Vijayakumar, is driving global digital transformation through artificial intelligence, machine learning, cloud computing, and automation. With revenue of $13.8 billion and over 220,000 employees across 60 countries, HCLTech continues to strengthen its leadership in enterprise modernization. Its DRYiCE platform.

Product and Service Offerings: HCLTech delivers advanced solutions across IT and Business Services, Engineering and R&D Services, and HCLSoftware. Its platforms including DRYiCE, BigFix, Actian, and AppScan help enterprises automate operations, modernize infrastructure, strengthen cybersecurity, and improve digital experiences. Serving industries such as banking, healthcare, telecom, manufacturing, and retail, HCLTech enables businesses to solve operational challenges, accelerate innovation, and enhance efficiency through AI-driven solutions.

Brand Connect: HCLTech has established a strong brand identity in India through technology innovation, digital skilling, and enterprise transformation initiatives. Its focus on AI, cybersecurity, cloud, and engineering aligns with India's digital-first vision and supports businesses in adopting next-generation technologies. With a trusted global reputation and deep investment in local talent and innovation ecosystems, HCLTech continues to strengthen India's position as a global technology and digital transformation hub.

WIPRO


Srinivas Pallia

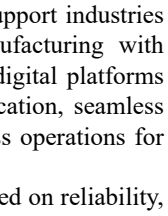
Enabling Intelligent Enterprises Through AI, Innovation, and Digital Transformation

Technological Innovation: Wipro, led by Srinivas Pallia, is accelerating global digital transformation through AI, cloud, consulting, engineering, and automation services. Wipro combines deep expertise in design, operations, and emerging technologies to deliver innovative solutions for enterprises worldwide.

Product and Service Offerings: Wipro delivers AI-driven solutions across banking, healthcare, manufacturing, telecom, retail, and energy sectors. Its offerings include cloud modernization, cybersecurity, predictive maintenance, intelligent customer service, enterprise automation, and engineering services. By integrating real-time analytics and responsible AI governance aligned with global standards such as the EU AI Act, Wipro helps organizations improve efficiency, reduce operational risk, and accelerate digital innovation while maintaining trust and compliance.

Brand Connect: Wipro has built a powerful brand presence in India through technology leadership and trusted consumer brands including Santoor, Yardley, and Wipro Lighting. Its strong focus on digital innovation, talent development, and AI-led transformation supports India's digital-first vision. With a respected global reputation and deep market presence, Wipro continues to strengthen India's position as a leading hub for technology services and enterprise innovation.

SAMSUNG INDIA


Jay Y. Lee

Redefining Smart Living Through AI, Connectivity, and Sustainable Innovation

Technological Innovation: Samsung Electronics, led by Jay Y. Lee, is driving innovation across semiconductors, AI-powered devices, smart appliances, and mobile communications. Samsung's advancements include AI-integrated Exynos processors, 14nm DDR5 DRAM, AI-RAN technology, and the SmartThings ecosystem, enabling seamless connected experiences. Through initiatives like Solve for Tomorrow and Samsung Innovation Campus, the company continues to promote inclusive innovation, sustainability, and digital empowerment in India.

Product and Service Offerings: Samsung India offers a comprehensive portfolio including Galaxy smartphones, QLED and Neo QLED TVs, Bespoke AI appliances, Galaxy Book laptops, wearables, semiconductors, and Smart Signage solutions. Its AI-driven products improve connectivity, automation, energy efficiency, and user experiences across homes, enterprises, healthcare, education, and entertainment sectors.

Brand Connect: Samsung has established a strong brand identity in India through innovation, manufacturing, retail expansion, and customer trust. With a global brand value exceeding $100 billion, Samsung continues to lead in AI-enabled devices, semiconductors, and connected technologies. Its focus on sustainability, local talent development, and advanced digital experiences aligns closely with India's digital-first vision, reinforcing Samsung's position as a market leader in consumer technology and smart innovation.

JIO

Mukesh Ambani

Accelerating India's Digital Revolution with 5G, AI, and Affordable Connectivity

Technological Innovation: Reliance Jio, led by Mukesh Ambani, has transformed India's digital ecosystem through affordable 4G and advanced 5G technologies. As a subsidiary of Reliance Industries, Jio pioneered nationwide digital connectivity with its indigenous 5G stack, AI-driven platforms, cloud computing, IoT, and blockchain solutions.

Product and Service Offerings: Jio offers a wide portfolio of products and services including 4G/5G mobile networks, JioFiber broadband, JioCloud, SD-WAN, IoT solutions, and smart devices like JioPhone and JioBook. Its digital platforms such as JioCinema, JioTV, and JioSaavn enhance entertainment and connectivity experiences. Businesses across healthcare, education, retail, manufacturing, and finance use Jio's cloud and AI-powered solutions to improve communication, digital access, productivity, and operational efficiency at scale.

Brand Connect: Jio has established itself as India's leading telecom and digital services brand with strong nationwide LTE and expanding 5G coverage. Strategic partnerships with Meta Platforms, Google, and Microsoft strengthen its global technology ecosystem. With affordable data plans, free voice services, and extensive digital offerings, Jio continues to drive India's digital transformation and maintain market leadership in telecommunications and digital innovation.

AIRTEL

Sunil Bharti Mittal

Connecting India and the World Through Digital Innovation

Technological Innovation: Bharti Airtel, founded by Sunil Bharti Mittal, is one of the world's leading telecommunications companies and among India's top mobile service providers. Headquartered in New Delhi, Airtel operates across 50 countries with a vast global network of submarine cables and satellite connectivity.

Product and Service Offerings: Airtel offers a broad range of services including 2G to 5G mobile networks, Airtel Xstream Fiber broadband, DTH, IPTV, and Airtel Payments Bank. Its enterprise solutions support industries such as banking, healthcare, retail, education, and manufacturing with cloud, cybersecurity, IoT, and SD-WAN services. Airtel's digital platforms solve connectivity challenges by enabling faster communication, seamless streaming, secure transactions, and efficient remote business operations for millions of consumers and enterprises.

Brand Connect: Airtel has built a strong brand identity based on reliability, innovation, and customer-centric services. Its emotional marketing campaigns, premium digital experiences, and rapid 5G rollout have strengthened customer loyalty and market leadership. With a strong nationwide presence, strategic global partnerships, and diversified offerings across telecom, broadband, entertainment, and fintech, Airtel continues to play a key role in shaping India's digital future and expanding global connectivity.

Arvind Krishna

IBM

Catalyzing Enterprise Transformation with Hybrid Cloud, AI, and Quantum Innovation

Technological Innovation: IBM excels in technological innovation, adapting to the evolving landscape. Software is its largest revenue source, driven by a focus on hybrid cloud computing, with consulting and hardware also significant. IBM Watson, its pioneering AI platform, leads in cognitive computing and machine learning. Through its ethical AI, cybersecurity, and quantum computing efforts, IBM continues to be a trusted leader in enterprise technology.

Product and Service Offerings: IBM offers a broad portfolio of products and services, including servers, storage, AI software (like watsonx), cloud platforms, and cybersecurity tools. Its services span consulting, IT, application, and business optimization. IBM also delivers industry-specific solutions across healthcare, finance, aerospace, and manufacturing, focusing on hybrid cloud, AI, data analytics, and digital transformation.

Brand Connect: IBM strategically positions its brand on technological leadership and trusted innovation. As the world's largest industrial research organization, it heavily invests in cutting-edge technologies like AI, blockchain, and quantum computing. This focus on continuous advancement and its design philosophy to empower users ensures IBM remains at the forefront, building strong brand connections globally.

Antonio Neri

HEWLETT PACKARD ENTERPRISES

Architecting the Intelligent Edge-to-Cloud Future

Technological Innovation: Hewlett Packard Enterprise is a global leader in enterprise technology, driving innovation through AI, hybrid cloud, edge computing, and high-performance networking solutions. Led by Antonio Neri, HPE enables organizations to modernize IT infrastructure, enhance cybersecurity, and accelerate digital transformation. Its edge-to-cloud platform empowers industries such as healthcare, telecom, banking, manufacturing, retail, and government to improve agility, automate operations, and unlock real-time data intelligence for smarter business decisions.

Product and Service Offerings: HPE offers a comprehensive portfolio including servers, storage, networking, AI platforms, supercomputing, and hybrid cloud solutions. Through HPE GreenLake, the company delivers flexible cloud-based services that help enterprises optimize costs, manage workloads efficiently, and scale digital operations securely.

Brand Connect: HPE has established a strong global brand identity as a trusted leader in enterprise IT and digital infrastructure solutions. With significant investments, innovation centers, channel partnerships, and enterprise customers across India, HPE continues to strengthen its market leadership in the country. Its commitment to innovation, reliability, sustainability, and customer-centric transformation reinforces HPE's position as a leading force in the global technology ecosystem.

Lip-Bu Tan

INTEL

Pioneering the Future of AI, Cloud, and Edge Computing Through Silicon Innovation

Technological Innovation: Intel, led by Lip-Bu Tan, continues to advance computing through innovations in silicon engineering, AI, cloud, and edge technologies. Intel's breakthroughs such as High-K Metal Gate, 3D FinFET, Foveros, and EMIB packaging technologies have transformed processor performance and efficiency. Through initiatives like Intel Developer Cloud, OpenVINO, oneAPI, and AI-powered Core Ultra PCs, Intel is accelerating next-generation computing and extending Moore's Law into the AI era.

Products, Services & Industry Solutions: Intel offers a comprehensive portfolio including Intel Core, Xeon, and Atom processors, Arc GPUs, FPGAs, networking solutions, and AI accelerators like Gaudi. Its technologies support data centers, cloud infrastructure, industrial IoT, edge computing, gaming, telecom, automotive, and enterprise AI applications.

Strong Presence in India: Intel has established a strong presence in India through R&D centers, engineering talent, semiconductor innovation, and digital ecosystem partnerships. Its focus on AI, connectivity, cloud infrastructure, and edge computing aligns with India's technology-driven growth strategy. Through programs like Intel Partner Alliance and advanced wireless solutions including Wi-Fi 6E and Smart Connect, Intel continues to empower enterprises, developers, startups, and consumers while reinforcing its leadership in global semiconductor innovation.

KEY HIGHLIGHTS:

A strong brand influences not just what people buy, but how they feel, and stay loyal.
Brand identity captures the distinct personality and essence of a busines
Building brand strength is a continuous effort—but the long-term imp worth it.
Brand loyalty reflects a customer's consistent preference for one brand others.
In today's digital world, brand advocacy has become a powerful way to growth and trust.

Technology has significantly reshaped our lives, making us more connected, info and efficient. From communication and travel to healthcare and information a its influence is undeniable. Yet, while technology brings immense valu important to apply it mindfully, understanding that it's not a universal soluti

AI continues to evolve, with the potential to transform industries such as fi healthcare, retail, and manufacturing. However, ethical considerations, h connection, digital inclusivity, and social impact must remain at the forefr ensure technology continues to serve the greater good.

In this landscape, marketers play a vital role in leveraging emerging technolo drive business growth.

The 14th edition of the Brand Book presents a compelling report on the '25 innovation and enhancing customer value. Based on insights from over 3,5 focusing on product acceptance and the quality of support provided by OEM peers to pursue excellence in customer-centric transformation.

METHODOLOGY

In today's competitive business landscape, building a strong brand is essenti apart but also builds customer trust, boosts perceived value, and ensures last consistent messaging, quality delivery, meaningful customer engagement, vis evolving market needs.

Since 1999, VARINDIA has played a pioneering role in brand valuation, earnin methodology assesses a brand's competitive strength and market perform policymakers alike.

The evaluation process for identifying the 'Most Trusted Companies' is both CDOs, analysts, and VARINDIA's editorial team conducts detailed assessmer

presence, customer engagement, and value delivery—ultimately selecting those that demonstrate outstanding customer trust, agility, and consistent innovation.

These top 25 companies represent the gold standard in brand performance, setting benchmarks through customer-first strategies, technological adoption, and relentless pursuit of excellence. Their ability to foster trust and loyalty comes from aligning with one of three proven value disciplines: product leadership, customer intimacy, or operational excellence. By focusing deeply on one while maintaining competence in the others, these brands create sustainable competitive advantage.

VARINDIA's brand valuation insights have become indispensable in guiding strategic decisions for companies navigating a rapidly changing digital economy. The growth of AI, e-commerce, and social media continues to redefine how consumers interact with brands in India. In this dynamic environment, strategic branding is more critical than ever—especially for homegrown businesses looking to cement their presence in the market.

Marketers are increasingly investing in brand-building initiatives that center on customer needs, supported by digital tools and clear, authentic communication. Feedback remains a cornerstone of this process—helping brands refine their identity, improve offerings, and stay relevant in a crowded marketplace.

The companies featured in the 'Most Trusted Companies' list serve as industry exemplars. Their commitment to innovation, responsiveness, and customer-centricity not only strengthens loyalty but also drives sustained business growth and leadership in a rapidly evolving world.

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gies to deliver personalized experiences, deepen customer engagement, and

Most Trusted Companies,' showcasing how these leading brands are driving
00 CXOs, the report highlights the evolving dynamics of B2B relationships,
s. These standout companies are setting industry benchmarks and inspiring

ial for long-term success. A well-established brand not only sets a company
ting recognition in the market. Achieving this requires a clear brand identity,
sual distinction, and the ability to adapt based on continuous feedback and

ng recognition from both Indian and global institutions. Its trusted valuation
ance, making the Brand Book a vital tool for businesses, investors, and

comprehensive and rigorous. A distinguished panel comprising CIOs, CTOs,
nts throughout the year. This includes analyzing brand perception, market

DELL TECHNOLOGIES

Engineering the Future of AI, Edge, and Enterprise Transformation

Michael Dell

Technological Innovation: Dell Technologies continues to lead global digital transformation through innovation in AI, edge computing, cybersecurity, and intelligent infrastructure. Under the leadership of Michael Dell, the company enables industries to modernize operations using advanced technologies such as 5G, robotics, and AR/VR solutions. Dell's secure and connected ecosystem helps enterprises improve efficiency, accelerate innovation, and manage data-driven operations seamlessly across manufacturing, healthcare, education, and finance sectors.

Product and Service Offerings: Dell offers a comprehensive portfolio of laptops, desktops, servers, storage systems, networking solutions, AI-powered PCs, and cloud platforms. Its solutions in multicloud, high-performance computing (HPC), and cybersecurity help organizations solve critical business challenges including scalability, data protection, and operational agility. Through Dell APEX and professional consulting services, businesses gain flexible, subscription-based IT solutions that support digital transformation and future-ready infrastructure development.

Brand Connect: Dell Technologies enjoys a strong global reputation as a trusted leader in PCs and IT infrastructure, with a rapidly growing presence in India. The company's customer-centric approach, strong channel network, and initiatives like "Develop with Dell" strengthen its market leadership and brand loyalty. Known for quality, innovation, and reliability, Dell continues to position itself as a powerful technology partner driving enterprise growth worldwide.

CISCO

Building a Secure, Intelligent, and Connected Digital World

Chuck Robbins

Technological Innovation: Cisco, led by Chuck Robbins, is driving innovation across networking, cybersecurity, cloud computing, artificial intelligence, and collaboration technologies. Known for pioneering technologies such as multiprotocol routers and Power over Ethernet, Cisco continues to shape the digital economy through advanced R&D, AI investments, and intelligent infrastructure solutions.

Product and Service Offerings: Cisco offers an extensive portfolio including routers, switches, wireless networking, Meraki cloud-managed platforms, cybersecurity solutions, collaboration tools, data center infrastructure, and industrial IoT systems. Its integrated hardware, software, and cloud services help enterprises secure networks, optimize operations, improve connectivity.

Brand Connect: Cisco has a strong presence in India through innovation centers, cybersecurity initiatives, networking infrastructure, and digital skilling programs. Its focus on AI, cloud, secure connectivity, and smart infrastructure aligns closely with India's digital-first vision. Guided by its "The Bridge to Possible" philosophy, Cisco continues to empower enterprises, startups, and public-sector organizations while reinforcing its global leadership in networking, cybersecurity, and intelligent digital transformation.

TECH MAHINDRA

Delivering Digital Transformation at Scale with AI, 5G, and Innovation

Mohit Joshi

Technological Innovation: Tech Mahindra, led by Mohit Joshi, is driving digital transformation through artificial intelligence, 5G, blockchain, cloud, and metaverse technologies. Operating in more than 90 countries and backed by the Mahindra Group's 75-year legacy, Tech Mahindra continues to innovate through initiatives such as IndusQ LLM, BHAML, and Makers Lab.

Product and Service Offerings: Tech Mahindra delivers consulting, IT, BPO, cloud, engineering, network, and AI-driven digital transformation services across telecom, banking, healthcare, manufacturing, retail, and public sectors. Its platforms, including Yantr.ai, help enterprises automate operations, improve customer experiences, optimize supply chains, and accelerate cloud adoption. By integrating AI, automation, and advanced analytics, Tech Mahindra enables organizations to solve complex business challenges and achieve operational excellence.

Brand Connect: Tech Mahindra has established a strong brand identity in India through innovation, sustainability, and next-generation digital solutions. Guided by its "Connected World, Connected Experiences" philosophy and "Scale at Speed™" strategy, the company supports India's digital-first vision by investing in AI, 5G, local talent, and emerging technologies. Its trusted market leadership and deep industry expertise continue to strengthen India's position as a global technology and innovation hub.

SALESFORCE

Elevating Customer Success Through AI, Cloud, and Intelligent CRM Innovation

Marc Benioff

Technological Innovation: Salesforce, led by Marc Benioff, is redefining customer relationship management through artificial intelligence, cloud computing, and data-driven digital transformation. Its platforms including Einstein AI, Customer 360, and Agentforce enable intelligent automation, predictive insights, and personalized customer engagement.

Product and Service Offerings: Salesforce offers a comprehensive portfolio including Sales Cloud, Service Cloud, Marketing Cloud, Commerce Cloud, Tableau, MuleSoft, Slack, Data Cloud, and Heroku. These solutions help industries such as banking, healthcare, retail, telecom, manufacturing, and education improve customer experiences, automate operations, streamline workflows, and accelerate digital transformation. Through AI-powered analytics and integrated cloud platforms, Salesforce enables enterprises to solve complex business challenges and enhance operational efficiency.

Brand Connect: Salesforce has established a strong presence in India through strategic partnerships, digital skilling initiatives, and cloud innovation programs. Its focus on AI-driven customer success, business automation, and scalable cloud solutions aligns closely with India's digital-first vision. By supporting startups, enterprises, and developers through platforms like Salesforce+ and AppExchange, Salesforce continues to strengthen its leadership in cloud CRM while empowering India's rapidly growing digital economy.

PARTNERS

LIFETIME
ACHIEVEMENT
AWARD 2025

2025

23rd INFOTECH
FORUM 2025
INFOTECH FORUM

THROWBACK

INFOTECH FORUM 2025

40 Speakers

50 Corporates

550 Delegates

Attended the Brand Book Launch & Infotech Forum

Christian Klein

SAP

Enabling Intelligent Enterprises Through AI-Driven Business Transformation

Technological Innovation: SAP is a global leader in enterprise software, driving digital transformation through AI, cloud computing, automation, and business intelligence solutions. Led by Christian Klein, SAP helps organizations become intelligent enterprises by integrating data, processes, and analytics into one connected ecosystem. Its advanced technologies support industries such as manufacturing, retail, banking, healthcare, telecom, energy, and public services, enabling businesses to improve operational efficiency, accelerate decision-making, and enhance customer experiences in a rapidly evolving digital economy.

Product and Service Offerings: SAP offers a comprehensive portfolio including SAP S/4HANA, SAP Business Technology Platform, SuccessFactors, Ariba, Concur, and customer experience solutions. These products help businesses solve challenges related to enterprise resource planning, supply chain management, procurement, workforce optimization, and financial operations.

Brand Connect: SAP enjoys a strong global brand identity as one of the world's leading enterprise software companies. With extensive operations, innovation labs, and a growing customer ecosystem in India, SAP continues to strengthen its leadership in enterprise digital transformation. Its commitment to innovation, reliability, sustainability, and customer success reinforces SAP's position as a trusted technology partner for businesses worldwide.

Lisa Su

AMD

Redefining the Next Era of High-Performance Computing and AI Innovation

Technological Innovation: AMD is a global leader in high-performance computing, driving innovation in AI, data centers, gaming, and adaptive computing technologies. Led by Lisa Su, AMD develops advanced processors, GPUs, and AI accelerators that deliver superior performance, energy efficiency, and scalability. Its cutting-edge technologies support industries such as cloud computing, healthcare, automotive, telecommunications, research, and financial services, helping organizations process massive data workloads.

Product and Service Offerings: AMD offers a broad portfolio including Ryzen™ processors, EPYC™ server CPUs, Radeon™ graphics, adaptive SoCs, and AI-powered computing platforms. These solutions help businesses solve challenges related to high-speed computing, data analytics, virtualization, gaming performance, and AI model training. AMD's technologies enable enterprises, hyperscalers, and OEM partners to build secure, scalable, and efficient digital infrastructures.

Brand Connect: AMD has built a powerful global brand identity through innovation, performance leadership, and strong industry partnerships. With growing R&D operations, engineering talent, and strategic collaborations in India, AMD continues to strengthen its presence in one of the world's fastest-growing technology markets. Its commitment to innovation, sustainability, and next-generation computing reinforces AMD's position as a leading force in the semiconductor and AI industry.

Paul Bay

INGRAM MICRO INDIA

Enabling India's Digital Future Through Intelligent Technology Distribution

Technological Innovation: Ingram Micro India is accelerating digital transformation through advanced AI, cloud, and data-driven technologies tailored to India's rapidly evolving business landscape. Led globally by Paul Bay, the company leverages its innovative Xvantage™ platform to simplify operations, enhance partner experiences, and drive intelligent business outcomes. By expanding into Tier II and III cities, Ingram Micro strengthens technology access, supports economic growth, and empowers enterprises across industries with scalable digital solutions.

Product and Service Offerings: Ingram Micro offers comprehensive IT, mobility, cloud, cybersecurity, networking, storage, and consumer technology solutions for businesses of all sizes. Its cloud marketplace integrates AI-powered tools, generative search, observability features, and lifecycle services that help channel partners optimize operations and accelerate digital adoption.

Brand Connect: With over 200 global vendor partnerships and 15,000+ channel partners, Ingram Micro India has built a strong market presence and trusted brand identity in technology distribution. Its nationwide reach, robust supply chain capabilities, and customer-centric ecosystem position the company as a leading force in India's IT and cloud distribution industry, driving innovation and digital growth across the country.

VS Hariharan

REDINGTON

Orchestrating Global Technology Distribution and Digital Transformation

Technological Innovation: Redington Limited is a leading ₹1.19 trillion (over US$10.7 billion)technology distributor driving digital transformation across global markets through innovation in AI, analytics, cloud, and digital platforms. Under the leadership of R. Srinivasan, the company operates in over 40 markets and partners with 450+ global technology brands.

Product and Service Offerings: Redington delivers a broad portfolio of IT and mobility products, including laptops, networking solutions, cloud platforms, solar technologies, and enterprise infrastructure. The company also provides logistics, AR/VR solutions, data analytics, BPM services, financial solutions, and after-sales support. These offerings help businesses solve operational challenges, strengthen digital capabilities, optimize supply chains, and enable seamless enterprise transformation across industries such as retail, telecom, healthcare, and education.

Brand Connect : With a strong PAN India logistics and distribution network, Redington has established itself as a trusted technology partner and market leader in IT distribution and supply chain management. Its strong brand identity is built on reliability, reach, operational excellence, and strategic partnerships with over 290 leading technology brands. Redington's customer-centric approach and deep presence across India continue to reinforce its leadership in enabling digital growth for businesses nationwide.

Enrique Lores

HP INC.

Reimagining the Future of Work Through Innovation and Smart Technology

Technological Innovation: HP Inc. is redefining the future of work through innovation in personal computing, AI-enabled devices, hybrid work solutions, and advanced printing technologies. Led by Enrique Lores, the company develops intelligent and secure solutions that enhance productivity, collaboration, and digital experiences for businesses and consumers alike.

Product and Service Offerings: HP Inc. offers a broad portfolio of laptops, desktops, workstations, printers, gaming devices, collaboration tools, and managed print services. Its AI-powered PCs, hybrid work solutions, and secure printing technologies help organizations solve challenges related to remote work, operational efficiency, cybersecurity, and workflow automation. Through device-as-a-service (DaaS), lifecycle management, and enterprise support services, HP enables businesses to optimize IT operations and improve employee productivity across industries.

Brand Connect: HP Inc. enjoys strong global brand recognition as a leader in PCs and printing solutions, supported by innovation, reliability, and customer trust. With a significant manufacturing, distribution, and service presence in India, HP continues to strengthen its market leadership across enterprise, education, and consumer segments. Its commitment to digital inclusion, sustainability, and cutting-edge technology reinforces HP's position as a trusted global technology brand.

K. Krithivasan

LENOVO

Powering Smarter Technology for a Connected Digital World

Technological Innovation: Lenovo is a global technology leader driving innovation in AI, intelligent devices, edge computing, and hybrid workplace solutions. Led by Yuanqing Yang, Lenovo develops smart technologies that help businesses improve productivity, operational efficiency, and digital collaboration. Its AI-powered PCs, edge infrastructure, and intelligent transformation solutions support industries such as education, healthcare, banking, retail, manufacturing, and government, enabling organizations to adapt quickly to evolving digital demands and modern work environments.

Product and Service Offerings: Lenovo offers a broad portfolio of laptops, desktops, tablets, workstations, servers, storage systems, smartphones, and smart infrastructure solutions. Through solutions such as ThinkPad, Yoga, Legion, and Lenovo TruScale, the company addresses challenges related to remote work, cybersecurity, data management, and scalable IT infrastructure.

Brand Connect: Lenovo enjoys strong global brand recognition as one of the world's leading PC and smart technology companies. With a robust manufacturing ecosystem, R&D investments, and expanding market presence in India, Lenovo continues to strengthen its leadership across consumer and enterprise segments. Its focus on innovation, reliability, customer-centric solutions, and sustainability reinforces Lenovo's position as a trusted global technology brand.

THE ADMIRED BRANDS SIMPLIFYING COMPLEX PROBLEMS

Technology remains one of the most powerful forces shaping business growth, innovation, and resilience in an increasingly complex world. As organizations navigate rapid digital transformation, technology vendors play a crucial role in helping them adopt emerging solutions, improve efficiency, and achieve strategic objectives. The most admired brands distinguish themselves by simplifying complex challenges through intuitive, reliable, and customer-focused solutions.

Global technology leaders such as Acer, Canon, CrowdStrike, and Fortinet exemplify this approach. Whether enabling productivity, enhancing digital experiences, or securing critical infrastructure, these brands transform complex problems into practical solutions. Through automation, artificial intelligence, cloud platforms, advanced analytics, and cybersecurity innovations, they empower organizations to remain agile, competitive, and future-ready.

The VARINDIA Brand Book serves as a trusted guide to the technology industry, highlighting leading brands, emerging trends, and innovations that are reshaping the business landscape. As enterprises increasingly invest in digital transformation, cloud modernization, AI adoption, and infrastructure upgrades, understanding the strategic direction of technology leaders becomes more important than ever. India's technology market reflects this momentum, with IT spending continuing to grow as organizations accelerate modernization initiatives across sectors. VARINDIA's Most Admired Brands recognition is based on a comprehensive evaluation framework that assesses innovation, brand value, market recall, customer satisfaction, service quality, and overall excellence. This rigorous methodology ensures that the selected brands are not only technology leaders but also trusted partners committed to delivering exceptional customer experiences.

In the age of AI, where disruption and opportunity coexist, the most successful brands are those that combine technological innovation with human-centric values. By recognizing these organizations, VARINDIA encourages industry-wide excellence, promotes best practices, and inspires continuous innovation. The result is a stronger technology ecosystem that creates greater value for enterprises, partners, and consumers while helping shape India's digital future.

Acer: Empowering Digital India

Acer offers a wide portfolio of laptops, desktops, monitors, gaming devices, servers, and enterprise solutions serving education, government, healthcare, SMBs, and large enterprises. Its products address challenges related to productivity, digital learning, hybrid work, and IT modernization through reliable, innovative, and affordable technology. Acer enjoys strong brand recognition globally and in India, supported by an extensive channel network, nationwide service infrastructure, growing enterprise presence, and a commitment to innovation, sustainability, and customer-centric solutions.

Acronis: Securing the Digital World

Acronis delivers integrated cyber protection solutions combining backup, disaster recovery, cybersecurity, endpoint management, and data protection for enterprises, SMBs, healthcare, education, telecom, and government sectors. Its unified platform helps organizations combat ransomware, data loss, downtime, and cyber threats while ensuring business continuity. With a strong global reputation and a rapidly expanding partner ecosystem, Acronis has established a significant presence in India through channel partnerships, managed service providers, and growing adoption across enterprises undergoing digital transformation.

Alcatel-Lucent: Powering Connected Enterprises

Alcatel-Lucent Enterprise provides networking, cloud communications, Wi-Fi, data center, and digital workplace solutions for sectors such as telecom, healthcare, education, hospitality, transportation, and government. Its products help organizations address connectivity, collaboration, cybersecurity, and digital transformation challenges through secure, scalable, and intelligent infrastructure. Backed by a strong global legacy in networking and communications, Alcatel-Lucent Enterprise maintains a growing presence in India through strategic partners, enterprise deployments, and industry-specific digital transformation initiatives.

Arista: Enabling High-Performance Networks

Arista Networks delivers advanced cloud networking, data center switching, routing, network security, and AI-driven network management solutions for hyperscalers, enterprises, financial services, healthcare, education, and telecom sectors. Its products solve challenges related to scalability, cloud adoption, network visibility, and AI workloads through high-performance, software-driven infrastructure. Known for innovation and reliability, Arista enjoys a strong global brand position and is expanding its presence in India through enterprise, cloud, and data center modernization projects.

AUTODESK: Shaping Digital Design Innovation

Autodesk is a global leader in design and engineering software, enabling organizations to innovate, visualize, and build with greater efficiency. Its solutions help businesses accelerate product development, improve collaboration, reduce costs, and enhance project accuracy across industries such as architecture, engineering, construction, manufacturing, and media. With a strong reputation for innovation and reliability, Autodesk has positioned itself as a trusted technology partner, empowering organizations to drive digital transformation and maintain a competitive edge in an increasingly technology-driven world.

Broadcom: Driving Digital Infrastructure

Broadcom delivers semiconductors, networking solutions, cybersecurity software, cloud infrastructure, and enterprise software platforms serving telecommunications, data centers, financial services, manufacturing, government, and cloud providers. Its technologies address challenges in connectivity, AI processing, cybersecurity, and infrastructure scalability. With industry-leading products spanning networking chips, VMware-based cloud solutions, and security platforms, Broadcom enjoys a strong global market position and maintains a significant presence in India through R&D centers, enterprise customers, telecom operators, and strategic technology partnerships.

Cadyce: Connecting Businesses Seamlessly

Cadyce offers networking, connectivity, power management, surveillance, and IT infrastructure products including docking stations, adapters, cables, switches, PoE solutions, KVM devices, and networking accessories. Serving enterprises, education, healthcare, government, retail, and SMBs, its solutions address challenges related to connectivity, productivity, network reliability, and digital workplace integration. With a growing reputation for quality and affordability, Cadyce has established a strong presence in India through an extensive channel network, customer-centric support, and a broad portfolio tailored to evolving business needs.

Canon: Imaging Innovation for Business Growth

Canon offers a comprehensive portfolio of imaging, printing, document management, surveillance, healthcare imaging, and enterprise workflow solutions. Serving sectors such as government, education, healthcare, BFSI, manufacturing, and retail, Canon helps organizations improve productivity, streamline document processes, enhance security, and accelerate digital transformation. Renowned for quality, reliability, and innovation, Canon enjoys a strong global brand position and maintains a robust presence in India through extensive channel networks, service centers, enterprise solutions, and customer-focused support.

Check Point: Protecting the Digital Enterprise

Check Point Software Technologies provides advanced cybersecurity solutions including network security, cloud security, endpoint protection, email security, mobile security, and threat intelligence services. Serving BFSI, government, healthcare, telecom, manufacturing, and enterprise sectors, its solutions help organizations combat ransomware, phishing, zero-day attacks, and evolving cyber threats. Recognized globally for innovation and threat prevention, Check Point has built a strong presence in India through strategic partnerships, enterprise deployments, security expertise, and a growing customer base.

CommScope: Building Connected Infrastructure

CommScope provides networking infrastructure, fiber connectivity, wireless solutions, data center infrastructure, broadband access, and smart building technologies for telecom operators, enterprises, data centers, healthcare, education, and government sectors. Its solutions address challenges related to network capacity, connectivity, digital transformation, and high-speed data demands. With a strong global reputation in communications infrastructure, CommScope has established a significant presence in India through telecom deployments, enterprise projects, channel partnerships, and support for the country's expanding digital ecosystem.

CP PLUS: Advancing Smart Security

CP PLUS offers a comprehensive range of video surveillance, AI-powered security, access control, video management, and smart monitoring solutions for government, banking, healthcare, education, retail, transportation, and smart city projects. Its products help organizations address security threats, operational monitoring, and public safety challenges through intelligent, real-time surveillance. As one of India's leading security brands, CP PLUS has built a strong nationwide presence through extensive channel partnerships, local manufacturing, service networks, and large-scale deployments across sectors.

Cyble: Intelligence-Driven Cybersecurity

Cyble provides cyber threat intelligence, digital risk monitoring, attack surface management, brand protection, dark web monitoring, and incident response solutions for BFSI, government, healthcare, manufacturing, telecom, and enterprise sectors. Its AI-powered platform helps organizations proactively identify threats, prevent cyberattacks, monitor exposed assets, and strengthen security posture. With a rapidly growing global reputation in threat intelligence, Cyble has established a strong presence in India through enterprise deployments, security partnerships, research capabilities, and cybersecurity innovation.

Denave: Accelerating Revenue Growth

Denave provides sales enablement, digital transformation, channel management, demand generation, customer engagement, and data-driven revenue acceleration solutions for technology, telecom, BFSI, manufacturing, healthcare, and consumer sectors. Its services help organizations improve market reach, optimize sales performance, strengthen partner ecosystems, and enhance customer acquisition. With decades of expertise in sales transformation, Denave has built a strong brand presence in India and globally through strategic partnerships, analytics-driven execution, and industry-focused solutions.

D-Link: Connecting India's Digital Future

D-Link offers networking, wireless connectivity, surveillance, structured cabling, switching, routing, and smart networking solutions for enterprises, SMBs, education, healthcare, government, and telecom sectors. Its products address challenges related to connectivity, network performance, digital collaboration, and infrastructure modernization through reliable and cost-effective solutions. With a strong brand reputation and extensive channel ecosystem, D-Link enjoys a significant presence in India, supported by nationwide distribution, service networks, and enterprise-focused technology innovations.

Dynabook: Trusted Mobility for Modern Workplaces

Dynabook delivers premium business laptops, mobile computing solutions, security features, and enterprise support services for sectors including BFSI, education, healthcare, government, and corporate enterprises. Its lightweight, durable, and secure devices help organizations address productivity, mobility, remote work, and data protection challenges. Backed by the legacy of Toshiba innovation, Dynabook enjoys a strong global reputation and is steadily expanding its presence in India through enterprise customers, channel partnerships, and digital workplace initiatives.

ESDS: Driving India's Cloud Transformation

ESDS Software Solutions offers cloud computing, managed services, data center solutions, disaster recovery, cybersecurity, and e-governance platforms for government, BFSI, healthcare, education, manufacturing, and enterprise sectors. Its innovative cloud solutions help organizations address scalability, compliance, business continuity, and digital transformation challenges while optimizing IT costs. Recognized as a leading Indian cloud provider, ESDS has built a strong presence across India through indigenous innovation, state-of-the-art data centers, and extensive government and enterprise deployments.

Everpure : Simplifying Data Infrastructure

Pure Storage renamed as Pure Storage delivers all-flash storage, data management, backup, recovery, and cloud-integrated storage solutions for BFSI, healthcare, government, telecom, manufacturing, and enterprise sectors. Its platform helps organizations solve challenges related to data growth, performance bottlenecks, ransomware resilience, and hybrid cloud management through simple, scalable, and energy-efficient storage. Recognized globally for innovation and customer satisfaction, Everpure has a growing presence in India, supporting enterprises modernizing their data infrastructure for AI and digital transformation.

Fortinet: Defending the Connected World

Fortinet provides comprehensive cybersecurity solutions including next-generation firewalls, Secure SD-WAN, endpoint security, cloud security, Zero Trust access, and security operations platforms for BFSI, government, healthcare, telecom, manufacturing, and education sectors. Its integrated Security Fabric helps organizations combat cyber threats, secure hybrid environments, and simplify security management. With a strong global brand position in cybersecurity, Fortinet has a significant presence in India through enterprise deployments, government projects, channel partners, and cybersecurity skill-development initiatives.

GoTo: Enabling Secure Hybrid Work

GoTo delivers cloud-based communication, collaboration, IT management, remote support, and customer engagement solutions through platforms such as GoTo Connect, GoTo Resolve, and LogMeIn. Serving SMBs, enterprises, healthcare, education, financial services, and government sectors, its solutions simplify remote work, customer interactions, and IT operations while improving productivity and security. With a strong global reputation in unified communications and remote access, GoTo continues to expand its presence in India through channel partnerships and enterprise adoption.

Haier: Innovating Smart Living

Haier offers a broad portfolio of consumer appliances including refrigerators, air conditioners, washing machines, televisions, water heaters, and smart home solutions. Serving residential, hospitality, healthcare, retail, and commercial sectors, its products address energy efficiency, convenience, connectivity, and lifestyle needs through innovative technologies. With a strong global brand reputation and significant manufacturing investments, Haier has established a robust presence in India through localized products, extensive distribution networks, and customer-centric service excellence.

Inflow Technologies: Accelerating Digital Transformation

Inflow Technologies is a leading value-added distributor offering cybersecurity, cloud, networking, data management, AI, and enterprise infrastructure solutions through partnerships with global technology vendors. Serving BFSI, government, healthcare, manufacturing, telecom, and enterprise sectors, Inflow helps organizations address security, scalability, and digital transformation challenges by delivering integrated technology solutions and expert support. With a strong channel ecosystem and nationwide reach, Inflow has established a significant presence across India's ICT market.

iValue: Driving Digital Trust and Innovation

iValue InfoSolutions is a leading technology aggregator specializing in cybersecurity, cloud, data management, networking, AI, and digital transformation solutions. Serving BFSI, government, healthcare, manufacturing, telecom, and enterprise sectors, iValue helps organizations solve complex challenges related to security, resilience, compliance, and business continuity through integrated solutions and expert consulting. With a strong brand position in value-added distribution, iValue has built a significant presence across India through an extensive partner ecosystem and technology alliances.

Kaspersky: Advancing Cyber Resilience

Kaspersky provides endpoint security, threat intelligence, XDR, cloud security, industrial cybersecurity, and managed security services for BFSI, government, healthcare, manufacturing, telecom, and enterprise sectors. Its solutions help organizations combat ransomware, advanced persistent threats, phishing, and emerging cyber risks through AI-powered detection and proactive threat intelligence. With a globally recognized cybersecurity brand, Kaspersky maintains a strong presence in India through an extensive partner network, enterprise deployments, cybersecurity research, and customer-focused security innovations.

Micron: Fuelling the Data Economy

Micron Technology delivers advanced memory and storage solutions, including DRAM, NAND flash, SSDs, and high-bandwidth memory for AI, data centers, automotive, mobile devices, industrial systems, and enterprise computing. Its products address challenges related to performance, scalability, data processing, and energy efficiency in an increasingly data-driven world. With a strong global leadership position in semiconductor innovation, Micron is strengthening its presence in India through major manufacturing investments, R&D capabilities, and strategic partnerships supporting the nation's semiconductor ecosystem.

Nemetschek: Transforming Design and Construction

Nemetschek Group provides software solutions for architecture, engineering, construction, media, and entertainment industries through brands specializing in BIM, project management, digital twins, design visualization, and construction workflows. Its solutions help organizations improve collaboration, reduce project delays, enhance efficiency, and optimize building lifecycle management. With a strong global reputation in digital construction technology, Nemetschek is expanding its presence in India by supporting infrastructure development, smart cities, and the growing adoption of Building Information Modeling (BIM).

NetApp: Advancing Intelligent Data Infrastructure

NetApp delivers intelligent data infrastructure solutions, including enterprise storage, cloud services, data management, cyber resilience, and AI-ready platforms for BFSI, healthcare, government, telecom, manufacturing, and enterprise sectors. Its solutions help organizations manage data across hybrid and multi-cloud environments, improve performance, strengthen security, and accelerate AI adoption. Recognized globally for innovation in data management, NetApp has a strong presence in India through enterprise deployments, strategic partnerships, cloud alliances, and a growing customer ecosystem.

Nutanix: Simplifying Hybrid Multicloud

Nutanix provides hyperconverged infrastructure, hybrid multicloud, virtualization, disaster recovery, database management, and cloud-native application solutions for BFSI, healthcare, government, education, manufacturing, and enterprise sectors. Its platform helps organizations reduce IT complexity, improve scalability, enhance business continuity, and accelerate digital transformation. Renowned for innovation in cloud infrastructure, Nutanix has established a strong presence in India through enterprise deployments, strategic partnerships, channel ecosystems, and support for modern hybrid cloud initiatives.

Oracle: Driving Enterprise Innovation

Oracle delivers cloud infrastructure, databases, ERP, HCM, CX applications, AI services, and industry-specific solutions for BFSI, telecom, healthcare, retail, manufacturing, government, and education sectors. Its products help organizations solve challenges related to data management, business automation, scalability, and digital transformation while improving operational efficiency and decision-making. As a global technology leader with a strong brand reputation, Oracle maintains a significant presence in India through cloud regions, innovation centers, enterprise customers, and strategic partnerships.

Palo Alto Networks: Securing the AI Era

Palo Alto Networks provides next-generation firewalls, cloud security, SASE, XDR, SOC automation, threat intelligence, and AI-powered cybersecurity solutions for BFSI, government, healthcare, telecom, manufacturing, and enterprise sectors. Its platforms help organizations combat ransomware, advanced threats, cloud risks, and hybrid workforce security challenges through a unified security architecture. Recognized globally as a cybersecurity leader, Palo Alto Networks has a strong presence in India through enterprise deployments, government engagements, channel partnerships, and cybersecurity innovation initiatives.

Prama India: Strengthening Intelligent Security

Prama India offers video surveillance, AI-powered security systems, access control, smart city solutions, video management software, and intelligent monitoring platforms for government, transportation, healthcare, education, retail, manufacturing, and critical infrastructure sectors. Its solutions help organizations enhance security, improve operational efficiency, and enable real-time threat detection through advanced analytics and automation. With a strong brand presence in the security industry, Prama India has established extensive reach through channel partners, local support, and large-scale deployments nationwide.

Qualys: Continuous Security for Digital Enterprises

Qualys delivers cloud-based cybersecurity solutions including vulnerability management, threat detection, compliance monitoring, patch management, attack surface management, and cloud security. Serving BFSI, healthcare, government, telecom, manufacturing, and enterprise sectors, its platform helps organizations identify risks, automate remediation, maintain compliance, and strengthen cyber resilience. Recognized globally as a leader in vulnerability management and security analytics, Qualys has a strong presence in India through enterprise adoption, strategic partnerships, and support for digital transformation initiatives.

Red Hat: Orchestrating Open Hybrid Cloud Innovation

Red Hat provides enterprise open-source solutions including Red Hat Enterprise Linux (RHEL), OpenShift, Ansible Automation Platform, cloud infrastructure, virtualization, and application development platforms. Serving BFSI, telecom, government, healthcare, manufacturing, and enterprise sectors, its solutions help organizations modernize IT, automate operations, accelerate application deployment, and manage hybrid multicloud environments. Backed by a strong global reputation in open-source innovation, Red Hat has a significant presence in India through enterprise adoption, partnerships, and digital transformation initiatives.

Seagate: Powering the Data-Driven World

Seagate delivers data storage solutions including hard disk drives (HDDs), SSDs, enterprise storage systems, edge storage, and data management technologies for cloud providers, data centers, enterprises, surveillance, healthcare, and telecom sectors. Its products help organizations manage massive data growth, improve storage efficiency, and support AI, analytics, and digital transformation initiatives. With a globally trusted brand in storage innovation, Seagate maintains a strong presence in India through channel partners, enterprise customers, and technology collaborations.

Securonix: AI-Driven Security Operations

Securonix provides cloud-native SIEM, UEBA, SOAR, threat detection, security analytics, and AI-powered security operations solutions for BFSI, healthcare, government, telecom, manufacturing, and enterprise sectors. Its platform helps organizations detect advanced threats, insider risks, and cyberattacks while reducing alert fatigue and accelerating incident response. Known for innovation in security analytics and autonomous SOC operations, Securonix has established a strong presence in India through enterprise deployments, cybersecurity partnerships, and a growing customer ecosystem.

SentinelOne: Autonomous Cyber Defense

SentinelOne delivers AI-powered endpoint protection, XDR, cloud security, identity security, threat hunting, and security analytics solutions for BFSI, healthcare, government, telecom, manufacturing, and enterprise sectors. Its autonomous cybersecurity platform helps organizations detect, prevent, and respond to ransomware, malware, and advanced cyber threats in real time. Recognized globally for innovation in AI-driven security, SentinelOne has built a strong presence in India through enterprise adoption, channel partnerships, managed security providers, and cybersecurity initiatives.

Sify: Enabling Digital Business Transformation

Sify Technologies offers data center services, cloud infrastructure, managed services, network connectivity, cybersecurity, and digital transformation solutions for BFSI, healthcare, government, manufacturing, retail, and enterprise sectors. Its integrated platforms help organizations improve operational efficiency, ensure secure connectivity, enhance business continuity, and accelerate cloud adoption.

As one of India's leading ICT service providers, Sify enjoys a strong brand position with extensive nationwide infrastructure, multiple data centers, a robust network backbone, and a significant enterprise customer base.

SonicWall: Securing Connected Businesses

SonicWall provides next-generation firewalls, Secure SD-WAN, endpoint security, cloud security, email protection, and managed threat detection solutions for SMBs, enterprises, healthcare, education, retail, and government sectors. Its cybersecurity portfolio helps organizations defend against ransomware, malware, phishing, and evolving network threats while ensuring secure connectivity and business continuity. With a strong reputation in network security, SonicWall maintains a growing presence in India through channel partners, managed service providers, enterprise customers, and cybersecurity-focused initiatives.

SOTI: Simplifying Enterprise Mobility

SOTI delivers enterprise mobility management (EMM), mobile device management (MDM), IoT management, remote support, and business mobility solutions for retail, healthcare, logistics, manufacturing, transportation, and field service industries. Its platform helps organizations manage, secure, and optimize mobile devices and connected assets, improving operational efficiency and workforce productivity. With a strong global reputation in enterprise mobility, SOTI has established a growing presence in India through strategic partnerships, enterprise deployments, and digital transformation initiatives.

Splunk: Turning Data into Actionable Intelligence

Splunk provides security information and event management (SIEM), observability, log analytics, threat detection, IT operations, and data analytics solutions for BFSI, telecom, government, healthcare, manufacturing, and enterprise sectors. Its platform helps organizations gain real-time visibility, accelerate threat detection, improve system performance, and make data-driven decisions.

Recognized globally as a leader in data analytics and cybersecurity, Splunk has a strong presence in India through enterprise deployments, strategic partnerships, and digital transformation initiatives.

Supertron: Transforming Technology Distribution

Supertron Electronics is one of India's leading technology distribution companies, offering IT hardware, networking products, enterprise solutions, mobility devices, cloud services, and value-added technology offerings across industries including BFSI, education, healthcare, government, retail, and enterprises. Its extensive distribution network helps bridge the gap between global technology brands and customers, ensuring availability, support, and market reach.

With decades of industry leadership, Supertron enjoys a strong presence across India through its vast channel ecosystem and nationwide operations.

Tech Data: Accelerating Digital Transformation

Tech Data, now part of TD SYNNEX, provides technology distribution, cloud solutions, cybersecurity, data center infrastructure, networking, AI, and enterprise software solutions across industries including BFSI, healthcare, government, education, manufacturing, and telecom. Its value-added services help partners and customers simplify technology adoption, improve business agility, and accelerate digital transformation. With a strong global brand and extensive partner ecosystem, Tech Data maintains a significant presence in India through strategic alliances, channel enablement, and technology expertise.

Toshiba: Engineering Innovation for Industry

Toshiba offers a diverse portfolio of IT products, business laptops, storage devices, energy systems, industrial solutions, retail technologies, power infrastructure, and digital transformation platforms serving manufacturing, utilities, transportation, healthcare, retail, education, and enterprise sectors. Its solutions help organizations enhance productivity, operational efficiency, reliability, sustainability, and data management.

Backed by decades of technological innovation and engineering excellence, Toshiba enjoys a strong global brand position and maintains a significant presence in India through strategic partnerships, enterprise deployments, infrastructure projects, and customer-focused technology solutions.

TP-Link: Strengthening Connected Enterprises

TP-Link is a global networking leader offering routers, switches, wireless access points, surveillance solutions, cloud-managed networking, and enterprise connectivity platforms. Serving sectors such as education, healthcare, hospitality, retail, manufacturing, and government, TP-Link helps organizations solve connectivity, scalability, and network management challenges through reliable, cost-effective solutions. Known for innovation and affordability, TP-Link enjoys strong brand recognition in India, supported by an extensive channel ecosystem, nationwide distribution network, local support, and growing adoption across enterprise and SMB segments.

TVS Electronics: Streamlining Retail and Enterprise Operations

TVS Electronics (TVS-E) offers printers, Point-of-Sale (POS) systems, barcode scanners, payment solutions, keyboards, enterprise automation products, and IT infrastructure services for retail, banking, logistics, hospitality, healthcare, government, and manufacturing sectors. Its solutions help businesses improve transaction efficiency, automate workflows, enhance customer experience, and streamline operations. With decades of trusted innovation and a vast service network, TVS-E enjoys a strong brand presence across India, supported by nationwide reach, enterprise deployments, and technology-driven customer support.

Varonis: Securing Data, Empowering Enterprises

Varonis is a global leader in data security, offering AI-powered solutions for data protection, threat detection, identity governance, compliance, and cloud security. Serving industries such as BFSI, healthcare, government, retail, and manufacturing, Varonis helps organizations discover sensitive data, prevent insider threats, stop ransomware, and ensure regulatory compliance. Its strong brand reputation is built on innovation and trusted data-centric security. In India, Varonis continues to strengthen its presence through enterprise adoption, strategic partnerships, and growing demand for cybersecurity and data governance solutions.

Veeam: Ensuring Data Resilience Everywhere

Veeam is a global leader in data protection, backup, recovery, and ransomware resilience solutions. Serving industries such as BFSI, healthcare, government, telecom, manufacturing, and IT services, Veeam helps organizations ensure business continuity, minimize downtime, and recover data quickly across cloud, virtual, physical, and hybrid environments.

Its innovative platform addresses growing cyber threats and compliance needs. With a strong global brand and expanding presence in India through partners, enterprises, and cloud providers, Veeam is a trusted name in modern data resilience and cyber recovery.

Versa Networks: Architecting Secure Modern Connectivity

Versa Networks is a leader in Secure Access Service Edge (SASE), SD-WAN, Zero Trust Network Access (ZTNA), and cloud security solutions. Serving enterprises across BFSI, telecom, healthcare, retail, government, and manufacturing, Versa helps organizations simplify network operations, secure distributed workforces, enhance application performance, and protect against cyber threats. Its AI-driven networking and security platform addresses digital transformation challenges efficiently.

With a strong global reputation and growing presence in India through enterprise deployments and strategic partnerships, Versa Networks is a trusted innovator in secure networking.

Yotta: Accelerating India's AI and Cloud Future

Yotta is a leading Indian provider of hyperscale data centers, cloud infrastructure, AI platforms, and managed services. Serving BFSI, government, healthcare, manufacturing, telecom, and digital enterprises, Yotta helps organizations address scalability, data sovereignty, cybersecurity, and high-performance computing challenges. Its AI-ready infrastructure and cloud solutions enable faster digital transformation and innovation. With world-class data center campuses and strong investments in AI and cloud ecosystems, Yotta has established a powerful brand presence and a rapidly expanding footprint across India.

Yubico: Strengthening Identity Security Worldwide

Yubico is a global leader in hardware-based authentication and identity security solutions. Its flagship YubiKey products provide phishing-resistant multi-factor authentication (MFA), passwordless login, and secure access management for enterprises, governments, healthcare, financial services, and technology sectors. Yubico helps organizations prevent account takeovers, credential theft, and cyberattacks while simplifying user authentication.

Renowned for innovation and trust, Yubico enjoys a strong global brand position and is expanding its presence in India through cybersecurity partnerships and enterprise adoption.

Zoho: Empowering Business Growth Through Innovation

Zoho is a leading software company offering a comprehensive suite of cloud-based business applications, including CRM, finance, HR, collaboration, analytics, cybersecurity, and productivity solutions. Serving SMEs, enterprises, education, healthcare, retail, manufacturing, and government sectors, Zoho helps organizations streamline operations, improve customer engagement, enhance productivity, and accelerate digital transformation.

Known for innovation, affordability, and privacy-focused technology, Zoho enjoys a strong global brand reputation. With its roots in India and significant investments in local innovation, Zoho maintains a powerful and growing presence across the country.

INDIA'S TECHNOLOGY SECTOR

Fiscal 2025–26 was the year India's technology industry crossed from promise to proof. AI infrastructure attracted global capital at unprecedented scale, the country's first chip facility went operational, deepfake regulation set a global benchmark, and IT services confronted an AI-driven reckoning even as the broader tech economy crossed $300 billion. This Brand Book maps that transformation across ten critical domains, offering channel partners and decision-makers a grounded, data-backed view of where India's technology ecosystem stands and where it is headed.

AI AND GENAI

India unveiled sovereign AI models, attracted record hyperscaler investment, and ranked third globally in AI competitiveness, as government infrastructure, startups, and enterprises moved decisively from AI experimentation to production-scale deployment.

CLOUD SERVICES

Hyperscalers committed $67.5 billion to India in months, while sovereign cloud platforms and homegrown operators like CtrlS, Yotta, and ESDS scaled rapidly, redefining India's cloud market around AI-native and sovereign infrastructure.

CYBER SECURITY

With 2,011 weekly attacks per organisation and the DPDP Act's enforcement live, India's cybersecurity spending accelerated past global averages, as identity-first security and managed detection became board-level priorities.

DATA CENTER

India's data centre capacity surged past 1.5 GW with $67.5 billion in hyperscaler and domestic investment commitments, as power, sustainability, and sovereign cloud emerged as the defining constraints and opportunities.

DEEPFAKE

India became the first major economy to enforce binding deepfake regulation, with 2-3 hour takedown timelines, mandatory watermarking, and a growing ecosystem of detection startups including FaceOff and Kroop AI.

IT HARDWARE

India's PC market shipped a record 15.9 million units, AI servers drove unprecedented global demand, and the PLI 2.0 scheme accelerated domestic manufacturing across laptops, servers, storage, and printers.

IT SERVICES

India's IT majors closed FY2026 with record deal pipelines even as AI deflation began compressing per-unit economics, forcing TCS, Infosys, HCLTech, and Wipro to reposition around outcomes over headcount.

SEMICONDUCTOR

India crossed from policy to operational reality with Micron's Sanand facility inaugurated, Tata's Dholera fab under construction, and semiconductor mission commitments nearly doubling to Rs 1.15 lakh crore.

OVERVIEW: FY2025-26

DATA PRIVACY

The DPDP Rules 2025 transformed privacy from aspiration to obligation, with an 18-month compliance countdown, Rs 500 crore penalties, and a new Consent Manager ecosystem reshaping enterprise data governance.

TELECOM INDUSTRY

India closed the year with 1.33 billion subscribers, 400 million 5G users, and a billion broadband connections, as ARPU growth, satellite communications, and 6G ambitions defined the sector's next phase.

AI: INDIA'S INTELLIGENCE DECADE HAS BEGUN

From sovereign models to agentic deployments, India is no longer just an AI consumer — it is building the architecture of its own intelligent future

When Prime Minister Narendra Modi took the stage at the India AI Impact Summit in New Delhi in February 2026, flanked by the CEOs of OpenAI, Microsoft, Google, and NVIDIA, the symbolism was hard to miss. India — long celebrated as the world's back office for technology services — was signalling something more ambitious: that it intended to be a principal architect of the intelligence age, not merely a participant in it. The billions announced that week, the sovereign models unveiled, the GPU farms humming at subsidised rates in data centres across the country — all of it pointed to the same conclusion. India's AI decade had not just begun. In fiscal 2025–26, it found its footing.

The scale of the shift is visible in the numbers. India's artificial intelligence market reached $ 13.05 billion in 2025, up from $ 9.51 billion in 2024, and is on track to hit $ 130.63 billion by 2032, expanding at a CAGR of 39 percent, according to Fortune Business Insights. The generative AI segment tells an equally steep story — Statista estimates India's generative AI market at $ 1.11 billion in 2025, growing at 41.43 percent annually to reach $ 6.28 billion by 2030. Globally, Gartner reported worldwide generative AI spending at $ 644 billion in 2025, up 76.4 percent from 2024 — and India's share of that investment is accelerating faster than almost any other market.

But the character of India's AI growth has changed in ways that raw market figures do not fully capture. The country is no longer simply adopting tools built elsewhere. It is building infrastructure, training sovereign models, funding homegrown startups, and embedding AI across the full fabric of public and private enterprise. Stanford University's 2025 Global AI Vibrancy Tool ranked India third globally in AI competitiveness, behind only the United States. With 16 percent of the world's AI talent and the second-largest volume of public generative AI projects on GitHub, India now commands serious attention in the global AI hierarchy.

The Government as Architect: IndiaAI Mission at Full Stride

No single initiative has done more to define India's AI trajectory than the IndiaAI Mission, approved by the Union Cabinet in March 2024 with a total outlay of Rs 10,371.92 crore. Implemented by IndiaAI, an independent business division under the Ministry of Electronics and Information Technology (MeitY), the mission is structured around seven pillars: affordable compute access, AI application development, the AIKosh national dataset platform, indigenous foundation model development, future skills, startup financing, and responsible AI governance.

In fiscal 2025–26, the mission moved decisively from planning to execution. More than 38,000 GPUs were onboarded and made available at a subsidised rate of just Rs 65 per hour — a figure designed to flatten the cost barrier that has historically kept smaller players, startups, and academic institutions out of frontier AI development. Over 30 India-specific AI applications were approved across sectors including healthcare, agriculture, and cybersecurity. The AIKosh platform, which consolidates datasets from government and non-government sources, expanded to over 5,500 datasets and 251 AI models across 20 sectors, recording more than 385,000 visits and 11,000 registered users as of December 2025.

The government established three AI Centres of Excellence — in healthcare, agriculture, and sustainable cities in New Delhi — and the Union Budget 2025–26 announced a fourth CoE focused on education, with a Rs 500 crore outlay. Five National Centres of Excellence for Skilling are planned under the broader "Make for India, Make for the World" vision. A dedicated IndiaAI Safety Institute is being constituted, with expressions of interest published in May 2025 for partner institutions.

In November 2025, the government released its AI Governance Guidelines — a structured, four-part operational framework anchored on what it calls "Seven Sutras" of responsible AI: fairness, accountability, transparency, safety, inclusivity, privacy, and explainability. The framework adopts a light-touch, risk-based approach, emphasising voluntary codes of conduct, human-in-the-loop requirements for high-stakes applications, and mandatory digital watermarking for AI-generated content. The guidelines integrate with India's existing digital public infrastructure — Aadhaar, UPI, DigiLocker — treating them as the foundation upon which intelligent, AI-enhanced services can be built.

At Mahakumbh 2025, AI-powered tools were deployed to monitor real-time crowd movement, while the BHASHINI Kumbh Sah'AI'yak chatbot provided multilingual guidance in multiple Indian languages — offering a preview of AI governance applied at population scale.

The Sovereign Model Moment: India Builds Its Own LLMs

The defining announcement of fiscal 2025–26 came at the India AI Impact Summit 2026, held in New Delhi in February. Three sovereign AI models

— developed under the IndiaAI Mission — were unveiled on a single day, signalling that India's ambition to build its own foundational AI infrastructure had moved from aspiration to delivery.

Bengaluru-based Sarvam AI unveiled two large language models built entirely within India: Sarvam-30B, a 30-billion parameter model based on a mixture-of-experts architecture, and Sarvam-105B, a 105-billion parameter model activating 9 billion parameters per token with a 128,000-token context window. Both models were trained from scratch on datasets focused on Indian languages and support advanced reasoning, multilingual tasks, mathematics, and coding. The larger model, named Indus in its beta avatar, was released on app stores in February 2026. Sarvam's co-founder Pratyush Kumar said at the Summit that the 105B model outperforms larger and more expensive models like Gemini 2.5 Flash in Indian language performance. Sarvam AI released both models as open source under Apache License 2.0 via Hugging Face in early March 2026. The company is reportedly closing a $ 350 million fundraise at a $ 1.5 billion valuation, signalling strong commercial momentum.

IIT Bombay-led consortium BharatGen — the largest beneficiary of the IndiaAI Mission to date, with funding of approximately Rs 989 crore — unveiled BharatGen Param2 17B, a 17-billion parameter multilingual model developed in partnership with NVIDIA, optimised for 22 Indian languages across governance, education, healthcare, and enterprise use cases. Gnani.ai introduced Vachana TTS, a text-to-speech model capable of cloning human voices across 12 Indian languages from fewer than 10 seconds of reference audio, designed for government services and large-scale enterprise deployment with all data and models hosted within India.

Together with contributions from Fractal Analytics and Tech Mahindra's Maker's Lab, these launches represent the first cohort of India's sovereign AI model initiative — a coordinated effort, backed by public funding and academic partnerships across IIT Bombay, IIT Madras, IIIT Hyderabad, IIT Kanpur, and several other institutions.

Big Tech's India Commitment: The Largest Investment Wave in Asian History

If the sovereign model launches defined India's supply-side story, the big-tech investment wave defined the demand side. In December 2025, Microsoft CEO Satya Nadella visited India and announced a $ 17.5 billion investment in cloud and AI infrastructure, skilling, and ongoing operations to be deployed between 2026 and 2029 — the largest technology investment commitment in Asia's history. The funding will expand hyperscale data centre infrastructure, with Microsoft's Hyderabad cloud region — comprising three availability zones — set to go live in mid-2026. The investment also targets integration of Microsoft AI into e-Shram and National Career Service platforms, benefiting an estimated 310 million informal workers, and a doubling of Microsoft's skilling reach to 20 million people by 2030.

On the same trip, Nadella announced strategic partnerships with four of India's largest IT services firms — Cognizant, Infosys, TCS, and Wipro — to accelerate the adoption of agentic AI across global enterprises. Each firm will deploy over 50,000 Microsoft Copilot licences, collectively surpassing 200,000 licences — described as one of the largest enterprise-scale AI adoptions globally. Wipro established a dedicated Microsoft Innovation Hub at its partner labs in Bengaluru and has upskilled 25,000 employees in Microsoft Cloud and GitHub technologies.

India's engagement with global AI players extended beyond Microsoft. At the India AI Impact Summit 2026, OpenAI CEO Sam Altman announced that OpenAI would become the first customer of TCS's new AI data centre business, Hypervault, with an initial commitment of 100MW of capacity, scalable to 1GW — connecting India directly to OpenAI's $ 500 billion Stargate infrastructure initiative. Google announced plans to build a gigawatt-scale AI hub in Visakhapatnam. Anthropic CEO Dario Amodei announced plans to open an India office, citing the country's significance as both a talent source and a strategic market.

Indian IT Giants: From Adoption to Transformation

India's IT services industry spent fiscal 2025–26 making a decisive transition from AI experimentation to production-scale deployment. TCS led with a $ 6.5 billion commitment to AI-ready data centres — the first large-scale infrastructure investment by any Indian IT firm — and reported $ 1.5 billion in annualised revenue from AI-related services. CEO K Krithivasan described the shift from digital to AI as a "civilizational change" in enterprise operations.

Infosys, in addition to the Microsoft Copilot partnership, secured a landmark $ 1.6 billion contract with the UK's National Health Service Business Services Authority, signed in October 2025, with AI and cloud services central to the engagement. HCLTech entered a dedicated partnership with OpenAI to drive enterprise AI deployments. Wipro launched its Wipro Intelligence platform, a unified suite of AI-powered platforms and solutions, while embedding AI agents across delivery, customer engagement, and finance operations. According to a 2025–26 industry report, 47 percent of Indian enterprises had moved beyond pilots to live, production-grade AI use cases, with a pronounced shift toward agentic AI — autonomous systems capable of executing multi-step processes, managing supply chains, and initiating customer interactions without constant human prompting.

The Startup Layer: India's AI Ecosystem Scales Up

Beyond the IT giants, India's AI startup ecosystem registered one of its most active years in 2025–26. Venture capital exceeding $ 2.9 billion flowed to top Indian AI companies. Sarvam AI, Krutrim, Neysa, SuperAGI, and Composio emerged among the most closely watched companies. Bengaluru retained its position as India's primary AI hub, while Hyderabad gained ground, supported by the Telangana AI Mission. The IndiaAI Startups Global programme, launched in partnership with Station F and HEC Paris, provided ten Indian AI startups access to the European market.

Bhashini, India's government-backed multilingual AI platform, crossed one million downloads with over 350 AI models supporting 20 Indian languages. In June 2025, Bhashini and Centre for Railway Information Systems signed an MoU to deploy voice-based translation tools across railway platforms — a practical demonstration of AI in public infrastructure at scale. UIDAI partnered with Sarvam AI to integrate AI-based voice interactions and multilingual support into Aadhaar-related services, further deepening the link between sovereign AI and digital public infrastructure.

The NITI Aayog's October 2025 report, AI for Inclusive Societal Development, framed AI as a tool for empowering India's 490 million informal workers — expanding access to healthcare, education, skilling, and financial services for a population that has historically sat at the margins of the digital economy. The upcoming Digital ShramSetu Mission, set to deploy AI, IoT, and blockchain across four phases between 2025 and 2035, will be the most ambitious attempt yet to make that vision operational.

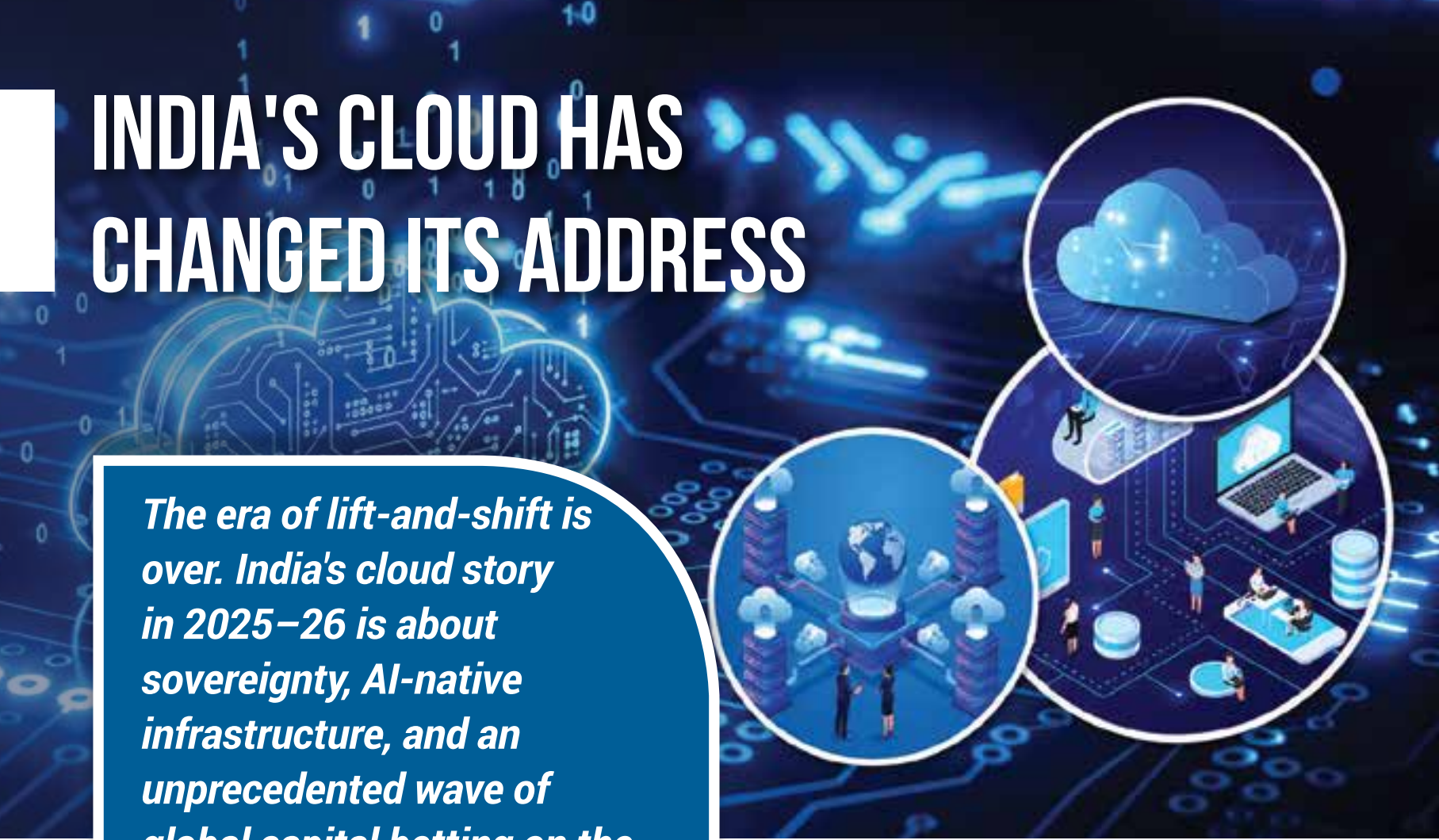
The Road Ahead: From Pilots to a $ 1.7 Trillion Economy

The outlook for Indian AI is measured not in quarters but in structural shifts. AI is projected to contribute an estimated $ 1.7 trillion to India's economy by 2035, according to government projections. Global AI infrastructure spending is on track to reach $ 758 billion by 2029, according to IDC, with cloud and shared environments accounting for 84 percent of total AI deployment spend. India, with its combination of sovereign compute infrastructure, homegrown models, a talent base representing 16 percent of global AI professionals, and deepening commitments from global technology leaders, is positioned to participate at every layer of that value chain.

The agentic AI transition — the shift from assistants that respond to systems that act — will define the next phase. India's IT majors are already building toward a "human-plus-agent" operating model. Its startups are building for multilingual, low-bandwidth, high-volume realities that global models are not designed to address. And its government is building the institutional and regulatory architecture — sovereign compute, open datasets, safety institutes, and governance guidelines — that will determine whether India's AI story scales with equity and accountability.

The stage, as the events of fiscal 2025–26 made unmistakably clear, is no longer being set. The performance has begun.

INDIA'S CLOUD HAS CHANGED ITS ADDRESS



The era of lift-and-shift is over. India's cloud story in 2025–26 is about sovereignty, AI-native infrastructure, and an unprecedented wave of global capital betting on the subcontinent's digital future

The hybrid cloud model is gaining strong traction as enterprises seek to balance public cloud agility with the data residency requirements imposed by the Digital Personal Data Protection Act, 2023, and RBI-specific data localisation mandates.

There was a time not long ago when cloud adoption in India was measured primarily by the number of enterprises moving workloads off ageing on-premise hardware and onto rented servers somewhere in Mumbai or Singapore. The conversation was dominated by cost savings, uptime guarantees, and cautious IT managers convincing CFOs that the public cloud was, in fact, secure. Fiscal 2025–26 rendered that conversation obsolete. The questions Indian enterprises are asking today are fundamentally different: Which cloud platform can run our AI agents at scale? Where does our regulated data live, and who governs it? Can we build a sovereign cloud that does not depend on infrastructure we do not own? These are not the concerns of early adopters — they are the strategic preoccupations of a market that has grown up fast, and is now writing the next chapter on its own terms.

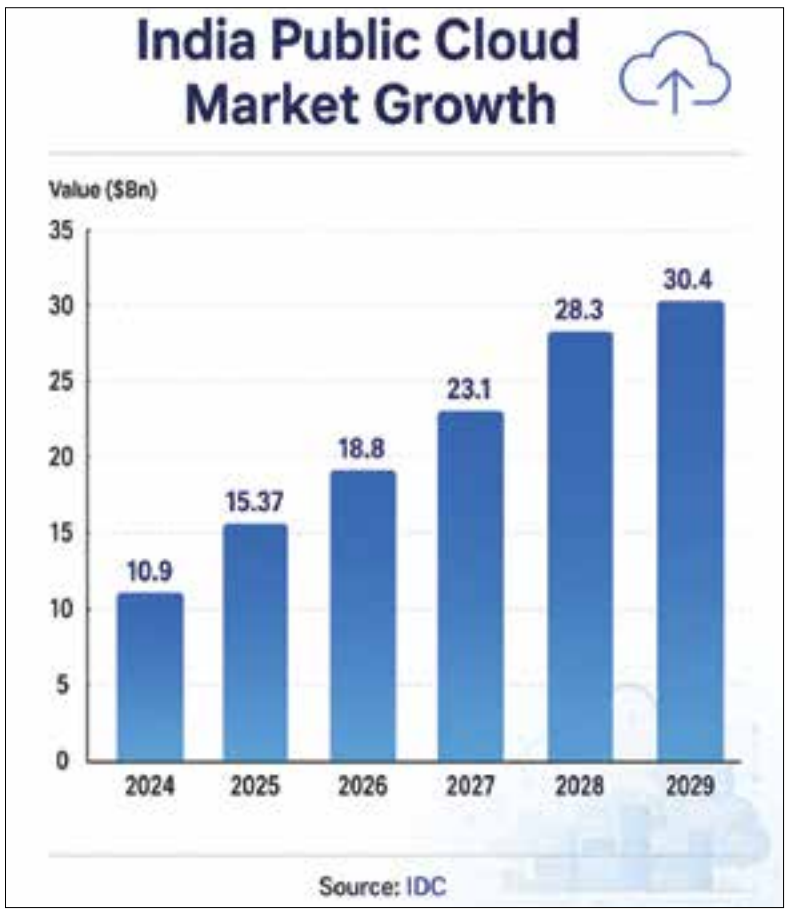
India's Cloud Market: Size, Speed, and Structural Shift

India's public cloud services market, covering IaaS, PaaS, and SaaS, generated $ 10.9 billion in revenue in 2024, according to IDC's Worldwide Semi-annual Public Cloud Services Tracker. IDC projects the market to reach $ 30.4 billion by 2029, growing at a CAGR of 22.6 percent over 2024–29, with AI adoption identified as the primary catalyst. Statista's 2025 estimate for India's public cloud market puts the current-year figure at $ 15.37 billion, reflecting the sharp acceleration in AI-driven cloud spending through the year. NASSCOM, in its landmark report "Future of Cloud and Its Economic Impact: Opportunity for India," projects cloud technology to contribute 8 percent of India's GDP by 2026 — a 4x increase from its earlier contribution — and estimates the sector's potential to create 14 million jobs.

The composition of demand is evolving rapidly. IaaS is the largest segment by infrastructure spend, driven by enterprises seeking scalable compute without heavy capital investment. SaaS remains the most widely adopted service category, used by over 84 percent of large Indian organisations, per NASSCOM data. BFSI holds the largest industry-specific share, reflecting the sector's deep dependence on cloud for core banking, fraud analytics, and real-time payments infrastructure. Healthcare is emerging as the fastest-growing vertical, driven by telemedicine expansion, AI diagnostics, and digital health records mandates.

The Hyperscaler Bet: $67.5 Billion in Commitments

Between October and December 2025, Amazon, Microsoft, and Google collectively pledged $ 67.5 billion in Indian investments — 80 percent of which were announced in December alone, according to The Washington Post. It was, by any measure, the largest concentration of global technology capital ever directed at India in a single period.



Microsoft fired the opening salvo in December 2025, when CEO Satya Nadella announced a $ 17.5 billion investment in cloud and AI infrastructure, skilling, and operations in India, to be deployed between 2026 and 2029. The investment — the largest single technology commitment in Asia's history — will scale up existing cloud infrastructure in Chennai, Hyderabad, and Pune, and bring online a new Azure data centre region in Hyderabad, comprising three availability zones, in mid-2026. Microsoft is offering sovereign public and sovereign private cloud services across multiple Indian regions. Tarun Pathak, Research Director at Counterpoint Research, said at the time that the investment gave Microsoft a "first-mover advantage in GPU-rich data centres while making Azure the preferred platform for India's AI workloads."

Amazon Web Services, which already controls an estimated 40 percent of India's cloud services market and has invested $ 3.7 billion in Indian data centres historically, announced plans to invest an additional $ 8.3 billion in Maharashtra to expand cloud infrastructure through 2030. Google announced plans to invest $ 15 billion in building a gigawatt-scale AI and cloud hub in Visakhapatnam, southern India. Separately, Google and Reliance unveiled a dedicated cloud region in Jamnagar, further deepening the search giant's local infrastructure footprint.

Key Players: IT Giants, Indian Cloud Builders, and the Channel Ecosystem

India's cloud story has multiple protagonists, and a Brand Book that serves the channel ecosystem must account for all of them — from the large IT services integrators to the homegrown cloud and data centre operators who form the backbone of enterprise and government cloud infrastructure across the country.

Among the IT services majors, TCS was named a Leader in the IDC MarketScape for Asia-Pacific Professional and Managed Services for Google Cloud in March 2026. Infosys embedded cloud and AI capabilities across its delivery lines, focusing on a "human plus agent" operating model for global enterprise clients. HCL Technologies deepened its Google Cloud partnership, deploying Gemini Enterprise across workflows. Wipro established a Microsoft Innovation Hub at its Bengaluru partner labs and upskilled 25,000 employees in Microsoft Cloud and GitHub technologies. Persistent Systems continued to record strong growth as enterprises sought cloud-native architecture depth rather than legacy-migration experience.

However, it is India's homegrown cloud and data centre operators who deserve particular recognition in fiscal 2025–26, as they moved from the periphery of the cloud story to its centre — handling sovereign workloads, competing for hyperscale contracts, and expanding aggressively across tier-2 and tier-3 geographies.

CtrlS Datacenters, one of India's largest Tier-4 certified data centre and cloud operators, committed $ 2 billion for expansion across green, AI-ready campuses. In January 2025, it signed an MoU with the Telangana government to develop a 400 MW data centre cluster, inaugurated its Chennai data centre campus with an investment of approximately $ 482 million, and launched its Kolkata DC1 facility. CtrlS was among the Indian firms approached by OpenAI in September 2025 for preliminary discussions on hosting capacity for its global Stargate infrastructure project.

ESDS Software Solution, the Nashik-based cloud and data centre provider, posted a landmark fiscal 2024–25, with total revenues rising 27 percent year-on-year from Rs 287 crore to Rs 361 crore, and international revenues surging 600 percent. ESDS's eNlight Cloud — India's first cloud computing platform to be patented in both the US and UK — offers real-time auto-scaling of CPU and RAM without downtime. ESDS serves public sector entities across smart cities, e-governance, and sector-specific digital initiatives, and is preparing for an IPO that reflects growing investor confidence in India-native cloud innovation.

NxtGen Infinite Datacenter continued to distinguish itself as a high-density, AI-ready cloud provider, offering Nvidia H100 and H200 and AMD MI300X GPUs to support India's AI compute requirements. NxtGen is an active partner in the government's IndiaAI Mission and signed a $ 27 million contract with Akash Systems for advanced Diamond Cooling servers.

Yotta Data Services (Hiranandani Group) pivoted decisively from traditional colocation to becoming an AI cloud powerhouse, procuring 16,000 Nvidia H100 GPUs for its Shakti Cloud with plans to scale to 32,768 units. Yotta's NM1 facility in Navi Mumbai remains Asia's largest Tier-4 certified data centre. Like CtrlS, Yotta was also part of OpenAI's preliminary Stargate discussions in India.

Sify Technologies, one of India's earliest cloud pioneers and operator of six Tier-3 data centres across major cities, continued to serve large enterprise and government clients with colocation, managed hosting, and cloud migration services, backed by one of India's largest private network backbones.

E2E Networks, listed on the National Stock Exchange, carved out a distinct position as India's leading GPU cloud provider for AI workloads — serving startups, researchers, and enterprises that require accelerated compute at Indian data residency.

Cyfuture Cloud rounded out the competitive domestic field with MeitY-approved, PCI DSS and ISO 27001 certified data centres, an end-to-end AI cloud built and operated entirely in India, and a broad GPU portfolio serving enterprises, government agencies, and startups across the AI compute spectrum.

Together, these homegrown operators represent a maturing domestic cloud industry that is no longer merely complementary to the hyperscalers — it is, in several sovereign and regulated segments, the preferred and mandated choice.

The Road Ahead: AI-Native, Sovereign, and Hybrid

The Indian cloud market's next phase will be shaped by three converging forces. First, the AI-native transition — enterprises are no longer procuring cloud as infrastructure alone; they are buying cloud as the platform on which AI agents, foundation models, and real-time inference workloads run. Every major hyperscaler is now competing as much on its AI platform capabilities — Amazon Bedrock, Azure AI Foundry, Google Vertex AI — as on raw infrastructure pricing.

Second, sovereign and hybrid cloud will become the default architecture for regulated sectors. The BFSI, healthcare, and government verticals — which together represent the largest share of India's cloud spend — will increasingly demand domestic data residency as a baseline, not a premium.

Third, the channel ecosystem will be central to translating hyperscaler capital commitments into enterprise outcomes. The billions committed by AWS, Microsoft, and Google are being deployed through a dense network of Indian cloud partners — system integrators, managed service providers, and cloud-native consultancies — whose capacity to architect, implement, and govern complex cloud environments will determine whether India's cloud ambition converts to measurable enterprise value.

Hyperscaler Investment in India (Oct–Dec 2025)

Company	Investment ($Bn)	Share of Total	Details
Microsoft	17.5	26%	Cloud & AI infrastructure, skilling 2026–2029
aws Amazon (AWS)	35.0	52%	New investment - Maharashtra - through 2030
Google Google	15.0	22%	AI hub Visakhapatnam; Jamnagar region with Reliance
Total	67.5	100%	80% announced in December 2025 alone

Source: Company Announcements & Media Reports

CYBERSECURITY : THE ATTACK SURFACE GREW. THE INDUSTRY GREW FASTER.

India recorded over 265 million cyberattacks in 2025. As the threat landscape grows faster than any firewall can contain it, the country is building a security architecture that is more ambitious — and more urgent — than ever before

Every eleven seconds, a cyberattack somewhere in the world claims a new victim. In India, that rhythm has become a drumbeat. Indian organisations faced an average of 2,011 cyberattacks per week in 2025 — significantly higher than the global average — according to Check Point Software Technologies' State of Cyber Security in India 2025 report. CERT-In, India's national cyber response agency, handled over 29.44 lakh cyber incidents in 2025 alone, issuing 1,530 alerts, 390 vulnerability notes, and 65 advisories. The Union Budget 2025–26 allocated Rs 782 crore specifically for cybersecurity — a figure that signals the government's recognition of digital security as national infrastructure rather than departmental overhead.

The scale of the threat is matched, at least in ambition, by the scale of the response. India's cybersecurity market is being reshaped by regulatory pressure, AI-driven threat evolution, a deepening talent shortage, and an investment surge pulling enterprise budgets decisively toward managed, cloud-native, and intelligence-led security architectures. Fiscal 2025–26 was the year that cybersecurity stopped being an IT department conversation in India, and became a boardroom imperative.

The Market: A Billion-Dollar Shield Being Built at Speed

India's total cybersecurity market — encompassing hardware, software, and services — was valued at $ 8.58 billion in 2025 and is projected to reach $ 16.86 billion by 2030, growing at a CAGR of 14.5 percent, according to MarketsandMarkets. Globally, IDC estimates worldwide security spending will grow 12.2 percent in 2025, reaching $ 377 billion by 2028 — with security software as the largest segment and managed security services as the fastest growing. India's growth rate at 14.5 percent runs ahead of the global average, reflecting both its rapidly expanding digital attack surface and the relative immaturity of security investments compared to more developed markets.

Breaking down India's market by component offers a clearer picture of where spending is concentrated and where it is heading. Hardware — firewalls, intrusion detection systems, and unified threat management devices — accounts for the largest share of total market revenue, driven by public sector procurement for critical infrastructure and the continued build-out of physical security layers across banking, defence, and government. Software and services together form the faster-growing layer. On the software and services side specifically, Gartner estimates India's end-user information security spending — covering security software, security services, and managed security — at $ 3.3 billion in 2025, up 16.4 percent from 2024, and projected to grow a further 11.7 percent to $ 3.4 billion in 2026. Security software alone is expected to reach $ 1.56 billion in 2026, growing 12.4 percent year-on-year, as enterprises expand investments in application security, cloud security, and data protection tools.

Within services, managed security is the fastest-growing subsegment, forecast to grow 15.1 percent in 2026 as organisations turn to outsourced threat detection and response to bridge a widening talent gap. NASSCOM data indicates a 40 percent deficit in India's cybersecurity workforce — a structural shortage that is directly accelerating adoption of managed detection and response contracts and third-party SOC operations. BFSI leads all Indian verticals in security spending, driven by the scale of UPI — which now processes over 15 billion transactions per month — and the compliance requirements of the RBI, SEBI, and IRDAI. Cloud-based security is the fastest-growing deployment model, as enterprises accelerate cloud migration and encounter its security implications in real time.

The Threat Landscape: AI, State Actors, and Supply Chain Vulnerabilities

Fiscal 2025–26 produced a threat landscape that was qualitatively different from prior years — not just larger in volume, but structurally more dangerous in character. Three forces converged to define it.

The first was the weaponisation of artificial intelligence by threat actors. Attackers deployed AI-generated phishing campaigns with personalisation that legacy detection systems could not reliably identify. Ransomware evolved into multi-stage operations combining credential harvesting, lateral movement, and data exfiltration before triggering encryption — making the ransomware payload the last visible event in a long intrusion chain. Deepfake-enabled fraud, impersonating executives and public officials through synthetic audio and video, emerged as a significant new social engineering vector exploiting institutional trust at a scale that traditional phishing cannot achieve.

The second was a marked escalation in state-sponsored cyber activity. During India's Operation Sindoor in May 2025, a coordinated wave of cyber operations targeted Indian government websites and critical infrastructure simultaneously. Reported impacts included approximately 19 hours of distributed denial-of-service targeting the President's official website, approximately 200,000 probing and attack attempts against the power grid,

and defacements across multiple ministry portals. The Seqrite India Cyber Threat Report 2026 documented a coordinated hybrid warfare campaign blending APT36, SideCopy, and hacktivist groups targeting India's defence and government networks throughout the fiscal year.

The third was the rapid expansion of the attack surface through cloud misconfiguration and supply chain vulnerabilities. Angel One, one of India's largest stockbroking platforms, disclosed in February 2025 a breach traced to unauthorised access to AWS-hosted resources, with client data for 7.9 million users potentially exposed. A malware incident targeting a third-party vendor portal linked to ICICI Bank, claimed by the Bashe ransomware group, reflected a growing pattern of supply chain attacks entering India's banking sector through vendor access pathways rather than direct infrastructure compromise. In June 2025, Delhi hospitals Sant Parmanand and NKS Super Speciality suffered server intrusions that disrupted OPD and IPD digital workflows, forcing reversion to manual processes — demonstrating that the healthcare sector's rapid digitisation had not been matched by equivalent security investment.

The Regulatory Architecture: DPDP, CERT-In, and New Accountability

India's regulatory cybersecurity framework underwent significant tightening in fiscal 2025–26, creating binding new compliance obligations and — in the process — new budget lines across every regulated sector.

The Digital Personal Data Protection (DPDP) Act, 2023, came into full implementation focus in 2025. The Act imposes fines of up to Rs 500 crore for personal data breaches, mandates incident reporting within six hours, requires log retention for 180 days, and demands comprehensive data protection impact assessments for high-risk processing activities. Draft enforcement rules issued in January 2025 further codified consent requirements, cross-border data transfer norms, and organisational accountability mechanisms. Gartner's Shailendra Upadhyay said in March 2026 that "the implementation of India's DPDP Act, combined with emerging AI regulations across global markets, is increasing compliance complexity and placing new accountability pressures on CISOs." Identity-based attacks, he added, were driving identity-first security up executive agendas across Indian enterprises.

CERT-In published its Comprehensive Cyber Security Audit Policy Guidelines in 2025, mandating annual cybersecurity audits for critical infrastructure operators — covering information technology, operational technology, cloud, supply chain, and physical security layers. In fiscal 2024–25, CERT-In conducted nearly 10,000 audits across critical sectors including power, transportation, and banking. The Department of Telecommunications' Telecom Cyber Security Rules required service providers to report breaches within six hours and share attack scope within 24 hours. Together, these frameworks are elevating cybersecurity compliance from a technical function to a board-level accountability across Indian enterprises and government bodies.

Key Players: A Three-Tier Ecosystem

India's cybersecurity market operates across three distinct tiers, each playing a different and complementary role.

Among domestic IT services majors, TCS has built its Cyber Defence Suite around AI and machine learning capabilities, providing proactive threat intelligence and automated incident response across enterprise client networks. Infosys, Wipro, HCL Technologies, and Tech Mahindra have embedded cybersecurity across their digital transformation portfolios, with managed SOC operations, zero-trust architecture deployment, and DPDP compliance services as growth areas. Tata Communications has partnered with Palo Alto Networks to deliver secure hybrid IT environments, leveraging its national network backbone alongside Palo Alto's cloud-native security platform. Wipro has partnered with Okta to integrate identity and access management into zero-trust frameworks for enterprise clients.

Among homegrown cybersecurity specialists, Quick Heal Technologies — India's most established domestic security product company — continued to serve enterprise and consumer segments through its Seqrite brand, which also produces the India Cyber Threat Report, one of the country's most authoritative annual threat intelligence publications. Innefu Labs, ESEC Forte Technologies, and CyberNX Technologies represent an emerging tier of Indian-origin firms building AI-driven security analytics, managed SOC services, and identity security solutions tailored to India-specific threat patterns. In March 2025, Zero Defend Security unveiled Vastav AI — described as India's first deepfake detection system — a cloud-based platform using machine learning, forensic analysis, and metadata inspection to identify AI-generated media with a reported accuracy of 99 percent.

Among global technology vendors, Palo Alto Networks announced a strategic partnership with a leading Indian telecommunications provider in October 2025 to integrate its security solutions into telecom infrastructure. Check Point Software Technologies launched an India-based data residency instance of its Harmony SASE platform in May 2025, designed for localised, cloud-delivered network security compliant with India's regulatory environment. Fortinet launched an AI-driven security suite specifically for Indian SMEs in September 2025 — addressing a segment that global enterprise security vendors have historically underserved. CrowdStrike, Cisco, Zscaler, Trend Micro, and Darktrace maintained strong enterprise presences, competing on AI-enhanced detection, extended detection and response (XDR) platform depth, and cloud-native integration capabilities.

The Road Ahead: AI-First, Identity-Led, and Compliance-Driven

Three strategic shifts will define Indian cybersecurity through the remainder of the decade. The transition to AI-native security — where detection, response, and remediation are automated and intelligence-driven — is no longer a future state. Indian SOCs are deploying machine learning to process the volume of alerts that human analysts alone cannot manage, moving security operations from reactive to predictive.

Identity-first security is becoming the defining architectural choice. The rise of agentic AI — autonomous systems acting on behalf of users across enterprise applications — has created new non-human identity vectors that traditional IAM tools were not designed to govern. Gartner's Alex Michaels noted in March 2026 that the rise of agentic AI "introduces new challenges that expose gaps in traditional identity and access management approaches," as enterprises must now govern not just human users but AI agents operating with enterprise credentials.

Compliance will continue to be a structural demand driver. With the DPDP Act's enforcement machinery now operational, and sector-specific mandates from RBI, SEBI, IRDAI, and the NCIIPC tightening in parallel, security budgets in India's regulated sectors face sustained upward pressure regardless of broader IT spending cycles. Gartner projects India's information security spending to grow at double-digit rates through the forecast period — a trajectory that reflects both the deepening threat environment and the irreversibility of India's digital transformation.

India is simultaneously one of the most targeted and most rapidly adapting cybersecurity markets in the world. The gap between the two — between the pace of attack and the pace of defence — is what the industry exists to close.

DATA CENTER: INDIA'S GIGAWATT MOMENT

Fiscal 2025–26 was the year India's data centre industry stopped thinking in megawatts and started thinking in gigawatts — rewriting the country's digital infrastructure story at a scale and speed that few had anticipated

For most of the past decade, India's data centre industry was measured in hundreds of megawatts, a few dozen facilities clustered around Mumbai and Chennai, and a steady but unremarkable march of enterprise colocation deals. Fiscal 2025–26 shattered that frame entirely. Hyperscalers announced investments measured in billions of dollars and gigawatts of capacity. Indian conglomerates — Reliance, Tata, Adani, Hiranandani — pivoted from their core industries to become digital landlords at breathtaking scale. A Supreme Court ruling streamlined environmental approvals. A draft National Data Centre Policy signalled potential 20-year tax exemptions. And an AI compute hunger so acute that it rendered the old vocabulary of the industry obsolete. India's data centre market did not just grow in 2025–26. It was fundamentally transformed.

The Global Picture: $489.5 Billion and Accelerating

The data centre industry globally entered a period of growth unlike anything in its history in fiscal 2025–26, driven almost entirely by the infrastructure demands of generative AI. Worldwide data centre systems spending — covering servers, storage, networking, and associated software — reached $ 489.5 billion in 2025, up 46.8 percent from $ 333.4 billion in 2024, according to Gartner. The firm projects spending to grow a further 19 percent in 2026, surpassing $ 582 billion — a trajectory it describes as outpacing global GDP growth by a multiple. Total global data centre market value, including colocation, managed services, and infrastructure, is estimated at $ 386.71 billion in 2025 and projected to reach $ 1.1 trillion by 2035 at a CAGR of 11.06 percent, according to Precedence Research.

The four largest hyperscalers — Microsoft, Google, Amazon, and Meta — collectively planned to spend over $ 370 billion on data centre infrastructure in 2025, up from $ 244 billion in 2024, according to Synergy Research Group data. As of Q1 2025, there were 1,189 large hyperscale data centres globally, with 504 additional facilities in planning and construction. McKinsey projects $ 6.7 trillion in cumulative capital expenditure will be required globally between 2025 and 2030 to meet data centre demand, with $ 5.2 trillion dedicated specifically to AI infrastructure. India sits at the intersection of this global investment wave — a market offering low construction costs, a large digital user base, data sovereignty mandates, and geopolitical alignment with the West — making it one of the most actively courted data centre destinations in Asia-Pacific.

India's Market: From Megawatts to Gigawatts

India's data centre market was valued at $ 8.94 billion in 2025 and is projected to reach $ 31.36 billion by 2035 at a CAGR of 13.37 percent, according to Astute Analytica. Gartner's India-specific data centre systems spending data provides a sharper near-term lens: data centre systems spending in India is projected to record the highest annual growth rate of any IT segment in 2026, rising 20.5 percent — continuing to outpace all other categories even as it moderates from 29.2 percent growth in 2025, according to Gartner's November 2025 India IT Spending Forecast.

Year	Global Data Centre Systems Spending ($Bn)	Growth YoY
2023	238.6	—
2024	333.4	+39.7%
2025	489.5	+46.8%
2026	582.0	+19.0%

Source: Gartner

The physical scale of the transformation is equally striking. India's total operational data centre capacity reached approximately 1,520 MW of IT load by the end of 2025 — a record-breaking supply addition of 387 MW in a single year, more than double the 191 MW added in 2024, according to industry data from Savills and JLL. India's IT load capacity totalled 1.4 GW as of Q2 2025, according to S&P Global Market Intelligence 451 Research, with another 1.4 GW of new capacity already under construction. Government projections, cited by MoS MeitY Jitin Prasada, target an expansion of this capacity by 4–5x by 2030 — implying a trajectory toward 6–9 GW of installed capacity within the decade.

Mumbai continues to lead, commanding over 52 percent of total installed capacity, anchored by its submarine cable landing infrastructure and established business ecosystem. Chennai is cementing its position as the second-largest hub with close to 20 percent market share, driven by new cable landings including MIST. Hyderabad is emerging rapidly as a third major centre, with Google's gigawatt-scale investment in Visakhapatnam and multiple state-level incentive schemes attracting both global and domestic operators. The cost to build a megawatt of capacity in India is estimated at $ 6.8 million — significantly below $ 8–10 million in developed markets — making India structurally competitive on economics alone.

The Investment Wave: Billions Committed in a Single Year

Fiscal 2025–26 saw an investment wave into Indian data centre infrastructure that had no precedent in the country's technology history. India attracted approximately $ 14.7 billion in data centre investments between 2020 and April 2025 in total; a comparable volume was committed in fiscal 2025–26 alone, as global and domestic players raced to secure capacity ahead of AI demand.

Microsoft committed $ 3 billion to expand Azure AI and cloud capacity in India, with its Hyderabad cloud region — comprising three availability zones — set to go live in mid-2026. AWS announced plans to invest $ 8.3 billion in Maharashtra through 2030, reinforcing its position as the largest cloud operator in the country. Google announced $ 15 billion for a gigawatt-scale AI hub in Visakhapatnam — projected to be among the most powerful AI infrastructure facilities in Asia — alongside a dedicated cloud region developed with Reliance in Jamnagar.

On the domestic side, the scale of ambition was equally dramatic. Reliance Industries is building what it describes as a gigawatt-scale data centre in Jamnagar, Gujarat, with potential for eventual expansion to 3 GW, powered by a dedicated 6 GW solar project. TCS established HyperVault — a dedicated subsidiary targeting 1 GW of AI-ready data centre capacity over five to seven years, requiring an estimated $ 6.5 billion investment. OpenAI confirmed TCS as its first customer for HyperVault, committing 100 MW of initial capacity as part of the global Stargate initiative. Lodha Developers — marking the most striking pivot of the year — committed approximately Rs 1.3 lakh crore (around $ 15 billion) for a 2.5 GW data centre park in Maharashtra, creating over 16,000 jobs. CtrlS committed $ 2 billion for a multi-city expansion plan covering Chennai, Kolkata, Telangana, and Bhopal. NTT announced plans to invest $ 1.5 billion to double its IT load capacity from 400 MW to 700 MW across 30 data centres by 2027.

Policy Architecture: The Regulatory Tailwinds

India's regulatory environment shifted decisively in favour of data centre investment in fiscal 2025–26. The DPDP Act, 2023's enforcement framework — which mandates that sensitive personal data of Indian users be stored within the country — gave global hyperscalers and enterprises the legal clarity they needed to commit long-term capital to Indian infrastructure. MeitY Naresh Goyal stated that with DPDP rules now published, "global cloud providers, hyperscalers, and enterprises have confidence to invest in long-term infrastructure like data centres."

The draft National Data Centre Policy 2025 proposed 20-year tax exemptions for data centre developers, single-window clearances, and fiscal incentives under the Data Centre Incentivization Scheme (DCIS). The Supreme Court's August 2025 ruling streamlined environmental approvals for projects exceeding 20,000 square metres through State

Environment Impact Assessment Authority processes — a bottleneck that had previously delayed large projects by months. State governments ran parallel incentive programmes: Telangana signed MoUs covering hundreds of millions of dollars in investment; Maharashtra committed land allocation and reduced power tariffs; Andhra Pradesh's Data Centre Policy targets an additional 200 MW of capacity.

The government's own IndiaAI Mission GPU procurement contributed directly to data centre demand — with over 38,000 GPUs onboarded at subsidised rates, the mission created a sustained institutional customer base for colocation and managed AI infrastructure services.

Key Players: A Market in Full Expansion

India's data centre competitive landscape in fiscal 2025–26 was defined by aggressive capacity expansion across all tiers — global hyperscalers, international colocation operators, Indian IT conglomerates, and homegrown data centre specialists.

Among global operators, NTT Data led with 292 MW of live IT load in July 2025, with plans to reach 400 MW across new campuses in Noida, Hyderabad, and Bengaluru within 18–24 months. STT GDC (ST Telemedia Global Data Centres) remained a major operator; in February 2026, KKR and Singtel agreed to acquire an 82 percent stake in STT GDC, in a transaction reflecting strong investor confidence in Asia-Pacific digital infrastructure. Equinix opened its CN1 facility in Chennai in 2025, bringing its AI-ready colocation capabilities to India's southern corridor. AdaniConneX, the joint venture between Adani Enterprises and EdgeConneX, continued developing hyperscale facilities, with its 100 MW Chennai campus anchoring its southern India strategy.

Among Indian operators, Yotta Data Services (Hiranandani Group) led the pivot to AI infrastructure, procuring 16,000 Nvidia H100 GPUs for its Shakti Cloud with plans to scale to 32,768 units, and operating Asia's largest Tier-4 certified data centre at NM1 in Navi Mumbai. CtrlS Datacenters commissioned its Kolkata DC1 facility, inaugurated its Chennai campus with a $ 482 million investment, and signed an MoU with the Telangana government for a 400 MW AI-focused data centre cluster. Sify Technologies announced a $ 5 billion investment to expand Indian AI data centres, planning 20 AI inference facilities across secondary cities — a strategy that positions Sify as the most geographically distributed domestic operator in the country. Nxtra Data (Bharti Airtel), operating 14 data centres with 200 MW capacity, committed $ 600 million to further expansion. CapitaLand Investment reported the first close of its India-focused data centre fund at approximately SGD 150 million, acquiring minority stakes in three Indian data centre assets.

The Edge and the Sustainable Shift

Two structural trends ran alongside the headline investment activity. Edge computing emerged as a significant growth vector — ICRA estimated India's edge data centre capacity could triple from 60–70 MW in 2024 to nearly 200–210 MW by 2027, driven by 5G rollout and IoT demand. Facilities measuring under 5 MW are being deployed in tier-2 cities including Ahmedabad, Kochi, and Visakhapatnam, extending digital infrastructure to regions that previously had none.

Sustainability became a genuine commercial differentiator rather than a reporting obligation. Green-certified data centres currently account for 25 percent of India's total inventory but are projected to reach 30–40 percent by 2030, according to Colliers. Renewable energy PPAs — offering round-the-clock power from solar and wind — can reduce operating expenses by up to 30 percent versus grid tariffs, creating a direct economic incentive alongside environmental value. Immersion cooling and direct-to-chip liquid cooling are being deployed in high-density AI facilities, with operators like Digital Connexion running Chennai facilities with zero water dependency. Power use effectiveness (PUE) across India's data centre stock is expected to decline over the next five years as hyperscaler efficiency standards propagate across the market.

Power and Sustainability: The Critical Constraint

India's data centre boom has surfaced a challenge that capital alone cannot solve: power. As the country's installed data centre capacity expands from 1.5 GW toward a 9 GW target by 2030, data centres are projected to consume approximately 3 percent of India's total electricity by 2030, up from under 1 percent currently, according to the Institute for Energy Economics and Financial Analysis. Energy costs already account for approximately 65 percent of data centre operating expenses, according to S&P Global's September 2025 India data centre report — making power availability, pricing, and procurement strategy as consequential as capital investment decisions.

Renewable energy Power Purchase Agreements have emerged as the preferred solution. Digital Edge signed an 83 MW solar PPA with Hexa Climate Solutions in February 2026 to power the first phase of its 350 MW AI-ready hyperscale campus in Navi Mumbai — expected to offset approximately 100,000 tonnes of CO2 annually. Water scarcity is an equally pressing constraint: cooling a 1 MW data centre load requires an estimated 25.5 million litres of water annually, according to Uptime Institute data cited by S&P Global — a figure that puts India's water-stressed cities like Chennai and Bengaluru under significant operational risk as capacity scales toward gigawatt levels. Operators are responding with liquid cooling, immersion cooling, and zero-water-dependency facility designs — but the pace of technology adoption must match the pace of capacity addition if India's data centre ambition is to be realised sustainably.

The Road Ahead: From 1.5 GW to 9 GW

India's data centre capacity stood at approximately 1.5 GW at the close of fiscal 2025–26. The government projects this will expand to 9 GW by 2030 — a sixfold increase in under five years. More than 5 GW of additional IT load capacity is expected from pipeline projects and investment announcements already made, according to S&P Global. Over 95 percent of the capacity increase is expected to come from leased colocation and wholesale facilities rather than enterprise self-builds, as demand from hyperscalers, AI companies, and enterprises continues to outpace the ability of any single operator to self-fund at the required scale.

The economics of the Indian data centre opportunity are compelling: construction costs below those of any comparable market in Asia-Pacific, a 1.4 billion-person digital user base, data sovereignty mandates that make domestic infrastructure non-negotiable for regulated sectors, and a government that has elevated data centre development to strategic national infrastructure.

The challenge is execution — power, land, environmental clearances, and talent at the speed that the investment pipeline demands. India's data centre industry entered fiscal 2025–26 thinking in megawatts. It will need to deliver gigawatts. The commitments are made. The race is on.

India Data Centre Investment Commitments (Fiscal 2025–26)

Player	Investment Committed	Details
Google	$ 15 billion	Gigawatt-scale AI hub, Visakhapatnam
AWS	$ 8.3 billion	Maharashtra cloud infrastructure through 2030
Lodha Developers	~$ 15 billion	2.5 GW data centre park, Maharashtra
Microsoft	$ 3 billion	Azure AI and cloud capacity expansion
Reliance Industries	Not disclosed	1 GW+ Jamnagar; potential 3 GW total
TCS (HyperVault)	$ 6.5 billion	1 GW AI-ready capacity, 5–7 years
CtrlS	$ 2 billion	Multi-city expansion: Chennai, Kolkata, Telangana, Bhopal
NTT	$ 1.5 billion	400 MW to 700 MW by 2027
Sify Technologies	$ 5 billion	20 AI inference facilities across secondary cities
Yotta Data Services	$ 1.5 billion (approx)	16,000 H100 GPUs; Shakti Cloud expansion

DATA PRIVACY: THE COMPLIANCE CLOCK IS RUNNING

With the DPDP Rules finally notified in November 2025, India's data privacy market moved from anticipation to obligation — and enterprises have 18 months to get ready or face penalties that can reach Rs 500 crore

For years, India's data privacy story was essentially a story about waiting. The Digital Personal Data Protection Act was passed in August 2023, debated, amended, consulted upon, and then left to mature while enterprises hedged their compliance investments and vendors positioned their platforms. That wait ended on 14 November 2025, when the Ministry of Electronics and Information Technology notified the DPDP Rules, 2025 — converting two years of legislative intent into an operational compliance framework with enforceable timelines, concrete obligations, and a newly constituted Data Protection Board of India armed with the authority to impose penalties. The compliance clock, as one legal commentary put it, is now running. For India's enterprises, technology vendors, and the channel partners who serve them, the implications are significant and immediate.

The Global Context: A $5.37 Billion Market Built on Regulation

Data privacy as an industry is fundamentally a regulatory creation. Every major market event — the EU's GDPR, California's CCPA, Brazil's LGPD, and now India's DPDP Act — has generated a measurable wave of compliance spending, tooling investment, and service demand. The global data privacy software market was valued at $ 5.37 billion in 2025, projected to grow at a CAGR of 35.5 percent to reach $ 45.13 billion by 2034, according to Fortune Business Insights. Asia Pacific is the fastest-growing regional market, with a projected CAGR of 10.2 percent through 2034, driven by new privacy legislation across India, China, Singapore, Australia, and South Korea. As of early 2026, at least 137 countries had enacted dedicated data protection legislation — a regulatory wave that is the primary engine of market growth globally.

India's DPDP Act places the country squarely within this global privacy convergence. For the first time, India has a comprehensive, cross-sectoral digital data protection framework that positions it alongside the GDPR and CCPA in both ambition and structure. The market opportunity this creates — in compliance software, consulting services, legal advisory, technical implementation, and managed privacy operations — is substantial, and fiscal 2025–26 was the year that opportunity became concrete.

India's total data protection market — encompassing solutions and services for data governance, privacy compliance, breach management, and data security — reached $ 5.34 billion in 2024 and is projected to reach $ 27.77 billion by 2033 at a CAGR of 18.30 percent, according to IMARC Group. That trajectory reflects both the scale of India's digital economy and the depth of the compliance transformation now underway.

The DPDP Rules 2025: From Principles to Practice

The notification of the DPDP Rules, 2025 on 14 November 2025 was the single most consequential regulatory event in India's data privacy landscape in fiscal 2025–26. The Rules — developed after consultation with 6,915 inputs from startups, MSMEs, industry bodies, civil society, and government departments across seven cities — translate the DPDP Act's broad principles into a mandatory, operational compliance framework.

The implementation follows a phased timeline. Phase I took effect immediately on 13 November 2025, establishing the Data Protection Board of India as a fully digital, independent enforcement and adjudicatory body with headquarters in the National Capital Region, allowing citizens to file and track complaints online through a dedicated portal and mobile application. Phase II, effective 13 November 2026, opens Consent Manager registration — with a critical restriction: only India-incorporated entities with a minimum net worth of Rs 2 crore qualify as registered Consent Managers, excluding foreign platforms from operating in this capacity. Phase III, effective 13 May 2027, is the full compliance deadline — the absolute deadline by which all substantive provisions must be operational.

The Rules introduce a highly regulated framework across five operational dimensions. On consent, organizations must obtain consent that is free, specific, informed, and unambiguous — expressed through a positive affirmative action, not inferred from inaction. Consent must be granular, purpose-limited, and withdrawable at any time through the same mechanism by which it was granted. On data retention, organizations may retain personal data only as long as the specified purpose is being served; once that purpose is exhausted, deletion is mandatory under Rule 8. System and processing logs must be retained for a minimum of one year.

On security, encryption is mandatory for personal data both at rest and in transit, with access controls, logging, and monitoring required as baseline safeguards. On breach notification, organizations must report breaches to the Data Protection Board of India within 72 hours of discovery. On children's data, entities serving minors must implement verifiable age verification, obtain parental consent, and are prohibited from tracking, behavioural monitoring, or targeted advertising directed at children.

Significant Data Fiduciaries — entities designated as handling large-scale or high-risk personal data — face the strictest obligations: mandatory Data Protection Impact Assessments, annual independent compliance audits, appointment of a Data Protection Officer, and implementation of AI governance mechanisms. Sectors including BFSI, telecom, e-commerce, health-tech, and major digital platforms are widely expected to be designated as SDFs.

The penalties for non-compliance are substantial — up to Rs 250 crore per violation, with cumulative caps reaching Rs 500 crore for systemic failures — among the steepest in Asia.

What Enterprises Must Do: The 18-Month Window

The 18-month compliance window — from November 2025 to May 2027 — is generous by appearance but demanding in practice, given the depth of organizational, technical, and legal change required. PwC India's compliance advisory team identified six priority areas for organizations that had not yet begun their DPDP readiness journey: appointing a Data Protection Officer; conducting a comprehensive data mapping and inventory exercise; updating privacy notices and consent architectures; assessing third-party vendor compliance posture; implementing breach notification protocols; and establishing data subject rights fulfillment mechanisms.

The compliance gap is significant across the market. An estimated 68 percent of companies operating in India acknowledge incomplete understanding of their DPDP Act obligations, despite having active Indian operations. The gap is most acute among small and medium enterprises, which form the backbone of India's digital economy but lack the legal and technical resources to navigate complex compliance architectures independently.

This has created a clear channel opportunity — for system integrators, managed service providers, legal technology platforms, and consultancies — to deliver DPDP readiness as a structured service offering. The Consent Manager ecosystem, restricted to India-incorporated entities under the Rules, represents a specific new category of licensed intermediary that has no precedent in India's regulatory history, creating an entirely new market segment.

Key Players: Global Platforms, Indian Specialists, and the Channel Opportunity

The Indian data privacy compliance market in fiscal 2025–26 operated across three distinct segments — global privacy technology platforms, Indian-origin compliance and legal technology firms, and the broader channel and consulting ecosystem that translates platform capabilities into enterprise outcomes.

Among global privacy technology leaders, **OneTrust** — named a Leader in the IDC MarketScape for Data Privacy Compliance Software in 2025 — continued to be the most widely deployed privacy management platform in India, serving organizations across consent management, data mapping, vendor risk assessment, and AI governance. The platform processed over 3 billion consent and preference transactions weekly globally in 2025 and serves 75 percent of the Fortune 100, making it the benchmark platform against which Indian enterprises measure their privacy stack.

BigID — which launched its CMP Express standalone consent management product in November 2025 — focuses on AI-driven sensitive data discovery and data security posture management, connecting consent governance to data infrastructure.

DataSafeguard is an AI-powered data privacy and synthetic fraud prevention company founded by Indian-origin entrepreneurs with operations across India and the United States. The company brings over 300 years of combined domain expertise across financial services, healthcare, retail, and technology sectors. Its platform addresses GDPR, CCPA, and DPDP compliance within a unified framework — one of the few solutions to integrate India's DPDP Act obligations alongside global privacy regulations. Core capabilities include automated PII detection, consent management, data subject rights fulfilment, and synthetic fraud prevention. For Indian enterprises managing cross-border data flows under multiple regulatory regimes simultaneously, DataSafeguard's combined privacy-and-fraud architecture offers a broader scope than single-regulation compliance tools typically provide.

Securiti AI offers an AI-powered PrivacyOps and data governance platform covering automated data discovery, consent orchestration, breach management, and third-party risk assessment — increasingly relevant for Indian enterprises managing multi-regulation environments spanning DPDP, GDPR, and CCPA simultaneously.

TrustArc, acquired by Main Capital Partners in October 2025, provides governance, risk, and compliance modules including records of processing activities and privacy impact assessments.

Among Indian-origin and India-specific players, **Seqrite** — Quick Heal's enterprise security brand — unveiled an AI-driven data privacy solution specifically designed for DPDP Act compliance, combining data discovery and classification across databases, cloud environments, and endpoints with automated compliance workflows.

Within the broader ecosystem, India's major IT services firms — TCS, Infosys, Wipro, HCL Technologies, and Persistent Systems — are actively building DPDP advisory and implementation practices, recognizing that enterprise compliance transformation requires not just software but organizational change management, legal integration, and technical implementation at scale. Law firms with data protection practices, including Khanna & Associates, Cyril Amarchand Mangaldas, and AZB & Partners, are seeing strong demand for DPDP gap assessments, SDF designation advisory, and cross-border data transfer guidance.

AI, Privacy, and the New Governance Frontier

The intersection of artificial intelligence and data privacy represents the most strategically complex dimension of India's compliance landscape in 2025–26. The rapid deployment of generative AI across Indian enterprises — in customer service, HR, finance, and product development — has created new categories of personal data processing that the DPDP Act's framework must now govern. By 2026, Gartner predicts that 75 percent of organizations with GenAI initiatives will shift their spending focus from structured to unstructured data security — a transition that fundamentally changes the tooling, governance, and talent requirements for privacy compliance.

Significant Data Fiduciaries designated under the DPDP Rules are explicitly required to implement AI governance mechanisms — a provision that positions the DPDP framework as one of the first national data protection laws in the world to mandate AI governance as part of the privacy compliance stack, rather than treating it as a separate regulatory domain. The implication for the market is significant: privacy compliance platforms that integrate AI governance capabilities — data lineage, model explainability, bias monitoring, and AI-specific consent management — will command premium positioning in India's enterprise market through the decade.

India in the Global Privacy League

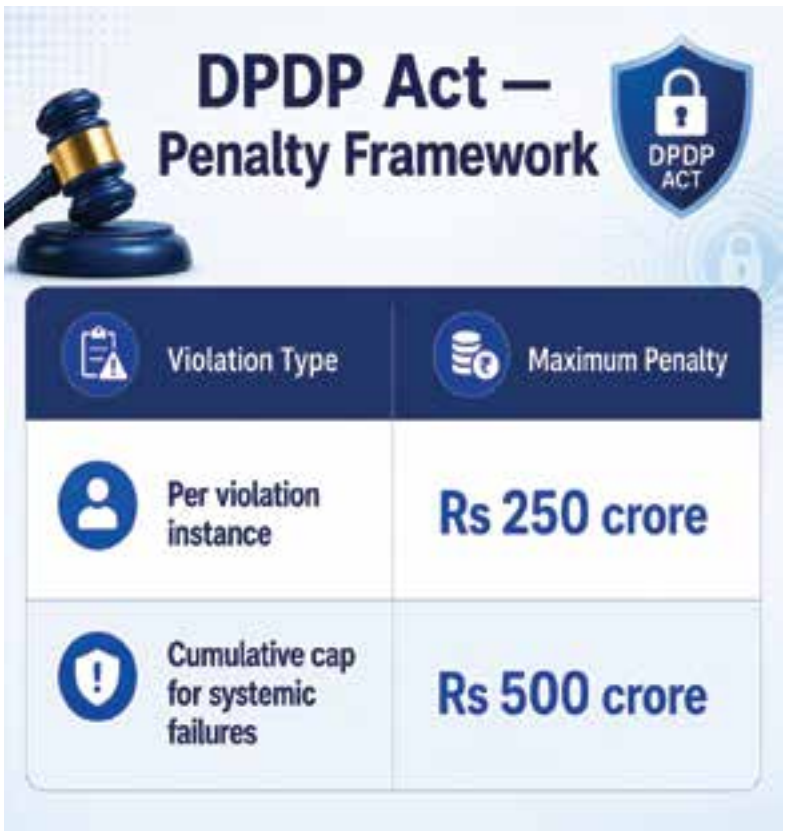
India's DPDP framework arrives at a moment when data privacy regulation is becoming a global competitive differentiator. The EU's GDPR, now seven years in force, has generated over €4.5 billion in cumulative fines and fundamentally reshaped how global enterprises handle personal data. India's framework draws extensively from GDPR principles — consent, purpose limitation, data minimisation, and accountability — while adapting them to India's digital public infrastructure context and its unique demographic scale.

For multinational enterprises operating in India, this convergence is a compliance advantage. Organisations already GDPR-compliant will find significant structural overlap with DPDP obligations, reducing the marginal cost of India compliance and accelerating readiness timelines ahead of the May 2027 deadline. For Indian enterprises expanding globally, DPDP compliance builds the privacy governance muscle that international clients, regulators, and partners increasingly require as a baseline condition of doing business. Privacy, in short, is no longer a legal checkbox — it is a market access credential.

The Road Ahead: Rs 500 Crore Stakes and a 2027 Deadline

India's data privacy market enters fiscal 2026–27 with three clear vectors of growth. The compliance services and tooling market will expand rapidly as the May 2027 deadline approaches and enterprises move from gap assessment to active implementation. The Consent Manager ecosystem — a licensed intermediary category unique to India's framework — will create a new class of registered intermediaries, likely dominated by Indian-origin platforms, processing consent transactions at population scale. And the intersection of DPDP compliance with AI governance will generate a sustained premium market for organizations that can deliver both.

For the channel ecosystem — system integrators, MSPs, resellers, and consultancies — the DPDP Act represents one of the most significant compliance-driven market opportunities since India's GST implementation. Every enterprise with Indian customers, employees, or data processing operations is a potential DPDP compliance customer. The data protection market reached $ 5.34 billion in 2024 and is headed toward $ 27.77 billion by 2033. The compliance clock is running. The market is open. The channel that moves fastest will own it.



DEEPFAKE: WHEN SEEING IS NO LONGER BELIEVING

India became the first major economy to establish an enforceable legal framework for deepfakes in February 2026, as AI-generated fraud, political manipulation, and non-consensual content made synthetic media one of the most urgent technology policy challenges of the decade

The video arrived on WhatsApp. A 79-year-old woman in Bengaluru watched a familiar face — N.R. Narayana Murthy, founder of Infosys, one of India's most trusted business figures — speak convincingly about a trading platform that would change her financial future. She invested. The platform was fake. The video was a deepfake. She lost Rs 35 lakh. The gang behind the fraud had also used deepfakes of Mukesh Ambani to con two more victims out of Rs 95 lakh. The cases are not isolated. They are representative of a pattern that has spread from WhatsApp forwards to financial platforms, election campaigns, corporate boardrooms, and newsrooms — and in fiscal 2025–26, they became urgent enough to force India's government into the most consequential regulatory intervention in the country's internet governance history.

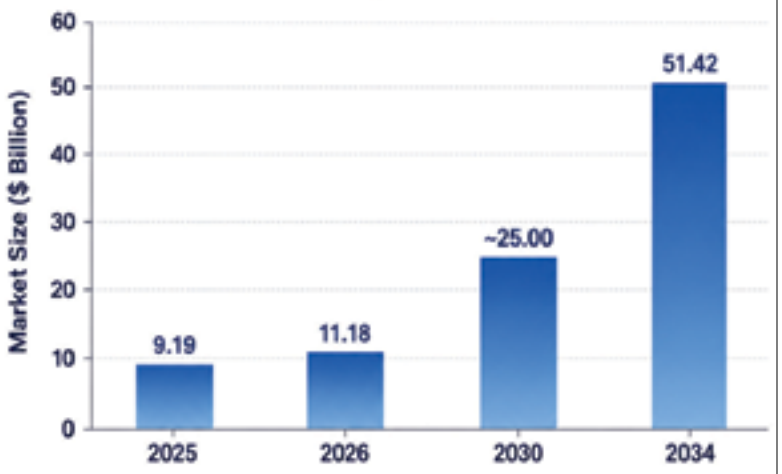
The Global Market: Two Sides of the Same Technology

The deepfake technology market encompasses two distinct and growing segments that are frequently conflated but must be understood separately: deepfake generation tools, which create synthetic media, and deepfake detection and authentication platforms, which identify and flag it. Both are growing rapidly, driven by the same underlying force: the rapid advancement and democratisation of generative AI.

The global deepfake technology market — covering both generation and detection — was valued at $9.19 billion in 2025 and is projected to grow to $11.18 billion in 2026, reaching $51.42 billion by 2034 at a CAGR of 21 percent, according to Fortune Business Insights. Asia Pacific dominated the global market with a 37.60 percent share in 2025, valued at $3.45 billion, and is projected to reach $4.3 billion in 2026 — reflecting both the high volume of deepfake incidents in the region and the rapid deployment of detection infrastructure.

For the detection segment specifically, MarketsandMarkets estimates the global deepfake AI market at $857.1 million in 2025, projected to grow to $7,272.8 million by 2031 at a CAGR of 42.8 percent. The detection and authentication software sub-segment holds the largest share within this market. India's deepfake technology market is projected to reach $0.71 billion by 2026, according to Fortune Business Insights — a relatively modest absolute figure that understates the severity of the problem, given that India's deepfake fraud losses vastly exceed the size of the detection market deployed against it.

Global Deepfake Technology Market — Size and Projection ($ Billion)



Year	Market Size ($ Billion)
2025	9.19
2026	11.18
2030	~25.00
2034	51.42

Source: Fortune Business Insights Global Deepfake Technology Market Report

India's Deepfake Crisis: The Scale of the Problem

India is disproportionately exposed to deepfake-enabled harm. A 2025 analysis cited by the Observer Research Foundation reported that 47

percent of Indian adults have either been victims of, or know someone who has been a victim of, an AI voice-cloning or deepfake scam — nearly double the global average of 25 percent. Of Indian victims of AI voice scams, 83 percent suffered monetary loss, with almost half losing over Rs 50,000. Deepfake cases in India have surged 550 percent since 2019, with projected losses reaching Rs 70,000 crore in 2024 alone, according to a 2024 report by Pi-Labs.

Three structural factors make India unusually vulnerable. First, sheer digital scale: active internet users reached 886 million in 2025, an 8 percent year-on-year increase, according to the IAMAI-Kantar Internet in India Report 2025, with 85 percent of households expected to own a smartphone. Average monthly data use per subscriber now exceeds 24GB, most of it video. Second, digital consumption has outrun digital literacy — for many users, what appears on a screen still carries the aura of truth. Third, the affordability and accessibility of deepfake creation tools has collapsed: a 2025 industry analysis found that 91 percent of deepfakes can be created for under $50 in approximately 3.2 hours, with only 3 seconds of audio needed to create an 85 percent accurate voice clone.

Fiscal 2025–26 produced a string of high-profile incidents that collectively defined the urgency of India's response. In June 2025, the Bengaluru fraud using deepfaked videos of Narayana Murthy and Mukesh Ambani defrauded victims of over Rs 1.3 crore across multiple cases. The National Stock Exchange issued warnings after deepfake videos of NSE officials were used to mislead retail investors into fraudulent schemes. In May 2025, the Delhi High Court granted John Doe interim relief to entrepreneur Ankur Warikoo after AI-generated videos falsely portrayed him endorsing WhatsApp groups and fraudulent stock-tip schemes — one of the earliest Indian judicial responses to deepfake-enabled financial fraud causing tangible monetary harm. In January 2025, media personality Rajat Sharma, Chairman and Editor-in-Chief of India TV, approached the Delhi High Court after manipulated videos using his likeness and voice were used to perpetrate financial scams. In Navsari, a man sharing a deepfake of the Prime Minister was arrested within 24 hours, with police invoking BNS public-order offences and IT Act provisions. The Bombay High Court upheld the personality rights of actor Kartik Aaryan in a ruling that specifically addressed AI and deepfake threats as an emerging legal challenge.

The financial sector remains the most targeted. Deepfake fraud constitutes approximately 40 percent of all AI-related cybercrimes globally, and in India the BFSI sector is the primary vector — through fake executive impersonation for fund transfers, fabricated regulatory communications, and synthetic identity fraud in digital KYC processes. Businesses face an average loss of $440,000–$500,000 per deepfake fraud incident, according to industry data.

The Regulatory Landmark: India's IT Amendment Rules 2026

The most consequential development in India's deepfake story in fiscal 2025–26 was not a fraud case or a court ruling. It was a gazette notification. On February 10, 2026, the Ministry of Electronics and Information Technology notified the Information Technology (Intermediary Guidelines and Digital Media Ethics Code) Amendment Rules, 2026, with effect from February 20, 2026 — ten days from notification to enforcement. India became the first major economy in the world to establish an enforceable legal framework specifically targeting deepfakes and synthetic media, moving beyond voluntary guidelines and industry codes into binding obligations with criminal penalties attached.

The Rules define "synthetically generated information" broadly, covering any computer-generated or algorithmically altered audio, visual, or audiovisual content that appears authentic — encompassing deepfakes, AI-generated voice clones, fabricated images, and text impersonating official sources. The core obligations are demanding. Platforms must embed permanent visible watermarks or metadata identifiers on all synthetic content, covering at least 10 percent of the display area for images and videos, and during the first 10 percent of playback for audio. These markers cannot be stripped or removed by users. Significant Social Media Intermediaries, defined as platforms with over 5 million registered users, must collect user declarations on AI-generated content, deploy automated detection tools with at least 50 percent accuracy verification, and label confirmed synthetic content prominently.

The takedown timelines are among the most aggressive in the world. Non-consensual intimate imagery, including AI-generated deepfake imagery, must be removed within 2 hours of a government or judicial order. Other unlawful AI-generated content, including impersonation and misinformation, must be removed within 3 hours — compared to the previous 36-hour window and significantly stricter than the EU AI Act's approach. Appeals must be resolved within 7 days. Failure to comply exposes platforms to loss of safe harbour protection, direct liability for hosted content, and criminal penalties under the Bharatiya Nyaya Sanhita, 2023.

The Rules require platforms to inform users at least once every three months about compliance obligations and the consequences of misusing AI generation tools. Platforms offering AI creation tools must warn users that misuse may attract criminal penalties. The government's detection infrastructure is also advancing: C-DAC leads government-backed research on automated deepfake identification, with a prototype tool reportedly achieving 89 percent accuracy across global benchmarks, according to MeitY, though independent validation remains ongoing.

In April 2026, MeitY proposed a further tightening of disclosure norms for AI-generated content, signalling that the February 2026 framework is the beginning of a regulatory journey rather than its conclusion.

Key Players: Detection, Compliance, and the Emerging Ecosystem

The deepfake detection landscape in India in fiscal 2025–26 operated across two clear tiers: global technology platforms deploying enterprise-grade detection infrastructure, and a growing set of Indian-origin companies building detection, authentication, and compliance tools specifically designed for India's regulatory environment and threat patterns.

Global Leaders

Reality Defender (US) was named by Gartner in December 2025 as "the company to beat in deepfake detection," citing its ensemble-of-models approach, multimodal platform covering video, audio, images, and text, and strong positioning in high-stakes enterprise verticals including finance, government, and media. It was also inducted into

JPMorgan Chase's Hall of Innovation 2025 and named a World Economic Forum Technology Pioneer 2025, making it the most credentialled pure-play deepfake detection company globally within our fiscal year.

Sensity AI (Netherlands) operates a comprehensive detection platform with a reported accuracy rate of 95–98 percent, offering real-time monitoring across over 9,000 sources, multimodal detection covering face swaps, manipulated audio, deepfake videos, and AI-generated images, and an SDK with Face Manipulation Detection API for KYC and identity verification workflows. It is widely deployed by financial institutions and government agencies globally.

Intel's FakeCatcher takes a unique physiological approach, detecting deepfakes by analysing blood flow signals in video pixels — biological cues that synthetic media cannot reliably replicate. This makes it particularly effective for high-stakes identity verification scenarios where generation artefacts are minimal or have been deliberately obscured.

Truepic (US) differentiates itself by focusing on content authenticity at the point of capture rather than post-facto detection, embedding cryptographic trust signals into digital content at creation. Its provenance-first approach prevents misinformation before it circulates, and is widely used in journalism, elections, and corporate communications where source integrity is non-negotiable.

Pindrop (US) specialises in voice-based deepfake detection, combining liveness checks with call-context evaluation to identify synthetic speech and cloned-voice patterns in real time, designed specifically for call centre and financial services fraud prevention environments.

iProov (UK) is a liveness detection specialist widely deployed in KYC workflows across banking and government, detecting injected deepfake video streams and presentation attacks in identity verification pipelines.

Indian Players

FaceOff Technologies is an Indian deepfake detection company and its Multimodal Fusion Platform, powered by its proprietary Adaptive Cognito Engine (ACE), integrates multiple AI systems for detection and mitigation of synthetic media. FaceOff applies multi-layered AI analysis to classify video content as authentic, manipulated, or synthetically generated, assigning each piece a DeepFake Confidence Score that allows analysts to prioritise review rather than rely on binary determinations. The platform goes beyond individual detection — it can uncover patterns and networks behind deepfake creation and dissemination, and produces forensically sound reports suitable for content moderation, investigations, and legal proceedings. On the audio side, FaceOff's Voice Tone Analysis detects missing micro-emotions, stress markers, and unnatural prosody, while ACE evaluates conversational flow, cadence shifts, and response latency to flag anomalies in real-time voice interactions. Dr. Sahu has been a vocal advocate for AI-driven trust infrastructure in India's regulatory discourse, commenting publicly on the IT Amendment Rules 2026 and the broader need for a domestic deepfake governance ecosystem.

Vastav AI by Zero Defend Security is described as India's first deepfake detection system built by an Indian company, using machine learning, forensic analysis, and metadata inspection across videos, images, and audio, with a claimed accuracy of 99 percent. The platform targets media organisations, enterprises, and law enforcement.

Kroop AI (Gandhinagar) is one of the only India-headquartered companies listed in MarketsandMarkets' global deepfake AI market report. Founded in 2021, Kroop AI offers a multimodal deep learning-based platform identifying synthetic manipulations in videos, images, and audio, serving enterprise clients across media, finance, and identity verification segments. The company also provides an AI-powered text-to-video platform, reflecting the dual-use nature of synthetic media technology.

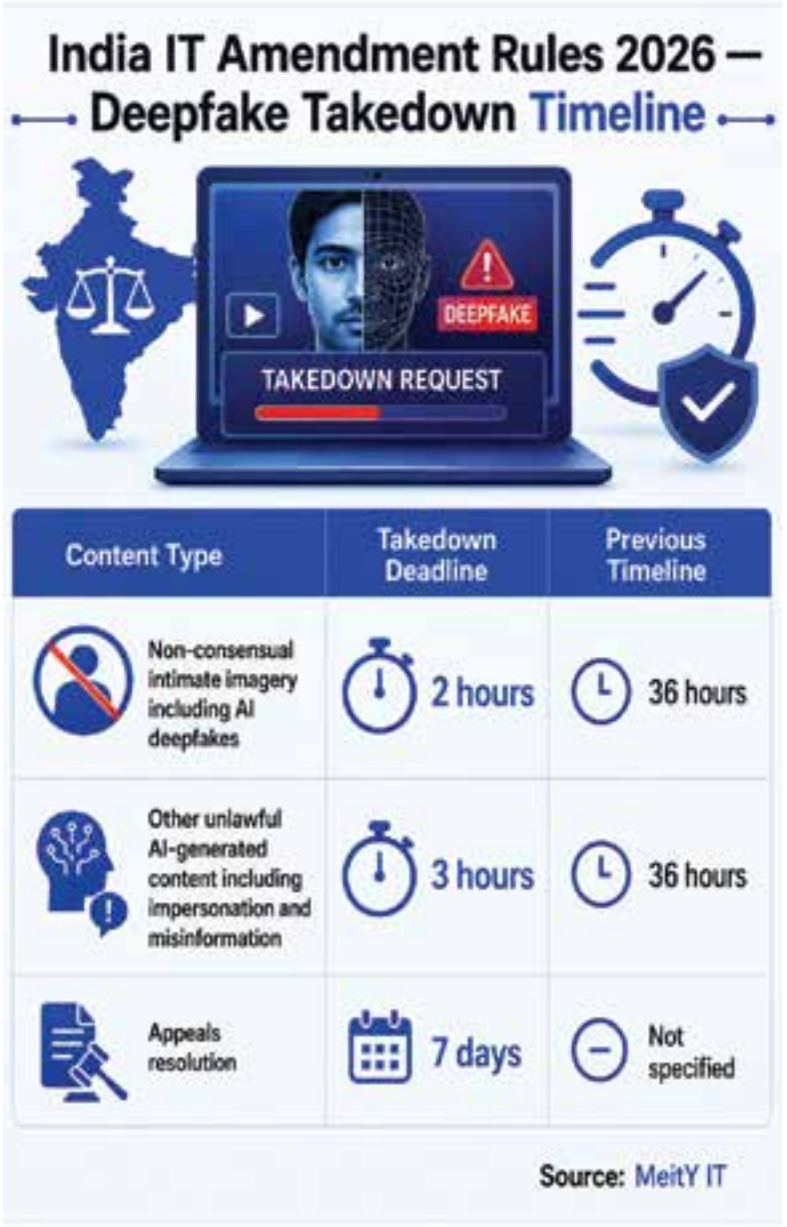
Neural Defend partnered with Zee News in fiscal 2025–26 to launch India's first deepfake verification system for news media, enabling viewers to upload suspicious videos, audio clips, or images for real-time AI authentication. Neural Defend raised over $600,000 in pre-seed funding led by Gurugram-based Inflection Point Ventures, with participation from MIT SBXI and Techstars San Francisco. The company's agentic AI detection models cover video, audio, and real-time streams, and it is running pilot projects with global enterprises and fintech companies.

Phronetic.AI (Infibeam Avenues) has partnered with IISc Bengaluru's Vision and AI Lab to develop real-time deepfake detection systems specifically for video calls, with a patent filed for its detection algorithm. The system actively monitors ongoing video calls and alerts participants in real time if the other party is identified as a deepfake — a capability with direct application in enterprise video KYC, board communications, and high-value financial authorisations.

HyperVerge offers a deepfake detection solution integrated within its broader KYC platform, certified by NIST and iBeta for facial recognition, and widely deployed across India's BFSI sector for digital onboarding and RBI-approved Video-based Customer Identification Process (V-CIP) workflows. Given the volume of digital KYC processed daily in India's banking system, HyperVerge's detection layer represents the most operationally deployed anti-deepfake infrastructure in India's financial services sector.

CloudSEK, the Bengaluru-based cybersecurity firm that became the first Indian-origin cybersecurity company to receive investment from a US state fund, is rated among the leading deepfake detection platforms in 2026, offering real-time monitoring and threat intelligence capabilities alongside its broader digital risk protection platform.

C-DAC, the government-backed Centre for Development of Advanced Computing, leads public sector deepfake detection research, with a prototype tool reportedly achieving 89 percent accuracy across global benchmarks according to MeitY. C-DAC's work directly feeds into the



enforcement infrastructure required under the IT Amendment Rules 2026, and the organisation is expected to play a central role in the National Deepfake Detection Lab proposed under MeitY and CERT-In.

The Legitimate Applications: Beyond the Threat Narrative

It is important for a Brand Book audience to understand that deepfake technology is not solely a threat vector. Legitimate enterprise applications are significant and growing. In media and entertainment, synthetic media tools are used for content localisation, de-ageing actors, recreating historical figures for documentary production, and generating training data for AI models. In education, AI avatars deliver personalised multilingual instruction at scale — a particularly powerful application for India's linguistically diverse population. In healthcare, synthetic medical imaging is used to augment training datasets without compromising patient privacy. In retail, virtual try-on applications and personalised advertising use synthetic media generation to reduce production costs and improve customer experience.

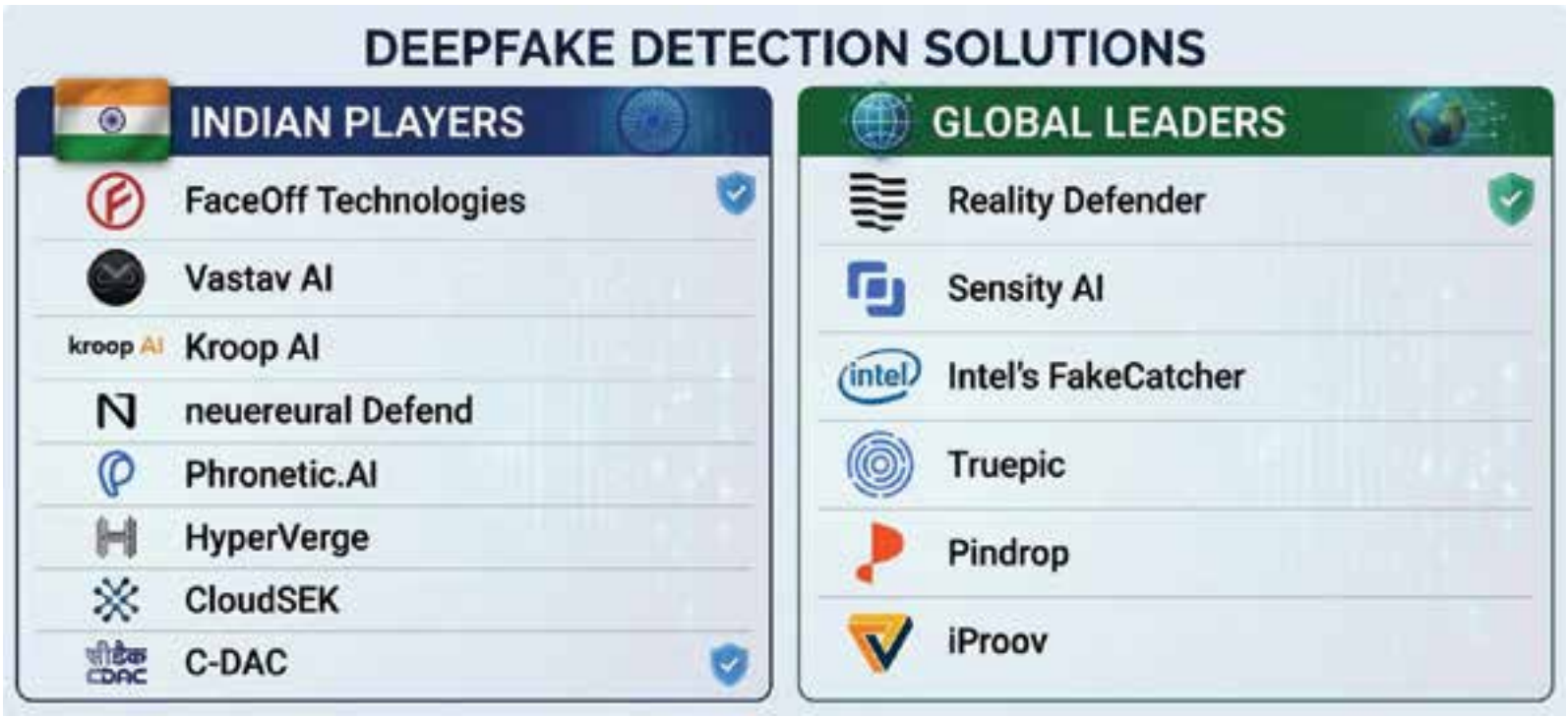
D-ID's September 2025 acquisition of AI video pioneer simpleshow — merging interactive AI visual agents with enterprise video creation capabilities — represents the commercial direction of legitimate synthetic media deployment: interactive digital avatars for corporate training, onboarding, sales, and customer communication. India's enterprise market for legitimate synthetic media is estimated to be part of a $9.19 billion global market, with BFSI projected to be the fastest-growing vertical at a 48.4 percent CAGR through 2033, according to Grand View Research — driven by synthetic data generation for fraud detection model training and AI-enhanced customer service.

The Road Ahead: Detection as Infrastructure

India's deepfake governance framework, anchored by the IT Amendment Rules 2026, positions the country as a global regulatory benchmark for synthetic content governance. Analysts at Rotavision noted that India's approach is already being studied by over 30 countries as a potential template for synthetic media regulation. The three-hour takedown window, mandatory watermarking, and criminal penalties represent the strict end of the global regulatory spectrum.

For India's technology industry, the implication is clear: deepfake detection is no longer optional infrastructure. It is regulatory infrastructure. Every platform, every financial services firm, every content creator operating at scale in India must now invest in synthetic content detection, provenance management, and compliance workflows. The market for these capabilities is projected to grow from $857 million globally in 2025 to $7.27 billion by 2031, at a CAGR of 42.8 percent according to MarketsandMarkets — with India driving a disproportionate share of Asia Pacific's growth.

The technology challenge remains formidable. Current detection tools achieve 90–95 percent accuracy on known generation methods but struggle with novel techniques as the arms race between generation and detection continues. Only 0.1 percent of people correctly identify all deepfake content in controlled tests. And 47 percent of Indian adults have already been touched by this technology's darker applications. The regulations are in place. The infrastructure is being built. The question is whether detection capability can keep pace with generation velocity — and whether digital literacy can ultimately close the gap that technology alone cannot.



IT HARDWARE MARKET: A YEAR OF RECORD SHIPMENTS AND AI-DRIVEN TRANSFORMATION

Fiscal 2025–26 delivered record performances across PCs, servers and storage, while the AI compute wave reshaped enterprise infrastructure priorities and the printer segment held its ground through a shifting digital landscape

India's IT hardware market in fiscal 2025–26 was defined by two parallel stories unfolding simultaneously. On one side, the personal computing segment delivered its strongest year on record, fuelled by enterprise refresh cycles, consumer demand recovery, and the arrival of AI-enabled devices. On the other, the server and storage segments were reshaped by an AI infrastructure buildout of unprecedented scale, as hyperscalers and enterprises raced to deploy compute capable of handling generative AI workloads. Together, these stories reflect an IT hardware market in structural transformation — one that is no longer driven primarily by replacement cycles, but by the intelligence requirements of a digitally accelerating economy.

Personal Computers and Laptops

A Record Year for India's PC Market

India's traditional PC market — encompassing desktops, notebooks, and workstations — recorded its strongest year in history in 2025, shipping 15.9 million units, growing 10.2 percent year-over-year, according to market research firm IDC. This marks the first time annual shipments have crossed the 15-million-unit milestone, surpassing the pandemic-driven peaks of 2021 and 2022. India's share of global PC shipments rose to 5.6 percent in 2025, up from 3.3 percent in 2020, reflecting the country's growing importance as a PC consumption market.

The market delivered strong momentum across all four quarters. Q3 2025 set a record with 4.9 million units shipped, growing 10.1 percent YoY, before Q4 2025 followed with 4.1 million units at 18.5 percent YoY growth — demonstrating sustained demand acceleration through the year.

By category:

Notebooks remained the dominant and fastest-growing form factor, expanding 12.4 percent YoY for the full year 2025. Desktops posted moderate gains of 3.6 percent YoY. Workstations emerged as the standout category, growing 24.2 percent YoY, driven by demand from data science, design, and AI-assisted content creation use cases.

Enterprise vs Consumer:

Commercial buyers accounted for 52.9 percent of PC shipments in India in 2025, with consumer at 47.1 percent. Enterprise demand was driven in significant part by the Windows 10 end-of-support deadline in October 2025, which accelerated fleet refresh decisions. SMB demand grew 18.8 percent YoY in Q3 2025, reflecting small business digitisation momentum. On the consumer side, PC shipments grew for the second consecutive year, driven by gaming, content creation, and virtual learning adoption.

India PC vendor market share — full year 2025

Rank	Vendor	Market Share (FY2025)	Key Highlights
1	HP Inc.	29.1%	• Leader across consumer and commercial • 18.7% YoY commercial growth • 9.4% YoY consumer decline
2	Lenovo	18.3%	• Strong gaming notebooks • 19.9% commercial share • Consumer growth driven by eTail
3	Dell Technologies	15.1%	• 18.3% YoY commercial growth • Strong enterprise demand • Inventory correction in consumer H1
4	Acer Group	15.0%	• ELCOT order fulfillment • 15.7% YoY consumer growth • Aggressive eTail push
5	ASUS	7.6%	• 98.3% YoY commercial growth • Best-ever commercial quarter in Q3 2025
6	Apple (MacBook)	~5.6% (notebook segment)	• Premium segment • 85–87% of Mac shipments in consumer • Limited enterprise presence

AI PCs:

AI-enabled notebooks sustained sharp growth throughout the year, surging 145.2 percent YoY in H1 2025. Basic AI notebooks — hardware-accelerated, entry-level AI devices — accounted for 88.1 percent of total AI notebook shipments in H1 2025. In Q3 2025, next-generation AI notebooks crossed the 100,000-unit shipment mark for the first time in a single quarter in India, signalling early enterprise adoption of higher-capability AI compute at the device layer.

Outlook:

IDC flagged rising component costs — particularly DDR RAM, GPUs, and processors — as significant headwinds for 2026. Despite strong underlying demand, affordability pressures from component inflation may moderate growth compared to the record 2025 performance.

Servers

India's Server Market Accelerates on AI and Data Centre Buildout

India's server market was valued at $ 1.68 billion in 2025 and is projected to reach $ 3.36 billion by 2031 at a CAGR of 12.01 percent, according to Research and Markets. Demand was driven by the rapid expansion of hyperscale data centres — with Microsoft, Google, AWS, and domestic players including TCS HyperVault, Yotta, CtrlS, and Sify all scaling compute infrastructure significantly in fiscal 2025–26 — alongside strong enterprise adoption of AI and cloud-first architectures, and the government's IndiaAI Mission GPU procurement programme which awarded over 34,371 GPUs across two tender rounds in 2025.

Globally, the server market reached a record $ 112.4 billion in revenue in Q3 2025 alone, growing 61 percent YoY, according to IDC. Full-year 2025 global server revenue is projected at approximately $ 366 billion — up 45 percent over 2024 — driven by GPU-equipped AI server deployments, which accounted for more than half of total server revenue for the first time.

India's server market growth rate of over 25 percent annually outpaces the global average, reflecting the country's data centre buildout velocity and the structural effect of data localisation mandates requiring domestic server deployments for regulated workloads.

India-specific vendor market share data for servers is not publicly available from primary research firms. The key players active in India's enterprise and data centre server market in fiscal 2025–26, based on company announcements and industry coverage, were as follows:

Dell Technologies expanded its India enterprise footprint through its PowerEdge AI-ready server portfolio, with tight NVIDIA GPU integration, and deepened partnerships with Indian IT services firms deploying enterprise AI infrastructure across banking, telecom, and government verticals. Dell's server and networking segment globally hit $ 6.3 billion in Q2 2025, up 16 percent YoY, supported by strong demand for AI-ready systems.

HPE was among the active vendors in India's enterprise server market across BFSI, government, and IT/ITES sectors through its ProLiant and Synergy portfolios, with AI accelerator integration delivered via its GreenLake managed services platform. In November 2025, HPE launched the Cray GX5000 supercomputing platform, designed for AI and HPC workloads — directly relevant to India's expanding AI research and enterprise compute requirements. HPE also introduced AI-driven networking and hybrid cloud infrastructure solutions at HPE Discover Barcelona in June 2025.

Lenovo actively targeted the mid-market and SMB server segments in India through its ThinkSystem V4 server line — powered by Intel Xeon 6 processors optimised for AI and high-performance applications — which was available across the fiscal year. Lenovo's Data Center Group posted strong growth globally through 2025, and the company maintained an active presence in India's tier-2 data centre and enterprise segments.

IBM focused on mission-critical deployments for banking and insurance in India, leveraging its Power10 server line for core banking modernisation and AI inference workloads. IBM's focus on hybrid cloud and AI-specific infrastructure made it a relevant option for India's largest financial institutions.

Netweb Technologies, VVDN Technologies, and Consistent Infosystems represent the domestic Indian server manufacturing layer, building on PLI-enabled ODM models to reduce import dependence and participate in government and sovereign cloud procurement — a segment that is growing as public sector buyers prioritise Indian-origin hardware.

Storage

Flash Dominates as AI Workloads Reshape India's Storage Market

India's data centre storage market was valued at $ 2.90 billion in 2025 and is projected to reach $ 3.51 billion in 2026 and $ 11.05 billion by 2032 at a CAGR of 21.12 percent, according to Mordor Intelligence. The structural shift toward All Flash Arrays is the dominant market trend — AFAs accounted for 38.10 percent of India's data centre storage market in 2025 and are growing at a 17.05 percent CAGR through 2032, as enterprises replace legacy spinning-disk infrastructure with flash platforms capable of supporting AI training, inference, and real-time analytics workloads.

Storage Area Networks retained the largest segment share at 45.40 percent in 2025, driven by BFSI and telecom platforms that require block-level throughput and low latency for mission-critical databases and payment processing. Network Attached Storage is the fastest-growing deployment type, with an 18.97 percent CAGR projected through 2032, fuelled by analytics, media production, and hybrid cloud data workflows.

Globally, the external enterprise storage systems market grew 2.1 percent YoY in Q3 2025 to $ 8.0 billion, according to IDC — a more modest trajectory than servers, but with All Flash Arrays growing 17.6 percent YoY as AI adoption accelerates demand for high-performance flash. IDC projects full-year 2025 ESS market growth at 5.5 percent, extending to 6.3 percent in 2026.

India-specific vendor market share data for storage is not publicly available from primary research firms. The key players active in India's enterprise storage market in fiscal 2025–26 were:

Dell Technologies (through PowerStore, PowerMax, and PowerScale portfolios) was active across enterprise storage deployments, particularly in large IT services firms, banking, and government data centres. Globally, Dell recorded a 22.7 percent revenue share in external enterprise storage in Q3 2025, according to IDC — the highest among tracked vendors — though India-specific share figures are not publicly available.

NetApp was active in enterprise NAS and AFA deployments across India's BFSI, IT/ITES, and government sectors. Its ONTAP platform is widely deployed in hybrid cloud environments, and its all-flash array performance drove solid global growth — 2.8 percent YoY revenue growth in Q3 2025 — as Indian enterprises prioritised flash migration for analytics workloads. NetApp and QNAP both expanded multiprotocol access and scale-out NAS capabilities relevant for India's media and analytics verticals.

Pure Storage expanded its India presence through FlashArray and FlashBlade platforms, targeting analytics and AI workloads. Pure delivered double-digit global revenue growth in Q3 2025, driven by AI and neocloud demand that is directly mirrored in India's expanding AI infrastructure buildout.

HPE Alletra addressed mid-market enterprise storage requirements under the GreenLake consumption model. Samsung appointed Acro Engineering as its national SSD distributor in India in August 2025, expanding Gen 4 and Gen 5 SSD availability — a move that signals growing enterprise and data centre appetite for high-performance solid-state storage at scale.

Printers

A Resilient Market Anchored by Ink-Tank Adoption and Government Demand

India's printer market demonstrated continued resilience in fiscal 2025–26, sustaining demand through strong SME, government, education, and healthcare procurement despite the broader shift toward paperless workflows. The India printer market is projected to reach $ 2.49 billion by 2026, according to Fortune Business Insights, supported by MSME digitisation programmes, compliance documentation requirements, and a structural shift from cartridge-based to ink-tank devices that has broadened the addressable buyer base.

Globally, the printer market was valued at $ 55.63 billion in 2025 and is expected to reach $ 78.64 billion by 2033 at a CAGR of 4.42 percent, according to IMARC Group, with Asia Pacific holding the largest regional share at 44.7 percent in 2025. In India, ink-tank printers continued to gain market share at the expense of traditional cartridge devices, driven by total cost of ownership advantages — particularly relevant for SMEs and home offices. Multi-function devices held 40.61 percent of India's inkjet printer market in 2025, reflecting demand from hybrid working environments. Laser printers maintained their position in enterprise and government bulk printing, while the government's sustained effort to curb the reconditioned copier market continued to drive original laser device demand.

According to IDC's Worldwide Quarterly Hardcopy Peripherals Tracker, globally HP Inc. led printer shipments with a 34.2 percent unit share in Q4 2024, followed by Epson at 22.5 percent, Canon at 20.4 percent, and Brother at 9.8 percent. India-specific printer market share data is not published separately by IDC. The key players and their India performance in fiscal 2025–26 were:

HP Inc. maintained market leadership in India across both consumer and enterprise printer segments. In February 2026, HP launched a new DeskJet All-in-One range in India designed specifically for home users, students, and small offices — featuring plug-and-play functionality, dual-band WiFi, and models built with at least 70 percent post-consumer recycled plastic. In March 2026, HP introduced a new LaserJet portfolio with quantum-resistant security features, AI-powered document scanning — delivering 50 percent faster scan-to-email workflows — and enhanced duplex printing speeds targeting SMB productivity requirements.

Canon India expanded its production printing portfolio in July 2025, launching an upgraded imagePRESS V1000 with a new Vacuum Paper Feeding Deck at Print Expo Chennai 2025. The upgraded system, designed for light and mid-production print environments, supports uninterrupted print runs of up to 10,000 sheets and is compatible with the existing imagePRESS V900/V800/V700 series — extending the installed base value for existing Canon customers. Canon also showcased upgraded wide format imagePROGRAF printers at the same event, targeting construction, design, and manufacturing verticals.

Epson India made its most significant India-specific commitment of the fiscal year in July 2025, opening India's first high-capacity ink tank inkjet printer manufacturing facility within the factory of partner RIKUN Manufacturing Pvt. Ltd. in Chennai, with mass production commencing in October 2025. The facility is part of Epson's broader localisation strategy for India — a market where over 8 million EcoTank units have been sold since 2010. In June 2025, Epson also launched the EcoTank L4360, a compact Wi-Fi multifunction printer targeting home offices and small businesses.

Brother India focused on the SMB and SOHO segments with a wide service network, maintaining relevance in the mid-market through competitively priced multifunction laser devices. **Ricoh India** and **Konica Minolta India** competed in the enterprise MFP and managed print services segments, targeting document workflow integration with large enterprise and government clients.

India's printer market faces a structural tension between digital substitution and sustained physical documentation requirements in education, government, healthcare, and MSME segments. The ink-tank transition remains the dominant product trend — vendors without a credible ink-tank portfolio will continue to lose share to Epson and Canon. Cloud-connected printing, AI-enhanced document scanning, and managed print services are the primary value-add layers for enterprise channel partners in fiscal 2026–27.

Make in India: PLI Drives Domestic Manufacturing

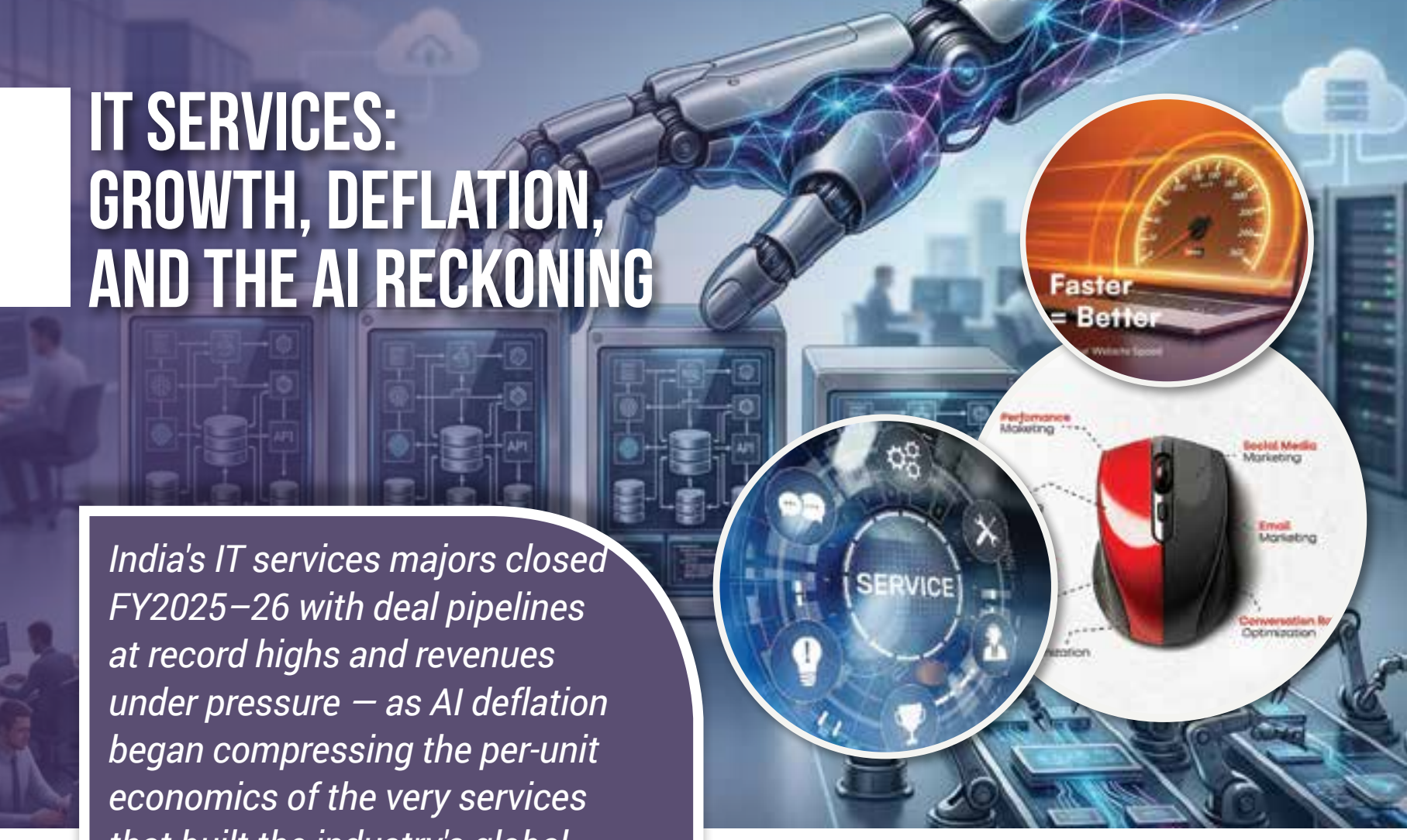
India's Production Linked Incentive Scheme 2.0 for IT hardware — covering laptops, tablets, all-in-one PCs, servers, and ultra-small form factor devices — delivered measurable results in fiscal 2025–26. The scheme, launched in May 2023 with a budgetary outlay of Rs 17,000 crore, had already driven Rs 10,000 crore in production and created 3,900 direct jobs within its first 18 months of operation, according to DD News citing government data. Twenty-seven companies including Dell, HP, Acer, Asus, Lenovo, Foxconn, Flextronics, VVDN, and Syrma SGS are approved under the scheme, with production underway across manufacturing units in Chennai, Noida, and Bengaluru. Over its full tenure, PLI 2.0 is projected to generate Rs 3.5 lakh crore in total production and 47,000 jobs. For the channel ecosystem, domestic manufacturing translates directly into shorter supply chains, reduced import dependency, and greater pricing stability — particularly relevant given global component cost volatility in fiscal 2025–26.

The Road Ahead

India's IT hardware market enters fiscal 2026–27 with strong momentum but clearly differentiated trajectories across segments. The PC market faces component cost headwinds after a record year, with DDR RAM, GPU, and processor price inflation likely to moderate shipment growth. Servers will continue their AI-driven hypergrowth as India's data centre buildout accelerates toward the government's 9 GW capacity target by 2030. Storage will consolidate around flash platforms as AI and analytics workloads displace legacy spinning-disk. Printers will sustain steady growth anchored by ink-tank adoption, government procurement, and managed print services in enterprise.

Across all segments, the common thread is intelligence — AI PCs, AI servers, flash storage optimised for AI inference, and AI-enhanced printing and document workflows. India's IT hardware market is not simply growing. It is evolving toward a new infrastructure layer for the intelligent enterprise.

IT SERVICES: GROWTH, DEFLATION, AND THE AI RECKONING



India's IT services majors closed FY2025–26 with deal pipelines at record highs and revenues under pressure — as AI deflation began compressing the per-unit economics of the very services that built the industry's global standing

India's IT services industry entered fiscal 2025–26 carrying two contradictory truths. On one hand, India's total technology industry — covering IT services, BPM, engineering R&D, software products, hardware, and GCCs — was approaching the historic $ 300 billion revenue milestone that NASSCOM had long projected as a symbol of the sector's maturity and global standing. On the other, the very technology driving that growth — artificial intelligence — was beginning to deflate the per-unit economics of the IT services that had built the industry's scale. AI was automating testing, coding, documentation, and support functions that had historically been delivered by large teams of engineers. Revenue was growing, but headcount growth was slowing. Deal sizes were rising, but margins were under pressure. The IT services industry's FY2025–26 story is not a simple story of success or struggle — it is the story of an industry navigating both simultaneously, and the firms that navigated it best are those that moved fastest toward AI-first delivery.

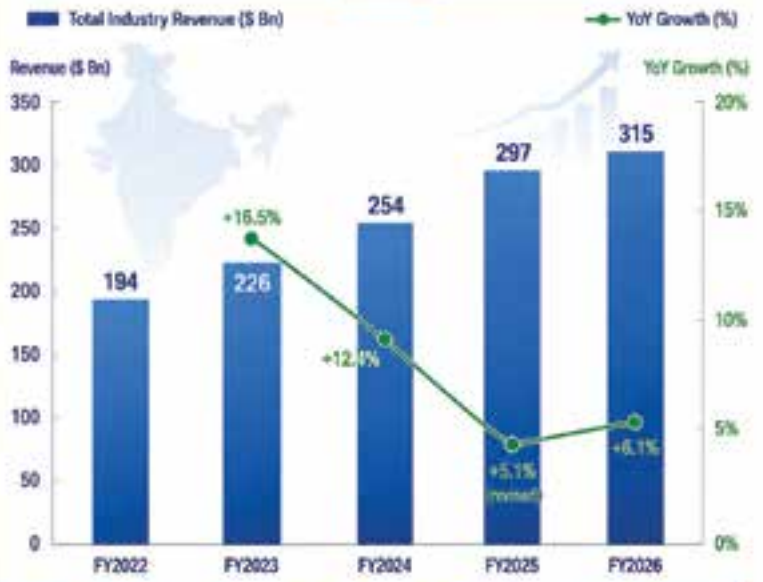
The Industry in Numbers: Understanding the Scale

Before reading India's IT services market, it is important to understand what different figures measure — because the numbers reported by different bodies cover different scopes, and conflating them creates a misleading picture.

The broadest measure is the total Indian technology industry — which NASSCOM defines to include IT services, business process management, engineering R&D, software products, hardware, and the Global Capability Centre ecosystem combined. This total industry figure reached $ 315 billion in FY2025–26, up 6.1 percent year-on-year from the revised FY25 figure of $ 297 billion, according to NASSCOM's Annual Strategic Review 2026 published in February 2026. Total technology exports within this figure reached $ 246 billion in FY26, up from $ 224 billion in FY25.

Within that total, IT services exports are the largest single component. According to NASSCOM data cited by IBEF, IT services exports accounted for over 65 percent of India's total technology exports in FY25 — implying an IT services export contribution of approximately $ 145–150 billion in FY25, rising proportionally in FY26. The United States remained the dominant export destination at $ 103.2 billion — 54.1 percent of total exports — followed by Europe at $ 58.8 billion, or 30.8 percent.

India Total Technology Industry Revenue – FY2022 to FY2026 ($ Bn)



Fiscal Year	Total Industry Revenue ($ Bn)	YoY Growth (%)
FY2022	~194	–
FY2023	~226	+16.5%
FY2024	~254	+12.4%
FY2025	297	+5.1% (revised)
FY2026	315	+6.1%

Note: Numbers for FY2022–FY2024 are rounded (approximate). FY2025 growth is revised as per NASSCOM ASR 2026.

Source: NASSCOM Annual Strategic Review (ASR) 2026

NASSCOM

A third and distinct measure is India's domestic IT services market — the market that serves Indian enterprise and government clients within the country. IDC's Worldwide Semi-annual Services Tracker placed this domestic IT and Business Services market at $ 16.5 billion in 2024, growing 6.9 percent YoY, according to IDC's July 2025 release. IDC projects this domestic market to grow at a CAGR of 12.3 percent through 2029.

Finally, the broadest spending measure is total IT spending in India — which covers all enterprise and government expenditure on IT hardware, software, and services within the country, regardless of whether the vendor is Indian or foreign. Gartner places this figure at $ 161.5 billion in 2025, growing to $ 176.3 billion in 2026 — driven by data centre expansion, AI-enabled software investments, and enterprise digital transformation.

These four measures — total technology industry revenue, IT services exports, domestic IT services market, and total IT spending — are complementary lenses on the same ecosystem, not competing claims. Each is valid for a different purpose, and this article draws on all four where relevant, with the source and scope clearly identified each time.

AI-related revenue across the total technology industry is estimated at $ 10–12 billion for FY26 — reflecting scaled, function-specific deployments moving beyond pilots into commercial offerings — according to NASSCOM. The industry added a net 135,000 jobs in FY26, taking total sector headcount across all sub-segments to nearly 5.95 million employees. April 2025 saw 16 percent YoY growth in hiring across the IT and BPM sector, driven by AI adoption, cloud modernisation, and GCC expansion, according to IBEF. Non-metro cities including Udaipur, Vizag, Coimbatore, and Nagpur recorded over 50 percent IT hiring growth in H1 2025 — significantly outpacing Bengaluru and NCR at 12–15 percent — reflecting a structural decentralisation of India's IT geography.

Global IT services spending grew 5 percent in 2025 and is projected to grow 5.2 percent in 2026, according to IDC projections cited in NASSCOM's Quarterly Industry Review — with India's growth running meaningfully ahead of the global average across all four measures.

The GCC story continued to be a defining structural feature of the Indian IT landscape in FY2025–26. India housed over 1,750 Global Capability Centres at the start of the fiscal year, with more than 150 new GCCs launched in the preceding 30 months. GCC salaries running 15–20 percent above traditional IT services rates are creating talent competition and wage pressure across the ecosystem — but GCCs are simultaneously validating India's talent depth and anchoring long-term enterprise commitment to the country. India's GCC workforce is projected to rise to 3.46 million by 2030, according to IBEF.

The AI Deflation Reality

The most significant and least anticipated development of FY2025–26 was what HCLTech CEO C. Vijayakumar called "AI deflation" in the company's FY26 earnings call in April 2026 — a phenomenon where AI-driven productivity improvements are compressing the revenue generated per unit of work, even as total deal volumes grow. TCS CEO K. Krithivasan described a similar dynamic, using the term "degrowth" to characterise certain service lines where AI automation has reduced the labour content of delivery. Infosys CEO Salil Parekh acknowledged deflation as an emerging factor while noting it had not yet materially impacted FY26 revenue, and Wipro CFO Aparna Iyer flagged lower margins in some AI-era deals.

The deflation dynamic operates as follows: a client that previously required 500 engineers to maintain an application estate may now require 200, with AI agents handling testing, monitoring, documentation, and first-level incident response. The deal still exists — and may even be larger by TCV — but the revenue per year is lower because fewer person-hours are being billed. For India's IT services industry, which built its scale on arbitrage between offshore labour costs and developed-market billing rates, AI deflation is a structural challenge that cannot be hedged through volume alone. The firms that will grow through it are those repositioning around outcomes, IP, and proprietary AI platforms rather than around headcount.

Key Players: FY2026 Performance

India's IT services industry in FY2025–26 was defined by diverging revenue trajectories among the top five players — with HCLTech outperforming the peer group, Infosys and Wipro delivering modest growth, and TCS facing a constant-currency revenue decline for the first time in its history as a listed company.

Tata Consultancy Services (TCS) reported consolidated revenues of $ 30 billion for FY2026 — the first time the company has crossed the $ 30 billion annual revenue milestone — with reported currency revenue up 4.6 percent YoY to Rs 2,67,021 crore, according to TCS's Q4 FY26 results announced on April 9, 2026. However, in constant currency terms, revenue declined 2.4 percent — reflecting continued softness in global discretionary IT spending and the AI deflation impact on certain service lines. Net profit for FY26 stood at Rs 49,210 crore, up 1.3 percent YoY. In a significant positive, TCS's annualised AI revenue crossed $ 2.3 billion in Q4 FY26 — a figure that demonstrates the company's growing AI services commercial traction. TCS ended FY26 with a headcount of 5,84,519 employees and total deal wins of $ 39.4 billion for FY25 — the strongest deal pipeline in its history. The company also announced a final dividend of Rs 31 per equity share for FY26.

Infosys reported FY26 revenues of $ 20,158 million — crossing the $ 20 billion annual revenue mark for the first time — with reported currency growth of 4.6 percent YoY and constant currency growth of 3.1 percent, according to Infosys's Q4 FY26 results announced April 23, 2026. Operating margin for FY26 was 20.3 percent (adjusted: 21.0 percent). Large deal TCV wins for FY26 totalled $ 14.9 billion — up 28 percent from the prior year — with net new business at 55 percent of total TCV. Free cash flow generation was strong at $ 3,733 million. CEO Salil Parekh attributed the performance to the "robustness of our enterprise AI value proposition and market share gains in large transformation opportunities." Infosys guided FY27 revenue growth at 1.5–3.5 percent in constant currency, with operating margin maintained at 20–22 percent.

HCL Technologies was the standout performer among India's top IT services firms in FY2026, with annual revenue growing 11.2 percent in reported currency terms — the strongest growth rate among the Big Four for the fiscal year — and headcount rising approximately 2 percent YoY. HCLTech's outperformance was driven by strong traction in BFSI and hi-tech verticals, positive seasonality in its software products business, and AI-led productivity improvements that supported margin expansion.

Total deal TCV for the year was approximately $ 9.27 billion. However, CEO C. Vijayakumar cautioned that AI deflation is expected to reduce revenue by 3–5 percent in FY27 — a candid acknowledgment that the productivity gains currently helping margins will eventually compress top-line growth.

Wipro reported annual revenue growth of 4 percent in FY2026, with Q4 FY26 revenue of Rs 22,504 crore, up 1.33 percent YoY, according to results announced April 16, 2026. CFO Aparna Iyer pointed to lower margins in some AI-era deals and emphasised the need for continued operational improvement. Wipro guided FY27 revenue growth at negative 3.5 percent to negative 1.5 percent in constant currency — the most cautious guidance among the Big Four — reflecting client budget pressures and the ongoing transition in delivery economics. Total deal wins for FY25 stood at $ 3.95 billion.

Tech Mahindra guided FY26 constant currency revenue growth of 2–5 percent, with Q4 FY26 revenue of Rs 30,246 crore, up 6.13 percent YoY. The company has been executing a multi-year transformation under CEO Mohit Joshi, focusing on margin recovery, account mining, and AI capability development. Tech Mahindra's deal TCV for FY25 was $ 11.6 billion — second only to TCS among the Big Five.

Persistent Systems continued to outperform the industry, maintaining consistent double-digit revenue growth through FY2026, driven by its cloud-native, AI-services, and digital engineering focus. The company has become the benchmark for mid-tier IT services growth in India.

The Deals That Defined the Year

Several landmark deals and partnerships defined the commercial character of India's IT services industry in FY2025–26.

Infosys secured a $ 1.6 billion contract with the UK's NHS Business Services Authority in October 2025 — one of the largest public sector IT services deals in UK history — with AI and cloud transformation at its core. The company also secured a multi-year contract with a leading European financial services firm for end-to-end application modernisation using its AI-first delivery platform.

TCS signed a strategic partnership with four global IT majors — Cognizant, Infosys, Wipro, and itself — in the Microsoft Copilot enterprise deployment announced in December 2025, with each firm committing over 50,000 Copilot licences — the largest enterprise AI platform adoption globally. TCS also confirmed OpenAI as the first customer of its HyperVault AI data centre subsidiary, with an initial 100 MW capacity commitment scalable to 1 GW.

Wipro established a dedicated Microsoft Innovation Hub at its Bengaluru partner labs in December 2025, upskilling 25,000 employees in Microsoft Cloud and GitHub technologies as part of its AI-first delivery transformation. The company also expanded its partnership with Capgemini to deliver joint AI transformation programmes across European enterprise accounts.

HCLTech deepened its strategic partnership with Google Cloud in fiscal 2025–26, deploying Gemini Enterprise across enterprise client workflows, and signed a landmark deal with a leading US pharmaceutical company for AI-driven drug discovery and clinical data management platform development.

GCCs: The Parallel Economy Within IT Services

Global Capability Centres have emerged as a structurally important parallel to the traditional IT services export model — and in some dimensions, a competitive threat to it. India housed over 1,750 GCCs at the start of FY2025–26, with combined revenue estimated at $ 64.6 billion and a workforce of 1.9 million — numbers that rival the traditional IT services export model in both scale and sophistication. GCCs are no longer back-office extensions of global enterprises — they are becoming autonomous innovation hubs, running AI development, product engineering, cybersecurity operations, and financial modelling at global standards.

The GCC expansion has significant channel and ecosystem implications. Indian IT services firms are responding by positioning themselves as GCC setup, advisory, and managed services partners — helping global enterprises design, build, and operate capability centres in India. Firms including Nasscom, Tata Consultancy Services, and Infosys have formalised dedicated GCC advisory practices, recognising that the GCC economy will be a persistent and growing feature of India's IT landscape regardless of the traditional services export model's trajectory.

The Road Ahead: AI-First or Fall Behind

India's IT services industry enters fiscal 2026–27 with a clear strategic imperative: the firms that have built proprietary AI platforms, retrained delivery workforces, and repositioned around outcomes rather than headcount will grow. Those that have not will face deflation headwinds with no structural offset.

NASSCOM projects India's total technology industry to sustain 6–8 percent annual revenue growth through FY28, driven by AI services, engineering R&D, GCC expansion, and sovereign cloud infrastructure deployments. IDC projects global IT services spending to grow 5.2 percent in 2026 — providing an external demand tailwind even as per-unit revenue faces compression from AI deflation. The sector's total headcount of 5.95 million — with 135,000 net additions in FY26 — reflects continued employment growth, but the nature of that employment is changing. AI skills, platform engineering, and outcome-based delivery are the new currency of the Indian IT services talent market.

The total Indian technology industry crossed $ 300 billion in FY2025–26 — a genuine milestone. IT services exports, its largest component at over 65 percent of total technology exports, drove that achievement. Whether the next milestone — $ 500 billion — arrives on the back of intelligent services or in spite of AI deflation is the question that will define the industry's next decade.

SEMICONDUCTOR: FROM DESIGN HUB TO FAB NATION

Fiscal 2025–26 marked the moment India's semiconductor ambition crossed from policy intent to operational reality, with the country's first modern chip packaging facility inaugurated, its first fabrication plant under construction, and a global AI-driven boom reshaping the entire semiconductor value chain

For decades, India's semiconductor story was one of conspicuous imbalance. The country produced approximately 20 percent of the world's semiconductor design engineers, the intellectual architects of chips that powered everything from smartphones to satellites, yet manufactured virtually none of those chips on home soil. Every chip consumed by India's booming electronics, automotive, telecom, and data centre industries arrived as an import, drawing down foreign exchange, extending supply chains, and leaving the country exposed to geopolitical disruptions it could not control. Fiscal 2025–26 did not fully resolve that imbalance, but it delivered the most consequential set of steps toward resolution in India's history. A new facility was inaugurated. A fab broke ground in earnest. Policy was translated into steel, silicon, and cleanrooms. And a global semiconductor boom, driven by artificial intelligence at a scale the industry had never seen, created both the urgency and the commercial logic for India's manufacturing ambitions to finally take root.

The Global Market: A Historic Boom Driven by AI

The global semiconductor industry delivered one of its most extraordinary performances in calendar year 2025. Worldwide semiconductor revenue totalled $793 billion, an increase of 21 percent year-on-year from $655.9 billion in 2024, according to preliminary results from Gartner published in January 2026. AI semiconductors, including processors, high-bandwidth memory, and networking components, accounted for nearly one-third of total semiconductor sales in 2025, with AI processor revenue exceeding $200 billion. HBM, the high-performance memory architecture essential for AI accelerators, surpassed $30 billion in sales in 2025, representing 23 percent of the total DRAM market.

NVIDIA became the defining story of the year, crossing $100 billion in semiconductor revenue in 2025, the first vendor in history to do so, and extending its lead over Samsung by $53 billion. NVIDIA contributed over 35 percent of total industry growth in 2025, according to Gartner. Samsung retained the second position, driven by DRAM and HBM demand, while Intel continued to lose share across its major product lines.

IDC, in its September 2025 Worldwide Semiconductor Technology Supply Chain Intelligence update, projected the semiconductor market to become a trillion-dollar industry by 2028, nearly two years ahead of earlier consensus estimates. IDC also projected the compute segment of the semiconductor market to grow 36 percent to $349 billion in 2025, with a 12 percent five-year CAGR through 2030.

Looking into fiscal 2026–27, the outlook is dramatic. Gartner's April 2026 forecast projects global semiconductor revenue to exceed $1.3 trillion in 2026, representing growth of 64 percent in a single year, driven by AI processing demand, data centre networking, power semiconductors, and a phenomenon Gartner analysts are calling "memflation." This refers to a sharp inflation in memory chip prices, with DRAM prices projected to

Global Semiconductor Revenue – 2023 to 2026 ($ Billion)

Year	Revenue ($ Billion)	YoY Growth
2023	542.1	—
2024	655.9	+21%
2025	793.0	+21%
2026	1,300+	+64%

Source: Gartner

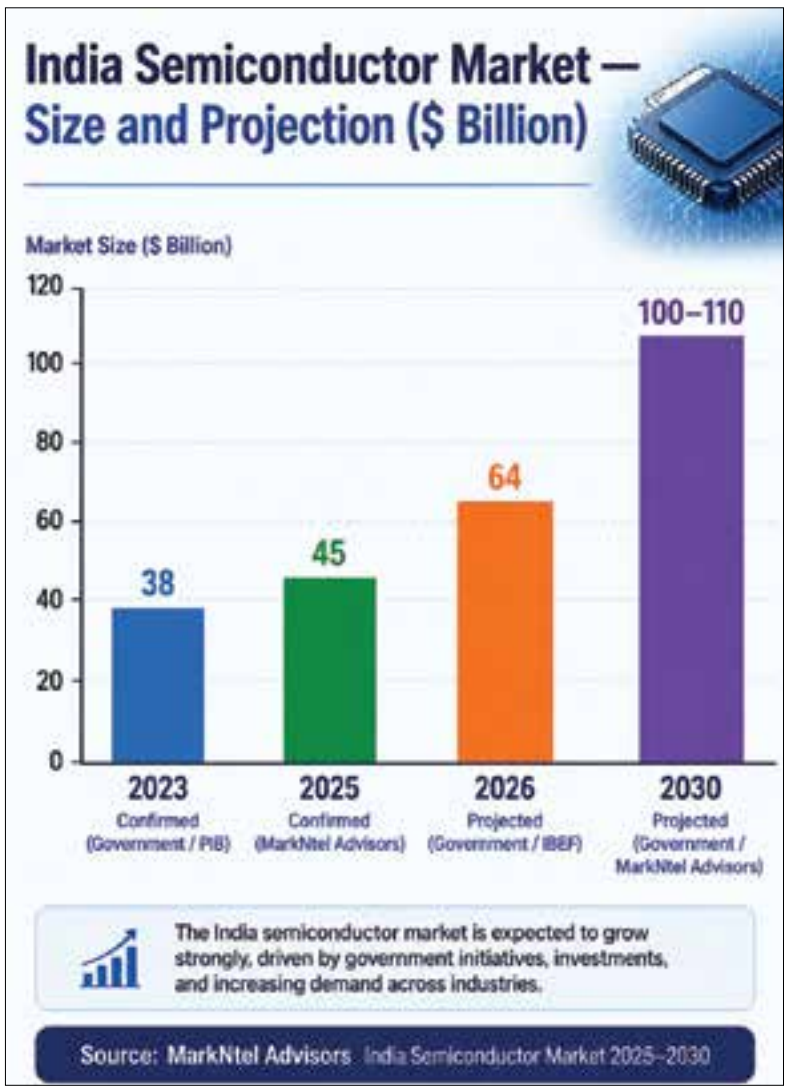
rise 125 percent and NAND flash prices 234 percent in 2026. Gartner analysts cautioned that memflation will suppress non-AI demand into 2028 and advised enterprises against signing supply agreements with unfavourable pricing terms extending beyond 2027.

India's Semiconductor Market: A $45 Billion Base, Targeting $100 Billion

India's semiconductor market was valued at approximately $45 billion in 2025 and is projected to reach $100 billion by 2030 at a CAGR of 13.05 percent, according to MarkNtel Advisors. The government's own projections, cited in PIB communications, place India's semiconductor demand at $100–110 billion by 2030, making it one of the fastest-growing semiconductor consumption markets in the world. A separate government projection, cited by IBEF, targets India's semiconductor market at $64 billion by 2026, an aggressive near-term figure driven by data centre AI infrastructure demand, 5G rollout, EV proliferation, and smartphone manufacturing expansion.

South India dominates India's semiconductor ecosystem, capturing 36.2 percent of revenues in 2025, according to IMARC Group. Bengaluru is Asia's largest chip design hub outside Taiwan and South Korea, housing design centres for Intel, AMD, Qualcomm, Micron, Texas Instruments, Broadcom, and over 100 fabless semiconductor companies. India accounts for approximately 20 percent of the world's semiconductor design workforce, a talent concentration that has historically been the country's primary contribution to the global chip industry, and the foundation on which its manufacturing ambitions are now being built.

The end-use demand picture is equally broad. Consumer electronics led with a 30.4 percent share of India's semiconductor demand in 2025, followed by automotive at 16.2 percent and industrial at 14.8 percent, according to IMARC Group. The automotive segment carries the highest growth potential given India's electric vehicle transition, which is driving demand for power management ICs, SiC and GaN power semiconductors, ADAS sensors, and domain controllers. AI-driven data centre demand, with over $30 billion in infrastructure investment commitments in fiscal 2025–26, is creating a new high-value demand vertical for advanced logic chips, HBM, and networking semiconductors within India.



The Policy Architecture: Semcon India Programme Doubles Its Target

The India Semiconductor Mission, anchored by the Semcon India Programme with an original outlay of Rs 76,000 crore, crossed a landmark in fiscal 2025–26. Investment commitments under the programme reached Rs 1.15 lakh crore by September 2025, nearly double the original target, according to Invest India. This acceleration reflects the combination of policy credibility, infrastructure progress, and the global strategic logic of diversifying semiconductor supply chains away from Taiwan and South Korea amid geopolitical uncertainty.

The Union Budget 2025–26 eliminated customs duties on lithography tools and ultrapure gases, two critical inputs for semiconductor manufacturing, trimming both build-out timelines and operational costs for approved projects. The Union Budget 2026–27 allocated Rs 8,000 crore to the semiconductor mission, the largest single-year outlay since the programme launched, signalling sustained government commitment through the construction and ramp-up phase. The Design Linked Incentive programme continued to support fabless chip design companies, with incentives specifically targeting gallium nitride and silicon carbide IP development, wide-bandgap semiconductor technologies critical for EV and power applications.

In June 2025, the government amended SEZ Rules to reduce the minimum land requirement for semiconductor facilities from 50 hectares to 10 hectares, introduced flexible encumbrance norms, and permitted domestic sales from semiconductor SEZs on payment of applicable duties, addressing practical barriers that had previously complicated greenfield fab development. The Union Ministry of Commerce and Industry formally notified the establishment of a Special Economic Zone for Tata Semiconductor Manufacturing Private Limited at Dholera, India's first chip fabrication SEZ, spanning 66 hectares and projected to create approximately 21,000 jobs.

The Milestone That Changed Everything: Micron Sanand Inaugurated

The single most significant operational event in India's semiconductor history during fiscal 2025–26 occurred on February 28, 2026, when Prime Minister Narendra Modi inaugurated Micron Technology's Assembly, Test, Mark and Package facility in Sanand, Gujarat. The facility, India's first operational semiconductor manufacturing unit of the current mission cycle, involved a total investment of $2.75 billion, supported by $825 million in government incentives from the Centre and the Gujarat government. It processes DRAM and NAND flash memory chips for mobile devices, data centres, and automotive applications, with Tata Projects having executed the construction.

The Micron Sanand facility is not a fabrication plant. It does not produce chips from raw wafers. It is an ATMP facility, meaning it receives partially processed semiconductor wafers from overseas fabs and performs the assembly, testing, marking, and packaging steps that convert them into finished, shippable chips.

This distinction matters for understanding where India sits in the semiconductor value chain. ATMP is the downstream layer, with lower capital intensity and lower technological complexity, but high employment intensity and strategic significance as the first step toward a complete domestic manufacturing ecosystem. With Micron Sanand now operational, India has demonstrated that it can attract, build, and operate a global-standard semiconductor facility. That credibility milestone makes every subsequent investment easier to justify.

Key Players and Developments: Building the Ecosystem

Tata Electronics is the centrepiece of India's semiconductor manufacturing ambitions. Its 300mm AI-enabled fab in Dholera, Gujarat, developed in partnership with Taiwan's Powerchip Semiconductor Manufacturing Corporation with an investment of Rs 91,000 crore

(approximately $11 billion), is under active construction, with first silicon targeted for late 2026. The facility will cover process nodes from 28nm to 110nm, targeting automotive, computing, communications, AI, and IoT chip markets, with capacity of up to 50,000 wafer starts per month. In April 2026, the Union Ministry of Commerce and Industry notified the Dholera facility as India's first chip fabrication SEZ, formally establishing its regulatory and incentive framework. In parallel, Tata Electronics' semiconductor Assembly and Test facility in Jagiroad, Assam, with an investment of Rs 27,000 crore, is progressing toward operational status, targeting 48 million chips per day at full capacity. TCS is collaborating with Tata Electronics to support the first made-in-India chip design and production initiative.

CG Power and Industrial Solutions, in partnership with Japan's Renesas Electronics and Thailand's Stars Microelectronics, is establishing a semiconductor ATMP facility in Sanand, Gujarat with an investment of Rs 7,600 crore, targeting 15 million chips per day at capacity. CG Power is scaling high-volume assembly and testing operations within the fiscal year, making it the second major domestic semiconductor manufacturer after Micron to reach operational status within India's Semcon India Programme.

HCL Technologies and Foxconn formed a joint venture in May 2025 to establish a semiconductor fabrication unit in Jewar, Uttar Pradesh, with a total investment of Rs 3,700 crore, approximately $446 million. The facility was allocated approximately 30 acres of land in Uttar Pradesh and represents the entry of India's IT services ecosystem into semiconductor manufacturing.

Kaynes Semicon, the semiconductor subsidiary of Kaynes Technology, committed Rs 3,307 crore to a chip manufacturing facility in Sanand, Gujarat, designed to deliver a daily output of 6.33 million chips targeting automotive and industrial electronics applications.

Mindgrove Technologies launched India's first homegrown microcontroller in September 2025. Named Secure IoT and based on an open-source RISC-V architecture, the chip is designed for IoT, industrial automation, and consumer electronics applications. Mindgrove's achievement represents the first tangible commercial output of India's Design Linked Incentive ecosystem, demonstrating that the country can produce not just chip design services for global customers but its own proprietary silicon.

Qualcomm completed a 2nm chip tape-out in fiscal 2025–26 with design work done entirely across its Bengaluru, Chennai, and Hyderabad engineering centres, making it the first major US chipmaker to validate India's advanced chip design capability at the 2nm leading-edge node. The tape-out was fabricated at TSMC Taiwan, but the design validation demonstrates that Indian engineers are technically qualified for the most advanced semiconductor work globally.

ISRO built India's Vikram-32 chip microprocessor in 2025, a space-grade processor designed and developed entirely within India, marking the country's entry into sovereign chip design for critical and defence applications.

The Design Ecosystem: India's Enduring Strength

India's semiconductor design ecosystem continued its expansion in fiscal 2025–26. Bengaluru, Chennai, Hyderabad, and Pune collectively house design centres for virtually every major global semiconductor company. The Design Linked Incentive programme, which offers incentives of up to 50 percent of eligible expenditure for chip design companies, continued to attract new entrants, with particular momentum in RISC-V based architectures, AI accelerator designs, GaN and SiC power semiconductors, and edge computing chips.

Venture capital funding in Indian semiconductor startups rose to approximately $50 million in 2025, a 79 percent increase from $28 million in 2024, according to Inc42. While modest compared to software or AI startup investment, the upward trend reflects growing investor interest in less capital-intensive segments of the semiconductor stack, including chip design, RISC-V IP, AI ASICs, and specialised edge computing designs. India's semiconductor startup ecosystem, led by companies including Mindgrove, Saankhya Labs, Sensesemi, and Incore Semiconductors, is building a layer of indigenous IP that complements the global design services delivered by MNC design centres.

India Semiconductor Mission – Key Investment Commitments

($ Billion / Rs Crore)

Player	Investment	Facility	Location	Status (as of March 2026)
Tata Electronics + PSMC	Rs 91,000 cr. (~$11 billion)	300mm Fab, 28nm–110nm	Dholera, Gujarat	Under construction; first silicon late 2026
Tata Electronics (OSAT)	Rs 27,000 cr. (~$3.25 billion)	Assembly and Test	Jagiroad, Assam	Construction progressing
Micron Technology	$2.75 billion	ATMP - DRAM and NAND	Sanand, Gujarat	Operational - inaugurated February 28, 2026
CG Power + Renesas + Stars	Rs 7,600 cr. (~$915 million)	ATMP	Sanand, Gujarat	Scaling operations
HCL + Foxconn	Rs 3,700 cr. (~$446 million)	Fab unit	Jewar, Uttar Pradesh	Land allocated; construction planned
Kaynes Semicon	Rs 3,307 cr. (~$398 million)	Chip manufacturing	Sanand, Gujarat	Under development

Source: Invest India
Semcon India Programme Update

The Road Ahead: From ATMP to Full Fab Nation

India's semiconductor trajectory through fiscal 2026–27 and beyond is defined by a clear sequence of milestones. Union Electronics Minister Ashwini Vaishnaw stated in early 2026 that four semiconductor plants will be operational by end 2026, two more in 2027, and India's first full fabrication unit, Tata Electronics' Dholera fab, will be ready in 2028. That timeline is aggressive but grounded in verified construction progress and the regulatory framework now in place.

The global semiconductor market is projected to exceed $1.3 trillion in 2026, according to Gartner. AI semiconductors are expected to account for approximately 30 percent of total semiconductor revenue in 2026, with hyperscaler AI infrastructure spending rising more than 50 percent. India sits at the intersection of two powerful forces: a global supply chain diversification imperative driven by US-China geopolitical tensions and Taiwan Strait risk, and a domestic demand surge driven by AI data centres, EVs, 5G infrastructure, and a 155 million unit smartphone market.

The country that was once the world's chip design house is building the infrastructure to become its chip manufacturing partner. The Micron Sanand inauguration in February 2026 was the proof of concept. The Dholera fab will be the proof of scale. India's semiconductor decade is not coming. It has arrived.

TELECOM: A BILLION CONNECTED, A NATION TRANSFORMED

India closed fiscal 2025–26 with 1.33 billion telecom subscribers, 400 million 5G users, and a sector generating $43 billion in annual revenue — cementing its position as the world's second-largest telecom market and setting the stage for the next phase of its digital journey

India's telecom sector entered fiscal 2025–26 carrying the momentum of one of the fastest 5G rollouts in history, a tariff regime that had finally begun to push average revenues upward, and a regulatory environment more supportive of operator investment than at any point in the previous decade. By March 2026, the sector had added 9.28 million new subscribers in a single month, crossed 1.06 billion broadband users, and recorded 518,854 operational 5G base transceiver stations across the country. The numbers, drawn from TRAI's March 2026 telecom subscription data, tell the story of an industry in the midst of a structural transformation: from a commodity voice and data business to an intelligent, high-value digital infrastructure that underpins everything from AI data centres to satellite broadband to enterprise IoT.

The Market: $43 Billion and Growing

India's telecom sector generated gross revenue of $43.42 billion in FY2025, up from $39.22 billion in FY2024, according to data cited by IBEF and compiled from TRAI filings. IMARC Group values the India telecom market at $37.79 billion in 2025 on a services-revenue basis, projected to reach $72.32 billion by 2034 at a CAGR of 7.48 percent. Data and messaging services dominate the market with a 72 percent share in 2025, according to IMARC Group, driven by exponential mobile internet consumption, proliferation of streaming platforms, and widespread digital payments adoption.

Subscriber Snapshot: A Complete Picture as of March 2026

TRAI's Telecom Subscription Data for March 2026, released on April 22, 2026, provides the most authoritative and complete picture of India's telecom sector at the close of fiscal 2025–26. The headline figures tell the story of a sector that has achieved near-universal reach while simultaneously upgrading its quality of service.

Total subscribers: 1,330.58 million, up from 1,200.80 million at the end of March 2025, per TRAI. The sector added 9.28 million new subscribers in March 2026 alone, at a monthly growth rate of 0.70 percent.

Wireless (mobile and Fixed Wireless Access): 1,282.33 million, with 9.02 million net additions in March 2026. Of these, pure mobile subscribers stood at 1,265.73 million. Private operators dominated with 92.64 percent market share; BSNL and MTNL together held 7.36 percent.

Wireline (fixed line): 48.25 million at the end of March 2026, up from 47.99 million in February 2026, adding 0.25 million subscribers. While wireline remains a small fraction of total subscribers, it is growing steadily — driven not by traditional fixed telephony but by enterprise leased lines, fibre broadband connections, and business connectivity demand. Reliance Jio led wireline with a 31.58 percent share at 15.24 million subscribers, followed by Bharti Airtel at 23.67 percent with 11.42 million subscribers.

Broadband: 1,065.88 million, crossing the billion mark for the first time and adding 6.83 million users in March 2026 alone. Broadband subscriptions have grown from 149.75 million in CY2016 to over 1.06 billion by March 2026 — a sevenfold expansion in a decade. Reliance Jio led broadband with 523.44 million subscribers, followed by Bharti Airtel at 368.84 million, Vodafone Idea at 128.91 million, and BSNL at 27.37 million.

Internet subscribers: 1,028.61 million as of December 2025, per TRAI's quarterly performance indicator report. Of these, narrowband internet subscribers stood at 21.25 million at end of December 2025,

India Telecom — Complete Subscriber Picture (March 2026)

Segment	Subscribers (Million)
Total telephone subscribers	1,330.58
Wireless (mobile + FWA)	1,282.33
Broadband	1,065.88
Internet	1,028.61
Wireline (fixed line)	48.25
5G FWA	12.3
Pay DTH	50.99

Source: TRAI

declining 4.18 percent from September 2025 as users upgraded to broadband connections.

Fixed Wireless Access (FWA): 5G FWA subscribers crossed 12.3 million by March 2026, with a near-equal urban-rural split — urban at 71.23 percent (8.77 million) and rural at 28.77 percent (3.53 million). FWA is emerging as a powerful tool for extending broadband into households and small businesses that fibre has not yet reached, and both Jio and Airtel are deploying FWA aggressively as a 5G monetisation vehicle.

Rural versus urban: Urban areas accounted for 778.79 million subscribers, while rural regions reached 551.79 million at end of March 2026. Rural wireless subscriptions grew at 0.74 percent monthly, slightly outpacing urban growth at 0.68 percent — a positive signal for digital inclusion. Urban tele-density stood at 151.47 percent, reflecting multiple connections per person in cities, while rural tele-density was 60.46 percent — indicating significant room for further rural penetration. Overall national tele-density rose to 93.26 percent by March 2026.

Pay DTH: India's pay direct-to-home television subscriber base stood at 50.99 million for the quarter ending December 2025, declining from 52.78 million in the September 2025 quarter, as streaming platform adoption continues to displace traditional satellite television among urban subscribers.

This comprehensive subscriber picture confirms that India's telecom infrastructure is now the backbone of a billion-plus connected population — with broadband penetration that surpasses most comparable economies, a rural connectivity expansion that is deepening digital inclusion, and a wireless-first architecture that defines how Indians access digital services across every sector of the economy.

The 5G Story: 400 Million Users, 518,854 Towers

India's 5G rollout, which began in October 2022, has been one of the fastest in the world. By the end of December 2025, India had 518,854 5G base transceiver stations in operation, up from approximately 464,990 at the start of the year, according to government data cited by RCR Wireless in January 2026. The country crossed 400 million 5G subscribers by January 2026, making it the world's second-largest 5G market after China, ahead of the United States. 5G services were available in 99.9 percent of Indian districts by November 2025, supported by over 5 lakh BTS installations, according to TRAI data.

The 5G subscriber projection is equally compelling. India's 5G user base is projected to grow from 400 million in early 2026 to 980 million by 2030, according to IBEF. The government has set a target of 1 billion 5G subscribers by 2031, confirmed by Union Communications Minister Jyotiraditya Scindia in February 2026. Average monthly data usage per smartphone is expected to reach 62 GB by 2030, up from approximately 24 GB currently. The 5G infrastructure market, valued at Rs 1,19,966 crore ($14 billion) in 2025, is projected to reach Rs 49,18,606 crore ($574.4 billion) by 2035 at a 45 percent CAGR, according to IBEF.

Fixed Wireless Access emerged as one of the most commercially significant 5G applications in fiscal 2025–26. Jio and Airtel both reported adding over a million home broadband connections per month through FWA, as 5G-enabled broadband began competing directly with fibre in urban and peri-urban markets. FWA is proving to be the most compelling monetisation story for 5G in India — delivering broadband to households and MSMEs that cable operators have historically struggled to reach.

BSNL advanced its indigenous technology agenda, rolling out its Swadeshi BSNL 4G network — developed entirely with Indian technology partners C-DOT, Tejas Networks, and TCS — across 93,511 sites by late 2025, with 5G planning underway on a revenue-share model with private operators. Vodafone Idea launched 5G services across 17 priority circles and 29 cities in fiscal 2025–26, deploying 10,829 broadband sites in Q2 FY26 alone to begin closing the infrastructure gap with Jio and Airtel.

The Tariff Reset: ARPU Rises, Revenue Quality Improves

The single most consequential structural development in India's telecom sector over the past two years has been the tariff reset — operators finally raising prices after a decade of a damaging race to the bottom that had driven per-user revenue to among the lowest levels anywhere in the world. Fiscal 2025–26 was the year those increases translated into measurable revenue quality improvement.

Bharti Airtel maintained industry leadership in ARPU, reporting Rs 256 per month in Q2 FY26 (July–September 2025), up from Rs 233 a year earlier — a 9.9 percent year-on-year improvement, according to the company's Q2 FY26 results. Reliance Jio's ARPU rose to Rs 211.4 in Q2 FY26, up 1.2 percent sequentially, while Vodafone Idea reported Rs 167 amid improving data consumption and premium-plan adoption, according to industry review by Centrum.

Despite Airtel's ARPU leadership, Jio retained its dominance in subscriber scale and net profit. Jio added 8.3 million subscribers in Q2 FY26, taking its base to 506.4 million, while reporting a net profit of Rs 7,379 crore versus Airtel's Rs 6,792 crore for the same quarter. The competitive dynamic between the two operators — Airtel leading on revenue quality and margins, Jio leading on scale and profit — defined the market narrative through the fiscal year.

For Q3 FY26 (October–December 2025), Bharti Airtel reported India revenue of Rs 39,226 crore, growing 13.2 percent year-on-year, while Reliance Jio reported revenue of Rs 37,262 crore, growing 12.7 percent YoY, according to company results published in February 2026. Overall, industry revenue is projected to reach Rs 3.5–3.7 lakh crore for FY2026, according to analyst estimates.

Key Players: A Market Defined by Duopoly

India's telecom market has consolidated into a clear duopoly, with Reliance Jio and Bharti Airtel commanding the overwhelming share of revenue, subscribers, and investment, while Vodafone Idea and BSNL occupy significantly smaller positions.

Reliance Jio maintained its position as India's largest telecom operator by subscribers, with 496.33 million wireless subscribers at the end of March 2026, representing approximately 39.2 percent market share, according to TRAI data. Jio's 5G subscriber base reached approximately 268 million by March 2026, making it the largest 5G operator in the country. Jio's gross revenue for Q2 FY26 was Rs 42,652 crore, up 14.9 percent YoY. Beyond its telecom business, Jio's broader digital ecosystem — JioFibre, JioCinema, JioMart, and enterprise cloud services — continued to expand, reinforcing its position as India's largest integrated digital platform. A landmark development anticipated for fiscal 2025–26 is Jio's planned IPO in the first half of 2026, which analysts project could value Jio Platforms at $120–170 billion, potentially making it one of India's largest public companies. Jio also announced a partnership with Google to offer subscribers complimentary access to Gemini AI Pro for 18 months — a move that positions Jio at the intersection of telecom and AI services delivery. In December 2025, Jio signed an MoU with the National Highways Authority of India to deploy a telecom-based highway safety alert system across national highways, leveraging its 4G/5G network for intelligent transport infrastructure.

Bharti Airtel added 5.09 million subscribers in March 2026, reaching 477.74 million — second in market share but first in revenue quality, ARPU, and margin performance. Airtel's consolidated Q3 FY26 revenue stood at Rs 53,982 crore, up 19.6 percent YoY, supported by strong India wireless, home broadband, and Africa operations. The company's smartphone customer base reached 78 percent of its total subscriber base, reflecting its successful premium-tier strategy. Airtel Business, its enterprise division offering data centres, cloud, IoT, and cybersecurity services, returned to sequential growth after three quarters of decline, signalling enterprise connectivity recovery. Airtel's brand value reached $8.1 billion, ranking 17th globally. On the AI front, Airtel tied up with Perplexity AI to offer subscribers access to AI-powered search and information services — competing directly with Jio's Google Gemini partnership in the AI-on-telecom battleground.

Vodafone Idea continued to navigate a challenging position in fiscal 2025–26 — high debt, subscriber losses, and the need to accelerate capital expenditure simultaneously. Vi reported a net subscriber decline in Q2 FY26 but expanded 5G services to 29 cities, deployed over 527,000 broadband sites, and launched 5G in Dehradun and other cities as part of its 17-priority-circle rollout. The government, which holds equity in Vi through AGR dues conversions, provided regulatory relief on AGR payment deferrals, easing immediate liquidity concerns. Vi's survival and competitive recovery is seen as important for maintaining market competition and preventing a further slide into a single-operator duopoly that could harm consumers.

BSNL advanced its Make in India telecom agenda with the full rollout of its indigenous 4G network across 93,511 sites, connecting over 22 million subscribers as of September 2025. BSNL's 4G network integrates a C-DOT-developed core, Tejas Networks radio access solutions, and TCS integration — the most significant deployment of Indian-origin telecom technology at scale. 5G planning is underway through a revenue-share model. The government has instructed states and central ministries to prioritise BSNL and MTNL for telecom procurement, providing institutional demand support for the state-owned operator.

Tata Communications, operating at the enterprise and wholesale connectivity layer, posted 6.5 percent year-on-year revenue growth in Q2 FY26, driven by rising demand for digital services and a stable global connectivity business. Tata Communications serves as a critical link between India's domestic telecom ecosystem and international networks, handling a significant share of India's enterprise data and cloud connectivity traffic.

Satellite Communications: The New Frontier

Fiscal 2025–26 was the year India's satellite communications market moved from regulatory debate to operational reality. The government issued three SATCOM licences and formalised licensing and regulatory frameworks for satellite broadband services. Elon Musk's Starlink, Amazon's Project Kuiper, and Eutelsat OneWeb all received regulatory approvals or advanced their licensing processes, creating the prospect of commercial satellite broadband in India within fiscal 2026–27. Union Minister Scindia cited a $25 billion opportunity in telecom component manufacturing related to satellite communications.

Jio Platforms — which holds a stake in SES's satellite operations — and Airtel's OneWeb partnership position both major operators to participate in the satellite broadband market, blurring the line between terrestrial and non-terrestrial network services. The satcom market is expected to double over the next few years, according to IBEF. BharatNet Phase III, targeting broadband connectivity to 6.4 lakh villages using a combination of fibre, wireless, and satellite technologies, represents the government's most ambitious rural connectivity programme and a direct driver of satcom demand.

6G and India's Telecom Export Ambition

India is thinking beyond 5G. The Bharat 6G Mission, anchored by the Department of Telecommunications, is developing India's indigenous 6G technology stack — building on the learnings from BSNL's homegrown 4G deployment and Jio's proprietary 5G platform. The Bharat 6G Alliance has formalised a partnership with the European Telecommunications Standards Institute for co-development of 6G standards, positioning India as a co-architect rather than a technology adopter in the next generation of wireless.

Jio Platforms has made it clear it intends to export its indigenously developed 5G stack to global markets, particularly countries in the early stages of 5G deployment. The National Frequency Allocation Plan 2025 (NFAP-2025), released by DoT effective December 30, 2025, aligned India's spectrum usage with global standards to support emerging technologies including 6G, IoT, and satellite communications. India aims to become a hub for telecom exports and innovation — a vision articulated by Minister Scindia at the inauguration of Bharat Telecom 2025.

The Road Ahead: AI Networks, Satcom, and ARPU Growth

India's telecom sector enters fiscal 2026–27 with strong structural tailwinds and clear strategic priorities. ARPU must continue its upward trajectory — at current levels, even Airtel's Rs 256 per month remains well below what is required to fully fund 5G capacity expansion and generate adequate returns on spectrum investment. Jio's IPO, if completed in 2026, will provide both capital and a market valuation benchmark that could accelerate further investment in the sector.

AI is beginning to reshape telecom operations and services delivery. Operators are deploying AI for network optimisation, predictive maintenance, fraud detection, and customer service automation. Enterprise connectivity — connecting AI data centres, supporting IoT infrastructure, enabling edge computing — is the fastest-growing revenue segment for both Jio and Airtel's enterprise divisions. The convergence of telecom, AI, and cloud is creating integrated digital platform businesses that look increasingly different from the voice-and-data operators of a decade ago.

India's 5G subscriber base is projected to reach 980 million by 2030 and 1 billion by 2031. The telecom market is projected to reach $72.32 billion by 2034. The country's telecom infrastructure — its towers, fibre, spectrum, and now satellite assets — is the backbone of every other technology story told in this Brand Book. Without it, none of the other chapters are possible.

India Broadband Market Share by Operator (March 2026)

Operator	Broadband Subscribers (Million)	Market Share
Reliance Jio	523.44	49.1%
Bharti Airtel	368.84	34.6%
Vodafone Idea	128.91	12.1%
BSNL	27.37	2.6%
Others (incl. Atria Convergence)	17.32	1.6%
Total	1,065.88	100%

source : TRAI

India Telecom – Rural vs Urban Tele-density (March 2026)

Geography	Tele-density	Subscribers (Million)
Urban	151.47%	778.79
Rural	60.46%	551.79
National (overall)	93.26%	1,330.58

Customer-centricity defining Acer's approach towards business

SANJEEV MEHTANI

Chief Sales Officer, Acer India explains how remaining deeply responsive to customers' evolving technology needs will continue to be a key strategic priority for the brand, among other focus areas –

> **"Our approach towards business is more of consumer centric and we look at what is the requirement of the consumer, understand their needs, and develop products as per current needs of the market. We are most flexible in terms of customization as per needs and ahead of the market in terms of innovation."**

PURPOSE-DRIVEN VISION

At Acer India, emerging technologies such as AI, Blockchain, and IoT are central to our long-term vision of enabling a smarter, more connected, and secure digital ecosystem. Our purpose goes beyond delivering devices; we aim to create meaningful technology experiences that enhance productivity, simplify everyday life, and empower users across segments.

AI is playing a transformative role in shaping the next generation of personal computing, enabling intelligent performance, automation, and highly personalized user experiences. At the same time, IoT is allowing us to expand from standalone devices to connected ecosystems across homes, enterprises, and mobility, driving seamless integration and efficiency. Blockchain also holds strong relevance in reinforcing data security, transparency, and trust in a digital-first world.

Under the brand name Altos, we are working and delivering in the world class hardware solution required for AI. We have created a separate structure to develop this business.

BRIDGING TECHNOLOGY AND HUMANITY WITH EDGE AI

Technologies such as Edge AI and connected devices are playing an increasingly important role in shaping more intuitive and human-centric experiences, and at Acer, the focus is on bringing intelligence closer to the user to enable faster, more responsive, and context-aware interactions.

By leveraging Edge AI, data processing can happen directly on devices, reducing latency, enhancing privacy, and ensuring real-time responsiveness, whether it is optimizing device performance, enabling adaptive features, or delivering more personalized user experiences without over-reliance on the cloud. At the same time, connected devices are helping create seamless ecosystems where multiple touchpoints work in harmony, allowing users to transition effortlessly between work, entertainment, and communication. This interconnected approach enables a more cohesive and natural interaction with technology, making it feel less intrusive and more aligned with individual needs and behaviours.

DRIVING BRAND INFLUENCE & COMPETITIVE LEADERSHIP

Ethical AI, data security, and sustainability are fundamental to building long-term credibility and reinforcing market leadership, and for Acer India, these principles are deeply embedded in how we design, deliver, and evolve our technology offerings. As AI becomes more pervasive, ensuring it is developed and deployed responsibly with transparency, fairness, and accountability is critical to maintaining user trust and safeguarding against bias or misuse.

Sustainability also plays a vital role in shaping our brand ethos, from responsible sourcing and energy-efficient product design to reducing environmental impact across the lifecycle. We have developed an app "acer data protect" which will help consumer to get their data protected, secured and recovered in case of any issues.

BRAND INNOVATION STRATEGY

Over the next three to five years, the key differentiator for Acer India will be its ability to seamlessly integrate intelligent technologies across its portfolio while delivering a highly personalized and connected user experience. The focus will be on building a cohesive ecosystem that brings together AI-led devices, connected platforms, and services to address evolving consumer and enterprise needs in a more intuitive and meaningful way.

A major strategic priority will be the continued investment in AI-driven innovation, embedding intelligence at both the device and ecosystem level to enhance performance, enable adaptive experiences, and drive greater productivity. Equally important will be the emphasis on customer-centricity, where insights-driven decision-making, enhanced service capabilities, and a strong retail and partner network will help deliver consistent and high-quality experiences.

BE READY TO ACE WITH

THE ACER RANGE OF PRODUCTS.

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AUTODESK

Enabling the Channel for a Future built on Platform innovation

The most important shift happening within Autodesk's channel ecosystem today is the transition from product-centric selling to outcome-driven engagement. As Autodesk evolves from a software company to a platform company, the role of the partner is also evolving. Partners are increasingly helping customers manage their entire Design and Make journey across planning, design, construction, manufacturing, operations, and lifecycle management.

PRADEEPTO DEY
Director – Partners & Alliances,
Autodesk India & SAARC

PARTNERING FOR INDIA'S GROWTH

Autodesk's India channel strategy is tightly aligned with the country's accelerating growth in infrastructure, manufacturing, and digital construction. We are enabling a connected, data-driven "Design to Make" platform ecosystem that drives efficiency, collaboration, and sustainable outcomes at scale.

Partners are central to this vision, with them transitioning from product-centric selling to outcome-driven engagement. As Autodesk evolves from a software company to a platform company, the role of the partner is also evolving. Success is no longer defined by license transactions alone. Instead, partners are increasingly helping customers manage their entire Design and Make journey across planning, design, construction, manufacturing, operations, and lifecycle management.

Partners today are being assessed both on their willingness and ability to transform. Autodesk is making targeted investments in those partners best positioned to build specialized capabilities, deliver customer outcomes, and drive long-term growth.

In summary, our India channel strategy is completely aligned to India's growth journey.

LEVERAGING THE CHANNEL TO DEEPEN SME REACH

Autodesk is expanding SME penetration in India by mobilizing its channel ecosystem toward outcome-driven, domain-led engagement rather than product-centric selling. Partners are being equipped to deliver measurable business impact through industry workflows, automation, and cloud collaboration—enabling SMEs to improve productivity, control costs, and accelerate delivery while ensuring scalable, service-led profitability for partners.

To deepen penetration in this segment we have built an optimum ecosystem based on coverage, capacity and capability modelling. Coverage is about geographic expansion driven primarily by our VADs. This is further strengthened by the VAD-led Center of Excellence targeted to drive business under our hub -and-spoke model.

Geo-X partners are organized in regional clusters, spanning identified hub cities that cater to several spoke towns and expand structured coverage across Tier-2, Tier-3 and Tier-4 cities—driving deeper reach, consistent enablement, and sustainable ecosystem growth.

Capacity is about partner resource presence in identified cities & their productivity. Capability is our technology penetration in the partner community that can help SME customers achieve desired outcomes.

ADAPTING TO A PLATFORM-FIRST FUTURE

With Autodesk advancing its subscription and platform-centric strategy, the channel ecosystem is evolving from traditional reselling toward delivering measurable customer outcomes aligned to the "Design to Make" platform vision.

This transformation is driven by targeted investments in partner capability, scalable capacity creation, platform-focused go-to-market enablement. We also support partners with MDP funds aligning to the business priorities. In addition, we have a dedicated Partner Readiness team that focusses in delivering readiness programs executed through Partner Readiness teams and VAD collaboration.

Our traditional partners are being re-energized through structured enablement and ISV-led P2P engagement, unlocking repeatable, services-driven growth and ensuring long-term relevance in a subscription-first environment. As Autodesk continues to evolve in its Platform journey we are deeply committed to support our partners in this transformation journey.

FUTURE OUTLOOK

Over the next three to five years, Autodesk's India channel ecosystem will evolve into a more specialized, services-led, and platform-driven network—designed to support a potential 3x scale in business growth. We will have a stronger network of highly capable partners that can create measurable business value for customers and sustainable growth for themselves.

For partners, this creates opportunities to expand beyond software sales into consulting, implementation, managed services, customer success, workflow optimization, and lifecycle support.

Our Future ready channel evolution revolves on 3 strategic growth pillars:

Transform – Modernizing legacy partners into outcome-driven, industry-specialized solution providers aligned to the "Design to Make" platform and cloud-first delivery.

Expand – Increasing market reach across Tier-2 and Tier-3 cities, unlocking new customer segments and accelerating digital adoption beyond traditional metros.

Diversify – Introducing new partner archetypes—including ISVs, GSI/SIs, service specialists, and consulting-led firms—to strengthen ecosystem capability and drive differentiated value creation.

Partners that invest early in cloud adoption, customer success, industry IP, and scalable services across the Plan–Design–Build–Operate lifecycle will capture the next wave of growth—while those that delay risk losing relevance in an increasingly platform-centric future.

AUTODESK

ITC Builds the Future with Autodesk

ITC has set a new benchmark for digital construction in India through its Green Center Phase II Building 3 project. Guided by its philosophy of "Putting India First," the company has embraced advanced digital technologies to improve efficiency, accountability, sustainability, and project predictability. The project demonstrates how digital transformation can reshape the construction industry by integrating data-driven decision-making, automation, and collaborative workflows.

At the heart of this transformation was the adoption of Building Information Modeling (BIM) and Autodesk Construction Cloud (ACC). By implementing a fully digital and paperless project environment, ITC created a unified ecosystem where all stakeholders could work from a single source of truth. This significantly improved collaboration, reduced errors, accelerated decision-making, and enhanced project visibility. To further strengthen governance and compliance, ITC deployed a Common Data Environment (CDE), ensuring traceability, accountability, and alignment with ISO 19650 standards.

A major milestone achieved through this initiative was the prestigious Project Kitemark Certification for ISO 19650. ITC became the first organization in India and only the fourth globally to earn this recognition, underscoring its commitment to global best practices in digital construction and information management.

One of the key drivers of success was the implementation of Integrated Digital Delivery (IDD), which standardized project processes across all phases. Structured workflows enabled better coordination among teams, while automated approvals and centralized documentation reduced delays and enhanced operational efficiency. The project also introduced a highly organized document management framework with standardized folder structures and naming conventions, making information retrieval faster and more accurate.

Central to the project's digital strategy was the "Digital Pentagon" framework. This framework unified critical functions such as design management, quality assurance, project documentation, project management, and digital procurement. Beyond serving as a technology framework, the Digital Pentagon fostered a culture of collaboration, ownership, and continuous improvement. It also supported advanced capabilities such as spend analytics, procurement classification, and data-driven decision-making.

Autodesk's technology suite played a pivotal role in delivering measurable project outcomes. BIM-enabled 4D and 5D modeling allowed ITC to simulate project timelines and costs with greater precision. This enhanced resource planning, risk mitigation, cost estimation, and scheduling while reducing the likelihood of delays and budget overruns. Design collaboration also improved significantly as teams worked from synchronized and updated project models.

How Autodesk Transformed The ITC Green Center Phase II Building 3 Project

Autodesk Construction Cloud served as the foundation of project execution by enabling real-time collaboration, centralized project data management, and workflow automation. Its Correspondence Module improved accountability and traceability by maintaining clear records of project communications and decisions. Meanwhile, the Common Data Environment ensured consistent access to drawings, models, schedules, and documentation while minimizing duplication and version-control issues.

The project also embraced Design for Manufacture and Assembly (DfMA), shifting nearly 60% of Mechanical, Electrical, and Plumbing (MEP) fabrication to controlled factory environments. This approach improved quality, accelerated deployment, and reduced on-site complexity. A notable example was the fire pump room module, which was completed in just ten hours through prefabrication and innovative assembly techniques.

Digital documentation was another area of significant improvement. Autodesk's Photos Module transformed site monitoring by increasing documented site images from 5,400 in Phase I to nearly 89,000 in Phase II. All images were properly tagged, searchable, and centrally stored, improving visibility, traceability, and project oversight.

The business impact of digitalization was substantial. The time required for GFC reviews was reduced from 45 days in Phase I to just 14 days in Phase II, demonstrating the effectiveness of automated workflows and centralized information management. Additionally, the project achieved a 0.9% saving on the overall budget, with a significant portion reinvested into advanced digital initiatives, including BIM, cloud collaboration, cybersecurity, and automation technologies.

Digital Transformation with Sustainable Practices

Sustainability remained a core focus throughout the project. The Green Center Phase II Building 3 project achieved USGBC LEED Platinum pre-certification and embraced zero-waste construction practices. Demolition waste was reused for foundation filling, preventing approximately 16 metric tons of CO_2 emissions. ITC also conducted India's first Life Cycle Analysis (LCA) for construction materials and sourced over 2,000 metric tons of external waste materials to reduce environmental impact and improve resource efficiency.

Through Autodesk's digital construction technologies, ITC has demonstrated how innovation, sustainability, and operational excellence can come together to create a future-ready construction model. The Green Center Phase II Building 3 project stands as a blueprint for the next generation of smart, efficient, and sustainable infrastructure development in India.

CP PLUS

Shaping the future of Intelligent, Trusted, and Made-in-India Security Technologies for the World

ADITYA KHEMKA
Managing Director, CP PLUS

For CP Plus, its purpose extends beyond security. The company believes that technology should empower businesses, institutions, and communities to make informed decisions, improve operational resilience, and foster safer experiences. By continuously investing in innovation and responsible technology adoption, CP PLUS aims to remain at the forefront of intelligent security while contributing meaningfully to India's vision of a digitally empowered future.

PURPOSE-DRIVEN VISION

At CP PLUS, our long-term vision is to create safer, smarter, and more connected environments through technology that is intelligent, accessible, and scalable. Emerging technologies such as Artificial Intelligence (AI), IoT, and advanced data analytics are central to this vision, enabling us to transform traditional surveillance into proactive security ecosystems.

AI-powered video intelligence today helps organizations move beyond passive monitoring to real-time threat detection, behavioral analysis, crowd management, traffic monitoring, video summarization and operational insights. Through IoT-enabled devices and integrated security platforms, we are building interconnected ecosystems where cameras, sensors, access control systems, and command centers work seamlessly to deliver actionable intelligence, predictive analytics and enhanced situational awareness.

As India accelerates its digital transformation journey through Smart Cities, critical infrastructure modernization, and enterprise digitization, CP PLUS is committed to not just delivering technology – it is also driving positive behavioral change and ensuring these systems deliver desired outcomes in ground operations.

AGENTIC AI IMPACT

Agentic AI represents the next evolution of intelligent systems, moving from reactive automation to autonomous decision support and contextual action. For a security technology company like CP PLUS, its potential is transformative across customer engagement, operational efficiency, and trust-building.

We are developing Agentic AI as an enabler of intelligent security ecosystems where technology works alongside human expertise. The future lies not in replacing human judgment but in augmenting it with autonomous intelligence that improves situational awareness, accelerates decision-making, and delivers greater value to customers across industries.

HUMAN-CENTRIC INNOVATION

At CP PLUS, innovation is most meaningful when it addresses real human needs. Our approach to human-centric technology focuses on creating security solutions that are intelligent, responsive, and intuitive while minimizing complexity for end users.

While AI and analytics at the backend plays a significant role in providing meaningful intelligence, the importance of Edge AI cannot be overlooked. It plays a pivotal role in processing data directly at the device level, wherein our AI-powered cameras and surveillance systems can analyze events in real time without relying solely on centralized infrastructure.

Connected devices further strengthen this ecosystem by enabling seamless communication between surveillance cameras, access control systems, alarms, sensors, and centralized monitoring platforms. The result is a unified security environment capable of delivering actionable insights rather than merely generating data. Our objective is to ensure that advanced technology remains accessible and practical. By combining Edge AI, connected intelligence, and user-centric design, CP PLUS continues to deliver solutions that empower people, improve operational outcomes, and make security more proactive, personalized, and effective.

FUTURE DIFFERENTIATION

Over the next three to five years, CP PLUS's differentiation will be driven by a powerful combination of indigenous innovation, manufacturing excellence, and intelligent security technologies. As the industry evolves from traditional surveillance to AI-led situational awareness and predictive security, we are strategically positioning ourselves at the forefront of this transformation.

A key pillar of our growth strategy is our continued investment in research, development, and advanced manufacturing capabilities. We are significantly expanding our R&D footprint, including the establishment of a new R&D center in Taiwan, which will strengthen our ability to accelerate innovation, enhance product engineering, and develop globally competitive technologies.

Simultaneously, we are strengthening our manufacturing capacity and pursuing deeper backward integration across critical components such as lenses, cables, housings, and other key elements of the security value chain.

At the technology level, our focus remains on AI-powered video analytics, Edge AI, integrated security platforms, and intelligent automation that transform security infrastructure into actionable business intelligence. By combining technological innovation with vertically integrated manufacturing and global R&D capabilities, CP PLUS is building a sustainable competitive advantage that will define our next phase of growth.

॥ श्रीहरिः ॥
मा रौव्यम् पराजितः

CP PLUS

Security You Can **Actually Depend On.**

Hack Proof, Tamper Proof and Cyber Secure.

ctc TECHNOLOGY | CP PLUS TRUSTED CORE TECHNOLOGY

- Secure Boot
- Tamper Proof
- Secure Transmission
- Strong Cryptography Algorithms
- Data Security

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Alcatel·Lucent

Powering the Agentic Future through Trusted Connectivity

Artificial Intelligence (AI) and Generative AI (GenAI) will be at the core of Alcatel-Lucent's strategy to simplify and enhance all aspects of network operations. By integrating AI-driven capabilities into its solutions, the brand will transform how customers deploy, configure, monitor, and secure their networks, making operations more intuitive, efficient, and autonomous.

RAHUL SHARMA
Vice President, UAE & Indian Subcontinent, Alcatel-Lucent Enterprise

VISION & PURPOSE

Our purpose has been to make everything connect—people, devices, and processes—in a way that is human, secure, and sovereign. At the heart of Alcatel-Lucent's vision is the use of AI and GenAI to transform, simplify, and optimize network operations end to end.

Emerging technologies matter to us if they serve that purpose. IoT and connected devices extend our capacity to collect data, organize information and reach further in the physical world—the building, the vehicle, the field, the city, etc. Where distributed trust and traceability genuinely add value, technologies like blockchain reinforce the integrity of the data flowing across our platform.

AGENTIC AI IMPACT

Agentic AI marks a shift from systems that answer to systems that act. For us, that is transformative because our platform already orchestrates communication across voice, video, messaging, and business applications. Agentic AI allows us to orchestrate outcomes. As an organization where voice has always been a core strength, Agentic AI is a unique opportunity to put voice at the core of human interaction with the enterprise ecosystem.

In customer and citizen engagement, an agent can take a request through voice or chat and turn it into a real-time action across the right channels and back-office systems, rather than handing the person a queue. In operational efficiency, agents absorb high-volume, repetitive interactions—multilingual, around the clock—so people are freed for the work that needs human judgement and empathy. We see this concretely with field teams: an embedded agent can manage a technician's calls hands-free, push critical notifications during an incident, transcribe and close out a job, and trigger downstream automation through open APIs.

Trust is the foundation of it all. That is why our principle is powered by AI, guided by people — agents operate within governed, sovereign boundaries, with humans firmly in the loop, supported by our solutions like Rainbow.

HUMAN-CENTRIC INNOVATION

The most human technology is the technology you stop noticing. Edge AI and connected devices let us bring intelligence to where people actually are—the reception desk, the field van, the crisis room—instead of pulling them toward a screen.

Our growth strategy is to take our founding idea — make everything connect — into the agentic era: connecting not just conversations, but autonomous, governed action, on infrastructure organizations can genuinely trust.

We design around real people in real moments. A citizen reception that recognizes and routes intelligently. Field technicians who stay connected hands-free while their hands are on the job. A crisis cell that pulls live video and sensor feeds from across a city directly into a coordination session, so decision-makers see what's happening without leaving the room. In each case, the service, the device and the AI modes are building blocks in the background; what remains is a more responsive, more authentic interaction between people.

FUTURE DIFFERENTIATION

Over the next three to five years, our differentiation will come from enabling organizations to transform data into actionable knowledge, facilitate natural interactions between humans and AI, and empower partners and customers to create intelligent communicating agents. These agents will use the same communication tools as humans, operate as digital colleagues within the organization, and leverage enterprise knowledge and systems to drive meaningful outcomes. Our differentiation will stem from being the most trusted orchestration layer connecting people, agents, devices, and business processes.

Three choices define that path. First, openness—a "bring your own AI" platform that lets each organization plug in the models and partners it trusts, rather than betting everything on one. Second, sovereignty and trust as non-negotiable defaults, which is decisive for the public sector and regulated industries. Third, verticalization—translating these capabilities into concrete, ready-to-deploy solutions for smart cities, public services, hospitality, healthcare, and beyond, often delivered hand-in-hand with our partner ecosystem.

OmniAccess Stellar Wi-Fi 7

Unmatched performance and security for seamless connectivity

For more information, please contact us at **channel.india@al-enterprise.com** or **+91-124-6202751**

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Connecting Possibilities, Building India's Digital Future

PRASHANT MISHRA
Director, Alpha Max Technologies Pvt. Ltd.

Alpha Max Technologies is driven by a vision to strengthen India's digital future through connectivity, innovation, and indigenous excellence. Rooted in the principles of Make in India and customer-centric growth, the company is committed to building reliable digital infrastructure and smart technology solutions that create lasting value. Its brand is defined by purpose, trust, innovation, and a steadfast commitment to enabling a more connected, resilient, and technologically empowered future.

VISION & PURPOSE

At Alpha Max Technologies, we believe connectivity is the foundation of progress. In today's digital world, robust infrastructure enables businesses to grow, institutions to innovate, and communities to thrive. Our vision is to contribute meaningfully to India's digital transformation by building reliable, future-ready technology infrastructure that connects people, ideas, and opportunities.

As a proudly Indian company, our purpose extends beyond products and solutions. We are committed to strengthening the nation's digital backbone through innovation, engineering excellence, and locally driven capabilities. Every network we enable and every solution we deploy is guided by a simple belief: when technology becomes accessible and reliable, it creates opportunities for sustainable growth and inclusive development. Through this commitment, we aim to help build a more connected, empowered, and resilient India.

Human-Centric Innovation

At Alpha Max, innovation begins with understanding real-world challenges. We believe technology delivers its greatest value when it improves the way people live, work, learn, and connect. Our approach is centered on creating practical, scalable, and dependable solutions that enhance connectivity, efficiency, safety, and accessibility.

Whether supporting enterprise networks, public Wi-Fi initiatives, transportation infrastructure, or smart public spaces, we focus on delivering solutions that create measurable impact. Innovation, for us, is not about complexity—it is about making technology more effective, accessible, and relevant. By combining engineering expertise with a deep understanding of customer needs, we continue to develop solutions that help organizations and communities embrace digital transformation with confidence.

Trust, Ethics & Reliability

Trust is earned through consistent performance and responsible actions. At Alpha Max, we recognize that customers and partners rely on us not only for technology solutions but also for integrity, accountability, and long-term commitment.

Quality, reliability, and ethical business practices guide every aspect of our operations—from product development and manufacturing to deployment, service, and support. We are committed to maintaining high standards of governance, transparency, and sustainability while building relationships founded on mutual trust and respect. Reliability is not simply a feature of our products; it is a principle that shapes how we engage with customers and deliver value. By honouring our commitments and maintaining a customer-first approach, we strive to be a trusted partner at every stage of the journey.

Indigenous Excellence & Innovation

Alpha Max was founded on the belief that India has the talent, capability, and vision to create world-class technology solutions. This conviction continues to drive our commitment to indigenous innovation and the principles of Make in India and Atmanirbhar Bharat.

Through investments in research, engineering, manufacturing, and product development, we are building solutions that combine local expertise with global standards of quality and performance. We believe innovation is most impactful when it addresses local challenges through locally driven ideas and execution. By fostering a culture of continuous improvement, we seek to contribute to India's growing technology ecosystem while strengthening the country's position as a hub for advanced digital infrastructure and connectivity solutions.

Future Differentiation

The future will be shaped by intelligent connectivity, smart infrastructure, and integrated technology ecosystems. At Alpha Max, we are preparing for this future by continuously expanding our capabilities across networking, digital infrastructure, smart solutions, and emerging technologies.

What differentiates us is our ability to combine innovation with execution, engineering expertise with manufacturing strength, and technology leadership with dependable service. As digital transformation accelerates across industries and public infrastructure, we remain focused on delivering solutions that are relevant today and adaptable for tomorrow. Our ambition is to be recognized as a trusted Indian technology brand that enables connectivity, empowers innovation, and helps build the infrastructure foundation of a smarter, more connected future.

MAX

FUTURE-READY NETWORKING

Alpha Max is a Make in India technology brand delivering reliable networking and connectivity solutions for businesses, institutions, and communities. With expertise in networking infrastructure, wireless communication, and IT solutions, we create innovative, cost-effective products that help build smarter and more connected environments.

Driven by quality, innovation, and performance, Alpha Max is committed to powering the future of digital connectivity.

Phone No : 0124-4346000, 4346001

sales@alphamax.co.in
www.alphamax.co.in

COMMSCOPE®
now meets next.

CommScope Reshaping the Future of Connectivity by addressing today's challenges

MYLARAIAH JN

Vice President, Building & Campus Business, India & SAARC, CommScope

CommScope's brand story is centered around how the brand continues to empower networks to solve what's now—and what's next

STRATEGIC BRAND OUTLOOK

With 45+ years of proven experience, a network of 10,000 installation partners across the globe and hundreds of CommScope field application engineers, and 15,000 global patents, CommScope designs, manufactures, installs and supports the hardware infrastructure and software intelligence that enable the digital society to interact and thrive. Working with customers, CommScope advances broadband, enterprise and wireless networks to power progress and create lasting connections.

ELEVATING THE BRAND NARRATIVE

"Our brand story is centered around how CommScope continues to empower networks to solve what's now—and what's next," states Mylaraiah JN, Vice President, Building & Campus Business, India & SAARC, CommScope. "Because connectivity is everywhere, all the time, that's how CommScope solutions enable it—everywhere, all the time. Not only in all the ways that connectivity exists today, but how it will exist tomorrow."

VISION FOR INDIA'S TECH GROWTH

Fast digitalization across industries has become the primary element to fuel the expansion of the telco equipment industry. According to the Economic Survey 2025, 5G connectivity is available in 779 out of 783 districts across India. Technologies such as cloud computing, AI-based services, and modernization of applications, driven by 5G, will continue to spur IT growth. In turn, these trends will contribute to a greater data centre demand in India. There are already expansions happening with data centre operators and hyperscalers acquiring land across key cities. In 2024, over 200 acres of land were acquired in Mumbai, Hyderabad, Pune, Chennai and Bengaluru.

Across the globe, CommScope is redefining connectivity, solving today's challenges and driving the innovation that will meet the needs of the customers.

CONNECTING BRAND TO MARKET

A strong brand will reinforce a company story and messaging and is something people can identify with and feel connected to. How the customer perceives the value, or what the brand stands for is likely defined by their interactions with a company.

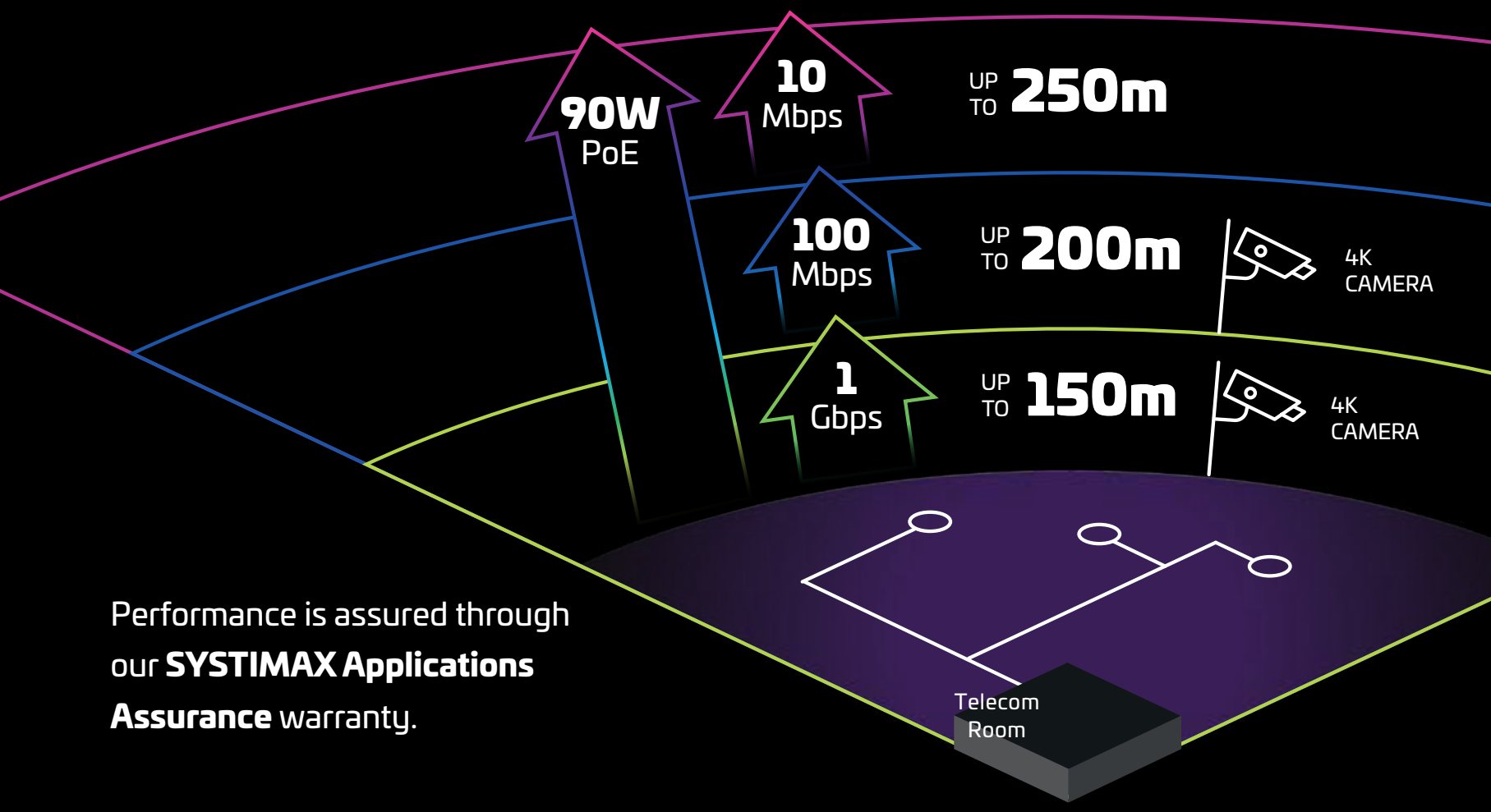
"A strong brand must also reflect the company values and speaks exactly what it stands for. Innovation remains the centre of everything we do at CommScope. Our continued investments in manufacturing including our facility in Goa, and R&D demonstrate our long-term commitment to India. We will continue strategically contributing to India's growing telecom sector while innovating faster and developing premium global solutions," explains Mylaraiah.

COMMSCOPE®
an Amphenol company

GigaREACH™ XL

Extend your reach, not your risk.

GigaREACH XL, the first Cat 6, UTP solution to ensure support for 100 Mbps/90 W up to 200 m, 1 Gbps/90 W up to 150 meters and 10 Mbps/90 W up to 250 m.



Performance is assured through our **SYSTIMAX Applications Assurance** warranty.

PRODUCTS & APPLICATIONS
25 YEAR
SYSTIMAX ASSURANCE™
EXTENDED WARRANTY

Warrantied performance

- **100 Mbps—200 m—90 W PoE**
- **1 Gbps—150 m—90 W PoE**
- **10 Mbps—250 m—90 W PoE**

Performance is warrantied, supported by CommScope's **SYSTIMAX Assurance** and backed by our **25-Year Extended Product Warranty**

Learn more

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From Intelligence to Action: How Cyble is Building the Future of AI-Powered Cybersecurity

MANDAR PATIL
Founding Member and Executive Vice President, Cyble

There was a time when cybersecurity meant building higher walls. Today, Cyble is betting that the future belongs to companies that can think faster than the threat itself.

AI AS THE NEW SECURITY PERIMETER

Ask Mandar Patil what has changed most about the cybersecurity landscape in the last two years, and he doesn't hesitate. "The threats have become smarter. And the only way to stay ahead of a smarter threat is to build smarter security." That conviction sits at the heart of everything Cyble is doing in FY 2026-27.

Cyble has made a deliberate shift — away from being seen purely as a threat intelligence company, toward becoming a full-spectrum AI-powered cybersecurity platform. It is a distinction Mandar is passionate about. "Intelligence without action is just noise. What our customers need today is a platform that not only sees the threat coming but is already moving to neutralize it. That is what AI enables us to do."

The platform now runs deep learning models and behavioral analytics that go beyond traditional indicators of compromise — building predictive risk profiles that help organizations understand not just what happened, but what is likely to happen next.

GENERATIVE AI MEETS AUTONOMOUS SECURITY

One of the more striking shifts inside Cyble has been the integration of generative AI into day-to-day security operations. The company has built LLM-powered co-pilots that work alongside security analysts — summarizing threat data, generating incident reports, and simulating potential attack paths in real time.

"Think about a SOC analyst at two in the morning, staring at thousands of alerts. The cognitive load is enormous. Our AI co-pilot cuts through that noise and gives them what they actually need — clear context, prioritized action, and the confidence to move fast," says Mandar. "We are not replacing the analyst. We are making sure they never have to fight alone."

Beyond analyst support, Cyble's autonomous capabilities now include AI-driven attack surface management and self-adaptive detection models that update continuously as new threat patterns emerge — so customers are never defending against a threat that already passed.

INDIA'S AI-POWERED CYBER RESILIENCE

India occupies a special place in Cyble's thinking. With one of the fastest-growing digital economies in the world, the country also carries one of the fastest-expanding cyber risk surfaces — across BFSI, healthcare, critical infrastructure, and a booming SaaS sector that is increasingly in the crosshairs of sophisticated adversaries.

"India is not just a market for us. It is a responsibility," Mandar says plainly. "The threats targeting Indian enterprises and government institutions are real, they are growing, and they are increasingly state-sponsored or financially motivated. We have built AI models specifically calibrated for India's threat environment — factoring in regional adversaries, local compliance mandates like DPDP and SEBI guidelines, and the very specific vulnerabilities that come with rapid digital adoption."

Cyble's India teams work directly with government bodies, CERTs, and private sector CISOs — not just selling a product, but helping shape how cyber resilience is understood and practiced at a national level.

AI-DRIVEN RISK, COMPLIANCE AND BUSINESS ALIGNMENT

One of the more persistent frustrations Mandar hears from customers is the gap between what security teams know and what the boardroom understands. "A CISO can have a perfect grasp of the threat landscape and still struggle to get budget approved — because they cannot translate risk into the language the CFO or CEO speaks. We built our AI risk quantification layer specifically to solve that problem."

Cyble's platform now maps an organization's threat posture directly against business impact — assigning financial exposure values to vulnerabilities and regulatory gaps, and presenting them in dashboards that resonate with executive decision-makers rather than just security practitioners. The compliance intelligence engine adds another layer, tracking regulatory changes across jurisdictions and flagging gaps before auditors ever arrive.

INNOVATING WITH INTENT

Cyble's R&D roadmap for FY 2026-27 is focused on three areas — agentic AI workflows that can take autonomous remediation actions, multimodal solutions that processes signals across text, image, and code simultaneously, and responsible AI governance frameworks that keep every deployed model explainable and auditable.

That last point matters deeply to Mandar. "There is a real risk in this industry of deploying AI that nobody fully understands — including the company that built it. We refuse to do that. Every model we ship has to be something we can stand behind, explain to a regulator, and defend to a customer."

He pauses, then adds: "At the end of the day, cybersecurity is a trust business. Our customers are trusting us with their most sensitive data, their infrastructure, their reputation. The AI we build has to be worthy of that trust. That is the standard we hold ourselves to — and honestly, it is the only standard that matters."

Comprehensive Intelligence Across the Threat Landscape

Cyble's Agentic AI Ecosystem

Cyble has an intelligence core fueling it's
Agentic AI platform

How it works?

Detection | Vision continuously scans the digital underground for emerging threats.

Correlation | Cyble TIP enriches intelligence and shares it across SIEM/SOAR tools.

Decision | Blaze AI autonomously orchestrates the defense response.

Action | Automated takedowns, patching, and isolation minimize impact.

Learning | Agentic AI refines future detections and predictive accuracy.

Result: A closed-loop, autonomous threat defense cycle built around Cyble's Solutions

Recognized as a **Challenger** in the **2026 Gartner® Magic Quadrant™** for Cyberthreat Intelligence Technologies

datasafeguard
Privacy Management

Operationalizing DPDP Compliance through Ethical and Responsible AI Platform

MISSION & PURPOSE

With the Explosion of unstructured, semi-structured and structured data in the last few years, enterprises are losing control of their customer's personal data. In 5 years, billions of individuals in India will be impacted by Data Privacy violations and Synthetic Fraud financial losses.

Modern hackers are inflicting data breaches faster than ever and for the enterprise (Data Fiduciaries), every second counts to become more resilient and protect the personal data of their customers.

Data Safeguard's mission is to not let the ticking time bomb go off on enterprises, help companies become Data Privacy compliant and prevent Synthetic Fraud.

IMPACT OF UNIFIED PRIVACY AUTOMATION ON CUSTOMERS

AI-Powered Unified Privacy Automation Platform (Eliminates Redundant Privacy Controls)

Confidential Data Discovery

- PII, PHI, PFI, Sensitive, Non-Sensitive Data Discovery - 99.54% accuracy

World's first Data Privacy Posture Management product. Supports real-time, historical, and single-file analysis across unstructured, semi-structured, and structured data elements.

Confidential Data Redaction

- PII, PHI, PFI, Sensitive & Non-Sensitive Data Redaction — 99.54% Accuracy.

World's first Data Redaction product providing clean-room certification in lower environments. Handles real-time, historical, and single-file redaction across all data formats

Universal Consent Management

- AI-powered Cookie Management for dynamic scanning.
- AI-powered Consent Management to automate and optimize the consent lifecycle.

Data Principal Access Rights

- AI-powered Rights Management to automate and optimize SLA workflows.
- AI-powered ROPA for organization-wide and individual record accuracy.

Privacy Impact Assessment

- AI-powered custom questionnaire templates for DPIA, PPIA, TPPIA
- AI-powered pre-populated templates to minimize manual effort
- AI-driven risk scoring & impact analysis and mitigation strategies

Compliance Audit

- Regulatory reporting for privacy compliance
- Data Privacy Posture Management reports across all data sources
- Companywide and individual ROPA reports

Data Privacy Management

- A 360° dashboard of privacy compliance metrics
- Powered by millions of data points across unified capabilities:

This is where Human Expertise meets Artificial Intelligence. Built on 300 years of combined domain knowledge, our AI platform (CCE®) solves

Data Safeguard's unique offering differentiates itself through AI-powered Automation built on 5 pillars of Privacy Management success (Privacy Policy, Business Processes, Technology Solution, Training and Awareness and Compliance Mapping) deliver governed and enterprise level DPDP Act privacy journey.

SUDHIR SAHU, FOUNDER AND CEO, DATA SAFEGUARD describes it's first of a kind AI-Powered Unified Privacy Automation (UPA) Framework to help companies become DPDP Act Compliant in the shortest possible time, with minimum manual intervention.

what was once considered humanly impossible, precisely delivering data privacy compliance and fraud prevention at scale.

The impact on the business is immediate and permanent: 2-week deployment of ID-PRIVACY® platform, quick integration and customization, low cost-to-serve, and always-on operations. The ROI already becoming visible for banks, insurance, healthcare, retail, telecom and technology companies who started their privacy journey.

PRIVACY COMPLIANCE INNOVATION AT SCALE AND COST SAVINGS

- Deploy platform in 2 weeks, keep all your data behind your firewall and realize ROI in 4 weeks.
- AI-powered technology platform delivers high automation efficiency and hyper-accuracy.
- Stay compliant (Optimization and Enhancement) with less than 1% internal team time commitment on a recurring basis.
- Increase brand and trust value leading to topline revenue growth.
- Reduce internal team cost – 40% reduction in privacy team size on a recurring basis.

Enterprise Benefits: ID-PRIVACY® DPDP Act Compliance with a single platform, minimum time to compliance, reduced manual effort, automation accuracy, avoidance of privacy breach fines.

ID-PRIVACY® RETURN ON INVESTMENT:

AI-Powered Unified Privacy Automation platform (Eliminate Redundant Privacy Controls) – 40-50%

Eliminate duplicate compliance efforts through common controls framework and cross-mapping capabilities between products within the ID-PRIVACY® platform, saving Privacy Team member time and resources.

Automate Regulatory Change Management (RCM workflows automated) – 25-30%%

- Deploy Agentic AI workflows to automatically process, filter, and contextualize regulatory updates to your business environment

Accelerate Data Subject Access Requests (Reduction in DSAR fulfillment time) – 70-75%

- End-to-end automation from intake through secure fulfillment reduces the time and cost per request while ensuring compliance.

Enhance Audit Readiness (Reduction in Audit Preparation and Completion Time) – 90%

- Centralize evidence repository, explainable AI outputs, and complete audit trails to provide confidence during regulatory examinations with

data dashboards and drill down reports.

Free Privacy Team Members (Increased focus on business enablement) – 30-40%

- Empowers Privacy Team to focus on strategic initiatives rather than mundane daily tasks of privacy policing.

Shift compliance teams from manual evidence collection and processing to strategic risk analysis and governance activities.

DATA SAFEGUARD AND AI INNOVATION

Artificial Intelligence and Innovation are the core of Data Safeguard. The company continues to invest deeply into AI platform based development and adoption to increase automation and provide significant benefits to its customer base both in India as well as global locations. The AI platform (CCE®) is built on Ethical and Responsible AI technology and is transparent in nature to meet Ethical and Responsible AI platform.

DELL Technologies

Helping customers to innovate with trusted infrastructure and ecosystem partnerships

At Dell Technologies World (DTW) 2026, Dell expanded its AI strategy beyond infrastructure, unveiling the Dell AI Ecosystem Program to help software providers validate and scale AI solutions on the Dell AI Factory. Dell also announced new ecosystem collaborations with Google, OpenAI, Palantir, ServiceNow and others to accelerate enterprise AI adoption, enabling customers to deploy, govern and operationalize AI agents securely across on-premises and hybrid environments.

VENKAT SITARAM
Senior Director & Country Head – Infrastructure Solutions Group, Dell Technologies India

VISION & PURPOSE

We are witnessing a fundamental shift where AI, IoT, edge computing and other emerging technologies are converging to redefine how businesses operate, innovate and create value. At Dell Technologies, our vision is to help organizations transform data into intelligence and intelligence into business outcomes.

The conversation today is no longer about adopting technology for its own sake; it is about delivering measurable outcomes. As enterprises move from AI experimentation to large-scale deployment, they require secure, scalable and flexible infrastructure that can support innovation across cloud, data center and edge environments.

This vision is reflected in the innovations unveiled at Dell Technologies World 2026. From the expansion of the Dell AI Factory with NVIDIA and next-generation PowerEdge platforms such as the PowerEdge XE9785 and XE9785L, to advancements in intelligent data infrastructure with solutions like PowerStore Elite, we are helping customers build the AI-ready foundation needed to accelerate innovation, simplify operations and unlock greater value from enterprise data.

We are already seeing this vision translate into real-world outcomes. Zoho Corporation is leveraging the Dell AI Factory with NVIDIA to accelerate enterprise and Agentic AI innovation while maintaining its privacy-first approach. These examples demonstrate how organizations can securely scale AI and unlock greater value from their data.

Ultimately, our role is to provide the trusted infrastructure, ecosystem partnerships and expertise that help customers innovate faster while maintaining security, governance and operational resilience.

AGENTIC AI IMPACT

We are entering the era of Agentic AI, where intelligent systems can reason, plan and execute tasks with increasing autonomy. This represents one of the most significant shifts in enterprise technology and has the potential to fundamentally reshape how organizations operate.

We are already seeing the shift moving from concept to reality. Zoho is leveraging the Dell AI Factory with NVIDIA to advance enterprise and Agentic AI capabilities across its platform ecosystem. Similarly, Lakshmikumaran & Sridharan Attorneys (LKS) has implemented an AI-powered legal assistant built on the Dell AI Factory, enabling faster access to legal knowledge, regulatory insights and case information. These examples highlight how Agentic AI is delivering tangible value across industries.

However, technology alone is not enough. The quality, accessibility and governance of enterprise data will increasingly determine AI success. Trust will remain central to this transformation, making governance, transparency, observability and cybersecurity essential foundations for enterprise AI adoption. At Dell Technologies, we believe the future of AI must be both intelligent and trusted, enabling organizations to innovate with confidence while maintaining accountability and control.

HUMAN-CENTRIC INNOVATION

As data is generated across factories, hospitals, retail environments and critical infrastructure, organizations need the ability to process and act on insights wherever that data resides. Edge AI and connected devices are making this possible by bringing intelligence closer to the point of action. This enables faster decisions, reduced latency and more contextual experiences, whether it is improving customer engagement, optimizing operations or enhancing public services.

At Dell Technologies, we help customers seamlessly connect the edge, core and cloud through solutions such as Dell NativeEdge, which enables organizations to securely deploy, manage and scale AI applications across distributed environments. Together with our latest edge and AI infrastructure innovations, this helps customers operationalize intelligence wherever data is created while maintaining security, governance and operational consistency.

FUTURE DIFFERENTIATION

Over the next three to five years, our differentiation will be defined by our ability to help organizations move from AI ambition to AI execution.

As enterprises increasingly embed AI into core business processes, the focus is shifting from experimentation to delivering measurable outcomes. Success will depend on a trusted technology foundation that brings together infrastructure, data, software and services into a seamless AI ecosystem. We believe AI Factories will become the foundation of enterprise innovation. Equally important is our continued focus on open ecosystems, cyber resilience and data management. In the AI era, competitive advantage will increasingly be determined by how effectively organizations can manage, govern and activate their data.

DELL Technologies

Keep your business ready for what's next

Learn more: www.dell.co.in/business

SUBIR MAHAPATRA
President of Global Strategy, Sales, and Marketing, Denave

Denave

The Future of Enterprise Growth Will Be Driven by Intelligence-Led GTM

A Leadership Conversation on AI, Sales Intelligence, and the Rise of Agentic Demand Generation

Enterprise revenue teams are at an inflection point unlike any seen in decades. IDC projects global AI spending will reach **$632 billion by 2028**, while McKinsey estimates that generative AI could unlock up to **$1.2 trillion in additional productivity across sales and marketing**. Yet despite these surging investments, confidence in predictable, sustainable growth remains elusive.

The uncomfortable truth is this: more data, more automation, and more pipeline activity are not, on their own, translating into better commercial outcomes. The gap between investment and impact is growing, and enterprise leaders know it.

In this conversation, **Subir Mahapatra**, President of Global Strategy, Sales, and Marketing at Denave, shares his perspective on how AI, Sales Intelligence, and Agentic Demand Generation are fundamentally changing how enterprises grow—and why execution, not just technology, remains the defining advantage.

AI is now central to every boardroom conversation. What does this shift actually mean for enterprise revenue teams?

The honest answer is that most organizations are still catching up to what AI actually means for revenue execution, not just productivity.

For years, Demand Generation was measured by activity: how many clicks, MQLs, downloads, or registrations. But enterprise buying has become structurally more complex. A single b2b deal today typically involves **6 to 10 stakeholders**, each with different priorities and different points in their decision journey.

At the same time, Gartner has reported that **67% of B2B buyers now prefer a largely rep-free buying experience**. That means the majority of enterprise buying decisions are being shaped before a sales conversation ever begins.

"The real challenge today is not generating activity. It is identifying genuine buying intent early enough—and acting on it with enough precision—to convert that intent into revenue at speed."

Demand Generation has existed for decades. Why is the agentic era forcing enterprises to rethink it now?

It is because the old model was built for a buying environment that no longer exists.

Traditional Demand Generation ran on scale and reach—broadcast campaigns, volume-led outreach, and follow-up funnels. That approach made sense when decisions were simpler and buying cycles shorter. But nearly **70%** of the buyer journey today is completed before a vendor even enters the conversation. By the time a sales team engages, much of the deal is already directionally decided.

What enterprises actually need now is a model in which intelligence, engagement, qualification, and conversion are not separate stages—they work simultaneously, adapting in real time to buyer behavior.

At Denave, this evolution is something we have been building toward for some time. Over 27 years, we have navigated multiple market shifts. What makes this moment different is the pace of change and its structural nature.

Denave has transitioned as an AI-driven Sales Enablement company, with Agentic-led GTM at the core, while keeping experienced people as the primary driver of client outcomes.

Where does Sales Intelligence fit into this transformation?

Sales Intelligence is becoming the operational backbone of modern revenue execution—and most enterprises are significantly underutilizing it.

The data is already there. Most organizations have CRM activity, engagement metrics, intent signals, technographics, and market data sitting in disconnected systems. The problem is that very few can consistently answer the questions that actually matter:

- Which accounts are genuinely in a buying cycle right now?

- Which stakeholders are driving the decision—and who is influencing them behind the scenes?
- Which industries are accelerating investment in your solution category?
- Which opportunities justify immediate commercial attention versus longer-term nurture?

That gap is expensive. Not in theory—in real pipeline, real conversions, and real revenue lost to competitors who had better visibility.

This is precisely the problem that **Denave's IntelliBank** is built to solve. IntelliBank functions as the intelligence core behind our Sales Intelligence practice—unifying intent data, firmographic signals, technographic intelligence, engagement patterns, and market context into a single prioritization layer. It helps enterprises surface high-propensity opportunities earlier, improve targeting accuracy, and enable revenue decisions that are based on evidence rather than instinct.

With AI advancing so rapidly, what role does human expertise continue to play?

An essential one—and I would argue, a more demanding one than before.

AI can process signals faster than any team. It can detect behavioral patterns, optimize outreach sequencing, and surface prioritization cues at a scale no human operation can match. But enterprise trust is still built in conversations, in relationships, in the moments where a senior buyer decides whether a vendor truly understands their business.

In sectors like IT services, telecom, cloud, and cybersecurity—buying decisions involve significant investments and long-term operational stakes. The data can tell you that an account is ready. The human has to convert that readiness into a relationship.

The numbers support this. Organizations that build strong human-AI collaboration models are **4X more likely to drive innovation** and **1.4X more likely to achieve year-on-year profitability growth**. That is not a coincidence. It reflects the compounding effect of combining machine-speed intelligence with human-quality judgment.

"The future of enterprise growth will not be AI or human. It will belong to organizations that build the strongest synergy between AI-driven intelligence and human-led execution."

What measurable outcomes are enterprises actually expecting from intelligence-led Demand Generation today?

The conversation has shifted decisively. Enterprise leaders are no longer impressed by pipeline volumes or MQL counts. They want to see conversion efficiency, account penetration depth, and a direct line between GTM investment and revenue impact.

Across the programs we have delivered, Denave has helped enterprise clients achieve:

80%	INCREASE IN AUDIENCE GENERATION
3X	GROWTH IN QUALIFIED SALES PIPELINE
50%	UPLIFT IN B2B APPOINTMENT SETTING
50%	IMPROVEMENT IN SALES CONVERSION RATES
5X	EXPANSION IN MARKET COVERAGE

What drives these outcomes is not any single capability in isolation. It is the integration—AI-powered targeting layered with predictive prioritization, multilingual engagement, buying-group mapping, and human-led outreach—all functioning as one connected system rather than a set of disconnected campaigns.

For enterprise IT organizations specifically, that means sharper ICP alignment, faster entry into active accounts, stronger conversion confidence, and more efficient GTM execution across a wider set of markets.

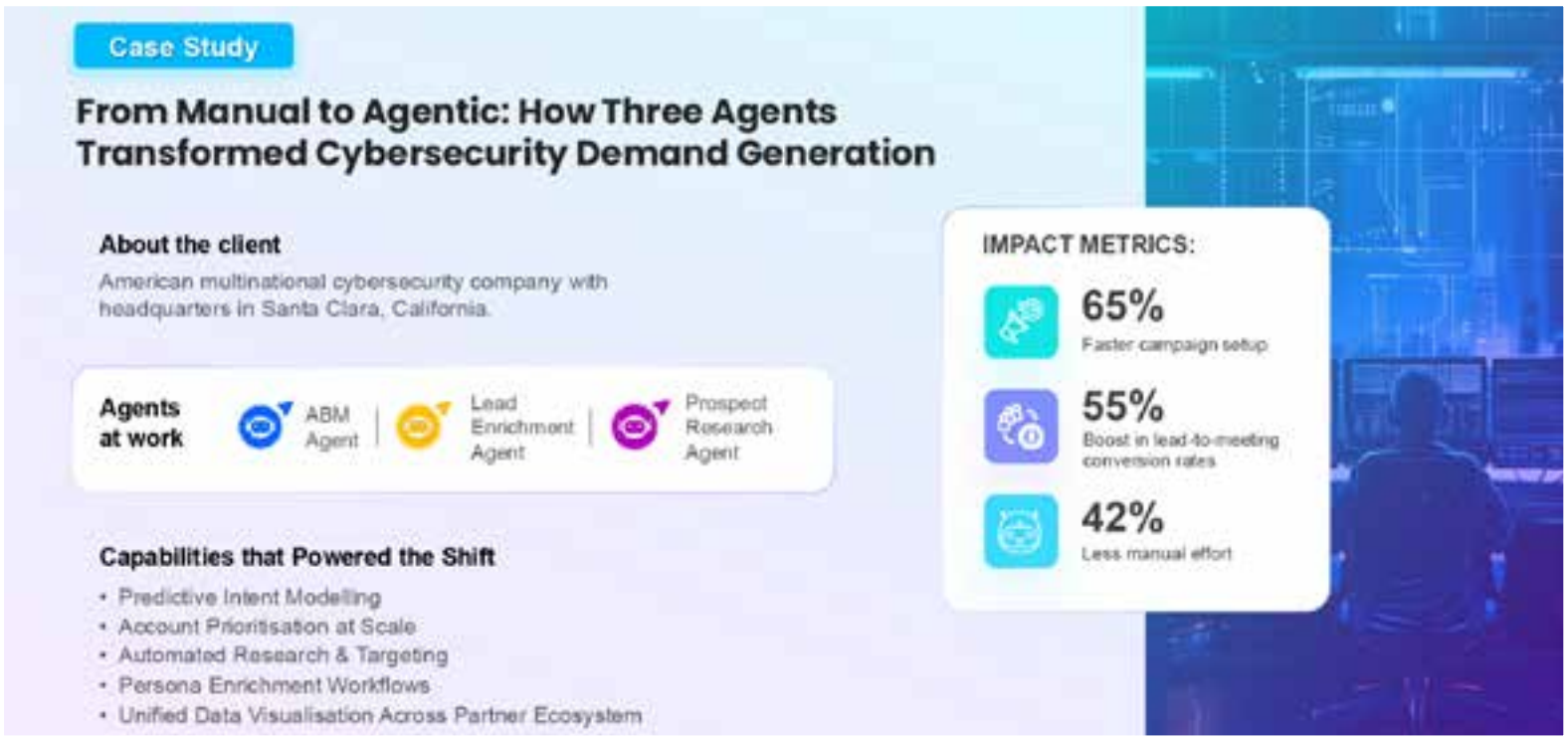
What will separate market leaders over the next five years, and how is Denave positioning itself for that future?

AI adoption, by itself, will not create differentiation. Nearly every enterprise will have some form of AI embedded in its GTM by the end of the decade. What will separate the leaders is how effectively they operationalize intelligence, and how quickly they can act on it.

The long-term advantage will come from combining agentic intelligence with deep human expertise in a way that is genuinely synchronized—not just layered on top of each other. AI accelerates decisions and surfaces predictive insights at scale. But enterprise growth still depends on human judgment, market context, and the ability to navigate complex organizational dynamics with credibility.

Denave's trajectory over **27 years** has been built on exactly that balance. From our beginnings to where we stand today—operating across **5 continents, 50+ countries, and 500+ cities**—we have consistently adapted alongside how enterprise buying environments evolve. Our current focus is on tightly connecting agentic-led demand generation, predictive sales intelligence, and experienced human delivery into GTM systems that help organizations convert fragmented signals into measurable revenue outcomes.

We do not see AI as a disruption to manage. We see it as the enabler of a better version of what Denave has always done: helping enterprises grow with precision, speed, and accountability.



D-Link One Connection · Infinite Possibilities

Translating Technology Innovation into Real-World impact

Looking ahead to FY 2026-27, D-Link remains committed to leveraging advanced technologies to drive growth, strengthen brand preference, and create lasting value for its customers and partners.

SANKET KULKARNI
Sr. VP – Consumer Business, D-Link (India) Limited

explains what innovation means for the brand and how it helps the company unlock new possibilities in the connected world.

PURPOSE-DRIVEN VISION

Guided by our philosophy, 'One Connection. Infinite Possibilities.', we at D-Link are committed to enabling seamless digital transformation across homes, businesses, and enterprises. Emerging technologies such as AI, IoT, and cloud platforms are integral to this vision, forming the backbone of our innovation strategy.

Our approach goes beyond connectivity—we focus on creating intelligent, adaptive, and future-ready ecosystems. By integrating AI and IoT (AIoT) into both software and hardware, we are enabling smarter living and more efficient business environments. Our latest innovations, including solutions like EAGLE PRO AI and AQUILA PRO AI, along with our cloud platform services, are designed to deliver intuitive, high-performance, and secure networking experiences. Built on our core values of quality, stylish design, superior performance, and eco-consciousness, our expanding portfolio of end-to-end networking solutions reflects our commitment to innovation with purpose. By leading with AI-powered networking and cloud-enabled platforms, D-Link continues to empower customers to unlock new possibilities in a connected world.

At D-Link India, we are actively enabling our resellers, system integrators, and distribution partners to evolve into technology consultants. The partners who will lead tomorrow are those who embed AI and IoT-led conversations into every customer engagement today. Our role is to equip them with the right knowledge, solutions, and support to make that transition seamless.

AGENTIC AI IMPACT

Agentic AI represents a shift towards more autonomous, intelligent systems that can anticipate needs, take proactive decisions, and continuously optimize performance. For D-Link, this evolution is closely aligned with our broader digital transformation journey. As a customer-focused brand, one of our key priorities is the integration of AI-powered tools to enhance customer support and services. This enables faster, more personalized interactions, ensuring that customer needs are addressed proactively and efficiently. By reducing response times and improving service quality, we are not only elevating the overall customer experience but also building long-term trust and satisfaction. From an operational standpoint, Agentic AI allows us to be more proactive while optimizing resource utilization.

Ultimately, this digital-first approach keeps us agile, helps us build deeper customer relationships, and ensures we stay ahead of evolving industry trends.

INNOVATION THAT PUTS PEOPLE FIRST

Our innovation strategy is centred on delivering intuitive and human-centric digital experiences. By leveraging AI enabled technologies and connected devices, we enable real-time intelligence at the network level—ensuring faster, smarter, and more responsive connectivity.

"India's digital transformation is at its peak, with growth extending far beyond metros into Tier-2, Tier-3, and rural markets. D-Link is uniquely positioned to lead this expansion, backed by a strong portfolio that spans multiple price points, a deep partner ecosystem, and a wide distribution reach."

By integrating advanced technologies with secure and scalable infrastructure, we continue to make connectivity more intuitive, efficient, and aligned with evolving customer needs.

TRUST, ETHICS & SECURITY

At D-Link we believe trust is built through a strong foundation of innovation, security, and responsible business practices—key drivers of our credibility and market leadership. With a deep focus on research and development, our expert engineers continuously analyse evolving market trends to deliver reliable, efficient, and future-ready networking solutions. As we embrace next-generation technologies such as AI, 5G, and IoT, our goal is to accelerate our customers' digital journeys while ensuring a seamless and trusted experience through innovation and technological excellence.

THE NEXT COMPETITIVE EDGE

As digital demands continue to evolve, our focus is on moving beyond traditional connectivity to deliver intelligent, self-optimizing networks that enhance performance, security, and overall user experience. Also, India's digital transformation is at its peak, with growth extending far beyond metros into Tier-2, Tier-3, and rural markets. D-Link is uniquely positioned to lead this expansion, backed by a strong portfolio that spans multiple price points, a deep partner ecosystem, and a wide distribution reach.

Equally important is our channel-first approach, wherein we are enabling our partners to participate more meaningfully in customers' digital transformation journeys. As India accelerates toward a hyper-connected future, D-Link (India) Limited remains committed to driving next-generation connectivity through innovation, reliability, and customer trust—laying the foundation for sustained growth and market leadership.

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*All D-Link wireless routers are MTCTE certified

dynabook
A Sharp Company

Shaping the Future of Intelligent, Connected and Secured Devices

PRAKASH RANJAN
Zonal Sales Manager – West & North, Dynabook

Dynabook is not simply a laptop vendor; it aims to deliver intelligent, connected, and secure devices that can manage themselves and are supported continuously as a service. This broader vision shapes how Dynabook interacts with customers, enabling support that is both personalized and ongoing rather than one-time or reactive.

VISION & PURPOSE

Dynabook's long-term vision is to transform laptops into managed services rather than support burdens, leveraging AI for intelligence, IoT for connectivity, and blockchain for trust. This aligns with its purpose of delivering reliable, secure, and future-ready enterprise solutions. AI would be used to make laptops smarter in operations, for instance, predicting hardware failures before they happen, detecting unusual behavior like possible security threats, automating performance tuning with battery, and CPU usage and finally helping IT teams troubleshoot issues faster.

Dynabook's mission is to ensure quality and reliability for the PC that stems from over 30 years of experience and quality management in the factories. Dynabook's quality management is evident in its development process, from component selection to production quality control.

Dynabook's rebranding perfectly captures its commitment to ongoing innovation. At Dynabook, improving work efficiency is its major focus. It accomplishes this through unsurpassed quality, dependability, and deftly incorporated intelligent elements in its designs. The ultimate goal is to support customers' business successes and establish itself as the ideal response to all of professional needs.

AGENTIC AI IMPACT

Agentic AI transforms Dynabook's role from a reactive hardware provider into a proactive digital partner — engaging customers with personalized support, building trust through transparency, and streamlining operations with intelligent automation.

Traditionally, the approach for most laptop manufacturers is to be reactive - a customer reports a problem → support responds; a device fails → warranty repair happens; an update is released → IT teams deploy it; Security issues → patches are issued after detection. In this model, action happens after something goes wrong or is requested.

With agentic AI, the role flips - instead of waiting for problems, the system can -

- Detect early signs of failure (battery degradation, SSD issues)
- Automatically suggest fixes before users notice anything wrong
- Pre-emptively schedule maintenance or updates
- Adjust system settings based on user behavior patterns

So the relationship becomes ongoing and anticipatory, and not just reactive. The "agentic" part is key: the AI doesn't just assist—it acts, within guardrails, to keep devices healthy, secure, and optimized without waiting for human instructions.

HUMAN-CENTRIC INNOVATION

Dynabook uses Edge AI to deliver intelligent, private, and proactive experiences, while connected devices ensure seamless collaboration and real-time support. Together, they make technology feel less mechanical and more human-centric, aligning with Dynabook's vision of empowering people through secure, reliable, and intuitive solutions.

TRUST, ETHICS & SECURITY

Ethical AI, strong data security, and sustainability together make Dynabook more than just a technology provider — they reinforce its credibility, build customer trust, and differentiate it as a responsible market leader in the digital era.

FUTURE DIFFERENTIATION

Dynabook's differentiation will come from intelligent, secure, and sustainable devices that act not just as tools but as proactive partners — driving growth through innovation that is both human-centric and enterprise-ready.

Dynabook aims to stand out in a crowded laptop and enterprise device market. It's essentially a "positioning vision" that combines AI, security, sustainability, and enterprise IT needs into one direction.

Dynabook's long-term vision is to transform laptops into managed services rather than support burdens, leveraging AI for intelligence, IoT for connectivity, and blockchain for trust. This aligns with its purpose of delivering reliable, secure, and future-ready enterprise solutions.

Dynabook recommends Windows 11 Pro for business.

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Copilot key feature availability varies by market for the devices which have the icon, see aka.ms/Keysupport

EnGenius

Empowering businesses across India with seamless, reliable connectivity solutions

LAWRENCE LIM
General Manager - India
EnGenius Networks Private Limited

"At EnGenius, we are committed to empowering Indian businesses with intelligent AI and cloud-driven networking solutions that simplify operations, improve visibility, and enable sustainable long-term growth."

STRATEGIC BRAND OUTLOOK

As India's digital economy continues to expand, connectivity has become a critical foundation for business growth, operational efficiency, and customer experience. Organizations across industries are investing in modern IT infrastructure that can support increasing digital demands while simplifying management and improving visibility across their operations.

EnGenius Network's comprehensive portfolio includes wireless access points, enterprise switches, VPN routers, AI-powered surveillance and network video solutions, outdoor broadband connectivity, and data center infrastructure designed to address evolving business requirements. Serving sectors such as retail, education, hospitality, healthcare, manufacturing, government, and enterprise. EnGenius remains committed to delivering reliable, compliant, and business-focused networking solutions for the Indian market. All EnGenius products are MTCTE Certified, reinforcing the company's commitment to quality, regulatory compliance, and customer confidence.

ENHANCING THE BRAND NARRATIVE

EnGenius continues strengthening its market presence by delivering networking solutions that combine performance, simplicity, and operational flexibility. The EnGenius ecosystem enables organizations to gain greater visibility and control over their IT infrastructure through a unified management approach that simplifies deployment, monitoring, and administration.

Businesses today are increasingly challenged with managing multiple locations, growing device counts, security requirements, and limited IT resources. EnGenius addresses these challenges by providing centralized visibility, remote provisioning, secure connectivity, and streamlined network administration that reduce operational complexity and improve day-to-day management efficiency.

The company's solutions are designed to help organizations deploy and manage networking infrastructure more effectively while enabling IT teams and managed service providers (MSPs) to focus on business outcomes rather than infrastructure maintenance.

VISION FOR INDIA'S TECH GROWTH

India's technology landscape is evolving rapidly across educational institutions, retail chains, hospitality properties, healthcare facilities, manufacturing environments, enterprise campuses, and public infrastructure projects. As digital transformation accelerates, organizations require networking platforms that can support growing connectivity demands, operational resilience, and secure business operations.

EnGenius is supporting this transformation through solutions designed to deliver reliable connectivity, simplified deployment, and enhanced operational visibility. Its AI-powered surveillance and network video solutions provide intelligent monitoring capabilities, helping organizations strengthen security, improve situational awareness, and streamline incident management.

In addition, EnGenius broadband outdoor solutions support connectivity requirements across campuses, industrial environments, remote locations, and large-scale outdoor deployments, enabling businesses to extend reliable network access wherever it is needed.

CONNECTING BRAND TO MARKET

At EnGenius, the focus remains on solving real-world business challenges through practical and scalable technology solutions. Whether supporting a retail store, educational institution, hospitality property, healthcare facility, manufacturing plant, warehouse, or enterprise campus, the objective is to provide dependable connectivity that is easy to deploy, manage, and scale.

The EnGenius ecosystem empowers organizations with improved network visibility, secure remote access, simplified administration, and the flexibility to support future expansion. This approach helps businesses and managed service providers efficiently manage distributed environments while maintaining operational continuity and delivering consistent user experience.

By reducing complexity and improving operational efficiency, EnGenius enables customers to maximize the value of their technology investments while supporting long-term business growth.

FUTURE-FOCUSED INNOVATION

As organizations continue modernizing their digital infrastructure, the demand for intelligent networking, automation, AI-driven insights, and simplified IT operations will continue to grow. Businesses are increasingly looking for solutions that can adapt to evolving requirements while reducing management overhead and improving operational agility.

EnGenius remains committed to advancing its technology portfolio to support these changing needs. By integrating wireless connectivity, switching, security, surveillance, broadband connectivity, and infrastructure management into a cohesive ecosystem, the company helps organizations build resilient and scalable environments for the future.

With a strong focus on innovation, operational simplicity, and business value, EnGenius continues to empower enterprises, institutions, and service providers across India with networking solutions designed to support growth, efficiency, and long-term success.

EnGenius

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All Unified. One Intelligent Platform.

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Aligning Technology Investment with Compliance, Resilience, and Sovereign Cloud

Sovereign AI infrastructure will be a key differentiator for ESDS over the next three to five years. As a MeghRaj-empanelled sovereign cloud provider in India, ESDS is uniquely equipped to offer NVIDIA-powered GPU-as-a-Service.

PURPOSE-DRIVEN VISION

Today India's end-user spending on public cloud is forecast to reach $17.5 billion in 2026, growing 28.1% year-on-year, with Infrastructure-as-a-service expanding 40%, fuelled by AI-ready infrastructure demand and digital sovereignty priorities, according to Gartner.

Our AI-powered Enlight Cloud platform enables vertically auto-scalable infrastructure, purpose-built for performance-intensive workloads. Enlight AIOps brings intelligence to operations, automating anomaly detection, accelerating incident response, and reducing infrastructure overhead. Blockchain underpins immutable transaction auditability within our BFSI Community Cloud, reinforcing compliance with RBI and SEBI mandates. Our Tier III-compliant data centers support IoT and edge workloads under India's regulatory framework, including the DPDP Act and RBI guidelines. With purpose-built platforms for BFSI and Government sectors, ESDS aligns technology investment directly with compliance, resilience, and sovereign cloud outcomes.

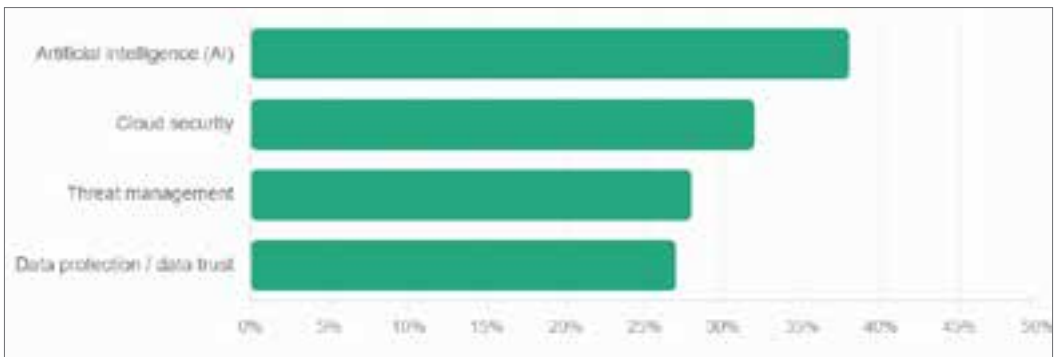
AGENTIC AI IMPACT

Gartner predicts 33% of enterprise software applications will include agentic AI by 2028, up from less than 1% in 2024, with at least 15% of day-to-day work decisions made autonomously.

This shift is already embedded in how ESDS delivers managed services. Our Enlight AIOps platform deploys AI-driven workflows that detect anomalies, trigger automated remediation, and continuously optimize infrastructure performance, reducing dependency on manual intervention. Our Government Community Cloud powers critical national programmes including Mudra Yojana, Public Distribution System, Pradhan Mantri Kisan, intelligent infrastructure operations that agentic AI enables. For BFSI customers, this translates into faster incident resolution, and improved service trust, making ESDS a delivery partner for large-scale digital transformation initiatives.

TRUST, ETHICS & SECURITY

Trust at ESDS is built across three dimensions ethical AI, data security, and sustainability. Enlight Jatayoo, our AI-powered Database Activity Monitoring platform, delivers native compliance reporting for RBI IT Framework 2021, SEBI CSCRF 2023, and IRDAI Cyber Guidelines, with zero database restarts and zero application changes required. Its AI-driven behavioural analytics monitor for insider threats, privilege misuse, bulk data extraction, and sensitive data exposure within auditable, policy-governed frameworks that reflect responsible AI deployment.



Source: PwC Report 2026

PIYUSH SOMANI
Promoter, Managing Director, and Chairman, ESDS

shares how the company has successfully positioned itself as India's end-to-end, AI-native cloud partner for driving large-scale digital transformation.

Enlight AIOps ensures AI workloads are orchestrated within governed, observable frameworks across every deployment. Combined with our Sovereign Cloud and 24x7 Security Operations Centre, ESDS delivers a compliance-native, air-gapped security posture purpose-built for India's regulated enterprises.

This alignment is not coincidental. PwC 2026 Global Digital Trust Insights report reveals that the four domains' enterprises most prioritise for managed security services AI, cloud security, threat management, and data protection/ data trust.

FUTURE DIFFERENTIATION

Sovereign AI infrastructure will define ESDS differentiation over the next three to five years. As India's MeghRaj-empanelled sovereign cloud provider, ESDS is uniquely positioned to deliver GPU-as-a-Service powered by NVIDIA B200, B300, and AMD MI300X SuperPODs enabling enterprises and government bodies to train and deploy AI workloads entirely within Indian jurisdiction.

Our BFSI Community Cloud and Government Community Cloud, serving 1,404 enterprise clients, provide compliance-native environments where Enlight AIOps, Enlight Jatayoo, and Enlight Garud operate as an integrated AI stack. This convergence of sovereign infrastructure, sector-specific platforms, and indigenous AI tooling positions ESDS as India's full-spectrum, AI-native cloud partner for large-scale digital transformation.

"ESDS Software Solution Limited is proposing, subject to receipt of requisite approvals, market conditions and other considerations, to make an initial public offer of its equity shares and has filed a draft red herring prospectus ("DRHP") with the Securities and Exchange Board of India ("SEBI") that is available on the website of the Company at https://www.esds.co.in/, the website of SEBI at www.sebi.gov.in as well as on the websites of the book running lead managers, DAM Capital Advisors Limited at https://www.damcapital.in/ and Systematix Corporate Services Limited at http://www.systematixgroup.in/ The website of the National Stock Exchange of India Limited at www.nseindia.com and the website of the BSE Limited at www.bseindia.com, respectively. Investors should note that investment in equity shares involves a high degree of risk. For details, potential investors should refer to the RHP which may be filed with the Registrar of Companies, Maharashtra at Mumbai, in future including the section titled "Risk Factors". Potential investors should not rely on the DRHP filed with SEBI in making any investment decision."

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AI Product Stack

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- **Enlight Garud (APM)**
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FORTINET

Driving secure digital acceleration amid evolving complex technological landscape

As AI, IoT, and Automation redefine business operations and customer engagement, Fortinet remains focused on enabling secure digital acceleration and supporting customers and partners in navigating an increasingly complex digital landscape.

VISION & PURPOSE

Emerging technologies such as AI, IoT, and automation are reshaping how businesses operate, innovate, and engage customers. At Fortinet, our long-term vision is centred on enabling secure digital acceleration while helping customers and partners navigate increasing complexity.

For the channel ecosystem, this creates significant opportunities to move beyond product-led engagements toward higher-value advisory, managed services, AI-driven security operations, and digital transformation initiatives. As organizations modernize, partners will play a critical role in helping customers securely adopt these technologies at scale.

AGENTIC AI IMPACT

Agentic AI is expected to transform not only cybersecurity operations, but also how channel partners deliver services and engage customers. AI-driven automation can help reduce operational overhead, accelerate threat detection and response, and improve customer experience through faster and more intelligent support.

For partners, this opens opportunities to deliver AI-powered managed services, SOC modernization, and outcome-driven security offerings. At the same time, trust and human expertise remain essential — AI should augment teams, not replace them.

> **"Fortinet's long-term vision is centred on enabling secure digital acceleration while helping customers and partners navigate increasing complexity. For the channel ecosystem, this creates significant opportunities to move beyond product-led engagements toward higher-value advisory, managed services, AI-driven security operations, and digital transformation initiatives."**

JITENDRA GHUGHAL
Sr. Director Channel Management, Fortinet **highlights the opportunities for the channel partners that encourages them to move beyond product-led engagements toward higher value advisory, managed services, and AI-driven security operation**

HUMAN-CENTRIC INNOVATION

Technology adoption is most successful when it improves real-world experiences for users, employees, and customers. Innovations such as Edge AI, connected devices, and intelligent automation are helping organizations create more seamless and secure digital environments.

For channel partners, this shift creates demand for integrated solutions that combine networking, security, cloud, and AI capabilities into simplified customer experiences. The focus is increasingly moving from selling standalone technologies to delivering secure, scalable, and human-centric business outcomes.

TRUST, ETHICS & SECURITY

Trust is becoming one of the most important currencies in the digital economy. Ethical AI, strong cybersecurity practices, data protection, and transparency are essential not only for enterprises, but also for channel partners that manage customer environments and services.

Customers are increasingly looking for partners who can help them navigate AI adoption securely and responsibly. Sustainability is also becoming an important consideration, with organizations seeking solutions that improve operational efficiency while reducing complexity and infrastructure overhead.

FUTURE DIFFERENTIATION

Over the next three to five years, differentiation will increasingly come from the ability to simplify cybersecurity and operational complexity through integrated, AI-driven platforms.

Customers are moving away from fragmented point products toward unified platforms that provide visibility, automation, and faster response across hybrid environments. This creates strong opportunities for channel partners to evolve toward strategic advisory roles, managed security services, and long-term customer success models. The partners that can combine AI expertise, platform integration, and trusted customer relationships will be best positioned for long-term growth.

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Strengthening the business world by building secure, trusted digital foundations

PROF. PRABAHARAN POORNACHANDRAN

Founder and Director

Innspark Solutions Private Limited

As organizations expand their digital footprint through technology, the demand for security they can fully own, trust, and scale with also grows. At Innspark, the core focus is on building solutions that work reliably at any scale, while continuously innovating to strengthen and evolve them.

VISION & PURPOSE

Innspark, a DeepTech organiztion was founded to solve the core challenges facing the global digital infrastructure in terms of security, sovereignty, and resilience.

As critical infrastructure, banking, defence, healthcare, and government systems become increasingly interconnected, the attack surface expands dramatically. Every technology that extends an organization's digital footprint also increases its need for security that it truly owns and can be trusted to work at all scales. Building solutions that works at all scales and continuously innovating on the solutions is the core of Innspark's DNA.

AGENTIC AI IMPACT

Agentic AI is set to rewrite the security operations model. At Innspark, we have built an Agentic SOC powered by our own sovereign foundation models, Inn-Sec-20B and Inn-Sec-120B, designed to triage, investigate, and respond to threats at machine speed. For customers, this means faster, more consistent, and more reliable security outcomes. For security teams, it means reducing operational fatigue and allowing analysts to focus on the decisions that genuinely require human expertise.

Operationally, Agentic AI enables a SOC to scale without requiring organizations to keep expanding headcount simply to keep pace with rising threat volumes. Agentic AI is going to elevate the analysts capability exponentially.

HUMAN-CENTRIC INNOVATION

At Innspark, we see human-centric innovation as the ability to make advanced security feel invisible, intelligent, and reliable for the people and institutions that depend on it. For us, the human experience is not only about user interfaces; it is about confidence. A hospital should be able to trust that its connected systems remain available. A bank should know that unusual activity is detected before it becomes a breach. A government agency should be able to protect sensitive data without surrendering control to external infrastructure. A security analyst should be supported by technology that explains, prioritizes, and assists, rather than overwhelms.

At Innspark, we use AI, edge visibility, and real-time detection to reduce complexity for humans while increasing resilience for organizations. The goal is not to make technology more dominant; it is to make it more dependable, contextual, and accountable. To us, authentic innovation means building systems that people can trust, understand, and rely on when it matters most.

TRUST, ETHICS & SUSTAINABILITY

Trust isn't a feature for us, it's the whole proposition, and it extends across every product line, not just the security ones.

Whether it's our SOC platform, our communication tools, or the cloud infrastructure we are building, the same principle holds: a client's data and operations stay within their control, on infrastructure they can actually own. That's not a marketing line, it's an architectural choice that separates us from global players who quietly route everything through external clouds. Explainable models, transparent decision logic, serious data governance, these are how we earn the right to be trusted with the most sensitive sectors, and why organizations increasingly come to us not just for a point product but as a single dependable partner for their technology needs end to end.

On sustainability, we made a deliberate call to build efficient, purpose-built foundation models instead of bloated general-purpose ones. Good technology shouldn't demand wasteful compute. Doing more with less, responsibly, is just good engineering, and it's a value we think India's tech industry should be known for globally.

FUTURE DIFFERENTIATION

Over the next three to five years, we are not staying confined to one category. We are building the foundational technology layers India needs across multiple frontiers, and owning each stack end to end.

On the cybersecurity side, we will be equally focused on what comes next: sovereign cloud infrastructure, Inntellect as an intelligence layer for enterprises, secure communication and collaboration through SecureMeet and Secure WorkSpace, our InnOS platform, and our growing work in UAV systems, telematics, and wearables.

We are building technology that's AI-native from the ground up, across cloud, devices, communication, and security, deployable on-premise for the sectors where sovereignty is non-negotiable. That combination of deep tech ownership, sovereignty, and agentic intelligence across verticals is what positions Innspark not just as a vendor in any one category, but as foundational infrastructure for India's and the world's technology future.

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SOVEREIGN CYBERSECURITY

Elevate your SOC with AI-Native Intelligence

An agentic security stack powered by specialised foundation models which triages, investigates and responds at machine speed.

ASM
Attack Surface Management

NDR
Network Detection &Response

CLOUD
Cloud Native AI Intelligence

Agentic SOC
AI Powered Security Operations Center

AI SUITE
Specialised Foundation Models and Intelligent Automation

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Modernizing enterprise security with adaptive, context-aware access controls

SANDIP KUMAR PANDA

Cofounder & CEO, InstaSafe,

explains how a home-grown portfolio of access, authentication and identity products built in India on a Zero Trust architecture is giving the nation a sovereign alternative to imported security stacks.

A HOME-GROWN SECURITY PRODUCT PORTFOLIO FOR INDIA

InstaSafe offers a complete portfolio of security products : Zero Trust Application Access, Network Access, DNS Filtering, Multi-Factor Authentication, an Enterprise Secure Browser, and Identity & Access Management. Zero Trust is the architecture we build on; the products are what enterprises actually deploy. Engineered in India and used by organisations across industries and geographies, they replace ageing, fragmented infrastructure with something faster, simpler and easier to control.

> "We built InstaSafe to give organisations security they can trust completely, products where the customer, not the vendor, stays in control of their data. Our engineering is rooted in India, but the principle is universal: in a connected world, every enterprise deserves full sovereignty over its own information."

AI-DRIVEN, ADAPTIVE SECURITY

Across our product suite, AI's biggest near-term impact is adaptive, risk-based access, continuously analysing user behaviour, device posture and context to grant, step-up or block access in real time. Agentic AI further eases the load on lean security teams by automating detection and routine response. Crucially, our products authenticate users and devices without routing customer data through vendor-owned infrastructure, so the data that powers this intelligence stays firmly under the customer's control.

SECURITY WITHOUT FRICTION

Security only works when people use it, so our products are built to remove friction. Whether an employee logs in from an office laptop, a home desktop or a field device, access is fast, consistent and as close to passwordless as possible single sign-on and strong MFA working quietly in the background. By extending authentication to the device and desktop, including Windows MFA, we lift adoption and cut helpdesk tickets.

SOVEREIGNTY, PRIVACY & DATA RESIDENCY

For banks, governments and critical infrastructure anywhere, where data sits and who controls it matters as much as the technology itself. Our products are privacy-first by design: identities and access data stay under the customer's control, free from outside jurisdiction. We engineer to the world's most demanding regulatory regimes , from India's RBI and DPDP requirements to global data-protection standards — so customers in any market can audit and govern their security end-to-end.

THE NEXT THREE TO FIVE YEARS

Over the next three to five years, our edge will be a unified portfolio that rivals and replaces fragmented, expensive incumbents. Customers want one platform : network and application access, DNS filtering, authentication and secure browsing , that is simple to deploy and fully in their control, with a clear opportunity in device and Windows MFA across financial services. A strong channel ecosystem will carry these products to enterprises across India and international markets alike.

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MAKE IN INDIA. MOVE INDIA FORWARD.

Haier

Elevating evolving consumer lifestyles with AI-powered innovations

As much as Haier's philosophy is anchored in making technology more accessible, the company believes that advanced AI and connected experiences should extend beyond premium segments and is tied with its long-term vision of building connected, intuitive, and smart living experiences for Indian consumers.

NS SATISH

CEO, Haier Appliances India

outlines Haier's commitment to bring globally advanced innovations to a broader spectrum of Indian consumers through practical, affordable, and locally relevant solutions

VISION & PURPOSE

At Haier India, technologies like AI, IoT, and intelligent automation are central to our long-term vision of building connected, intuitive, and premium smart living experiences for Indian consumers. Our approach goes beyond introducing standalone smart features. We are building an interconnected ecosystem of intelligent appliances that work seamlessly together to simplify daily life, enhance comfort, and improve efficiency.

Haier has consistently demonstrated strong prowess in connected appliances and IoT-led innovation globally, and in India we are accelerating this vision through AI-powered ecosystems designed around evolving consumer lifestyles. From intelligent climate control to connected kitchens and AI-enabled laundry solutions, our focus is on making technology more meaningful, adaptive, and accessible.

At the same time, our vision is also rooted in democratizing technology. We believe advanced AI and connected experiences should not remain limited to niche premium segments alone. Haier's strategy is to bring globally advanced innovations to a wider set of Indian consumers through accessible, practical, and locally relevant solutions.

For us, the role of AI is not about adding complexity or automation for the sake of it - It is about making homes more intelligent, responsive, energy-efficient, and consumer-centric while delivering elevated premium experiences that genuinely improve quality of life.

AGENTIC AI IMPACT

Consumers today increasingly expect technology to simplify everyday living with minimal intervention. Going forward, products will become more adaptive to user behaviour and preferences, enabling them to make proactive decisions that improve convenience, comfort, and efficiency. Connected ecosystems powered through platforms like the HaiSmart App will play an equally important role in strengthening engagement and trust. As Agentic AI evolves, such platforms will become more context-aware and capable of anticipating consumer needs, optimizing energy usage, automating routines, and enabling proactive service support.

Beyond consumer engagement, Agentic AI will also drive meaningful efficiencies across operations, including manufacturing, supply chains, predictive servicing, and customer support. Importantly, we believe the future of Agentic AI will not be about replacing human interaction but enhancing it. The real value will come from using technology to create experiences that feel personalised, transparent, reliable, and genuinely helpful.

HUMAN-CENTRIC INNOVATION

Our innovation philosophy is built on a balanced approach that combines AI-led innovations with human-centric design. At Haier, we see connected devices, AI-driven intelligence, and smart ecosystems as key enablers to deliver appliances that are more adaptive, intuitive, and personalised.

A strong example of this is our use of Edge AI, which enables certain decisions to be processed directly within the appliance in real time, without continuous reliance on the cloud. This results in faster response, contextual performance, more personalised usage patterns, and improved reliability, while enhancing everyday usability for consumers.

Over the past year, we have significantly expanded our AI-led product ecosystem across categories. In air conditioners, our AI-AtmoX platform powers advanced features such as AI Climate Control 2.0, AI Human Detection, AI Pre-Cooling with geofencing, and adaptive energy management, all designed to respond in real time to user behaviour and environmental conditions.

- In washing machines, we are integrating AI-enabled wash customization, smart dosing, fabric intelligence, and connected diagnostics to deliver highly personalised and effortless laundry experiences.
- Our latest smart TVs are evolving into AI-powered entertainment systems with intelligent picture optimization, adaptive audio tuning, and seamless smart home connectivity.
- In refrigerators, features such as convertible storage intelligence, freshness optimization, inverter-driven cooling, and smart energy management are helping deliver more responsive and efficient kitchen experiences.

Similarly, across categories, connected ecosystems are enabling consumers to monitor and control appliances remotely while improving convenience, energy management, and service responsiveness.

FUTURE DIFFERENTIATION

Over the next three to five years, the key differentiator for Haier India will be our ability to build an integrated, AI-powered smart living ecosystem designed specifically for Indian consumers.

We see the market moving beyond standalone appliances towards connected ecosystems, where products work seamlessly together, respond to user behaviour, optimize energy consumption, and deliver more personalised and intuitive experiences across the home.

At the same time, localization will remain central to our strategy. Indian consumers have distinct needs driven by climate, lifestyle and usage patterns, and our innovation approach is built around these realities. From heavy-duty cooling solutions designed for extreme Indian summers to adaptable storage and connected home experiences, our focus is on combining global technology capabilities with strong local relevance.

Haier

A LEGACY OF INNOVATION AND PROGRESS

GLOBAL NO.1 LEADER FOR 17 CONSECUTIVE YEARS

Redefining standards for performance, design & consumer trust worldwide

EUROMONITOR INTERNATIONAL

Source Euromonitor volume sales data.
***Made In India.**

kaspersky

Kaspersky: A brand built on Trust, Commitment and Experience

ALIGNING BRAND VISION WITH EMERGING TECHNOLOGIES

Emerging technologies like AI, blockchain, and IoT are not areas we are reacting to, they are domains we have been actively securing and building for years. We have been embedding AI into our technologies since 2004, giving us more than two decades of applied experience in combating evolving cyber threats. Handling nearly half a million new malicious programs emerging every single day as of early 2025 simply cannot be done without this depth of AI integration, making our long-term vision both credible and actionable.

At Kaspersky, we believe these technologies must be secured from the inside out, with security embedded at every stage of development and deployment. Our practices include conducting dedicated threat modeling for every AI system, ensuring regular AI literacy training across both technical and non-technical teams, and maintaining human oversight for all high-impact automated decisions. For IoT environments, we enforce strong credential policies, implement network segmentation, and continuously monitor for vulnerabilities and anomalous behavior.

BRIDGING TECHNOLOGY AND HUMANITY WITH EDGE AI

For us, delivering human-centric experiences through connected technologies begins with a non-negotiable premise: a device that is not genuinely secure cannot genuinely serve the people depending on it. At GITEX Asia 2025, we demonstrated a prototype of a secure-by-design mobile device built on KasperskyOS, a platform engineered to make connected systems inherently resilient to cyberattacks at the architectural level, with Cyber Immunity already deployed across industrial systems and IoT devices in the field.

We also recognize that the connected AI experiences people rely on daily are changing fast, and with that change comes real responsibility around data. We deploy AI and machine learning technologies across our security platforms not just to detect threats, but to make life genuinely easier for the people using our systems.

At Kaspersky, our approach to connected and edge environments is grounded in the Cyber Immune concept security built in, not bolted on. The Cyber Immune approach is based on the Secure by Design philosophy, which holds that security is not an additional requirement but an integral part of the system's design from the very start.

BUILDING BRAND CREDIBILITY & MARKET LEADERSHIP

Kaspersky signed the European Commission's AI Pact, pledging to develop AI governance strategies that balance innovation with proper risk management, ensure individuals are informed when interacting with AI systems, and proactively address foreseeable risks to the rights of those affected by our AI-powered tools. We have formulated ethical principles for the development and use of AI and machine learning in cybersecurity, principles that govern everything from how our models are trained to how they are deployed across our global customer base.

On data security, our credibility is independently verified, not self-declared. We operate Transparency Centers where customers can independently review our source code and data handling practices, a level of openness that remains rare industry-wide, and one that gives our corporate clients a concrete reason to trust us beyond our own word. In 2026, we became the first cybersecurity company to join the Digital Cooperation Organization as an observer, committing to share our expertise in tackling sophisticated cyber threats to empower a more resilient and inclusive digital economy worldwide.

CHARTING A BRAND INNOVATION STRATEGY

The future of cybersecurity will be defined by the ability to anticipate threats before they materialize, combining human expertise with AI-driven speed and precision. At Kaspersky, our differentiation is rooted in the depth of our AI integration, built over more than two decades since we began embedding machine learning into our technologies in 2004.

Our investment decisions in 2025 already signal where this is heading. Our flagship Kaspersky Next platform, delivering real-time protection with EDR and XDR capabilities, saw remarkable year-on-year growth, while our AI-powered SIEM, Managed Detection and Response, and KasperskyOS-based products all recorded strong double and triple-digit growth, all reflecting the market's clear appetite for integrated, AI-driven security that scales.

JAYDEEP SINGH

General Manager for India, Kaspersky, **outlines the company's vision of creating a safer digital world—one where the technologies powering it are fundamentally trustworthy**

For Kaspersky, embedding AI and machine learning across its security platforms is not just to identify threats, but to simplify the user experience—automating repetitive analyst tasks, delivering real-time contextual threat intelligence, and accelerating detection and response times across all environments.

KEY PRIORITIES FOR KASPERSKY

- Continue to improve the usability and performance of its platforms, with a focused strategy on deploying AI to free information security professionals from routine tasks.
- Expansion of Cyber Immune, secure-by-design portfolio through KasperskyOS for industrial and IoT environments, and scaling its managed security services for organizations that lack in-house expertise
- Deepening its global research capabilities

PRIVACY BEFORE AI

Building Trusted AI Ecosystems with Security & Privacy by Design

AI has entered the privacy room. Most compliance playbooks have not. FaceOff Technologies brings the conversation of "Privacy After Hours: DPDP in the Age of AI" to help enterprises navigate privacy, security, and governance in the age of autonomous AI.

GARTNER WARNS

Poor AI Agent Governance Could Lead Enterprises to Shut Down Autonomous Systems

40% of enterprises could demote or shut down autonomous AI agents by 2027 due to governance failures discovered after deployment.

Gartner says applying the same governance controls to all AI agents creates two major risks:

- **OVER-RESTRICTING** simpler AI agents slows innovation and drives shadow AI.
- **UNDER-RESTRICTING** highly autonomous agents exposes organizations to operational, security, and compliance failures.

THE QUESTIONS LEADERS ARE ASKING

- What is happening inside our systems, APIs, vendors, and cloud environments?
- How is personal data processed, inferred, retained, and shared by AI models?
- Is consent being respected across workflows and ecosystems?
- Are we fully aligned with DPDP, privacy, AI governance, and compliance?

The grey areas between privacy, cybersecurity, cloud, AI governance, and DPDP need sharper leadership conversations.

FACEOFF TECHNOLOGIES' SOLUTION: SECURITY & PRIVACY BY DESIGN ARCHITECTURE

FaceOff integrates trust, identity, governance, behavioral intelligence, and data protection into the enterprise AI infrastructure layer.

ACE
Adaptive Cognito Engine
The Human Trust Layer for AI Systems

ACE continuously validates every user, interaction, and identity before AI systems take action, ensuring authenticity, privacy, and compliance.

1. IDENTIFY
Multimodal identity verification
- Real or synthetic?
- Deepfake detection
- Replay attack check
- AI-generated avatar detection

2. ANALYZE
Behavioral intelligence & intent analysis
- Eye movement
- Micro expressions
- Voice modulation
- Stress indicators
- Intent anomalies

3. DETECT
Deepfake & synthetic detection
- GAN-generated faces
- AI-manipulated videos
- Voice cloning
- Audio-video mismatch
- Rendering artifacts

4. SCORE
Real-time Trust Score
- Identity confidence
- Behavioral authenticity
- Data consistency
- Device integrity
- Session context

5. GOVERN
Governance & auditability
- Consent traceability
- Access control validation
- Immutable audit trails
- Compliance checkpoints

FACEOFF vs OPENAI IMAGE VERIFICATION INITIATIVE

CAPABILITY	FACEOFF TECHNOLOGIES	OPENAI IMAGE VERIFICATION
Deepfake Detection	✓	Primarily image authenticity focus
Real-time Trust Scoring	✓	Limited
Behavioral Intelligence	✓	No
Voice + Face Correlation	✓	Limited
Human Intent Analysis	✓	No
Enterprise Identity Validation	✓	No
Video KYC Support	✓	No
Fraud Detection	✓	Limited
Multimodal AI Forensics	✓	Partial
Consent Governance	✓	No
Data Privacy Layer	✓	Limited
API Consolidation	✓	No
Unified OEM Platform	✓	No
Regulatory Compliance Readiness	✓	Partial
AI Agent Trust Infrastructure	✓	Emerging
Post-Quantum Security Vision	✓	Not core focus

THE CASE FOR A UNIFIED OEM PLATFORM

THE MULTI-API PROBLEM
- Integration complexity
- Security vulnerabilities
- Data exposure points
- Compliance overhead
- Operational costs
- Vendor conflicts
- Latency
- Inconsistent trust scoring

THE FACEOFF ADVANTAGE
- Reduced API exposure
- Unified governance
- Faster decisioning
- Consistent trust scoring
- Better auditability
- Lower operational costs
- Stronger privacy controls
- Future-ready architecture

WHERE TRUSTED AI MATTERS MOST

- Banking & Financial Services
- Healthcare
- Government & Public Services
- Insurance
- Telecom & Digital Onboarding
- Critical Infrastructure

OUR VISION

FaceOff Technologies is building the trust infrastructure platform for the AI era – where privacy, governance, identity, and AI security converge into a single architecture designed for autonomous intelligence.

FACEOFF OPINION MATTERS

Trusted Identities.
Secure Interactions.
Autonomous Futures.

Privacy by Design · Security by Design · AI-Powered Trust · Compliance by Design · Future-Ready Security

Lenovo

Enabling smarter business outcomes with AI-driven infrastructure optimization

Lenovo's vision is centred on enabling intelligent, scalable infrastructure that drives the next wave of enterprise transformation. As technologies like AI, IoT, and blockchain continue to converge, they shape distributed, data-centric operating models that support hybrid, agile, and outcome-driven digital ecosystems.

ALIGNING BRAND VISION WITH EMERGING TECHNOLOGIES

At Lenovo, our vision is centered on enabling intelligent, scalable infrastructure to power the next phase of enterprise transformation. Technologies such as AI, IoT, and blockchain are increasingly converging to create distributed, data-driven operating models aligned with hybrid, flexible, and outcome-oriented digital ecosystems.

In India, this shift is accelerating as enterprises move decisively from experimentation to execution, with a clear focus on measurable gains in productivity, decision-making, and operational efficiency. AI is the primary catalyst. The pace and depth of advancement are unprecedented, and our focus is on democratizing AI—making it accessible, scalable, and relevant across diverse enterprise environments.

According to the Lenovo CIO Playbook 2026, 84% of organizations expect AI workloads to run on-premises and/or at the edge, reinforcing hybrid as the default. Lenovo's Hybrid AI approach enables seamless workload portability across edge, on-premises, and cloud environments, driven by data gravity, latency, and governance requirements.

Our purpose is to deliver AI-ready, AI-optimized infrastructure that helps organizations build resilient, distributed ecosystems and translate technology investments into real business outcomes.

BUILDING BRAND DIFFERENTIATION IN THE AI AGE

Enterprise AI is becoming increasingly distributed, with intelligence moving closer to where data is generated. Edge AI plays a critical role in enabling real-time processing, low latency, and enhanced data privacy—particularly relevant across sectors such as manufacturing, telecom, and financial services in India.

Lenovo enables this through its Hybrid AI Advantage portfolio, combining AI-driven infrastructure automation with hybrid cloud orchestration. Our latest ThinkSystem and ThinkEdge platforms, optimized for AI inferencing, allow organizations to dynamically allocate workloads across edge, on-premises, and cloud environments for optimal performance and efficiency.

By unifying data across these environments, enterprises can deploy AI where it delivers the greatest value. The focus is not just on technology deployment, but on outcomes—simplifying workflows, accelerating decision-making, and enhancing user experiences in a meaningful and measurable way.

SHAPING CREDIBILITY & MARKET LEADERSHIP

As AI adoption scales, responsible deployment has become central to enterprise strategy. Ethical AI, data security, and sustainability are integral to how infrastructure is designed and operated.

From a governance standpoint, enterprises require transparency, compliance, and control—particularly in the context of India's evolving data protection landscape. Hybrid AI architectures enable organizations to manage sensitive data within secure, localized environments while leveraging cloud scalability where appropriate.

Security is foundational across the entire infrastructure stack—from devices to data centers. Lenovo's end-to-end security solutions ensure data integrity, protection, and resilience across increasingly distributed environments.

Sustainability is equally critical as AI workloads drive higher power densities. Lenovo is differentiated by its leadership in energy-efficient infrastructure, including Neptune liquid cooling, which significantly improves thermal efficiency in data centers. Through solutions such as LISSA, asset recovery services, and circular economy initiatives, we help enterprises reduce carbon footprint while scaling AI responsibly.

AMIT LUTHRA

Executive Director & One Lenovo Commercial Leader, Lenovo India **highlights Lenovo's unique differentiators and how its solutions enable enterprises to operationalize AI at scale**

"In India, our strong local manufacturing footprint, resilient global supply chain, and deep partner ecosystem position us uniquely to deliver at scale while maintaining flexibility and speed. Combined with innovations such as Neptune cooling and our Hybrid AI leadership, Lenovo is well positioned to help enterprises translate AI investments into tangible business outcomes over the next three to five years."

THE ROAD AHEAD

The next phase of growth will be defined by the ability of enterprises to operationalize AI at scale. Lenovo's differentiation lies in its full-stack approach: AI-optimized infrastructure, pre-validated solutions, and services that accelerate time to value. From high-performance compute and storage to edge platforms and integrated AI frameworks, we enable seamless deployment across the entire AI lifecycle.

A key trend shaping this evolution is the shift toward inference-led AI, where models are deployed at scale to drive real-time decisions. This will significantly increase demand for distributed, efficient infrastructure and create the foundation for agentic AI adoption.

In India, our strong local manufacturing footprint, resilient global supply chain, and deep partner ecosystem position us uniquely to deliver at scale while maintaining flexibility and speed. Combined with innovations such as Neptune cooling and our Hybrid AI leadership, Lenovo is well positioned to help enterprises translate AI investments into tangible business outcomes over the next three to five years.

Smarter technology for all

Lenovo

AI maturity will define market leadership

The race toward enterprise AI is accelerating. Enterprises are shifting from pilots and proofs of concept to enterprise-wide adoption.

Spending distribution by AI type for the next 12 months, according to CIOs

22%
Agentic AI

27%
GenAI

23%
Interpretive AI

28%
Predictive AI

Discover more in the
CIO Playbook 2026 – The Race for Enterprise AI

Scan to download the playbook and explore what separates AI leaders from followers.

For more information, visit **www.lenovo.com**

NEMETSCHEK GROUP

Delivering measurable, sustainable business outcomes in the AEC space

The primary differentiation for Nemetschek lies in establishing a unified intelligence layer that spans the entire AECO (Architecture, Engineering, Construction, and Operations) lifecycle. Instead of embedding AI as a set of standalone features within individual tools, the company wisely architects an integrated intelligence framework that connects every phase of a project—from conceptual design and detailed engineering to construction execution and long-term facility operations.

ALOK SHARMA
Managing Director & Vice President, India, Nemetschek Group

VISION & PURPOSE

Nemetschek AI aligns fundamentally with our vision to bridge the gap between design intent and physical reality. We view AI not as a feature, but as a catalyst to turn the global built environment into a more efficient, productive, and human-led system. By focusing on "Execution Intelligence," our purpose is to deliver measurable, sustainable outcomes rather than just better tools, ensuring technology serves as a bridge to seamless project delivery.

AGENTIC AI IMPACT

Agentic AI represents a paradigm shift from passive assistance to autonomous execution. For our customers, this means moving beyond static software to active systems that anticipate needs, automate repetitive workflows, and orchestrate complex tasks across the entire asset lifecycle.

The impact is threefold:

Engagement: Moving toward highly intuitive, context-aware interactions where the system understands intent.

Trust: Delivering transparent, auditable decision-support frameworks that respect user ownership.

Efficiency: Drastically reducing manual overhead, minimizing errors, and accelerating time-to-outcome.

Critically, this transformation only succeeds if it remains human-led, keeping clear oversight, ethics, and accountability at the core of every automated action.

HUMAN-CENTRIC INNOVATION

Our focus is never technology for its own sake; it is about enhancing human capability and creative freedom. By leveraging Edge AI and connected platforms, we bring intelligence directly to where the work happens whether in the design studio, on the construction site, or during building operations. This ensures real-time insights, instant mobile data access, and localized, contextual assistance that supports critical decision-making on the fly. The goal is simple: reduce administrative complexity, eliminate data silos, and keep human creativity, engineering expertise, and craftsmanship at the center of the industry.

TRUST, ETHICS & SECURITY

Trust is our foundational currency. We embed rigorous ethical AI principles, stringent data governance, and global security standards like ISO 27001 into the very fabric of our ecosystem. Customer data remains strictly under customer control; we do not use proprietary project data to train public AI models without explicit authorization.

Furthermore, sustainability is not an afterthought—it is structurally integrated into our technology. By enabling intelligent, data-driven decisions earlier in the project lifecycle, we empower the AECO industry to reduce material waste, optimize energy performance, and support responsible, long-lasting outcomes for the planet.

FUTURE DIFFERENTIATION

Our primary differentiation will stem from building a unified intelligence layer across the entire AECO lifecycle. Rather than offering isolated AI features, we are championing a deeply connected system where data flows seamlessly across design, construction, and operations based on Open BIM standards.

Our strategy focuses on:

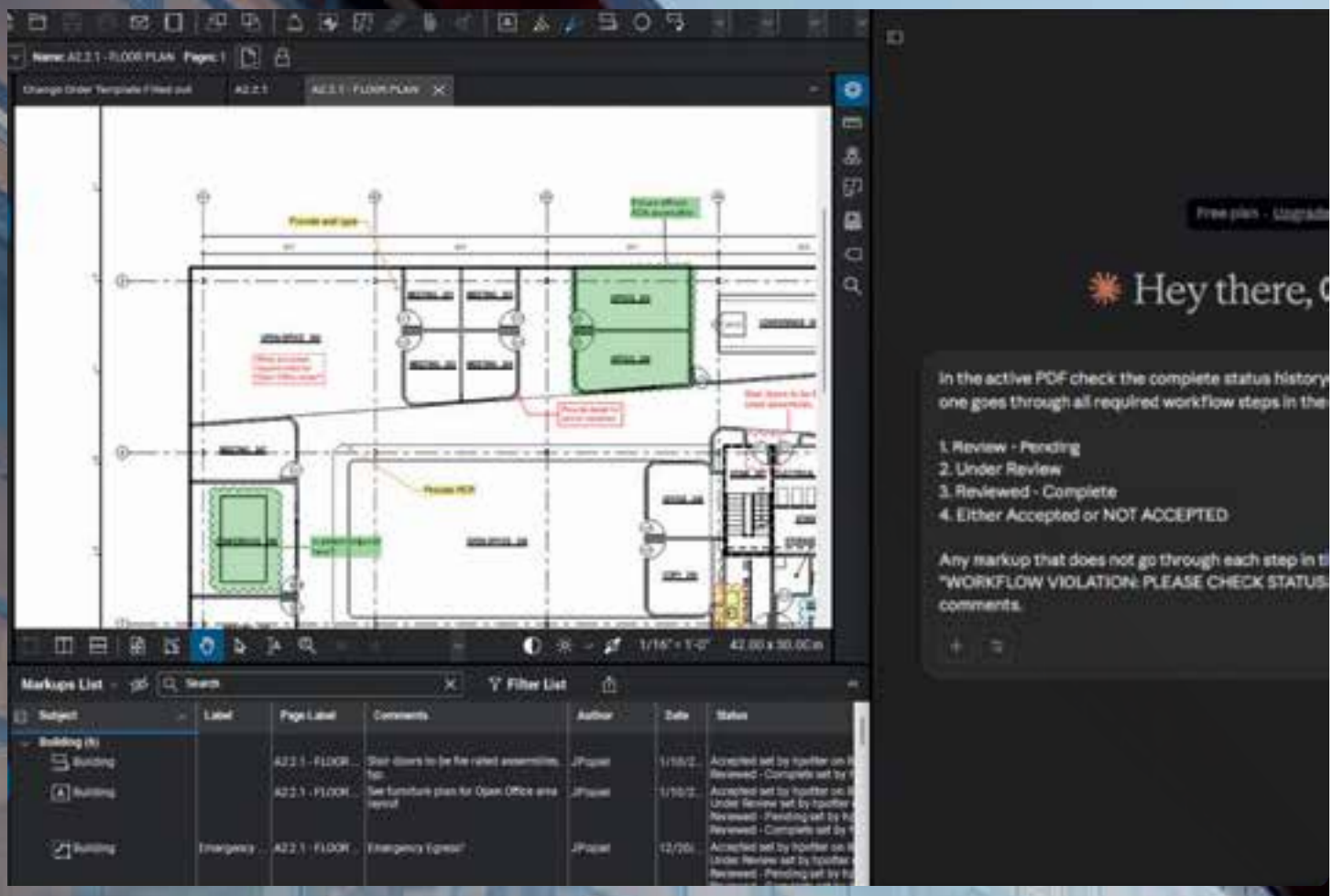
- Interoperable, open ecosystems that prevent vendor lock-in.
- AI-ready data foundations that turn raw project data into actionable insight.
- Scalable, human-led AI tailored to complex engineering workflows.

Over the next three to five years, market leaders will not be those with the most isolated AI gimmicks, but those who can turn data into consistent, trusted, and sustainable performance across entire asset portfolios.

NEMETSCHEK
GROUP

Talk to your construction drawings

Unleashing ***Execution Intelligence*** with Bluebeam MAX



Scan to connect
with us and know more

Supporting India's Digital Backbone for a Secure and Inclusive Future

For over two decades, the National Internet Exchange of India (NIXI), under the aegis of the Ministry of Electronics and Information Technology, has been at the forefront of building and strengthening India's digital backbone. From enabling seamless and efficient Internet exchange through its expansive network of IXPs to strengthening India's digital identity with millions of active '.in' domains, NIXI has consistently fostered innovation, trust, and scale in the country's Internet infrastructure. As India's digital ecosystem continues to expand, NIXI remains steadfast in its commitment to powering the nation's digital future through robust infrastructure, enhanced cybersecurity frameworks, and a vision of inclusive Internet access for all.

TWO DECADES OF BUILDING INDIA'S INTERNET BACKBONE

For over two decades, the NIXI has been working towards enabling a safe, secure, efficient, and inclusive Internet ecosystem in the country. It began as an Internet Exchange service provider and subsequently expanded its scope by adding two key services - the .in & .भारत registry and the National Internet Registry.

In the domain space, NIXI is supporting India's digital identity with over 3.9 million active .in domains and is steadily progressing toward the milestone of 5 million. In terms of country code top-level domains (ccTLDs), India is ranked among the top ten globally.

As part of its continued commitment to strengthening cybersecurity in the financial sector, NIXI is facilitating the migration of all banks' net banking platforms to the exclusive '.bank.in' domain, in line with the mandate issued by the Reserve Bank of India. To operationalize this initiative, the Institute for Development and Research in Banking Technology has been designated as the exclusive registrar by NIXI. This strategic measure ensures regulated access, rigorous verification processes, and enhanced cybersecurity for digital banking platforms, significantly reducing risks including online financial fraud.

POWERING INDIA'S CORE INTERNET INFRASTRUCTURE

Across the country, NIXI has established 79 Internet Exchange Points (IXPs), enabling efficient local routing of data between ISPs. This reduces foreign bandwidth use, lowers latency, and enhances overall user experience. Additionally, the presence of over 20+ Content Delivery Networks (CDNs) within NIXI's ecosystem highlights the increasing localization of data and content in India. NIXI continues to expand its infrastructure footprint to cater to the growing demands of the country, particularly in Tier 2 and Tier 3 cities. This expansion plays a vital role in strengthening Internet resilience by ensuring continuity of services even during global disruptions.

NIXI is also facilitating domain name availability in 22 Indian languages to improve accessibility for non-English users, aligning with the vision of 'Internet for all'. The Indian Registry for Internet Names and Numbers (IRINN) provides allocation and registration services for Internet Protocol addresses - both IPv4 and IPv6 - across the country.

"As per recent estimates, India has over 1 billion Internet users, and the next phase of growth will largely be driven by non-English speakers. The push for vernacular domains is aimed at bridging the digital divide and making the Internet more inclusive."

DR. DEVESH TYAGI,
Chief Executive Officer – NIXI

THE ROAD AHEAD: BUILDING A RESILIENT DIGITAL FUTURE

- NIXI plans to further expand its digital infrastructure by establishing additional IXPs, particularly in underserved and rural regions, to enhance Internet penetration and improve service delivery.
- It will continue to promote wider IPv6 adoption through awareness campaigns and technical training initiatives. Efforts are also underway to drive greater adoption of .in and .भारत domains, especially in regional languages, to foster digital inclusivity and encourage local content creation.
- NIXI is formulating Internet resilience policy to ensure uninterrupted access to critical digital services, even in the event of global connectivity disruptions.
- To strengthen India's cybersecurity ecosystem, NIXI - along with the office of the Controller of Certifying Authorities under MeitY - is working on establishing infrastructure for a WebTrust-compliant SSL Certifying Authority in India. Currently, SSL certificates are predominantly issued by foreign entities; this initiative will enhance trust in digital transactions, reinforce India's digital sovereignty, and enable globally recognized SSL certificates issued within the country.

India is among the global leaders in IPv6 adoption, with approximately 78.78% penetration, which is critical given the near exhaustion of IPv4 resources. Through IRINN, NIXI supports networks and enhances digital autonomy and scalability. IPv6 is instrumental in enabling future-ready infrastructure by supporting billions of connected devices across sectors such as smart cities, healthcare, and digital governance.

DRIVING A SECURE AND INCLUSIVE INTERNET

NIXI has undertaken multiple initiatives to foster a secure and inclusive Internet ecosystem in India. One of its major achievements has been accelerating IPv6 adoption, positioning India as a global leader in this domain.

NIXI has also prioritized the .in domain, with a target of reaching 5 million users. The .in domain not only strengthens India's digital identity but also plays a crucial role in enabling secure digital governance for government platforms, educational institutions, and businesses.

Through the NIXI Academy, the organization is conducting training and capacity-building programs focused on IPv6 adoption, digital literacy, and cybersecurity best practices, thereby strengthening the broader digital ecosystem.

In addition, the NIXI is contributing to global Internet governance capacity building through initiatives such as the Internet Governance Internship and Capacity Building Scheme, enabling Indian participants to engage in international policy and technical discussions at platforms like the Internet Corporation for Assigned Names and Numbers (ICANN).

INTERNET EXCHANGE

.IN REGISTRY

IRINN

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CONNECT AND GROW

INDIA'S LARGEST NETWORK OF INTERNET EXCHANGE POINTS!

KNOW MORE

3.9 MILLION DOMAINS AND GROWING

PROUDLY RANKED AMONG THE TOP 10 ccTLDs GLOBALLY

COME AND GROW WITH .IN

KNOW MORE

TAKE CONTROL OF YOUR NETWORK

GET YOUR OWN IP ADDRESS

IPv4 & IPv6 Addresses

KNOW MORE

NIXI - ENABLING INTERNET FOR INDIA

DEBASHISH JYOTIPRAKASH
Regional Vice President, APAC,
Qualys

The new measure of Cyber Leadership: Resilience over Prevention

As digital transformation accelerates across industries, cybersecurity leadership is undergoing a fundamental shift. Today's security leaders are no longer judged solely by their ability to prevent attacks but by their ability to ensure business resilience when disruption occurs. For modern enterprises, cybersecurity is no longer merely a protective function; it is a strategic enabler of trust, growth, and competitive advantage.

THE ROLE OF THE MODERN CISO

The role of the CISO has evolved because the business environment has fundamentally changed. Digital transformation, cloud adoption, AI-driven innovation, and increasing regulatory expectations have expanded both opportunity and risk. Historically, security leaders were measured by their ability to prevent incidents. Today, boards are asking a different question: "How resilient is the organisation when disruption occurs?"

Cybersecurity is no longer a technical discipline operating in isolation. It has become a business function that directly influences customer trust, operational continuity, and organizational reputation. As a result, CISOs must speak the language of business outcomes, balancing innovation with risk management while ensuring resilience remains embedded across the enterprise.

Key Takeaway: Modern CISOs are accountable not only for security but also for business resilience and continuity.

CYBER RESILIENCE FOR PRESENT BUSINESSES

Cyber resilience extends beyond prevention. It is the organisation's ability to anticipate, withstand, recover from, and adapt to cyber disruptions while maintaining critical business operations. No organisation can realistically guarantee immunity from attacks. The real differentiator is how quickly and effectively an organisation can respond and recover. Resilience requires visibility across the environment, continuous risk assessment, tested recovery plans, and strong collaboration across business functions.

Organisations that invest in resilience recognize that incidents are operational challenges, not merely security events. Their focus shifts from avoiding every breach to minimizing impact and accelerating recovery.

Key Takeaway: The strongest organisations are not those that never experience attacks, but those that recover rapidly and effectively.

AI RESHAPING THE CYBERSECURITY LANDSCAPE

AI is transforming cybersecurity on both sides of the battlefield. Threat actors are using AI to accelerate reconnaissance, automate attacks, and scale operations. At the same time, security teams are leveraging AI to improve detection, prioritization, and response.

The opportunity lies in using AI to reduce complexity and increase operational efficiency. However, organisations must adopt AI responsibly. Governance, transparency, and oversight remain essential to ensure AI-driven decisions align with business objectives and regulatory expectations. The future is not about replacing human expertise but augmenting it. The most successful organisations will combine human judgment with AI-powered intelligence to improve decision-making and resilience.

Key Takeaway: AI should amplify human capability, not replace it.

NAVIGATING THE RISKS OF ENTERPRISE AI ADOPTION

One of the most significant challenges is the emergence of shadow AI employees adopting AI tools without appropriate governance or visibility. This can create risks related to data privacy, intellectual property, compliance, and security.

Organisations must establish clear policies governing AI usage while maintaining visibility into where AI is being deployed. Responsible adoption requires balancing innovation with oversight. Leaders should focus on creating guardrails rather than barriers. The objective is not to restrict innovation but to ensure it occurs within a framework that protects business interests and customer trust.

Key Takeaway: AI innovation must be accompanied by strong governance and visibility.

HOW REGULATION SHAPES CYBERSECURITY MATURITY

Regulations are helping organisations move beyond compliance checklists toward stronger security practices. Effective regulations encourage organisations to establish governance frameworks, improve visibility, and prioritize accountability.

However, compliance should never be the end goal. Organisations that focus solely on meeting regulatory requirements often miss the broader objective of building resilience. The most mature organisations view regulatory frameworks as foundational building blocks that support a broader strategy focused on risk reduction, operational continuity, and stakeholder trust.

Key Takeaway: Compliance is important, but resilience must remain the ultimate objective.

CHARACTERISTIC OF CYBER LEADERSHIP

The defining characteristic of cyber leadership will be resilience. The question is no longer whether organisations can prevent every attack. The question is whether they can continue operating effectively when disruption occurs. Future leaders will focus on preparedness, adaptability, and recovery. They will create organisations capable of learning from incidents, responding rapidly, and emerging stronger from adversity.

Ultimately, resilience is not just a security objective; it is a business imperative.

Key Takeaway: The future belongs to organisations that can prove resilience, not just security.

De-Risk Your LLMs & Generative AI

Qualys TotalAI
FedRAMP Moderate Authorized

1

Discover and Classify
every AI workload, LLM, GPU, package, shadow AI asset, and MCP server across on-prem, multi-cloud, and MLOps pipelines.

2

Scan and Prioritize
for AI-specific vulnerabilities with 650+ detections mapped to OWASP LLM Top 10 and MITRE ATLAS, ranked by TruRisk™.

3

Remediate and Govern
with automated CI/CD integration, and dashboards aligned to GDPR, PCI-DSS, NIST AI RMF, the EU AI Act.

Secure Your AI Attack Surface — from Development to Production.

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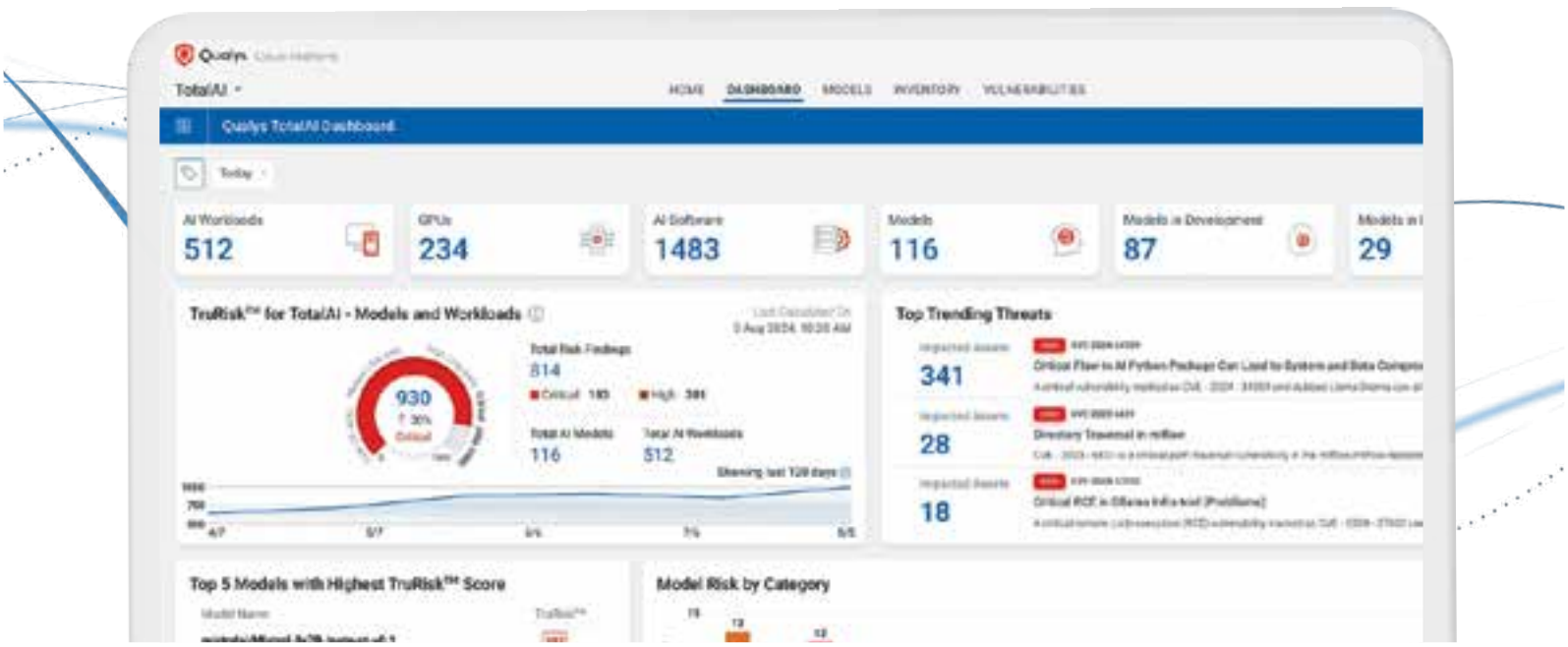

PRAMA®

MADE FOR INDIA - MADE BY INDIA - MADE IN INDIA

Powering India's security market growth with Indigenous Innovation

PRAMA's brand story is one of the most inspiring saga of entrepreneurship, insight and long term vision for indigenous manufacturing. It revolves around empowering security and surveillance through innovative, indigenous solutions.

At the same time, PRAMA India emphasizes its commitment to 'Made in India' and 'Atmanirbhar Bharat' (self-reliant India) initiatives, showcasing its manufacturing capabilities and promoting economic growth.

VISION & PURPOSE

The Indian physical security industry is evolving further despite emerging challenges and compliance framework. PRAMA has emerged as a premier video security brand in the India's fragmented and unorganized CCTV market. It is offering the latest technologies, bespoke products and smart vertical solutions. PRAMA India is positioning its brand to drive preference and growth through several strategies and key initiatives. The company aims to give businesses integrated security solutions that are reliable and robust in every way. PRAMA India emphasizes its commitment to 'Made in India' and 'Atmanirbhar Bharat' (Self-reliant India) initiatives, showcasing its manufacturing capabilities and promoting economic growth.

PRAMA is banking on following growth drivers:

- **Expanding Partner Network**: PRAMA aims to strengthen its presence across Tier-I, Tier-II, and Tier-III cities through partnerships with system integrators, distributors, and dealers.
- **Training and Skill Development**: The company conducts training programs for its ecosystem partners, system integrators, consultants and end-users to enhance knowledge sharing and technology updates.
- **Quality and Tech-Innovation**: PRAMA prioritizes quality and innovation, ensuring its products and solutions meet Indian environmental norms, policy framework and standard requirements.

By emphasizing indigenous manufacturing, innovative solutions, and customer-centric approaches, PRAMA is well-positioned to drive growth and preference in the Indian security industry.

BUILDING BRAND DIFFERENTIATION

PRAMA's brand story is evolving with times and trends with new milestones and technological marvels. It emphasizes a firm commitment to 'Made in India' and self-reliance mission. The brand showcases its expertise in video surveillance, access control, and AI-powered solutions. PRAMA has prioritized understanding customer needs for providing tailored solutions. It is collaborating with system integrators, distributors, and dealers by Providing training and support to partners and customers.

While developing and manufacturing future ready products, PRAMA effectively communicates its brand story, strengthens its brand power, and maintains a competitive edge in the security industry.

HARNESSING OPPORTUNITIES IN THE SECURITY INDUSTRY

PRAMA India management understands and banks on India's Tier-II and Tier-III markets for further growth and expansion.

- **Expansion plan**: PRAMA is expanding the dealer network in Jharkhand, Bihar, Chhattisgarh, and North-east states with localized training and faster RMA service.
- **India-specific R&D**: Price sensitivity, power and internet challenges are unique. PRAMA is prioritizing solutions through R&D to address regional and local challenges.
- **Ecosystem Services**: Beyond hardware, PRAMA is building partner tools for better technical support.
- **Compliance & Trust**: With growing cyber security concerns, PRAMA is investing in compliance to norms and building trust.
- **Vertical Focus**: The company is doubling down on education, MSME manufacturing, retail sector and smart cities — sectors where government push and private demand intersect.

India's security market is set to grow further at an exponential rate. PRAMA's strategy is to be the most reliable, intelligent, and accessible Indian brand that helps partners move from selling products to delivering bespoke video security solutions.

PRIORITIZING R&D AND PRODUCT INNOVATION

At PRAMA India, the company prioritizes R&D with one filter: "Does this solve a real problem for an Indian customer?"

- **India-First R&D Approach:** Global tech is the starting point, not the endpoint. PRAMA's R&D focus is on adapting and hardening technology for Indian conditions — power fluctuations, low bandwidth, dust, heat, and price sensitivity.
- **Fast Feedback Loops:** PRAMA has the best R&D facility in the industry. PRAMA's Technical support team takes the feedback from customers and end-users. It resolves the issues with help of fast feedback loops.
- **Platform, Not Just Products:** Innovation isn't just a new camera model. PRAMA is building a unified platform of CCTV, access control and other solutions through PRAMA VMS.
- **Balance Innovation with Reliability:** PRAMA strikes a balance by offering innovative products and reliable solutions. They are shipped only after stringent quality checks. PRAMA's certifications, local firmware updates, and warranty are non-negotiable. PRAMA is building trust among ecosystem partners through reliable products and solutions.

PRAMA®

MADE FOR INDIA - MADE BY INDIA - MADE IN INDIA

EMPOWERING

PROTECTION WITH TECHNOLOGY

/PramaIndiaOfficial

भारत में बना, भारत का अपना सर्वेलेंस ब्रांड

/PramaIndiaOfficial

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securonix

Securing the Digital World through AI Innovation

Securonix leverages AI to make security operations more human-centric, enabling analysts to focus on critical decisions while AI handles complexity and scale. The mission is to augment human expertise, not simply automate processes.

VISION & PURPOSE

Securonix aims to secure the digital world by delivering an AI-powered platform, the execution layer, and the governance model that is required to build security operations from the ground up. It delivers measurable outcomes, stronger threat defense, and a clear path to operational modernization in an era of expanding threats and rising board expectations. To help organizations stay ahead of cyber threats, technologies such as AI, Blockchain, and IoT are leveraged to deliver intelligent, scalable, and cloud-native security operations.

Our Unified Defense SIEM, built for the modern Security Operation Center (SOC), is powered by Agentic AI, executed by Sam, the AI SOC Analyst, and governed through the Agentic Mesh, designed to deliver measurable security outcomes. Integrating Securonix Unified Defense SIEM and the Armis Security Platform provides end-to-end visibility into the enterprise network, across IT, IoT, and unmanaged devices.

HUMAN-CENTRIC INNOVATION

Securonix is leveraging AI to make security operations more human, not less human. The goal is not automation for its own sake. It is giving analysts time back, reducing noise, and helping teams focus on the decisions that matter most. Agentic AI helps handle repetitive triage, enrich investigations, and surface context faster so people can apply judgment where it counts.

FUTURE DIFFERENTIATION

Securonix places meaningful outcomes, human experiences, and clear, actionable intelligence at the core of everything it creates. Over the next three to five years, Securonix believes its strong differentiators in an increasingly complex threat landscape will include:

- AI-Powered Execution - Its platform does not just focus on analyzing threats, but perform triage, investigation, and response actions in real time. Workflows are automated, outcomes are delivered, and analysts stay in control.
- Outcome-Driven Security - Securonix delivers measurable improvements in response time, analyst productivity, and operational efficiency. AI value is tied to analyst work completed and time returned to the SOC.
- Governed by Design - AI operates within defined guardrails. Every action is policy-bound, explainable, auditable, and human-supervised through the Agentic Mesh. This ensures automation scales without increasing risk.
- Analyst-Centric Execution - The platform is built to reduce noise and complete repetitive work so analysts can focus on high-value decisions.
- Intelligence in Context - Fused telemetry and curated intelligence provide clear, actionable insights without added complexity. AI agents enrich, correlate, and prioritize threats so decisions can be made quickly and confidently.
- Productivity-Based AI Model - AI is measured by the work it delivers. Securonix uses a productivity-based pricing model where value is tied to analyst hours saved and tasks completed, not feature access or data volume.
- Open by Design - Built on an open architecture, Securonix integrates across the security ecosystem. It connects with existing tools and data sources while enabling flexible deployment and scale.

DIPESH KAURA
Country Director – India & SAARC, Securonix
explains how the brand differentiates itself in terms of leveraging AI and helping teams to detect, respond, and adapt faster to security threats, all while keeping people at the center of every decision –

Connected environments create massive volumes of signals across cloud, identity, endpoint, SaaS, and hybrid infrastructure. The human-centric opportunity is turning that complexity into clarity. When AI can connect those signals, prioritize what matters, and explain why something is risky, teams can respond with more confidence and less friction.

TRUST, ETHICS & SECURITY

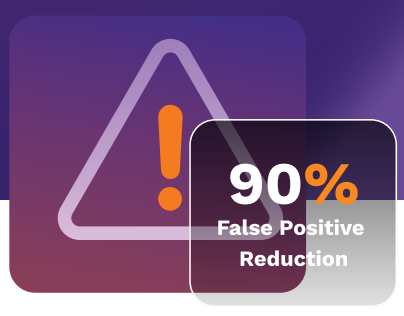
As a six-time leader in the Gartner Magic Quadrant for Security Information and Event Management (SIEM), Securonix continues to drive efficiency and efficacy across security operations. Ethical AI, data security, and sustainability are key focus areas that are strengthening our brand credibility, customer trust, and long-term market leadership.

Our AI SOC Analyst, Sam, executes Tier 1 and Tier 2 work across triage, investigation, and response. It operates within the Agentic Mesh, a system that coordinates specialized AI agents across the threat lifecycle. Every action is governed, policy-bound, explainable, and human-supervised.

The Securonix Data Pipeline Agent enables real-time analysis for high-priority events while deferring low-risk data for forensics or compliance, reducing noise and storage overhead. It empowers all agents with the right data at the right time, optimizing detection, accelerating investigations, and maximizing cost-efficiency across the SOC, making the platform sustainable.

Breach Ready. Board Ready. AI-Powered.

The only Unified Defense SIEM built for the modern SOC. It executes detection, investigation, and response with agentic AI and delivers measurable outcomes with full governance and control.



Breach Ready.
Reduce noise.
Complete the work.

→ Unified Defense SIEM across detection, investigation, and response

→ Sam, the AI SOC Analyst, executes Tier 1 and Tier 2 workflows

→ AI-driven anomaly detection with contextual intelligence

→ Pre-built content and playbooks to accelerate response

Board Ready.
Measured outcomes.
Proven execution.

→ 193% ROI with a 6-month payback (Forrester TEI)

→ Executive dashboards tied to business risk and priorities

→ Up to 50% reduction in analyst workload

→ Quantifiable metrics aligned to board-level reporting

AI-Powered.
Execution at scale.
Control by design.

→ Agentic AI executes triage, investigation, and response

→ Orchestrated through the Agentic Mesh for full lifecycle coordination

→ Every action is policy-bound, explainable, and human-supervised

→ Faster decisions with less noise and full operational control

Securonix delivers the modern SOC operating system, an AI-powered, cloud-native platform built to execute across the threat lifecycle. At the center is Sam, the AI SOC Analyst, working within the Agentic Mesh to complete Tier 1 and Tier 2 workflows across triage, investigation, and response.

By unifying detection, investigation, and response into a single system of execution, Securonix reduces noise, accelerates response times, and returns measurable analyst capacity to the SOC. Every AI-driven action is governed, auditable, and aligned to policy, ensuring automation scales without increasing risk.

This is security operations built on outcomes, not activity, giving teams the speed, clarity, and control required to stay breach ready and prove value at the board level.

www.securonix.com

securonix

Book a Demo

SONICWALL®

Fueling partner success with an integrated approach to security

At SonicWall, we leverage advanced technologies such as Artificial Intelligence (AI) and Machine Learning (ML) to stay ahead of emerging cyber threats. Our vision is to address the evolving challenges of the digital landscape by delivering innovative security solutions that protect organizations in an increasingly connected world. As connectivity, data exchange, and digital transformation continue to accelerate, these advancements create new opportunities for businesses while also introducing more sophisticated security risks.

SonicWall helps organizations confidently adopt emerging technologies by ensuring that innovation and security progress together. Our solutions strengthen cyber resilience, build trust, and support business continuity through advanced threat protection, secure network access, cloud and endpoint security, centralized visibility, intelligent management, and automated threat detection and response.

AGENTIC AI IMPACT

The future of cybersecurity will likely be shaped by collaboration between human expertise and AI-driven agents. Security professionals will provide oversight and strategic judgment, while Agentic AI handles high-volume, repetitive, and time-sensitive tasks. Agentic AI can accelerate threat response, strengthen customer trust, enhance user experience, and improve operational efficiency across its cybersecurity ecosystem.

SonicWall's AI-powered Unified Management platform, enhanced by SAMI (SonicWall AI for Managed Intelligence), is changing how organizations manage cybersecurity. With intelligent insights, automated workflows, and proactive threat response, SAMI helps customers reduce complexity, boost productivity, and get more value from their security investments—all through a single, unified platform.

HUMAN-CENTRIC INNOVATION

With more than three decades of cybersecurity expertise, SonicWall combines deep industry knowledge with a strong focus on innovation. As the digital landscape continues to evolve, the company is advancing its technologies to deliver security that is both effective and user centric.

DEBASISH MUKHERJEE
Vice President, Regional Sales APJ, SonicWall
explains how the company seamlessly combines innovation with robust security

Through its Cloud Secure Edge (CSE) platform, SonicWall places security controls closer to users and their devices instead of relying only on centralized defenses. This device-centric approach helps organizations enforce consistent protection wherever users work, without adding unnecessary friction.

SonicWall is also integrating AI into its security operations through intelligent monitoring, analytics, and threat detection. By automating threat identification and policy enforcement, IT teams can respond more quickly and reduce manual effort. As organizations manage laptops, smartphones, IoT endpoints, contractor devices, and cloud applications, SonicWall's architecture helps maintain consistent security across both managed and unmanaged environments.

TRUST, ETHICS & SECURITY

Ethical AI, strong data security, and sustainability are central to SonicWall's credibility and growth. Ethical AI supports responsible innovation, robust security reinforces customer trust, and sustainability reflects long-term corporate responsibility. Together, they build confidence, strengthen brand reputation, and reinforce SonicWall's leadership in a market increasingly shaped by security and values.

As SonicWall integrates AI into threat detection, analytics, and security operations, ethical AI helps keep decisions transparent, reliable, and aligned with customer interests. Responsible AI practices strengthen trust and support wider adoption of advanced security solutions.

FUTURE DIFFERENTIATION

As the global cyber threat landscape grows more complex, SonicWall is strengthening its position as a preferred cybersecurity platform for MSPs and MSSPs that secure distributed, high-risk environments. We have aligned our strategy around these 4 core pillars:

- Unified platform: A single-pane-of-glass security services platform that integrates AI and helps managed partners protect SMB environments more efficiently.
- AI-driven protection: An active security platform that uses advanced threat intelligence to strengthen real-time detection and response.
- Simplicity and lower cost: A focus on reducing vendor sprawl, simplifying operations, and lowering total cost of ownership.
- Partner-led delivery: A partner-driven model that gives SMBs access to enterprise-grade cybersecurity without requiring large in-house teams or budgets.

SONICWALL®

SonicSentry MXDR

Protecting the Protectors with SOC Monitoring Across the Attack Surface

Scan for more info

sonicwall.com

/thoughtworks

Design. Engineering. AI.

Judgment is the real scarcity in the age of AI

MIKE SUTCLIFF
CEO, Thoughtworks

Across industries and organizations' day-to-day operations, AI is amplifying what organizations were already doing. Where decision-making is strong, AI increases effectiveness. Where it is weak, it scales the consequences. Flawed assumptions now propagate instantly, optimized by precise but strategically misaligned systems. Decisions may be technically correct yet violate organizational intent.

Algorithms are proposing architectures in seconds and AI is assisting in writing useful code faster. As a result, organizations frequently frame AI as a pure accelerator: a mechanism for faster delivery, lower cost, and greater scale.

That is only half the story.

AI compresses feedback loops. Decisions propagate faster and further than before. Systems behave in ways that are difficult to fully explain or predict, meaning actions taken in one part of an organization can have immediate, unintended consequences elsewhere. As capability expands, the margin for error does not. This structural tension means that the easier it becomes to build, the more critical it becomes to exercise judgment at the pace the system now demands.

And yet, most enterprises were not designed for this. Modern enterprises rely on legacy decision-making structures built for control and incremental change. These hierarchical governance models fail when change becomes continuous. AI introduces a level of speed and complexity that these systems were simply never intended to handle. Decisions that once unfolded over weeks now play out in hours, and their consequences are amplified, not contained.

Where the gap becomes visible

Across industries and organizations' day-to-day operations, AI is amplifying what organizations were already doing. Where decision-making is strong, AI increases effectiveness. Where it is weak, it scales the consequences. Flawed assumptions now propagate instantly, optimized by precise but strategically misaligned systems. Decisions may be technically correct yet violate organizational intent.

This is where the era of AI does not diminish the value of human talent, but instead, raises the stakes. A platform can address what can be automated, generating specifications or testing code at scale but such speed without consistent judgment merely multiplies exposure rather than creating advantage. The ability to recognize when a technically sound solution is still the wrong answer remains entirely human.

Redesigning for judgment at speed

Much of the response to this shift has focused on leadership. Leaders are encouraged to ask better questions and navigate ambiguity. This matters, but it doesn't address the core issue: in large enterprises, decisions aren't made by individuals alone. They emerge from systems, governance models, operating structures, and cultural norms. Individual capability cannot compensate for systems that are not designed for speed and coherence.

Judgment, in this context, is an organizational quality. The organizations that adapt, recognize this as a critical design problem. They will move toward systems that enable judgment to be exercised consistently at different levels. This is not removing governance but making it responsive. We must:

- Clarify intent so that decisions made locally align with broader objectives.
- Create feedback mechanisms that surface issues early, before they scale.
- Confront trade-offs directly.

Absolute control slows the system. Unchecked autonomy fragments it. The challenge is to create coherence without sacrificing speed, a fundamental shift in how organizations operate.

The differentiator in the age of AI

As AI capabilities grow, enterprises that fail to adapt their decision-making will invest in powerful systems they cannot fully leverage. The result is fragmented speed without alignment.

The widening gap isn't defined by technology access, but by the ability to exercise judgment at speed.

At this moment, the question is not whether organizations should adopt new technology. That's already happening. The question is whether they are designed to make decisions in an environment where the pace, scale and consequences of those decisions have fundamentally changed.

The next phase will be defined by how enterprises design the systems through which decisions are made.

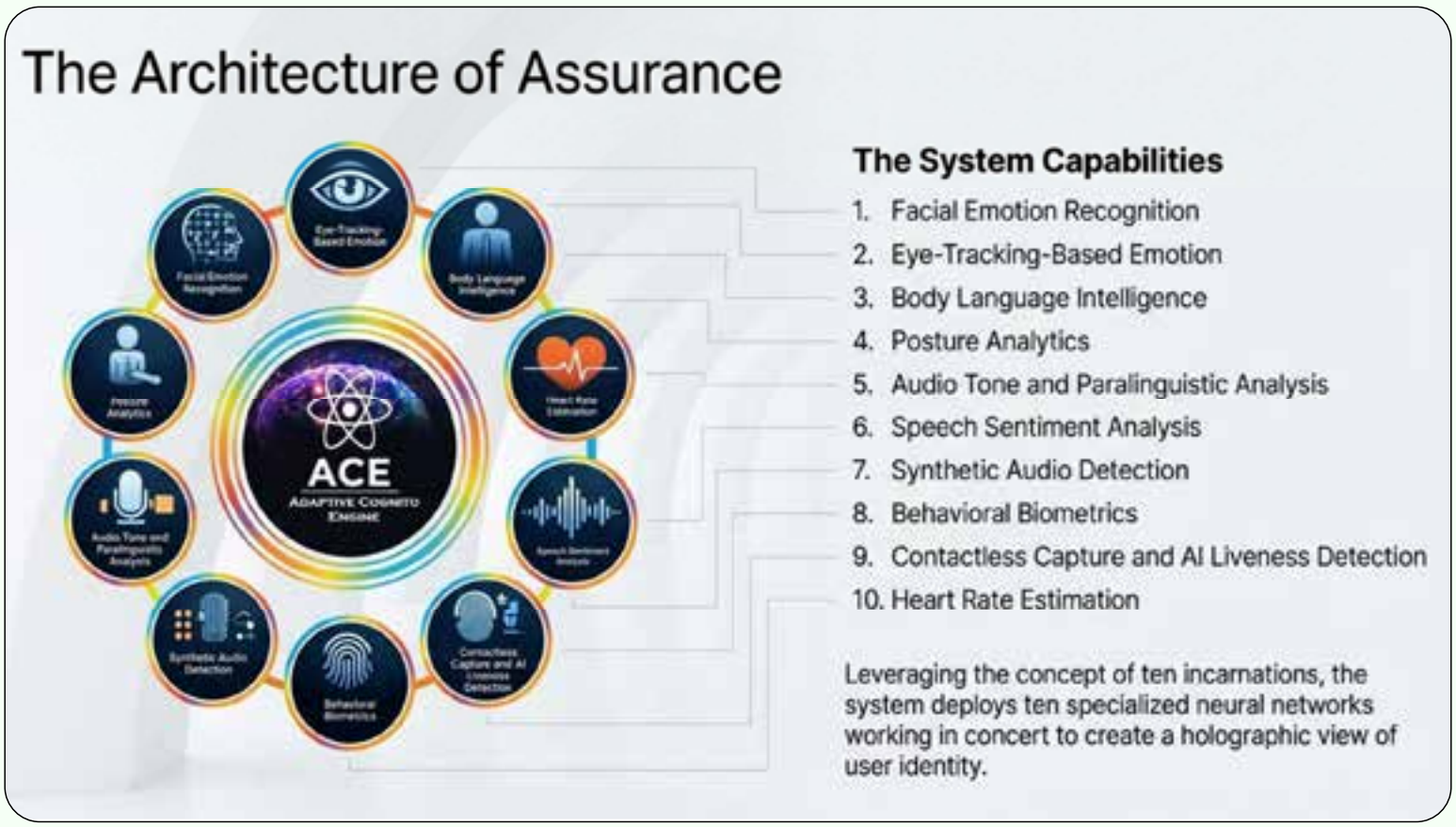
In an environment where technology can do more than ever before, the constraint is no longer what's possible. It is how well organizations are able to choose.

FACEOFF
OPINION MATTERS

POWERING THE FUTURE OF TRUSTED DATA ECOSYSTEMS

It is a Multimodal AI Models: Information Extraction and Robustness. This area is undergoing massive transformation and offering endless possibilities. We are deeply committed to solving meaningful problems at scale.

Adaptive Cognito Engine (ACE) is a mobile-optimized AI platform for real-time inference, integrating multimodal models for data extraction and adversarial robustness.



USE CASES – INDUSTRY WISE

► Law Enforcement and Traffic Monitoring	► Educational Institutions (To understand the Behavior Patterns)
► Insurance Fraud Detection	► Large Institutions (Taking Video based Examinations and Interviews)
► Next-Gen Security for Banking V-KYC & E-KYC	► FaceOff tackles next-gen threats like Mythos using PQC and HSM.
► Customer Feedback & Sentiment Intelligence	► Airport Security Gets Intelligent
► Social Media Authenticity & Content Moderation	► Passport and Visa Authorities: Streamlined Immigration

* **CERTIFIED AND COMPLIANT :** CERT-IN, ISO 27001, 27701, 42001 and SOC2 TYPE2

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TOSHIBA

Building a Secure, Scalable, and Sustainable Data Infrastructure for the Digital Economy

POLAD GARDA
Country Manager (Head of Storage Devices)
Toshiba India

As AI becomes more autonomous, the dependency on robust and scalable storage infrastructure will only increase, reinforcing the importance of Toshiba's core offerings.

VISION & PURPOSE

At Toshiba, our long-term vision is to enable a secure, scalable, and sustainable data infrastructure that supports the digital economy. Technologies like AI, IoT, and blockchain are accelerating data creation at an unprecedented scale, and storage is at the core of this transformation.

AI and IoT, in particular, are generating vast volumes of structured and unstructured data—from edge devices to hyperscale data centers. Our role is to ensure this data is reliably stored, efficiently managed, and readily accessible. Blockchain further reinforces the need for data integrity and immutability, which aligns with our focus on high-reliability storage solutions.

Ultimately, these technologies strengthen our purpose of being a trusted enabler of data-driven innovation, where Toshiba's high-capacity HDDs form the backbone of long-term data retention and cost-optimized storage.

AGENTIC AI IMPACT

Agentic AI represents a significant evolution in how systems autonomously make decisions and optimize workflows. From our perspective, its impact will be three fold –

Customer Engagement: Keeping an open ear to the Voice of the Customer in this rapidly developing environment and acting in a decisive timely manner would be critical.

Trust & Transparency: As AI systems become more autonomous, the importance of data accuracy and reliability becomes paramount. Toshiba's storage solutions support systems which ensure that the underlying data feeding these systems remains secure and consistent.

Operational Efficiency: Internally, Agentic AI can optimize supply chain planning, predictive maintenance, and demand forecasting—enhancing responsiveness and efficiency across operations.

HUMAN-CENTRIC INNOVATION

While storage is often seen as a backend technology, its role is critical in enabling seamless and human-centric digital experiences.

We are seeing strong adoption of edge AI and connected devices, particularly in sectors like surveillance, smart cities, and industrial IoT. These applications require real-time data processing combined with reliable local and centralized storage.

Toshiba is enabling this ecosystem by delivering:

- Low-latency, high-reliability storage solutions for edge environments
- Specialized HDDs for 24/7 workloads, such as surveillance systems
- Scalable solutions that bridge edge-to-cloud data flows

By ensuring data is always available, secure, and efficiently stored, we indirectly support systems that are more responsive, intuitive, and aligned with human needs.

TRUST, ETHICS & SECURITY

Trust is central to Toshiba's brand, and it is built on three critical pillars: data security, ethical responsibility, and sustainability.

Data Security: As data volumes grow, so do concerns around breaches and integrity. We do have an offering of Encryption Drives for eligible consumers.

Ethical AI Enablement: While we are not an AI algorithm provider, we play a foundational role by ensuring that the data used by AI systems is stored securely which is critical for ethical AI outcomes.

Sustainability: Energy efficiency and responsible manufacturing are key priorities. Our helium-sealed drives and advancements in power efficiency help data centers reduce energy consumption and carbon footprint.

These elements collectively reinforce Toshiba's credibility as a trusted and responsible technology partner.

FUTURE DIFFERENTIATION

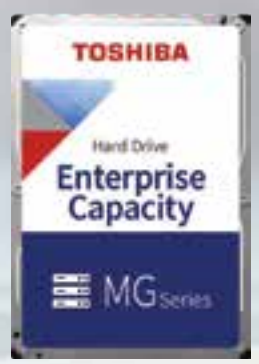
Over the next three to five years, our differentiation will be driven by capacity innovation, cost efficiency, and ecosystem relevance.

- **High-capacity innovation**: Continued advancement in technologies like energy-assisted magnetic recording will enable significantly higher storage densities.
- **Optimized cost per TB**: As data explodes, customers will increasingly prioritize total cost of ownership, where HDDs hold a strong advantage.
- **Relevance in AI and cloud ecosystems**: As AI and cloud workloads scale, the need for mass data storage and archival solutions will position Toshiba as a critical enabler of next-generation infrastructure.

Additionally, we will continue strengthening our partner ecosystem and localized strategies in markets like India, ensuring we stay agile and aligned with evolving customer demands.

TOSHIBA

Internal & External Storage Solutions



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Write your story.

Everything is possible - with the right partner.

TP-Link powering the next phase of India's Digital and Technological evolution

SANJAY SEHGAL
CEO & MD, TP-Link India

The goal of TP-Link is to evolve from being a provider of networking products to becoming a trusted technology partner that helps organizations and consumers navigate an increasingly connected, intelligent, and digital-first future. Through this approach, TP-Link is well-positioned to play a meaningful role in shaping India's next phase of digital growth and technological advancement.

VISION & PURPOSE

At TP-Link, our vision is to create a smarter, more connected world through innovative and reliable technology. Emerging technologies such as AI, IoT, and intelligent networking are central to this vision, enabling us to deliver seamless connectivity, enhanced automation, and smarter user experiences. As homes, enterprises, and cities become increasingly connected, we see these technologies as key enablers of digital transformation, helping customers improve efficiency, security, and quality of life.

AGENTIC AI IMPACT

Agentic AI represents the next evolution of artificial intelligence, moving beyond traditional analytics and automation toward autonomous, goal-driven systems capable of perceiving their environment, reasoning across multiple data sources, making decisions, and taking actions with minimal human intervention. For TP-Link, this evolution presents a significant opportunity to develop intelligent networking solutions that can proactively optimize network performance, dynamically allocate resources, predict and mitigate potential failures before they impact users, and automate routine operational tasks. AI-powered network intelligence can analyze vast amounts of telemetry data to identify anomalies, recommend corrective actions, and enable predictive maintenance, thereby reducing downtime and improving service continuity.

In enterprise environments, Agentic AI can simplify network operations by automating configuration management, troubleshooting connectivity issues, enhancing security posture through real-time threat detection, and delivering actionable insights for IT administrators. By embedding AI-driven intelligence across its networking ecosystem, TP-Link can deliver more adaptive, resilient, and user-centric experiences while helping customers maximize infrastructure performance, accelerate digital transformation initiatives, and strengthen trust through consistently superior service delivery.

HUMAN-CENTRIC INNOVATION

Our approach to innovation is centered on transforming advanced technology into solutions that are accessible, reliable, and genuinely meaningful for users across both consumer and enterprise environments. As digital lifestyles and business operations become increasingly connected, we are focused on developing intelligent ecosystems that seamlessly integrate networking, smart home technologies, security solutions, and cloud-enabled management platforms. By combining high-performance connectivity with intuitive user experiences, we enable customers to manage their digital environments more efficiently, securely, and with greater confidence.

Through our portfolio of connected devices, smart home solutions, and intelligent networking platforms, we are creating ecosystems that are not only highly connected but also adaptive to evolving user needs. These technologies leverage real-time data, automation, and AI-driven insights to deliver personalized experiences, optimize network performance, and simplify device management. Whether it is a homeowner managing a growing number of connected devices or an enterprise supporting mission-critical applications, our solutions are designed to provide seamless, secure, and scalable connectivity.

TRUST, ETHICS & SECURITY

Trust is fundamental to everything we do. TP-Link continuously invests in robust cybersecurity measures, secure product development practices, and responsible technology deployment. Sustainability is equally important, reflected in our efforts toward energy-efficient products, environmentally conscious packaging, and responsible manufacturing. These commitments help reinforce customer confidence and support long-term business growth.

FUTURE DIFFERENTIATION

Over the next three to five years, TP-Link's differentiation will be driven by the convergence of AI-powered networking, smart ecosystems, and localized innovation. We are focused on delivering integrated solutions across networking, surveillance, smart home, and enterprise infrastructure that simplify technology adoption while maximizing performance and security. Our continued investments in R&D, manufacturing, and customer-centric innovation will position TP-Link as a trusted technology partner for India's rapidly evolving digital future.

A key pillar of our long-term strategy is localized innovation. India is emerging as one of the world's most important digital economies, with unique requirements across enterprises, educational institutions, hospitality, manufacturing, government, and residential segments. By investing in local manufacturing, strengthening our R&D capabilities, expanding our partner ecosystem, and developing solutions that address region-specific challenges, we are positioning ourselves to respond more quickly to market demands while supporting the broader goals of Digital India and Make in India. Our continued investments in research and development, next-generation technologies such as Wi-Fi 7 and AI-enabled networking, manufacturing excellence, channel enablement, and customer-centric innovation will enable us to deliver solutions that are not only technologically advanced but also practical, scalable, and accessible.

tp-link®

GLOBAL VISION. INDIAN INNOVATION.

DESIGNED WITH GLOBAL EXPERTISE. BUILT WITH INDIAN INGENUITY.

At TP-Link India, innovation doesn't stop at manufacturing. Innovation at TP-Link India extends beyond the factory floor. We build networking solutions that connect communities and drive digital progress worldwide.

GLOBAL TECHNOLOGY | **LOCAL INNOVATION** | **INDIAN MANUFACTURING**

INNOVATION
RESEARCH & DEVELOPMENT

Solving real-world problems with cutting-edge technology and customer-first thinking

MANUFACTURING
MADE IN INDIA

World-class manufacturing with scale, efficiency and sustainability at its core.

BUILT FOR THE WORLD. MADE IN INDIA.

Our state-of-the-art manufacturing facilities combine precision, advanced automation and strict quality control to deliver products that power millions of connections across the globe.

DESIGNED & MANUFACTURED IN INDIA

QUALITY
GLOBAL STANDARDS & TESTING

Rigorous testing to meet international standards ensuring reliability, safety and performance.

MANUFACTURING
EXCELLENCE

Advanced automation, lean processes and continuous improvement to deliver consistent quality.

INNOVATION
THAT CONNECTS

Purpose-built solutions that create smarter, faster and more reliable networks.

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VARONIS: Securing Data in the AI Era

MAHESWARAN S
Vice President, Sales – South Asia, Varonis

Varonis is a leading data security company protecting enterprises' most critical asset—data. Its unified platform delivers visibility, governance, and threat detection across cloud, SaaS, and hybrid environments through DSPM, UEBA, DLP, and identity security. With Atlas AI Security, Varonis safeguards AI copilots and LLMs, ensuring resilient, automated, compliance-ready data protection.

PIONEERING THE DATA-CENTRIC SECURITY MOVEMENT

Rather than competing within the crowded perimeter-security or endpoint-protection space, Varonis has positioned itself as the originator of a distinct category: data-centric security. Its messaging consistently reinforces the idea that data—not networks, not devices—is the ultimate target of any attack, and therefore the logical starting point for defense. This framing allows Varonis to differentiate itself from broader cybersecurity vendors and own a specific, increasingly urgent conversation as enterprises grapple with sprawling, unstructured data across cloud and SaaS environments.

FROM NOISE TO ACTION: THE SELF-HEALING SECURITY PLATFORM

A core pillar of Varonis's brand positioning is its emphasis on doing the work, not just flagging it. While many security platforms generate dashboards full of alerts for already-stretched IT teams, Varonis brands itself around automated remediation—intelligently removing unnecessary access, fixing exposure gaps, and resolving compliance issues at scale. This "we fix it, not just find it" promise is positioned as a direct response to alert fatigue and resource-constrained security teams, making Varonis feel like an extension of the team rather than another tool to manage.

THE HUMAN EDGE: THREAT HUNTERS BEHIND THE MACHINE

Varonis balances its automation-heavy messaging with a strong human-expertise narrative through its Threat Labs and Proactive Incident Response Team. By highlighting researchers with military, intelligence, and enterprise backgrounds actively hunting vulnerabilities and investigating incidents on customers' behalf, Varonis positions its platform not as a static product but as a living, continuously evolving defense system backed by some of the industry's sharpest minds—reinforcing trust and credibility.

SECURING THE AI FRONTIER

As generative AI tools and copilots become embedded in enterprise workflows, Varonis has moved quickly to position itself at the intersection of AI adoption and data risk. Through capabilities like Atlas AI Security, the brand frames itself not as playing catch-up to AI trends but as the necessary safeguard that makes AI adoption safe in the first place—positioning Varonis as essential infrastructure for any organization deploying AI, rather than an optional add-on.

BUILT TO SCALE: EVERYWHERE YOUR DATA GOES

Varonis positions itself as a platform that scales and adapts alongside its customers' evolving tech stacks. Through consistent announcements of new integrations—Snowflake, universal database connectors, expanded Azure Files support—the brand signals reliability and forward momentum, reassuring enterprises that wherever their data lives today or migrates to tomorrow, Varonis coverage will follow. This continuous innovation cadence reinforces the brand's core promise: comprehensive, future-proof data protection across on-premises, cloud, SaaS, and hybrid environments.

The Varonis Threat Labs team ranks among the world's most elite cybersecurity minds, bringing decades of military, intelligence, and enterprise experience to the hunt for vulnerabilities in everyday business applications—closing gaps before attackers can exploit them. These findings are continuously fed into the platform, keeping customers ahead of emerging threats.

In a cyber-landscape defined by constant change—new breach methods, new zero-days, new points of failure—Varonis believes the smartest defense starts at the source: the data itself. By relentlessly monitoring data activity, Varonis proactively detects threats and contains damage, including incidents originating from within the organization.

This enables organizations to continuously identify sensitive data, monitor who has access to it, detect threats in real time, and automatically remediate risks. As enterprises accelerate cloud and AI adoption, VARONIS delivers the visibility, control, and automation needed to secure modern data ecosystems.

VARONIS

THE LEADER IN DATA SECURITY

SAAS | IAAS | HYBRID CLOUD

+ AI security
+ DSPM
+ Data discovery & Classification
+ Data Access Governance
+ Data centric UEBA
+ Compliance management

www.varonis.com

Versa delivers a unified SASE platform that protects and connects every part of a business

VENKATA DATLA
Director - MSP & Channel Sales – APAC,
Versa Networks

Versa is a global leader in SASE and it enables organizations to create self-protecting networks that radically simplify and automate their network and security infrastructure. Versa leverages AI-driven insights and predictive analytics to proactively detect threats, optimize network performance, and ensure seamless, secure connectivity. In India, Versa's platform is deployed at scale—from SMEs to large enterprises, and across sectors like government and BFSI—who have significantly benefited from its deep analytics and intelligent automation.

The SASE market is consolidating and buyers are making long-term platform decisions now. Versa's argument is that a platform built from the ground up as a converged system gives security and networking shared context and policy enforcement in a way that bolted-together point products can't replicate.

VISION & PURPOSE

Versa's core thesis is that networking and security should be delivered as a unified platform rather than separate stacks. SASE is the architectural expression of that thesis. AI, IoT, and edge connectivity increase the stakes for getting it right, but they don't change the thesis.

As AI workloads drive more traffic and IoT adds endpoints, managing security and network performance separately becomes harder to justify. A converged platform becomes more valuable as the environment gets more complicated.

AGENTIC AI IMPACT

Agentic AI is most relevant to Versa in security operations: detection, triage, and response workflows that are labor-intensive and time-sensitive. If AI can handle more of that work accurately and without human intervention, security teams can operate without adding headcount.

Versa's platform provides policy visibility so administrators can see why traffic was blocked or rerouted. In regulated environments, that auditability matters to security teams and compliance functions alike.

HUMAN-CENTRIC INNOVATION

Security processing that happens closer to the user produces better performance than backhauling traffic to a central inspection point. For end users, the network stays out of their way.

For IT and security teams, unified policy management across users, devices, and locations reduces the burden of managing tools with overlapping scope.

TRUST, ETHICS & SECURITY

Versa operates in financial services, healthcare, government, and retail. That shapes product requirements more than any positioning statement does.

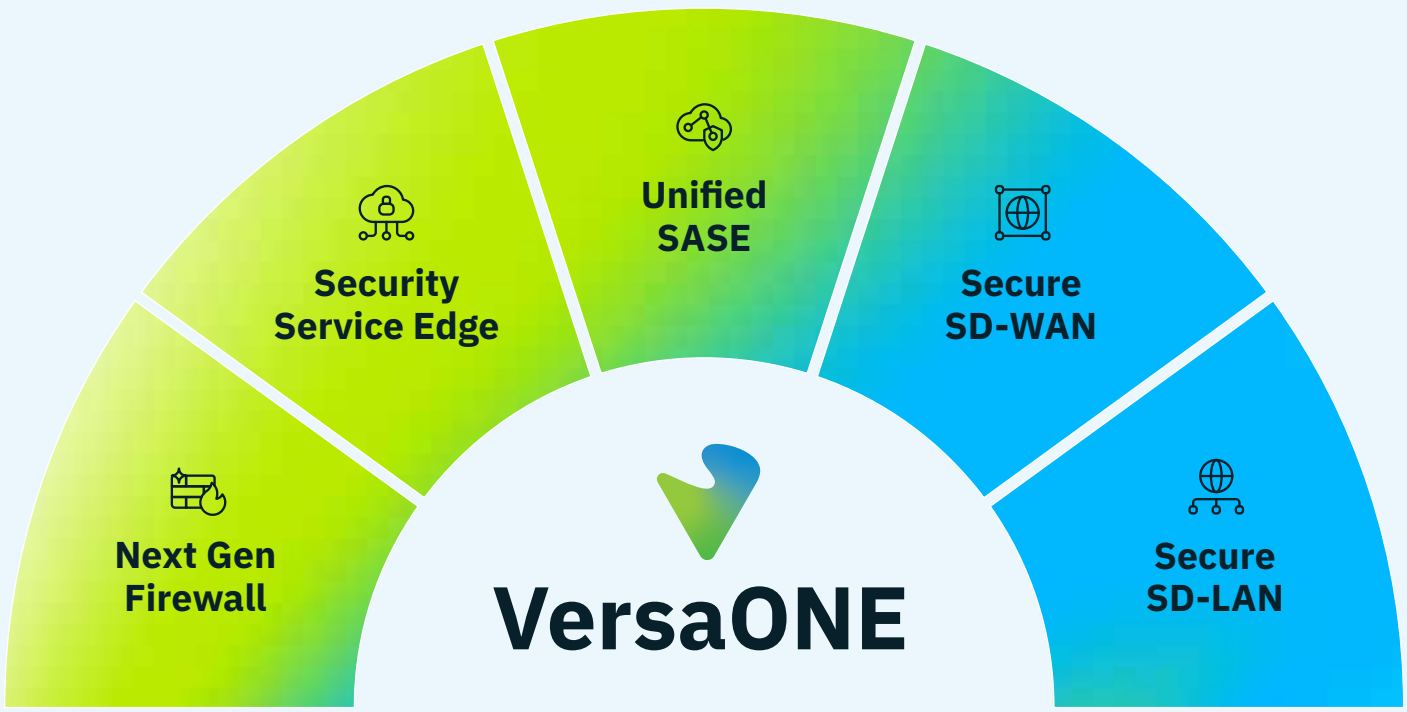
Data handling, auditability, and compliance posture matter to buyers in these segments. Infrastructure consolidation also reduces the number of systems that need to be patched, monitored, and audited, which is an operational and security argument in its own right.

FUTURE DIFFERENTIATION

The SASE market is consolidating and buyers are making long-term platform decisions now. Versa's argument is that a platform built from the ground up as a converged system gives security and networking shared context and policy enforcement in a way that bolted-together point products can't replicate. As AI becomes a larger part of how security decisions get made, that architecture is the advantage.

VERSA

UNIVERSAL SASE



One AI-powered platform to connect, secure, and simplify business anywhere work happens.

versa-networks.com/partners

EMINENT CIOs OF INDIA

NEW CIO: ARCHITECT OF BUSINESS STRATEGY, NOT JUST IT

In today's digitally driven business landscape, the role of the Chief Information Officer has undergone a profound transformation. No longer confined to managing IT infrastructure and operational efficiency, CIOs have become strategic leaders at the forefront of enterprise growth and innovation, emerging as vital change agents who align technology with broader organizational goals.

This transformation is unfolding against a backdrop of mounting global challenges that make the CIO's job harder than ever. Deepfake technology has evolved from a novelty into a genuine enterprise threat—voice clones impersonating executives, synthetic video content used for fraud, and AI-generated disinformation capable of undermining trust in seconds. CIOs are now expected to build detection and verification capabilities into core security architecture, not bolt them on as an afterthought.

Simultaneously, India's Digital Personal Data Protection (DPDP) Act has placed compliance deadlines squarely on the CIO's desk. Building consent management frameworks, data protection impact assessments, and breach-notification systems within tight regulatory timelines has become a genuinely challenging task—one that requires CIOs to move faster than their legacy IT processes were ever designed to support.

A broader geopolitical reality compounds this: AI infrastructure, cloud dependency, and cross-border data flows face growing disruption risk from sanctions, export controls, and shifting vendor access. CIOs must now weigh sovereignty and resilience alongside cost and capability in every procurement decision.

Gone are the days when CIOs were solely technical custodians. Today's CIOs are visionaries who shape business strategy, drive transformation, and foster innovation, leveraging AI, machine learning, and automation to reimagine processes while simultaneously defending against the very risks that AI itself introduces.

Agility now defines effective CIOs. Rigid, slow-moving IT models are giving way to flexible strategies built for rapid response to regulatory deadlines, emerging threats, and market disruption. Success requires scalable, future-ready architectures that enable continuous innovation while staying resilient against an increasingly hostile threat landscape.

Central to this evolution is the CIO's role in governing AI-driven solutions responsibly. From chatbots to predictive analytics, CIOs must ensure ethical AI usage, robust governance frameworks, and compliance discipline—mitigating risks related to bias, security, data privacy, and now, increasingly, synthetic media and identity fraud.

The Eminent CIOs of India 2026 (ECIO 2026) honorees exemplify this new leadership paradigm. Operating amid deepfake threats, tightening data privacy law, and global technology disruption, these leaders have guided their organizations through extraordinary complexity—modernizing operations while building resilience against risks that didn't exist on this scale even a few years ago.

Recognized as pioneers in their field, the ECIO 2026 honorees represent the future of IT leadership: bold, adaptive, and relentlessly focused on delivering impact in a world where the deadline for getting security and compliance right keeps getting shorter.

BHARAT B ANAND

PAWAN CHAWLA

GOLOK KUMAR SIMLI

SANDEEP SENGUPTA

DR. HARSHA THENNARASU

DR. SUBROTO KUMAR PANDA

PROF. (DR) JS SODHI

SUJOY BRAHMACHARI

PARTHA PROTIM MONDAL

VIJAY SETHI

ABHIJIT CHATTERJEE

TCG Lifesciences Pvt. Ltd.

168

ABHISHEKA KUMAR

Eco-Mail

133

AJAY KUMAR AJMERA

ROCKMAN Industries Ltd.

159

AJAY YADAV

SBL (P) Ltd.

161

AMIT ARORA

SHR Lifestyles Pvt. Ltd.

164

AMIT BHATIA

Karam Group

147

AMIT KAPOOR

Pristine Group

155

ANAND KUMAR SINHA

Tata Technologies

167

ANAND RUHELA

SGT University

163

DR. ARINDAM SARKAR

FaceOff Technologies Pvt. Ltd.

135

ARINDAM SINGHA ROY

ADAA Group

122

ARVIND KUMAR

Pathkind Diagnostics Pvt. Ltd.

153

AVINASH KUMAR SINGH

Dr. B. Lal Clinical Laboratory Pvt. Ltd.

133

AVNEESH VATS

Techno Electric and Engineering Company Ltd. & Techno Digital

168

BALMUKUND KESHAV

Jagsonpal Pharmaceuticals Ltd.

146

BHANUUDAS SHHEDGAY

Shivrai Technologies Pvt. Ltd.

164

BHARAT B ANAND

Contec Global Ltd.

130

BHASKAR RAO

GP Parsik Sahakari Bank Ltd.

137

BIBHAS SEN CHOUDHURI

Ambuja Neotia Healthcare Venture Limited

123

CHIRAG BOONLIA

Embassy Group

134

DR. CHITRANJAN

N R Agarwal Industries Ltd.

151

DEEPAK KUMAR PANDA

NHIT

152

DHANANJAY ROKDE

iManEdge Digital Services Bharat Pvt. Ltd

142

DINESH GOYAL

Hind Terminals Pvt. Ltd.

140

FARMAN KHALID

Emaar India

134

GANESH VISWANATHAN

Assisto Technologies Private Limited

125

GAURAV RANADE

Technocentric Advisory

169

GAURAV VIJ

HooLiv.com

141

GAURAV VYAS

Rysun Labs

160

GOLOK KUMAR SIMLI

BLS International Services Ltd.

127

DR. HAROLD D'COSTA

Cyber Security Corporation

131

HARSH ARORA

Chambal Fertilizers & Chemicals Ltd.

129

DR. HARSHA THENNARASU

HKIT Security Solutions

140

J. P. DWIVEDI

Rajiv Gandhi Cancer Institute & Research Centre

157

DR. JAGANNATH SAHOO

INOX Wind Ltd.

144

JASPREET SINGH

Grant Thornton Bharat LLP

138

PROF. (DR) JS SODHI

Amity Education Group

124

KAMAL MATTA

Sonic Biochem Extractions Pvt. Ltd.

165

KAMALESH KUMAR

MG Contractors Pvt. Ltd.

150

KANISHK GAUR

Athenian Tech Limited

126

KAPIL MADAAN

Max Healthcare Institute Limited

149

KRIPADYUTI SARKAR

Ambujaneotia Group

124

KUMAR PRASOON

TWYN

171

LAKSHMANA VADAGA

Ratnam Solutions Pvt. Ltd.

158

LALIT TRIVEDI

FlexM Pvt. Ltd.

136

DR. MAKARAND SAWANT

SEAFB

162

MANIKANT SINGH

DMI Finance Pvt. Ltd.

132

MANIKKAM SUBRAMANIAM

Heritage Group

139

DR. MEETALI SHARMA

SDG Corporation

161

MOHAN SHAH

ClaimPro Assist Pvt. Ltd.

130

MRINMOY MUKHERJEE

Patton International Ltd.

154

DR. MUKESH MEHTA

Centrix Healthcare Ltd.

128

MUKUL GUPTA

NAGARRO

152

NITIN DHINGRA

Indira IVF Hospital Ltd.

143

NITIN KUMAR ROHILLA

Adani Power Limited

122

PANKAJ MITTAL

Digizen Consulting

132

PARTHA PROTIM MONDAL

Berger Paints India Ltd.

127

PARVEEN KUMAR SHARMA

Migsun Group

151

DR. PAVAN DUGGAL

Supreme Court of India

166

PAWAN CHAWLA

Tata Aia Life Insurance Company Ltd.

167

PRADNYA UMAJI MANWAR

Thomas Cook (India) Ltd.

170

ADV (DR.) PRASHANT MALI

Cyber Law Consulting (Advocates & Attorneys)

131

PRINCE JOSEPH

SFO Technologies

163

RAGHAV GRANDHI

Ramoji Group

158

RAJ K. RAJPOOT

Jagatjit Industries Ltd.

145

RAJVEER SINGH

Saxo Bank

160

DR. RAKSHIT TANDON

Gurugram Police Cyber Security Summer Internship (GPCSSI)

139

RANGANATHAN VAIDYANATHAN IYER

JBM Group

146

RAVI RAZDAN

Jyothy Labs Ltd.

147

DR. RAVI MUNDRA

Technocracy Pte. Ltd.

169

ROHIT KACHROO

Omni CyberX Pvt. Ltd.

153

ROHIT PONNAPALLI

Envoy Global, INC.

135

SANDEEP JAMDAGNI

Central Park Group

128

SANDEEP PANDITA

AGI Growth X Private Limited

123

SANDEEP SENGUPTA

Isoah Data Securities Pvt. Ltd.

143

SANDIIP KOTHAARI

Shrimuktai Mart Pvt. Ltd.

165

DR. SANDIP PRADHAN

Century Plyboards (India) Ltd.

129

SANJEEV JAIN

Integreon Managed Solutions India Pvt. Ltd.

144

SANJEEV SINHA

Hygge Energy INC.

141

LT. COL. SANTOSH KHADSARE (RETD.),

iDefence Innovations Pvt. Ltd.

142

SARITA PADMINI

Protiviti India Member Pvt. Ltd.

156

SAURABH GUGNANI

TMF Group

171

SAURABH GUPTA

Gujarat Fluorochemicals Ltd.

138

SHAILESH KUMAR

Tirath Ram Shah Hospital

170

SHIKHA SHARMA

Maharaja Agrasen Group of Hospital

148

SHWETA SRIVASTAVA

Matix Fertilisers and Chemical Ltd.

149

SIVAKUMAR NANDIPATI

Fedbank Financial Services

136

SONAM MALLIK

Interarch Building Solutions Ltd.

142

DR. SUBROTO KUMAR PANDA

Anand and Anand

125

SUJOY BRAHMACHARI

Rosmerta Technologies Ltd.

159

SUNIL GUBRANI

Fratelli Wines Pvt. Ltd.

137

SURJEET THAKUR

Rajagiri Hospital Kochi

157

SUSHIL MOHAPATRA

Sedemac Mechatronics Ltd.

162

TEJAS SHAH

Prince Pipes and Fittings Ltd.

155

V V JACOB

Malayala Manorama Company Ltd.

148

VIJAY SETHI

Mentorkart and Crafsol Technologies

150

DR. VINEET BANSAL

Surya Roshni Ltd.

166

VINOD KUMAR GUPTA

Paytm Money

154

VIVEKANANDA NASKAR

Protegrity

156

YOGENDRA SINGH

Barista Coffee Company Ltd.

126

ACCELERATING EPC PERFORMANCE WITH TECHNOLOGY, GOVERNANCE, AND INTELLIGENCE

ARINDAM SINGHA ROY, CIO & DPO, ADAA GROUP

In EPC, success is measured by project delivery, asset utilization, and operational efficiency. The technology strategy of Adaa Group reflects these priorities by enabling connectivity-independent operations, linking governance directly to project outcomes, and leveraging AI-powered intelligence to anticipate challenges before they impact execution. This approach ensures technology remains a strategic enabler of project excellence.

RESILIENT INFRASTRUCTURE AND SOFTWARE ASSET MANAGEMENT

For us, resilience is defined by "Connectivity-Independent Operations." We invest in Edge Computing architectures that allow our remote project sites to function as autonomous digital units during network outages. Value maximization is achieved through a "Reuse-Before-Buy" philosophy, leveraging modular cloud components that can be repurposed across different project lifecycles.

We treat IT investments like heavy machinery: they are evaluated based on their lifecycle cost, their ability to withstand harsh field environments, and their long-term contribution to our "Digital Asset Library," ensuring we are not just buying software, but building institutional knowledge.

GOVERNANCE THAT DELIVERS PROJECT PERFORMANCE

In the EPC landscape, governance must mirror the precision of structural engineering. We have transitioned to a model, where IT compliance is directly linked to Daily Progress Reports (DPRs). By implementing automated data-validation layers, we ensure that the "Earned Value" reported to the board is backed by immutable digital records.

Our governance framework is not a static manual; it's a dynamic system that measures IT success by its ability to reduce "idle-time" on-site and optimize equipment utilization. This results-oriented approach ensures that every technology Rupee spent translates into a tangible reduction in project delivery timelines.

FOCUSING ON DECISION-SCIENCE UPSKILLING

We are moving beyond theoretical AI to "Applied Field Intelligence." Our workforce is being trained to use AI for predictive "Clash Detection" in designs and automated "Safety Audits" via drone feeds. We have launched an internal AI-Co-Pilot initiative that assists our procurement and site engineers in navigating complex supply chain volatilities.

Rather than broad-based coding classes, we focus on Decision-Science Upskilling—empowering our team to use AI as a diagnostic tool that predicts structural stress or logistical bottlenecks before they manifest, making our engineers more proactive and data-literate.

VALUE REALIZATION AS A CORE IT IMPERATIVE

CHIEF DIGITAL OFFICER, ADANI POWER

Modern IT leadership is measured by outcomes, not activities. By embedding value creation, operational resilience, and clear accountability into every investment and initiative, organizations can accelerate decision-making, improve efficiency, and deliver sustainable business growth.

VALUE CREATION AND OPERATIONAL RESILIENCE

We evaluate IT investments through a dual lens of value creation and resilience.

- Business cases go beyond traditional ROI to include risk reduction, operational resilience, and future optionality, especially for AI, cloud, and cybersecurity investments.
- Shared platforms and standard architectures reduce technical debt and vendor lock in, making the enterprise more adaptable to market and regulatory changes.
- Continuous review mechanisms ensure we course correct early if an initiative is not delivering expected value, rather than treating investments as sunk costs.

This ensures technology strengthens the balance sheet as well as the operating model.

FROM OVERSIGHT TO ACCOUNTABILITY

We have shifted IT governance from activity-based oversight to outcome-based accountability.

- Business outcome ownership is clearly defined—business leaders own KPIs, while IT owns end to end digital execution and assurance, eliminating ambiguity across initiatives.
- We use common enterprise guardrails—architecture reviews, data governance, and AI governance—so teams can innovate quickly without fragmenting platforms or duplicating effort.
- Every major initiative is tracked through value metrics such as revenue enablement, cost to serve reduction, risk reduction, and cycle time improvement—not just delivery milestones.

Net result: Faster decisions, fewer parallel solutions, and visible linkage between technology spend and business outcomes.

ANCHORED IN A VALUE-LINKED IT INVESTMENT AND RESILIENCE-BY-DESIGN FRAMEWORK

SANDEEP PANDITA, GROUP CIO, AGI GROWTH X

AGI Growth X follows a "Value-Linked Investment + Resilience-by-Design" framework, ensuring every IT initiative delivers measurable ROI while strengthening enterprise continuity.

VALUE MAXIMIZATION:

- All investments linked to:
  1. EBITDA growth
  2. Cost optimization
  3. Risk mitigation
- Post-implementation tracking through real-time KPI dashboards

RESILIENCE ENGINEERING:

- Migrated enterprise landscape to SAP RISE Private Cloud + Azure Hybrid Cloud
- Designed robust DR architecture with defined RPO/RTO
- Ensured business continuity across multi-country operations

COST OPTIMIZATION STRATEGY:

- Achieved 15–30% IT cost savings via:
  1. Cloud migration
  2. Infrastructure consolidation
  3. Vendor renegotiation
- Built in-house AI platforms, reducing dependency on external systems by ~90% cost savings

USE CASE IMPACT:

- 99.9% system availability across enterprise platforms
- Zero critical disruption during large ERP transformations
- Scalable architecture supporting rapid business expansion

We ensure IT investments are not just justified—but continuously optimized for value, agility, and resilience.

DRIVING DIGITAL HEALTHCARE THROUGH AI AND TRUST

BIBHAS SEN CHOUDHURI, GM – IT, AMBUJA NEOTIA HEALTHCARE VENTURE

Healthcare is undergoing a profound digital transformation, with technology playing an increasingly vital role in improving patient outcomes, enhancing operational efficiency, and expanding access to quality care. Today, IT leadership in healthcare extends far beyond infrastructure management. It involves creating secure, resilient, and patient-centric digital ecosystems that drive innovation, strengthen trust, and support sustainable growth. By combining effective governance, digital transformation, AI readiness, and cybersecurity, healthcare organizations can deliver better experiences for patients while creating long-term value.

GOVERNANCE FOCUSED ON MEASURABLE OUTCOMES

Strong IT governance serves as the foundation for successful digital healthcare initiatives. Organizations are increasingly adopting structured governance models that emphasize accountability, performance measurement, and alignment with business objectives. SLA-driven vendor management, IT steering committees, and outcome-based investment reviews ensure that technology spending delivers measurable value. Standardized service catalogs, clearly defined ownership, and real-time performance dashboards provide transparency and operational visibility.

ENABLING GROWTH THROUGH DIGITAL TRANSFORMATION

Technology is playing a transformative role in expanding healthcare access and improving the quality of patient care. Investments in cloud-based Hospital Information Systems (HIS), telemedicine platforms, mobile health applications, online appointment systems, and ABHA ID integration have significantly enhanced patient engagement and service accessibility. Data-driven healthcare delivery is further strengthened through centralized Electronic Medical Records (EMR), AI-powered analytics, and automated insurance claims processing. These innovations improve clinical decision-making, reduce administrative burdens, accelerate reimbursement cycles, and optimize resource utilization.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is rapidly reshaping healthcare operations, making workforce readiness a strategic priority. Organizations are focusing on role-based AI literacy programs that equip employees with practical skills relevant to their functions. IT teams are leveraging AI for infrastructure management, automation, and service optimization, while clinical and administrative staff are utilizing AI-assisted documentation, workflow management, and data validation tools. Managers are increasingly using AI for forecasting, reporting, and risk assessment. At the same time, employees receive training on AI ethics, privacy considerations, and responsible technology usage. The objective is not to replace human expertise but to augment it, enabling healthcare professionals to work more efficiently and make better-informed decisions.

STRENGTHENING SECURITY, PRIVACY, AND INCLUSION

Trust is the cornerstone of digital healthcare. Organizations are strengthening cybersecurity through Zero Trust architectures, continuous monitoring, advanced threat detection, and comprehensive disaster recovery planning. Privacy remains a critical focus through DPDP-compliant consent management, audit trails, and robust governance frameworks that protect patient information. By integrating security, privacy, resilience, and inclusion into their digital strategies, healthcare organizations can build trusted ecosystems that improve patient outcomes and support sustainable healthcare transformation.

THE GOVERNANCE FRAMEWORK BEHIND AMBUJANEOTIA'S TECH TRANSFORMATION

KRIPADYUTI SARKAR, GROUP CIO, AMBUJANEOTIA GROUP

The AmbujaNeotia Group remains focused on strengthening IT governance to drive efficiency, foster innovation, and deliver measurable business outcomes. Here is how the organisation enhances IT governance to achieve tangible results:

1. ALIGNING IT WITH BUSINESS STRATEGY

(a) Strategic IT Planning: AmbujaNeotia ensures its IT and AI investments are closely aligned with business objectives, supporting growth across real estate, hospitality, and healthcare.

(b) Digital transformation aligned with Industry 4.0: The organisation leverages cloud technologies, AI, and automation to streamline processes and enhance the overall customer experience.

(c) Stakeholder Collaboration: Frameworks such as COBIT and ITIL facilitate structured, collaborative decision making between IT and business leaders, ensuring strong alignment and accountability.

2. STRENGTHENING CYBERSECURITY AND RISK MANAGEMENT

(a) Robust Security Frameworks: Implementing ISO 27001 or NIST standards to safeguard sensitive data, particularly in healthcare and other customer facing environments.

(b) Risk Mitigation: Regular audits, vulnerability assessments, and compliance checks to minimize IT risks.

(c) Data Privacy: Ensuring compliance with GDPR, India's Digital Personal Data Protection Act (DPDP), and other regulations.

3. ENHANCING DATA GOVERNANCE

(a) Data-driven decision-making: Using analytics and business intelligence tools to derive insights from data across all verticals.

(b) Master Data Management (MDM): Ensuring consistency and accuracy of data across all business units as single source of all data.

(c) AI and Predictive Analytics: Leveraging AI to forecast market trends, optimize resource allocation, and personalize customer experiences.

4. INNOVATION AND AGILITY

(a) Agile Methodologies: Implementing Agile and DevOps practices to accelerate software development and deployment.

(b) Employee Training: Upskilling IT teams and employees to adapt to new technologies and governance frameworks.

5. MEASURABLE OUTCOMES THROUGH KPIS AND ROI TRACKING

(a) ROI Tracking: Measuring the return on IT investments through cost savings, revenue growth, or improved customer satisfaction.

(b) Customer Feedback: Using feedback from stakeholders (customers, employees, partners) to refine IT strategies.

EMPOWERING THE NEXT GENERATION: SMART, SECURE, AND INCLUSIVE DIGITAL CAMPUSES

PROF. (DR) JS SODHI, GROUP CIO & SR VP, AMITY EDUCATION GROUP

As higher education evolves in an increasingly digital and AI-driven world, institutions must build technology ecosystems that enhance learning, strengthen governance, and support innovation. By investing in secure digital infrastructure, data-driven decision-making, cybersecurity, digital inclusion, and AI-led capabilities, educational institutions can create future-ready environments that empower students, faculty, researchers, and administrators while driving academic excellence.

LIFECYCLE IT INFRASTRUCTURE & OPERATIONAL EFFICIENCY

We focus on maximizing the value of our technology investments by following a lifecycle approach to IT infrastructure. Strong backup and disaster recovery systems ensure business continuity, while advanced security measures such as Multi-Factor Authentication (MFA), MAC-based Wi-Fi registration, encryption, and firewalls provide secure and reliable access to university resources. As a result, IT investments deliver measurable benefits in operational efficiency, service quality, and overall institutional effectiveness.

UNIFYING CAMPUSES VIA SMART NETWORKING AND ERPS

We are strengthening IT governance by building a modern and reliable digital infrastructure across all Amity University campuses. This includes centralized ERP systems, smart campus networking, learning management systems, data-driven quality monitoring, and performance measurement tools that help improve efficiency and decision-making.

BUILDING AN AI-READY ACADEMIC ECOSYSTEM

To prepare ourselves for the AI era, we have established the Amity Centre for Artificial Intelligence (ACAI) with high-performance computing facilities. Through the AI Centre of Excellence (CoE) and the vision of "AI for All," we are promoting AI-based learning, research, innovation, and administration across all disciplines, helping build future-ready skills and capabilities.

CONTINUOUS SECURITY MONITORING AND DPDP COMPLIANCE

Cybersecurity remains a key priority. Our IT systems are monitored in real time through SIEM and SOC platforms to quickly identify and respond to security threats. Regular phishing awareness campaigns, employee training programs, phishing email detection systems, security audits, and Vulnerability Assessment and Penetration Testing (VAPT) help protect the university from cyber risks and strengthen overall security.

We also follow strict data protection practices to ensure that personal information is collected, stored, and used responsibly. Compliance with the Digital Personal Data Protection (DPDP) Act helps safeguard user privacy. Access to sensitive data is restricted to authorized users, and appropriate controls are in place to prevent misuse or unauthorized access. Digital inclusion is another important focus area. We continuously improve access to technology and develop user-friendly digital platforms that meet the needs of students, faculty, researchers, and staff from diverse backgrounds. Through these initiatives, we are creating a secure, innovative, and technology-driven environment that supports teaching, learning, research, and administration while building trust and ensuring the long-term success of the university.

THE NEW MANDATE FOR IT: VALUE, VELOCITY, AND VIGILANCE

DR. SUBROTO KUMAR PANDA, CIO & CISO, ANAND AND ANAND

The role of IT is undergoing a profound transformation. Success is no longer measured solely by uptime, compliance scores, or deployment speed, but by the tangible business value technology delivers. At Anand and Anand, technology initiatives are increasingly aligned with growth, operational efficiency, risk resilience, and responsible AI adoption, creating a framework where innovation and governance advance together.

CREATING VALUE THROUGH COLLABORATIVE GOVERNANCE

Earlier IT used to showcase its measurable outcomes by the least amount of downtime and least no of non-compliance after the annual audit. But now it has changed into systematic investment outcome and value driven framework structurally aligned with business imperatives. All IT initiatives now should map directly to revenue growth, operational efficiency and risk resiliency.

We now measure the effective efficiency growth with all the possible automation through proper structured AI implementations rather than decreasing software deployment time cycle. Increasing customer engagement personalization and implementing net promoter score for internal tools. Looking aggressively and recalibrating the cloud usage on a daily basis so that the financial impact is reduced considerably. Now we are bringing in cohorts from all the business process and making them a part of the IT steering committee. It is now a shared project charter rather than an IT project.

This helps for 'fail-fast, recover faster' ideology in action. Rigid governance is being replaced by continuous monthly governance reviews, AI augmented performance monitoring. By utilising real-time executive dashboard, leadership gains instant visibility to project health and financial burn rates.

DEVELOPING AI EXPERTISE IN A REGULATED ENVIRONMENT

Being in an extremely regulated industry, use of AI has to be ethical, clear and consciously implemented. It is just like trying to build a baby into a humanoid. Even if so much advancement has happened in AI, yet while implementing we have to be extremely conscious of various facts and its implications while being used in legal parlance.

For the broader business workforce, the focus is on universal AI literacy and advanced prompt engineering to optimize daily administrative, reporting, and analytical tasks. For our technical and IT teams, we are fast-tracking specialized training in data engineering, model fine-tuning, and MLOps, ensuring we possess the in-house expertise to manage complex AI pipelines securely. We provide employees with enterprise-grade, isolated AI sandboxes.

This allows teams to safely build prototypes, automate repetitive workflows, and test data-driven hypotheses without the risk of leaking proprietary source code, intellectual property, or enterprise data to public models.

ENGINEERING TRUST, TRANSPARENCY, AND INCLUSIVE GROWTH IN THE DIGITAL-FIRST ERA

GANESH VISWANATHAN, PRESIDENT - CIO & CISO, ASSISTO TECHNOLOGIES

Assisto Technologies believes that innovation creates possibilities, but governance converts it into trust. Its corporate blueprint bridges high-velocity digital transformation with absolute operational accountability. By co-owning governance across business and technology lines, embedding predictive AI into risk models, and aligning strategy with national priorities like Digital India, the company ensures that progress is never fragmented. It is engineering a dependable, inclusive, and AI-led ecosystem where every technological breakthrough translates into a measurable, trusted outcome.

BUILDING CONFIDENCE THROUGH DATA-DRIVEN GOVERNANCE

We are reimagining IT governance as the foundation for turning innovation into trust. Governance is no longer about oversight—it is about ensuring that every innovation delivers measurable, reliable outcomes. Each initiative is mapped to clear business KPIs such as revenue growth, cost optimization, customer experience, or risk mitigation.

We have institutionalized OKRs, real-time dashboards, and quarterly value realization reviews to ensure transparency and accountability. Importantly, governance is co-owned by business and technology leaders, ensuring alignment between innovation and enterprise priorities.

We are also embedding AI into governance itself—predicting delivery risks, optimizing resource allocation, and enabling faster, evidence-based decisions. This creates a system where innovation is not just fast, but dependable and outcome-driven.

SUPPORTING GROWTH THROUGH RESPONSIBLE AND INCLUSIVE TECHNOLOGY

Our IT strategy is anchored in scaling innovation responsibly to build trust at both enterprise and national levels. Internally, we are driving a digital-first, AI-led transformation powered by data, automation, and cloud platforms—enabling agility, efficiency, and new growth opportunities.

Externally, we align with national priorities such as Digital India by promoting inclusive digital access, vernacular interfaces, and scalable platforms that can reach diverse user segments. We are also investing in building indigenous AI capabilities, contributing to India's growing digital and innovation ecosystem.

BUILDING HUMAN-AI COLLABORATION FOR SUSTAINABLE GROWTH

Turning innovation into trust requires a workforce that understands, adopts, and responsibly uses AI. Our approach focuses on continuous upskilling, cultural transformation, and human-AI collaboration.

We are enabling employees across functions to build AI and data literacy through structured learning programs and hands-on experimentation. Innovation is democratized through hackathons and internal use-case development, ensuring that teams actively participate in shaping AI-driven solutions. At the same time, we are addressing the human side of transformation. AI is positioned as an enabler, not a disruptor—augmenting human capabilities and improving decision-making. Leadership plays a critical role in reinforcing this mindset and ensuring responsible adoption.

BALANCING ENTERPRISE VALUE WITH PUBLIC PROGRESS

KANISHK GAUR, CEO, ATHENIAN TECH

Technology has become a critical driver of business growth, resilience, and societal impact. By focusing on value-centric investments, outcome-driven governance, digital trust, and alignment with national priorities, organizations can create sustainable competitive advantage while contributing to broader digital transformation goals.

CALIBRATING CLOUD SCALABILITY AND STRATEGIC RESILIENCE

Maximizing value today requires a balance between innovation and risk mitigation. Organizations are prioritizing modular and cloud-based architectures, enabling scalability and cost efficiency. The resilience is being built through cybersecurity investments, redundancy frameworks, and proactive risk management. ROI is increasingly tracked not just in financial terms, but also in terms of agility, security, and long-term strategic advantage.

THE SHIFT TOWARD OUTCOME-DRIVEN GOVERNANCE

We are seeing a shift from compliance-led governance to outcome-driven governance frameworks. This includes aligning IT investments to business KPIs, embedding real-time monitoring, and leveraging AI-driven analytics for decision-making. A strong focus is being placed on transparency, accountability, and cross-functional integration to ensure that governance directly contributes to measurable business and policy outcomes.

CREATING INCLUSIVE AND TRUSTED DIGITAL EXPERIENCES

Security and privacy are now foundational elements rather than add-ons. This includes adopting zero-trust architectures, strengthening data governance frameworks, and ensuring compliance with evolving regulations. The digital inclusion is being driven through simplified user interfaces, vernacular access, and targeted awareness initiatives, particularly for vulnerable groups, ensuring equitable access to digital services.

DIGITAL PUBLIC INFRASTRUCTURE: INTEROPERABILITY AS A NATIONAL CATALYST

IT strategy today is deeply intertwined with national priorities such as digital inclusion, data sovereignty, and AI leadership. By investing in scalable digital infrastructure, cloud adoption, and secure systems, organizations are not only enabling growth but also contributing to broader economic and digital ecosystem development. The focus is on building resilient and interoperable systems aligned with initiatives like Digital Public Infrastructure.

BUILDING AI LITERACY AND ADVANCED CAPABILITY DEVELOPMENT

Organizations are adopting a multi-layered approach combining upskilling, leadership sensitization, and ecosystem partnerships. There is a strong emphasis on building AI literacy across all levels, alongside advanced capability development in areas like machine learning, data science, and cyber resilience. Continuous learning platforms and industry-academia collaborations are becoming key enablers.

ADVANCING DIGITAL RESILIENCE, SECURITY, AND WORKFORCE READINESS

YOGENDRA SINGH, CIO/CTO/HEAD-IT/SAP, BARISTA COFFEE COMPANY

The digital strategy of Barista is focused on building a resilient, secure, and people-focused technology environment that delivers measurable business value. The company is enabling smarter operations, enhanced customer experiences, and sustainable growth by integrating outcome-driven IT investments, proactive cybersecurity practices, and continuous workforce upskilling.

Its focus remains on creating a trusted digital ecosystem that empowers teams and supports future business transformation.

BUSINESS-ALIGNED IT WITH A FOCUS ON RESILIENCE AND ROI

Barista ensures that every IT investment is aligned with measurable business outcomes. We track ROI through metrics such as cost per store, cost per transaction, and improvement in operational efficiency. Investments are prioritized based on their impact on uptime, customer experience, and cost optimization.

We also focus on resilience by implementing strong backup strategies, redundancy, and proactive monitoring. Vendor performance is continuously evaluated through SLAs to maintain consistent service quality across all Barista locations.

AIMING TO BUILD A SECURE, INCLUSIVE, AND TRUSTED DIGITAL ECOSYSTEM

Security and privacy are critical priorities at Barista. We have implemented a multi-layered security framework including firewalls, endpoint protection, and continuous monitoring systems. Automation helps us proactively manage vulnerabilities and compliance requirements. Strong access controls ensure data privacy across all systems.

At the same time, Barista is committed to digital inclusion by deploying simple, user-friendly technologies that empower store teams and enhance customer experience. Our goal is to build a secure, inclusive, and trusted digital ecosystem.

EMPOWERING WORKFORCE THROUGH CONTINUOUS LEARNING AND INNOVATION

At Barista, we are building a future-ready workforce by investing in continuous learning and innovation. We conduct regular training programs on AI, automation, cybersecurity, and data analytics. Our teams are encouraged to develop both technical and business understanding, enabling them to work effectively alongside intelligent systems.

We are shifting the focus from manual execution to analytical thinking and decision-making, ensuring our workforce remains agile, skilled, and prepared for the evolving digital landscape.

SECURE, INCLUSIVE & RESPONSIBLE DIGITALIZATION

PARTHA PROTIM MONDAL, CIO, BERGER PAINTS

Technology is a critical enabler of growth, resilience, and competitive advantage. Berger Paints is focused on maximizing the value of technology investments, building a secure and inclusive digital ecosystem, and preparing its workforce to harness the transformative potential of AI.

OUTCOME-BASED IT INVESTMENT GOVERNANCE

We ensure IT investments maximize value and resilience by tightly aligning technology spend with business strategy and risk priorities. This starts with outcome-based investment governance, where initiatives are evaluated on clear business value, ROI, and resilience impact rather than technology novelty. Portfolio rationalization helps focus resources on high impact programs while eliminating redundancy and technical debt. By embedding resilience by design—through secure architectures, cloud scalability, cybersecurity, and disaster recovery - IT investments strengthen business continuity. Continuous performance tracking, benefits realization reviews, and strong vendor governance ensure investments remain cost effective, adaptable, and capable of supporting growth even in uncertain conditions.

RESPONSIBLE & INCLUSIVE DIGITAL STRATEGY

We are strengthening security, privacy, and digital inclusion by embedding trust and accessibility into every aspect of our digital strategy. Security is reinforced through a risk based, zero trust approach, stronger cyber controls, continuous monitoring, and resilience planning to protect critical data and systems. Privacy is treated as a design principle, with robust data governance, compliance with regulations, transparency, and ethical use of data across platforms. At the same time, digital inclusion is advanced by expanding access to secure digital tools, simplifying user experiences, enabling remote and frontline work, and building digital skills across diverse employee groups. Together, these efforts ensure that technology is not only secure and compliant, but also inclusive, responsible, and empowering for all stakeholders.

AI: A PRODUCTIVITY MULTIPLIER

We are proactively readying the workforce for the AI era by building a strong foundation of AI awareness, skills, and responsible adoption. This includes structured upskilling programs in data, analytics, and AI for both IT and business teams, along with role-based learning paths to demystify AI and drive practical use cases.

A culture of experimentation is encouraged through pilot projects, innovation platforms, and cross functional collaboration. At the same time, clear AI governance, ethical guidelines, and cybersecurity controls ensure responsible and trusted use of AI. By combining continuous learning, talent transformation, and human centric change management, the workforce is empowered to leverage AI as a productivity multiplier rather than view it as a disruption.

BUILDING TRUSTED AND RESILIENT DIGITAL ECOSYSTEMS

GOLOK KUMAR SIMLI, PRESIDENT - TECHNOLOGY & INNOVATION, BLS INTERNATIONAL

In today's rapidly evolving digital landscape, technology leadership is no longer confined to managing infrastructure, applications, and IT operations. It has become a strategic function focused on creating trusted digital ecosystems that drive business growth, enhance citizen experiences, strengthen resilience, and contribute to national transformation.

GOVERNANCE DRIVEN BY OUTCOMES

Modern IT governance must evolve beyond traditional compliance and control mechanisms. Effective governance frameworks are built on transparency, accountability, measurable KPIs, and real-time operational visibility. Technology leaders need predictive insights, risk intelligence, and performance metrics that support informed decision-making and continuous improvement.

The success of governance should be measured not by the number of policies implemented but by the business outcomes achieved. Improved service delivery, operational efficiency, cybersecurity resilience, customer satisfaction, and business growth are the true indicators of effective governance.

TECHNOLOGY STRATEGY FOR GROWTH AND NATIONAL PROGRESS

Technology strategy today must support both organizational ambitions and broader national priorities. Initiatives such as Digital India, digital identity programs, smart governance, and citizen-centric service platforms have demonstrated how technology can transform accessibility, transparency, and economic development at scale. Organizations that align their digital roadmaps with key priorities such as cybersecurity, data privacy, AI innovation, sustainability, and digital trust create lasting competitive advantage. Investments in cloud ecosystems, intelligent automation, data governance, and digital experience platforms are enabling enterprises to scale globally while maintaining operational excellence and customer trust.

CREATING AN AI-READY WORKFORCE

Artificial Intelligence is redefining the future of work, making workforce readiness a strategic necessity. Preparing employees for the AI era requires more than deploying new technologies; it demands a transformation in skills, culture, processes, and leadership thinking. Organizations are increasingly investing in AI literacy, data analytics, cybersecurity awareness, automation capabilities, and responsible AI governance. Equally important is fostering a culture of innovation and continuous learning. AI should enhance human capabilities rather than replace them, enabling employees to make better decisions, improve productivity, and create greater value.

STRENGTHENING SECURITY, PRIVACY, AND INCLUSION

Trust remains the cornerstone of every successful digital ecosystem. Security-by-design, privacy-by-design, and cyber resilience must be embedded into the technology lifecycle from the outset. Organizations are strengthening their security posture through Zero Trust architectures, AI-driven threat detection, continuous monitoring, and advanced data protection frameworks. At the same time, digital inclusion is equally critical. Technology must be accessible, multilingual, user-centric, and designed to serve diverse communities. The future of digital transformation lies in balancing innovation with responsibility, security with accessibility, and growth with societal impact.

DRIVING GROWTH THROUGH AI AND DIGITAL RESILIENCE

SANDEEP JAMDAGNI, HEAD OF IT AND SECURITY, CENTRAL PARK GROUP

In today's digital economy, organizations must balance innovation, governance, security, and business agility to remain competitive. Technology leadership is no longer measured by operational efficiency alone but by the ability to create measurable business value, strengthen resilience, and support long-term growth. By aligning governance, AI adoption, cybersecurity, and digital inclusion, organizations can build trusted digital ecosystems that drive sustainable success.

GOVERNANCE FOCUSED ON MEASURABLE OUTCOMES

Modern IT governance is evolving from activity-based oversight to outcome-driven management. Organizations are strengthening governance by establishing clear accountability, decision rights, and evidence-based assurance frameworks. Real-time dashboards and performance metrics provide greater visibility into technology initiatives, enabling leadership teams to track business outcomes, risk reduction, compliance performance, and operational improvements. By embedding governance directly into execution rather than treating it as a standalone compliance function, organizations can demonstrate measurable value while maintaining transparency and audit readiness.

DRIVING GROWTH THROUGH DIGITAL TRANSFORMATION

A successful IT strategy must support both organizational growth and broader national priorities. By leveraging cloud technologies, data analytics, automation, and AI-driven insights, organizations can improve business agility, accelerate innovation, and enhance customer experiences. Technology modernization also supports critical objectives such as digital transformation, data protection, cybersecurity resilience, and responsible AI adoption. Aligning technology investments with evolving regulatory and economic goals ensures that organizations remain competitive while contributing to a stronger and more resilient digital ecosystem.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is transforming how organizations operate, making workforce readiness a strategic priority. Building an AI-ready workforce requires targeted upskilling, hands-on learning, and the integration of AI into daily workflows. Organizations are focusing on equipping employees with practical AI capabilities while establishing governance frameworks and ethical guardrails to ensure responsible use. By promoting AI literacy, security awareness, and accountability, businesses can empower teams to use AI as a productivity multiplier while maintaining compliance and trust. This approach enables organizations to unlock innovation while managing associated risks effectively.

STRENGTHENING SECURITY, PRIVACY, AND RESILIENCE

Security and privacy must be embedded into every stage of the technology lifecycle. Organizations are adopting security-by-design and privacy-by-design principles, strengthening identity-centric security, continuous monitoring, and compliance with evolving regulations such as the Digital Personal Data Protection Act, 2023. Investments in cloud-native architectures, automation, and business continuity capabilities further enhance resilience and operational stability. At the same time, digital inclusion remains a key focus, ensuring that technology is secure, accessible, and user-centric for all stakeholders. Building a security-aware culture through employee education and awareness programs helps create trusted digital environments capable of supporting future growth and innovation.

DRIVING GROWTH THROUGH AI AND DIGITAL TRUST

DR. MUKESH MEHTA, CTO-CISO, CENTRIX HEALTHCARE

The role of technology leadership has evolved significantly in recent years. Today, technology is not merely an operational function supporting business processes; it is a strategic driver of growth, innovation, resilience, and trust. As organizations embrace artificial intelligence (AI), cloud computing, advanced analytics, and digital transformation, success depends on effectively balancing governance, workforce readiness, cybersecurity, and business objectives. Organizations that achieve this balance will be best positioned to lead in an increasingly connected and data-driven world.

GOVERNANCE THAT DELIVERS MEASURABLE OUTCOMES

Modern IT governance must go beyond traditional oversight and compliance. It should serve as a catalyst for business value creation by ensuring that every technology initiative is aligned with organizational goals and measurable outcomes. Outcome-driven governance frameworks enable organizations to track performance through real-time dashboards, transparent reporting, and clearly defined accountability structures.

Technology investments today are evaluated not only on technical performance but also on their contribution to operational efficiency, cost optimization, risk reduction, and business growth. By integrating governance into every stage of the digital transformation journey, organizations can improve decision-making, strengthen accountability, and ensure consistent delivery of tangible business results.

TECHNOLOGY AS A STRATEGIC GROWTH ENABLER

A robust technology strategy must support both organizational growth and broader national priorities. Businesses are increasingly investing in scalable digital platforms, modern data architectures, intelligent automation, and cloud-based ecosystems to improve efficiency and accelerate innovation. At the same time, technology strategies are aligning with national initiatives focused on digital inclusion, data sovereignty, cybersecurity resilience, and responsible innovation.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is transforming industries and redefining the future of work. Preparing employees for this shift requires more than technical training—it demands a cultural and mindset transformation. Organizations are investing in AI literacy, data analytics, automation capabilities, and responsible AI practices to help employees confidently leverage intelligent technologies. Cross-functional collaboration between business and technology teams is becoming increasingly important as AI reshapes decision-making and operational processes.

STRENGTHENING SECURITY, PRIVACY, AND INCLUSION

Digital trust is built when security, privacy, and inclusion are treated as interconnected priorities. Organizations are adopting Zero Trust architectures, advanced identity management controls, continuous monitoring, and privacy-by-design principles to protect critical data and meet evolving regulatory requirements. As technology continues to evolve, organizations that successfully integrate governance, AI readiness, cybersecurity resilience, and digital trust into their strategic vision will be best positioned to unlock innovation, drive sustainable growth, and lead the next phase of digital transformation.

DRIVING INTELLIGENT MANUFACTURING THROUGH AI & ENTERPRISE DIGITAL CORE

DR. SANDIP PRADHAN, CHIEF DIGITAL & INFORMATION OFFICER, CENTURY PLYBOARDS (INDIA)

Century Plyboards is rapidly evolving into an intelligent, autonomous enterprise. Anchored by a scalable digital core of SAP S/4HANA, Salesforce, and Zoho, its IT framework balances aggressive operational efficiency with rigorous security and governance. From driving plant-wide visibility to aligning with the Make in India initiative, it is empowering its workforce and safeguarding its data to build a future-ready manufacturing ecosystem.

IT INVESTMENT VALUE & RESILIENCE

Every investment is evaluated for scalability, integration, and measurable ROI. SAP S/4HANA has eliminated redundancies and enabled real-time analytics, while RPA and n8n-based orchestration have reduced operational effort significantly. Cloud-integrated platforms like Zoho and Salesforce boost agility and interoperability. Strong vendor partnerships and proactive monitoring safeguard operational resilience, ensuring sustained long-term business value and delivering enhanced visibility across all manufacturing plants.

IT GOVERNANCE & MEASURABLE OUTCOMES

At Century Plyboards, IT governance is built on an outcome-driven framework aligned with business priorities. The migration from ECC to SAP S/4HANA has enabled standardized processes, real-time decision-making, and robust role-based access controls — improving reporting turnaround by over 50% and reducing manual effort by 35–40%. Automation through RPA reduces manual intervention while KPI-driven performance tracking, supported by global partners Deloitte and EY, ensures continuous accountability and measurable business value across all functions.

IT STRATEGY & NATIONAL PRIORITIES

Our IT strategy aligns with India's digital transformation vision and the Make in India imperative. SAP S/4HANA provides an agile, scalable foundation supporting enterprise expansion and data-driven decisions. Integrating Zoho and Salesforce enhances customer engagement and operational visibility across business units. By optimizing supply chains, improving transparency, and enabling innovation, we contribute directly to national priorities of digitalization, sustainable industrial growth, and economic resilience.

SECURITY, PRIVACY & DIGITAL INCLUSION

Security and privacy are central to our digital strategy. Strict role-based access controls, regular audits, and compliance frameworks within SAP safeguard critical enterprise data. Proactive risk management continuously identifies and mitigates emerging threats. In parallel, we drive digital inclusion by simplifying interfaces and enabling mobility — empowering every employee to leverage digital tools. We are continuously evolving toward an intelligent, autonomous enterprise driven by AI, data, and secure digital platforms.

WORKFORCE READINESS FOR THE AI ERA

We are fostering a culture of continuous learning through structured upskilling programs, cross-functional exposure, and hands-on implementation of automation tools. Employees gain practical experience with RPA, workflow orchestration, and AI-driven analytics, enabling adaptation to evolving digital environments. By embedding intelligent insights into daily workflows, we empower faster and more informed decision-making — ensuring our workforce remains future-ready and fully aligned with our digital transformation journey.

POSITIONING IT AS A CATALYST FOR VALUE AND RESILIENCE

HARSH ARORA, HEAD – IT, CHAMBAL FERTILIZERS & CHEMICALS

Ensuring IT investments maximize value and resilience requires treating technology as a strategic driver rather than an operational expense, balancing short-term performance with long-term adaptability. Key strategies include aligning IT roadmaps with business objectives, prioritizing platform-centric investments over point solutions, and embedding cybersecurity as a core component rather than an afterthought.

STRATEGIES FOR MAXIMIZING IT VALUE

Align IT with Business Goals: Establish a common strategic objective between business and technology leaders. IT initiatives must be mapped directly to revenue growth, cost reduction, or operational efficiency.

Platform-First Investing: Move away from fragmented point solutions. Invest in integrated, scalable, and interoperable cloud, data, and AI platforms that reduce operational complexity and increase adaptability.

Adopt Agile & Phased Implementation: Break large projects into smaller, manageable, and incremental phases (pilot programs) to deliver value sooner, gather feedback, and avoid large-scale project failures.

Establish Strong Governance & Accountability: Define clear roles, responsibilities, and success metrics (KPIs) for projects, including naming business sponsors to ensure technology delivers on the promised business case.

Focus on User Experience (XLA): Shift from purely technical Service Level Agreements (SLAs) to Experience Level Agreements (XLAs) that measure the actual end-user or customer experience, ensuring technology improves engagement rather than creating friction.

ENSURING IT RESILIENCE

Build a Secure Digital Foundation: Modernize IT infrastructure to include multi-layered cybersecurity—such as zero-trust architecture and automated threat detection—from the beginning.

Implement Cloud-First & Hybrid Strategies: Utilize multi-cloud models to diversify risk, avoid vendor lock-in, and enhance scalability. Edge computing can also strengthen resilience by bringing processing closer to the user. Prioritize Data Sovereignty: Adopt hybrid or regional cloud solutions to ensure compliance with data regulations (DPDP, GDPR) and protect against geopolitical risks.

Invest in Talent & Digital Skills: Resilience depends on a strong digital core supported by human skill. Invest in upskilling employees to work effectively with new AI and automation tools.

Strengthen Networks: Proactively manage vendor risk and create redundant, flexible systems (e.g., alternative supply chains, backup systems) to maintain operations during technical failures or external disruptions.

TURNING INNOVATION INTO TRUST: A STRATEGIC IT PERSPECTIVE

MOHAN SHAH, CHIEF TECHNOLOGY OFFICER, CLAIMPRO ASSIST

Turning innovation into trust requires a balanced approach. Technology must be guided by strong governance, supported by skilled people, secured by design, and aligned with a clear purpose. This approach not only drives business success but also builds long-term trust with customers, partners, and society.

ENABLING FASTER, SIMPLER, AND MORE ACCESSIBLE DIGITAL SERVICES

Our IT strategy is closely connected with business growth and national initiatives like Digital India and financial inclusion.

We use cloud technology, APIs, and digital platforms to make our services faster, simpler, and more accessible. In areas like insurance and vehicle support services, we are building strong digital ecosystems that improve efficiency and enhance customer experience. At the same time, we are contributing to a more connected and digitally empowered economy.

KPI-DRIVEN GOVERNANCE FOR MEASURABLE BUSINESS OUTCOMES

In today's digital world, innovation is important, but building trust is even more important. To achieve this, we have strengthened our IT governance framework with clear KPIs and KRAs. This helps us measure performance and outcomes in a structured way. Regular reviews, data-driven decisions, and defined accountability ensure that every project delivers real business value. Our governance approach keeps all technology initiatives aligned with organizational goals and improves transparency across teams.

SECURING DATA WHILE SIMPLIFYING ACCESS

Security and privacy are at the core of our IT strategy. We follow a zero-trust security model and implement strong data protection policies to safeguard information. We also ensure full compliance with regulatory standards. At the same time, we focus on digital inclusion by designing simple and user-friendly platforms. This allows people from all backgrounds, including those in remote areas, to easily access our services.

EMPOWERING EMPLOYEES FROM TECH USERS TO ACTIVE INNOVATORS

Preparing our workforce for the AI era is a key priority. We are continuously training our teams in artificial intelligence, data analytics, and automation. We promote a culture of learning and innovation where employees get hands-on experience with new technologies. Cross-functional collaboration helps them understand real business needs. This ensures that our people are not just technology users but active contributors to innovation.

OPTIMIZING INVESTMENTS, BUILDING TRUST, ENABLING AI

BHARAT B ANAND, GROUP CHIEF INFORMATION & TECHNOLOGY OFFICER, CONTEC GLOBAL

Building a future-ready enterprise requires more than adopting new technologies. It requires a framework that aligns investments, governance, security, and workforce transformation with strategic business goals. This approach enables organizations to scale efficiently, innovate responsibly, and create lasting value.

PAKB: OPTIMIZING IT INVESTMENTS

This is one of the challenging aspects with different & differentiating asks, however, to achieve we have established PAKB (Project Approval Kill Board) that helps differentiating IT investments into Run (stability & compliance), Grow (efficiency & margin) and Transform (new revenue & differentiation). The intent is in ensuring every dollar delivers measurable business impact while strengthening reliability, security, and scalability.

IT STRATEGY: A GROWTH MULTIPLIER

We are working to have an IT strategy that act as a growth multiplier for the business while aligning with national priorities like Digital India, data sovereignty, cybersecurity, and sustainability—ensuring we scale responsibly, compliantly, and competitively while meeting socio, agility, talent mentoring and sustainability and Green IT needs too.

IT GOVERNANCE: VALUE-DRIVEN FRAMEWORk

We have repositioned IT governance from a control mechanism to a value-driven framework that directly links technology investments to EBITDA, cost efficiency, and risk reduction—delivering measurable business outcomes. And to accomplish above we are working using following pillars:

- Value-Linked Governance aka Business First approach
- Standardization & Operating Model Discipline aka group-wide governance
- Data-Driven Decision-Making aka as a Decision Support System (DSS)
- Risk & Compliance as Enablers & Not Bottlenecks
- Accountability Through Governance & Clear Ownership

THE VIRTUES OF TRUST

Security, Privacy and Digital inclusion are three virtues that we have embodied in our everyday action i.e, be it embedding security and privacy by design or expanding digital access or Governance & Metrics Framework. The idea is that we protect the enterprise while earn customer trust that helps broader growth.

BUILDING THE AI-NATIVE ENTERPRISE

We have adopted a three-layer approach i.e. skills, operating model, and culture —so that AI is embedded into everyday work, not treated as a side initiative. To achieve, we are working to transform the workforce from being AI-aware to AI-native by embedding AI into roles, workflows, and culture—thus helping deliver measurable productivity gains while ensuring responsible and scalable adoption.

BUILDING DIGITAL TRUST IN THE AI ERA

ADV (DR.) PRASHANT MALI, PRESIDENT, CYBER LAW CONSULTING (ADVOCATES & ATTORNEYS)

In today's digital-first environment, IT governance has evolved beyond compliance to become a critical driver of trust, accountability, and business growth. At Cyber Law Consulting (Advocates & Attorneys), governance integrates cybersecurity, privacy, AI oversight, risk management, and regulatory compliance into a unified framework. Every technology initiative is evaluated against measurable outcomes such as operational efficiency, client trust, regulatory readiness, and cyber resilience. Through continuous audits, risk assessments, and board-level oversight, we ensure technology investments create sustainable value while meeting legal, ethical, and security expectations.

DRIVING GROWTH THROUGH INNOVATION AND NATIONAL PRIORITIES

Our IT strategy is built on the pillars of digital trust, legal innovation, and cyber resilience. As advisors to Fortune 500 companies, government organizations, startups, and critical infrastructure sectors, we recognize that secure digital transformation is central to India's growth agenda. By leveraging legal-tech platforms, AI-assisted research tools, secure collaboration environments, and privacy-focused data management systems, we enhance service delivery while supporting national priorities such as Digital India, cyber sovereignty, responsible AI adoption, and data protection. Our goal is to help organizations innovate confidently while navigating increasingly complex regulatory and technology landscapes.

PREPARING PROFESSIONALS FOR THE AI ERA

The rise of artificial intelligence requires a workforce equipped with both technical knowledge and ethical judgment. We are investing heavily in continuous learning programs focused on AI governance, cybersecurity, privacy, emerging regulations, and responsible use of generative AI. Our professionals are trained to understand AI-related risks, including algorithmic bias, intellectual property challenges, deepfakes, and data privacy concerns. We strongly advocate a human-in-the-loop approach, where AI enhances expertise rather than replaces professional decision-making. Success in the AI era will belong to organizations that combine technological innovation with human accountability, adaptability, and lifelong learning.

STRENGTHENING SECURITY, PRIVACY, AND RESILIENCE

Security, privacy, and resilience form the foundation of digital trust. Every technology investment is assessed for business impact, compliance requirements, scalability, and long-term resilience. We embed secure-by-design and privacy-by-design principles into our digital ecosystem, supported by continuous monitoring, threat intelligence, incident response planning, and cybersecurity awareness initiatives.

At the same time, we believe digital transformation must remain inclusive, ensuring technology benefits all stakeholders without creating new forms of exclusion or inequality. As organizations increasingly adopt AI and advanced technologies, those that successfully balance innovation, security, ethics, and inclusion will emerge as the most trusted and resilient leaders of the digital economy.

CYBERSECURITY, TRUST, AND DIGITAL RESILIENCE

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

As digital technologies become increasingly central to business operations, cybersecurity remains fundamental to protecting enterprise value and stakeholder trust. Cyber Security Corporation continues to strengthen cyber resilience through risk-based governance, privacy-by-design practices, and responsible AI enablement, ensuring that security, compliance, and innovation advance together.

SAFEGUARDING DIGITAL CORE THROUGH ACTIVE GOVERNANCE AND RESILIENCE

IT investments are evaluated through a structured framework combining return on investment, risk mitigation, and resilience metrics. Each investment is subjected to scenario-based testing, including cyber risk simulations and operational stress conditions. Infrastructure is designed with redundancy, disaster recovery capabilities, and incident response mechanisms aligned with global standards. Vendor ecosystems are assessed through detailed due diligence, with contractual safeguards such as data protection clauses, liability provisions, and audit rights. Periodic cyber drills and forensic readiness assessments ensure preparedness for incident handling and preservation of evidentiary integrity. The focus remains on ensuring that investments are not only efficient but also resilient and defensible under regulatory and legal scrutiny.

TRUSTED DIGITAL ECOSYSTEM

Security and privacy are integrated as core design principles within the digital ecosystem. A zero-trust architecture, encryption protocols, and continuous monitoring mechanisms are deployed to address evolving threat landscapes. Privacy is operationalized through data minimization, access controls, and structured governance over data handling practices. Compliance obligations under the Digital Personal Data Protection Act, 2023 are addressed specifically in areas involving personal data lifecycle management, breach notification readiness, and user rights enablement. Digital inclusion efforts focus on building accessible and secure platforms for diverse user groups, including those with limited digital literacy. Parallel awareness initiatives on cyber hygiene and fraud prevention ensure that inclusion does not translate into increased vulnerability.

DEVELOPING AI CAPABILITY WITH ACCOUNTABILITY

Workforce readiness is approached through a combination of technical capability building and risk awareness. Structured programs are implemented to upskill teams in AI, automation, and data analytics, while simultaneously addressing legal and ethical considerations such as algorithmic bias, misuse of data, and evidentiary challenges. From a forensic standpoint, emphasis is placed on understanding risks posed by AI-generated content, including deepfakes and manipulated digital evidence. Internal governance frameworks for AI usage ensure accountability, traceability, and auditability of automated decisions. Where AI systems process personal data, compliance considerations are aligned with the Digital Personal Data Protection Act, 2023, particularly in relation to lawful processing and consent. The objective is to develop a workforce that is both technologically proficient and legally conscious.

UNLOCKING GREATER ROI FROM IT INVESTMENTS

PANKAJ MITTAL, FOUNDER & CEO, DIGIZEN CONSULTING

Maximizing IT investment outcomes is no longer just about deploying new technologies—it is about ensuring every decision drives business impact, minimizes risk and builds resilience for an increasingly uncertain future.

Maximizing IT investment value and resilience comes down to a few interconnected principles:

ALIGN IT TO BUSINESS OUTCOMES
Every investment should map to a measurable business goal — revenue, efficiency, risk reduction, or customer experience. Avoid "technology for technology's sake." Use frameworks like OKRs or Balanced Scorecards to tie IT spending to strategic priorities.

PRIORITIZE BASED ON VALUE AND RISK
Score investments on both potential value (ROI, strategic fit) and risk (complexity, dependencies, execution risk). A simple 2x2 value/risk matrix helps prioritize: high value + low risk items go first; high risk + low value get cut.

BUILD FOR RESILIENCE FROM THE START
Redundancy and failover: Multi-region deployments, load balancing, and automated failover for critical systems. Modularity: Loosely coupled architectures (microservices, APIs) so one failure doesn't cascade. Security by design: Zero-trust principles, least privilege access, and regular penetration testing baked in — not bolted on.

MANAGE THE FULL PORTFOLIO, NOT JUST PROJECTS
Apply IT Portfolio Management — treat IT assets like a financial portfolio. Balance run (keeping lights on), grow (capability expansion), and transform (innovation) investments, typically at a ratio tailored to your growth stage. Regularly sunset legacy systems that drain resources without proportional return.

MEASURE AND ITERATE
Define KPIs before deployment, not after. Metrics like system uptime (SLA %), time-to-recover (RTO/RPO), cost per transaction, and adoption rates keep investments accountable. Conduct post-implementation reviews 6–12 months after go-live to compare actual vs. projected value.

GOVERN WITHOUT SLOWING DOWN
Use lightweight governance — investment review boards for large spend, delegated authority for smaller decisions. Adopt agile funding models (fund teams/capabilities, not projects) to stay flexible as priorities shift.

STRESS-TEST RESILIENCE REGULARLY
Chaos engineering (like Netflix's approach) deliberately introduces failures to surface weaknesses before they become incidents. Tabletop exercises and disaster recovery drills ensure resilience isn't just on paper.

STRENGTHENING GOVERNANCE, SECURITY AND DIGITAL INCLUSION

MANIKANT SINGH, SENIOR VICE PRESIDENT & CHIEF INFORMATION SECURITY OFFICER DMI FINANCE

The digital lending financial services company's technology and governance approach focuses on enabling sustainable growth, strengthening resilience, and expanding secure digital access. By aligning with Reserve Bank of India guidelines, national priorities such as Digital India, and recognized standards including ISO 27001 and NIST, the company is building a secure, scalable, and inclusive digital foundation that supports business growth while maintaining trust, compliance, and operational continuity.

ENHANCING IT GOVERNANCE
We are improving IT governance by adopting a risk-based, metrics-driven approach aligned with RBI guidelines and standards like ISO 27001 and NIST. We track measurable outcomes through KPIs and KRIs such as MTTD, MTTR, patch compliance, and audit closure rates. Governance is strengthened via board-level reporting, automated GRC tools, and continuous control monitoring. Regular cyber drills, audits, and third-party assessments ensure accountability, resilience, and continuous improvement in governance effectiveness.

IT STRATEGY ALIGNED WITH DIGITAL INDIA AND FINANCIAL INCLUSION
IT strategy enables growth by building secure, scalable digital platforms that support rapid lending, API integrations, and cloud adoption. We embed security-by-design to accelerate innovation without increasing risk. The strategy aligns with national priorities like Digital India and financial inclusion by delivering secure, accessible services to underserved and rural segments.

We ensure compliance with RBI regulations and data protection requirements while maintaining high availability and resilience. Our IT strategy directly contributes to sustainable business growth and broader economic development objectives.

PROMOTING DIGITAL INCLUSION WITHOUT COMPROMISING ON SECURITY
We strengthen security and privacy through encryption, zero-trust access, and privacy-by-design aligned with RBI guidelines. Regular VAPT, monitoring, and third-party risk management enhance resilience. We promote digital inclusion by designing secure, simple, and accessible platforms for rural and underserved customers without compromising protection.

SECURE-BY-DESIGN AND BUILT-IN RESILIENCE
We ensure IT investments maximize value through risk-based prioritization aligned to business impact and RBI regulations. We adopt secure-by-design principles, embed resilience via redundancy and zero-trust, and track ROI using KRIs/KPIs. Continuous monitoring, audits, and resilience testing ensure sustained value and operational continuity.

DRIVING GROWTH THROUGH AI AND DIGITAL LEADERSHIP

AVINASH KUMAR SINGH, CTO - BUSINESS TRANSFORMATION, DR. B. LAL CLINICAL LABORATORY

In today's rapidly evolving digital landscape, technology leadership is no longer about managing systems—it is about delivering measurable business outcomes, enabling innovation, and creating sustainable value. Organizations that successfully combine governance, digital transformation, workforce readiness, and cyber resilience are better positioned to thrive in an increasingly competitive environment.

GOVERNANCE BUILT ON MEASURABLE OUTCOMES

Effective IT governance begins with a clear focus on outcomes rather than processes alone. At the core of this approach is a "Result-Action Mindset," where every technology initiative starts with a well-defined business objective. By aligning strategy, policies, and execution around measurable outcomes, governance becomes a performance driver rather than a compliance exercise. Every project is linked to specific business results, ensuring accountability, transparency, and continuous value creation. The philosophy is simple: if success cannot be measured, the initiative should not move forward.

DIGITAL-FIRST GROWTH WITH NATIONAL IMPACT

Technology strategy plays a critical role in driving both organizational growth and national priorities. Operating with a Digital First mindset enables organizations to scale operations, improve customer experiences, and create new growth opportunities. In sectors such as healthcare, where service delivery directly impacts society, technology becomes a powerful enabler of accessibility, efficiency, and inclusion. By aligning digital transformation efforts with broader initiatives such as Digital India, organizations contribute to national development while building future-ready business models. Sustainability, customer-centricity, and a commitment to service remain central to this journey.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is reshaping the workplace, creating both opportunities and challenges. Preparing employees for this transformation requires more than technical training—it requires a mindset shift. Organizations must help teams understand that AI is designed to enhance productivity rather than replace human expertise. By demonstrating practical benefits, such as faster content creation, automation, and improved decision-making, employees become more receptive to adoption. Continuous learning, open communication, and hands-on exposure to AI tools are essential for building confidence and fostering a culture of innovation. An AI-ready workforce is one that embraces change while continuously developing new skills.

MAXIMIZING VALUE THROUGH RESILIENCE AND SECURITY

Successful technology investments are measured not only by financial returns but also by their ability to strengthen resilience and security. Every investment should be evaluated through Total Cost of Ownership (TCO), scalability, and long-term business impact. Organizations must track measurable indicators such as cost reduction, time savings, automation outcomes, and operational efficiency. At the same time, strong cybersecurity practices remain fundamental. Employee awareness, proper technology configuration, real-time monitoring, and expert guidance form the foundation of a secure digital environment. Together, these elements create resilient organizations capable of adapting, growing, and delivering value in an increasingly digital world.

TECHNOLOGY AS A CATALYST FOR GROWTH, TRUST, AND INCLUSION

ABHISHEKA KUMAR, CIO, ECO-MAIL

The CIO of Eco-Mail is driving a transformative approach to IT governance by embedding measurable outcomes at the core of decision-making. Clear KPIs covering system reliability, cybersecurity resilience, cost optimization, and service efficiency ensure governance delivers tangible business value.

Advanced analytics and real-time dashboards provide strong visibility into performance, enabling proactive risk management and timely course correction. Cross-functional collaboration aligns IT initiatives with enterprise goals, ensuring every investment delivers measurable impact.

Automation and standardized frameworks have strengthened compliance, reduced operational overhead, and enhanced accountability. This outcome-driven model elevates operational excellence, builds stakeholder trust, and positions Eco-Mail's IT as a strategic enabler of innovation, agility, and sustained growth.

Eco-Mail's IT strategy aligns closely with organizational growth and national digital priorities. A cloud-first, scalable architecture combined with automation-led operations enables faster service delivery, improved customer experience, and cost-efficient expansion. Data-driven decision-making powered by advanced analytics strengthens business agility and supports revenue growth.

The strategy emphasizes strong cybersecurity and compliance frameworks aligned with data protection and digital trust priorities. Investments in sustainable IT, including optimized infrastructure and reduced carbon footprint, support environmental goals. By promoting digital inclusion, secure communication platforms, and innovation-led ecosystems, Eco-Mail supports initiatives like the DPDP Act, ensuring technology contributes to enterprise success and national resilience.

Eco-Mail is preparing its workforce for the AI era through a structured, future-ready talent strategy. Continuous upskilling in AI and cybersecurity equips employees to adapt to evolving technologies, while learning platforms, certifications, and innovation labs foster experimentation and digital fluency. Cross-functional collaboration integrates AI into workflows, enhancing productivity and decision-making. Responsible AI governance ensures ethical adoption. This approach empowers employees to embrace AI confidently, drive innovation, and sustain long-term competitiveness.

IT investments follow a disciplined, outcome-driven approach aligned with strategic goals and measured through ROI metrics such as cost efficiency, performance improvement, and customer impact. Cloud-native, modular architectures enhance flexibility, while embedded cybersecurity strengthens resilience. Real-time monitoring enables rapid response, and automation with analytics optimizes resources and reduces costs. This approach ensures sustained value, operational continuity, and adaptability.

EMAAR INDIA PARTNERING IN INDIA'S DIGITAL & AI REVOLUTION

FARMAN KHALID, CIO/CDO, EMAAR INDIA

The IT strategy of Emaar India is designed to transform technology into a strategic growth engine, enabling innovation, resilience, and agility while contributing to India's Digital India and AI-led development initiatives.

CREATING BUSINESS VALUE THROUGH DIGITAL EXCELLENCE
Our IT strategy is designed to enable sustainable organizational growth through secure, scalable, and AI-driven digital capabilities while aligning with national priorities, including India's Digital India initiative, AI adoption, and smart infrastructure development.

Supporting Organizational Growth

- A business-aligned digital roadmap focused on scalability, operational efficiency, and faster decision-making.
- Adoption of AI and automation to improve productivity, reduce costs, and accelerate time-to-market.
- Development of a data-driven enterprise using analytics platforms for real-time, informed business decisions.
- A secure and resilient IT foundation to support expansion, acquisitions, and ecosystem partnerships.

Alignment with India's Digital and National Priorities

- Digital India: Driving digitization, cloud adoption, paperless operations, and platform-based service delivery.
- AI Adoption and Innovation: Using AI for process automation, HR transformation, quality assurance, and intelligent decision support.
- Smart Infrastructure and Industry Digitization: Supporting smart real estate, fintech integrations, and API-driven ecosystems aligned with smart city and infrastructure initiatives.
- Cybersecurity and Compliance: Strengthening data protection, cyber resilience, and regulatory compliance in line with national standards.
- Future-Ready Workforce: Promoting upskilling in AI, cloud, and digital technologies to support India's technology-led growth agenda.

Business and National Impact

- Accelerated digital execution aligned with national transformation goals.
- Improved organizational competitiveness and innovation capability.
- A sustainable, secure, and scalable IT environment supporting long-term growth.

PLATFORM-LED GROWTH FOR TOMORROW'S BUILT ENVIRONMENT

CHIRAG BOONLIA, GROUP CTO, EMBASSY GROUP

At Embassy Group, technology is no longer an operational afterthought—it is the foundational engine of scalability. Our technology strategy acts as a dual force: driving enterprise growth through advanced proptech and shifting our expansive portfolio into a fully cognitive, AI-driven ecosystem. By converting physical spaces into intelligent environments, Embassy Group ensures consistent, high-yield expansion across geographies.

IT: THE SCALABLE GROWTH ENGINE
Our technology framework is meticulously architected to serve as a high-velocity growth engine, directly mapped to enterprise priorities and commercial excellence.

- **Accelerating Revenue:** Leveraging predictive AI analytics, intelligent leasing platforms, and hyper-personalized customer engagement applications to drive occupancy and maximize asset value.
- **Optimizing Assets:** Implementing cognitive building technologies, IoT-driven automation, and AI-powered predictive maintenance to radically lower operational overhead.
- **Unlocking New Business Models:** Pioneering AI-enabled platform ecosystems that redefine co-working dynamics and next-generation tenant services.
- **Platform-Led Scalability:** Ensuring seamless, standardized expansion across diverse asset classes and geographies with unmatched speed and operational consistency.

THE AI-FIRST PARADIGM
We are actively shifting away from legacy, reactive digital workflows to embrace autonomous, intelligent operations:

- **Cognitive Infrastructure:** Embedding machine learning into the core architecture of our buildings, transforming them from passive structures into adaptive environments that learn, predict, and respond to occupant behaviors in real-time.
- **Data-Driven Intelligence:** Transitioning from basic data collection to advanced prescriptive analytics, enabling leadership to make rapid, high-impact commercial decisions based on real-time operational telemetry.
- **Enterprise Governance & Security:** Erecting highly secure, compliant digital infrastructure that prioritizes absolute data integrity, privacy, and robust AI governance.

We do not view technology simply as a support function; it is the strategic catalyst scaling our commercial growth and defining the future of the intelligent built environment.

ENABLING BUSINESS GROWTH THROUGH STRATEGIC GOVERNANCE, DIGITAL TRUST, AND RESPONSIBLE INNOVATION

ROHIT PONNAPALLI, GLOBAL CISO, ENVOY GLOBAL

To drive scalable, responsible innovation, Envoy Global is redefining how it manages technology. This initiative shifts IT governance from a mechanism of oversight to a driver of business value, while establishing a core layer of security, privacy, and digital inclusion that builds lasting stakeholder trust.

IT GOVERNANCE REPOSITIONING

IT governance is being repositioned as a strategic business enablement function rather than a traditional oversight mechanism. The emphasis is on aligning technology decisions with enterprise priorities such as growth acceleration, operational scalability, customer experience, regulatory confidence, cost efficiency, and risk-adjusted innovation. Every major initiative is evaluated through measurable value indicators, including adoption, productivity impact, platform reliability, process maturity, compliance effectiveness, and contribution to business outcomes.

This shift requires disciplined portfolio governance, executive-level prioritization, architecture standardization, cloud financial management, vendor performance governance, data stewardship, and transparent KPI-driven reporting. Success is no longer measured only by project completion, but by tangible outcomes such as faster time-to-market, improved service availability, optimized technology spends, reduced operational friction, accelerated audit closure, stronger resilience, and measurable reduction in enterprise risk.

EMBEDDING TRUST AT THE CORE OF DIGITAL TRANSFORMATION

Security and privacy are being strengthened by embedding trust into the core of the digital operating model. This includes a risk-based approach across identity governance, zero trust, cloud security, endpoint protection, data loss prevention, encryption, secure application development, vulnerability management, third-party risk, incident response, and continuous compliance monitoring.

Privacy is treated not simply as a regulatory requirement, but as a business differentiator that reinforces customer confidence, employee trust, and responsible global operations.

Digital inclusion is advanced by ensuring that technology platforms are secure, accessible, reliable, and usable across geographies, functions, and user communities. The objective is to reduce digital friction while enabling broader participation, faster adoption, and consistent user experience. In a global enterprise environment, security should not be viewed as a constraint on innovation; it should be the trust layer that allows innovation, AI adoption, data-driven transformation, and digital business models to scale responsibly and sustainably.

WHEN THE STORY BECOMES THE WEAPON: LEADING INDIA'S ENTERPRISES THROUGH THE AGE OF MYTHOS ATTACKS

DR. ARINDAM SARKAR, CHIEF ARCHITECT, FACEOFF TECHNOLOGIES

The most dangerous threat facing Indian enterprises today does not arrive through a firewall breach. It arrives as a story. A fabricated voice note from your CEO. A deepfake video authorizing a transfer. A spoofed CERT-In advisory creating false urgency. Security researchers call this a Mythos attack, and it exploits the one vulnerability no firewall can patch: human judgment. A new class of defense has emerged to meet this threat directly. FaceOff, an AI-powered adversarial detection and response platform, is purpose-built to identify, intercept, and neutralize Mythos-class attacks before they reach the decision layer.

IMPROVING IT GOVERNANCE FOR MEASURABLE OUTCOMES

Mythos attacks begin with reconnaissance, studying leadership tone, approval workflows, and vendor relationships before manufacturing synthetic scenarios that look completely legitimate. We introduced a trust break protocol into every consequential authorization: a deliberate, out-of-band confirmation step that no digital impersonation can bypass.

FaceOff strengthens this layer directly. Its Synthetic Identity Verification engine runs real-time liveness analysis and voice-print authentication on every communication flagged as high-stakes, cross-referencing behavioral baselines to detect impersonation even when the synthetic voice or video is indistinguishable to the human ear or eye. In eighteen months, between our protocol and FaceOff's interception layer, three business email compromise attempts that had cleared our standard email security were stopped before any transaction occurred.

Governance today must assume that what appears authentic may have been engineered to appear that way, and FaceOff operationalizes that assumption at machine speed.

MAXIMIZING VALUE AND RESILIENCE FROM IT INVESTMENTS

We evaluate every major investment through a Mythos surface area reduction lens. Does this platform create new channels for injecting false information? Does it concentrate approval authority in ways a synthetic impersonation could exploit?

FaceOff integrates directly into this evaluation framework. Its Workflow Risk Mapping capability analyzes proposed technology deployments and identifies the decision points most vulnerable to Mythos exploitation before the platform goes live.

Post-deployment, FaceOff's continuous behavioral anomaly detection monitors communication and approval patterns in real time, surfacing deviations that indicate an active Mythos campaign. We have also built Mythos-specific incident response playbooks co-developed with FaceOff's threat response team, ensuring that when an attack partially succeeds, our containment and recovery steps are already rehearsed and ready.

SCALING THROUGH INNOVATION: BUILDING A RESILIENT FINANCIAL ECOSYSTEM

SIVAKUMAR NANDIPATI, CDO, FEDBANK FINANCIAL SERVICES

"A good strategy grows the organization; a great strategy grows the ecosystem." At Fedbank Financial Services, technology vision is explicitly aligned with broader societal and national goals. It is leveraging data-driven decision-making and automation to spark a new era of financial inclusion. To achieve this, the company is prioritizing a future-ready workforce where AI expands human capability, backed by a proactive security framework where trust is embedded by design. This is how it ensures that as innovation advances, no one is left behind.

TECHNOLOGY AS ENGINE FOR EXPANSION

Technology has become a strategic growth engine rather than a support function. An effective IT strategy must simultaneously enable business expansion, enhance customer value, and build long-term resilience.

Our focus has been on leveraging digital platforms, data-driven decision-making, automation, and emerging technologies to create scalable and sustainable growth. At the same time, technology must contribute to larger national objectives such as digital empowerment, financial inclusion, skill development, and the adoption of secure digital infrastructure.

Organizations that align their technology vision with broader societal and national goals are better positioned to create lasting impact.

EMBRACING AI WITH A HUMAN-CENTRIC FOCUS

The AI era is not only transforming technology; it is transforming the nature of work itself.

Preparing the workforce requires a balanced focus on capability building, cultural change, and responsible adoption. The priority is to help employees understand how AI can augment human potential rather than replace it. This involves building awareness, encouraging experimentation, and developing skills in data literacy, AI tools, critical thinking, and ethical decision-making.

Organizations that invest in continuous learning and adaptability will be best positioned to harness AI effectively while ensuring that human judgment, creativity, and empathy remain central to decision-making.

PROACTIVE SECURITY AND UNIVERSAL DIGITAL ACCESS

In an increasingly connected world, trust is a critical success factor for digital transformation.

Strengthening security requires a proactive and integrated approach that combines technology, governance, processes, and people. Security and privacy must be embedded into systems by design rather than treated as afterthoughts. Continuous monitoring, risk assessment, employee awareness, and regulatory compliance remain essential components of this framework. At the same time, digital transformation must be inclusive. Technology should be accessible, intuitive, and beneficial to people across different geographies, demographics, and levels of digital literacy. True digital progress is achieved when innovation not only advances business goals but also broadens access and creates opportunities for a wider population.

PREPARING FOR THE FUTURE: GROWTH, RESILIENCE, AND AI READINESS

LALIT TRIVEDI, GLOBAL HEAD INFORMATION SECURITY AND DPO, FLEXM

FlexM's technology strategy is built on three core priorities: aligning IT with growth objectives, maximizing value from technology investments, and preparing the workforce for the AI era. Together, these pillars enable innovation, resilience, and long-term competitiveness.

POWERING BUSINESS SUCCESS AND NATIONAL DEVELOPMENT

A robust IT strategy fosters organizational growth by aligning technological investments with business goals, enhancing operational efficiency, improving customer experiences, and facilitating innovation.

Through initiatives such as digital transformation, cloud adoption, data analytics, cybersecurity, and automation, organizations can boost productivity, lower costs, and adapt more swiftly to evolving market demands. Additionally, IT offers scalable platforms that accommodate business growth, the introduction of new products, and enhanced decision-making through real-time insights.

On a national scale, IT strategy plays a vital role in addressing broader priorities, including economic growth, digital inclusion, cybersecurity resilience, innovation, and workforce development. By embracing emerging technologies like Artificial Intelligence (AI), data analytics, and automation, organizations contribute to strengthening the digital economy and support government efforts aimed at smart infrastructure, financial inclusion, e-governance, and sustainable development.

A clearly articulated IT strategy guarantees that technology investments yield measurable business results while also advancing national digital transformation objectives and long-term economic competitiveness.

MAXIMIZING RETURN AND ENTERPRISE RESILIENCE

We guarantee that IT investments yield maximum value and resilience through a strategic, outcome-oriented methodology. Each investment is synchronized with business goals, risk management priorities, and long-term growth strategies. We implement strong governance frameworks, conduct business case assessments, and utilize performance metrics to prioritize initiatives that provide quantifiable advantages.

Investments concentrate on scalable cloud solutions, cybersecurity, automation, data analytics, and operational resilience. Frequent portfolio evaluations assist in optimizing costs, removing redundancies, and reallocating resources to high-value prospects. By integrating security, compliance, disaster recovery, and business continuity into technology choices, we improve organizational agility, dependability, and the capacity to respond to changing business and market requirements.

BUILDING A FOUNDATION FOR SCALABLE GROWTH

We are equipping our workforce for the AI era by implementing a blend of upskilling, governance, and practical innovation. Employees are provided with training in AI fundamentals, data literacy, prompt engineering, automation, and responsible AI practices. We promote continuous learning through certifications, workshops, and hands-on projects that enable teams to apply AI to business challenges. Collaboration across business and technology teams ensures that AI adoption is in line with organizational objectives. Robust governance frameworks tackle ethics, security, privacy, and compliance issues. By cultivating a culture of experimentation, learning, and adaptability, we empower our workforce to utilize AI with confidence, boost productivity, and foster innovation.

DRIVING GROWTH THROUGH AI AND CYBER RESILIENCE

SUNIL GUBRANI, HEAD IT - INFRA & SECURITY, FRATELLI INDIA

ALIGNING IT GOVERNANCE WITH BUSINESS OUTCOMES

Effective IT governance is no longer limited to compliance and policy management; it is about delivering measurable business value. By aligning technology investments with organizational objectives, IT leaders can ensure that every initiative contributes to growth, efficiency, and innovation. Success depends on establishing clear accountability, defining performance metrics, and implementing robust governance frameworks that continuously monitor project progress, risk exposure, and compliance requirements. Measuring outcomes through KPIs such as system availability, project delivery, user satisfaction, and cybersecurity improvements enables organizations to demonstrate tangible returns on technology investments.

BUILDING A GROWTH-FOCUSED AND FUTURE-READY IT STRATEGY

A successful IT strategy serves as a catalyst for organizational growth while supporting broader national priorities such as Digital India, cybersecurity readiness, and digital transformation. Modern enterprises are investing in cloud platforms, automation, analytics, and AI to enhance operational efficiency and customer experiences. Data-driven decision-making, supported by real-time insights and business intelligence, empowers leadership teams to make informed choices. At the same time, technology modernization initiatives help organizations replace legacy systems with scalable digital platforms that support long-term business objectives and sustainable growth.

PREPARING THE WORKFORCE FOR THE AI ERA

The rise of artificial intelligence is transforming the workplace, making workforce readiness a strategic priority. Organizations must focus on AI literacy, continuous upskilling, and responsible adoption of emerging technologies. Employees need training in AI, data analytics, automation, and cybersecurity, while leaders must understand AI governance, risks, and opportunities. Equally important is fostering a culture of innovation where teams are encouraged to experiment with AI-driven solutions, automate repetitive tasks, and leverage intelligent technologies to improve productivity. A structured approach to AI adoption ensures that innovation is balanced with security, compliance, and ethical considerations.

STRENGTHENING SECURITY, PRIVACY, AND DIGITAL RESILIENCE

As digital ecosystems expand, cybersecurity and data privacy have become fundamental business imperatives. Organizations are strengthening resilience through Zero Trust architectures, multi-factor authentication, advanced threat monitoring, and proactive risk management. Strong data governance, privacy-by-design principles, and compliance frameworks help protect sensitive information and maintain stakeholder trust. At the same time, digital inclusion remains critical, ensuring that technology is secure, accessible, and easy to adopt across all user groups. By integrating security, privacy, governance, and resilience into every technology initiative, organizations can build a trusted digital environment that supports innovation, business continuity, and sustainable growth in an increasingly complex digital world.

SHAPING AI-READY AND INCLUSIVE DIGITAL ENTERPRISES

BHASKAR RAO, CISO, GP PARSIK SAHAKARI BANK

The future of technology leadership extends far beyond managing infrastructure and applications. Today's IT leaders are expected to drive business growth, strengthen resilience, foster innovation, and build trust in an increasingly digital world. As organizations accelerate their adoption of cloud, artificial intelligence (AI), automation, and advanced analytics, a governance-driven approach is becoming critical to long-term success.

GOVERNANCE AND STRATEGY FOR SUSTAINABLE GROWTH

Strong IT governance serves as the foundation for digital transformation. Organizations are increasingly adopting outcome-based governance frameworks that align technology investments with business objectives and measurable outcomes. Clear accountability, performance metrics, and risk-based decision-making help ensure that technology initiatives deliver tangible business value. At the same time, IT strategies are being aligned with broader organizational goals and national priorities such as digital inclusion, cybersecurity resilience, financial accessibility, and data protection. By integrating business strategy with technology innovation, organizations can achieve sustainable growth while supporting national digital transformation initiatives.

BUILDING AN AI-READY WORKFORCE

Artificial intelligence is reshaping the workplace, making workforce readiness a strategic imperative. Organizations are investing in AI literacy, digital skills development, and continuous learning programs to prepare employees for the future of work. Beyond technical capabilities, AI readiness also requires awareness of ethics, responsible AI usage, data privacy, and cybersecurity. By fostering a culture of innovation and lifelong learning, organizations can empower employees to leverage AI effectively while maintaining human judgment and accountability. The most successful enterprises will be those that combine technological advancement with workforce adaptability.

MAXIMIZING VALUE THROUGH RESILIENT TECHNOLOGY INVESTMENTS

Technology investments today must deliver both business value and operational resilience. Organizations are adopting value-driven investment frameworks that assess outcomes beyond financial returns, including risk reduction, customer experience, scalability, and business continuity. Investments in cloud infrastructure, automation, cybersecurity, disaster recovery, and digital platforms provide the foundation for long-term resilience. As cyber threats and operational disruptions become more frequent, resilience has emerged as a critical measure of technology investment success.

STRENGTHENING SECURITY, PRIVACY, AND DIGITAL INCLUSION

Trust remains the cornerstone of the digital economy. Modern organizations are strengthening security through Zero Trust architectures, continuous monitoring, advanced threat intelligence, and proactive cyber defense strategies. Privacy-by-design principles are increasingly embedded into technology initiatives to ensure regulatory compliance and protect customer data. Equally important is digital inclusion. Organizations must ensure that technology remains accessible, user-friendly, and inclusive across diverse populations. By balancing innovation with security, privacy, and accessibility, businesses can create trusted digital ecosystems that drive engagement, growth, and long-term success.

Organizations that successfully integrate governance, AI readiness, resilience, security, and inclusion into their digital strategies will be best positioned to navigate disruption, unlock innovation, and contribute meaningfully to economic growth in the AI-powered future.

BUILDING TECHNOLOGY THAT REACHES EVERYONE

JASPREET SINGH, CHIEF REVENUE OFFICER – CONSULTING, GRANT THORNTON BHARAT LLP

A successful digital strategy brings together smart investment decisions, secure and inclusive systems, and a culture that embraces AI as a tool for augmentation rather than replacement.

IT STRATEGY: INVEST, MEASURE, OPTIMIZE, AND SECURE

Our IT investment strategy is built on diversification, continuous rebalancing, and disciplined action on underperforming initiatives. Every year, we assess our investments against two dimensions: business impact and operational resilience.

Anything that scores low on both gets retired or replaced. Instead of investing in isolated point solutions, we prioritize platforms that integrate well and scale with the organization. We conduct periodic value audits essentially asking if the investment is still delivering what we intended and if not, we course-correct it quickly and make space for what is growing. So, it's a continuous cycle - invest, measure, optimize, and secure.

THE FOUNDATION OF TRUST: SECURITY, PRIVACY, INCLUSION

We have integrated security, privacy and digital transformation as one. A system that is secure but inaccessible to someone with a disability, or someone who doesn't speak the dominant language, isn't serving its purpose. On the security front, we have implemented zero-trust architecture, continuous monitoring, and AI-driven threat detection. On Privacy, we have adopted privacy-by-design which incorporates data minimization, encryption and consent management into the system.

Digital inclusion is a key priority where we design solutions that are accessible across different demographics. We optimize our platforms using lower data usage, offline capability, simpler interfaces which is affordable and accessible for all. Security, privacy, and inclusion aren't compliance obligations but a foundation of trust.

STRENGTHEN PEOPLE'S CAPABILITIES WITH AI

AI readiness is a culture shift and not just training and lessons. While introducing AI-assisted tools to our teams, we started by removing fear that their roles would evolve and not disappear, and we would invest in helping them evolve with it. Then we integrated learning into everyday work. We adopted a three-pillar approach - awareness, augmentation, and accountability.

First, on awareness, we conducted AI literacy sessions for both technical and non-technical teams to demystify AI and help people understand how it can create value in their day-to-day work. Second, augmentation, we embedded AI into our core workflows rather than treating it as a standalone capability. Third, accountability, we redefined roles to make AI adoption part of performance expectation and no longer optional capability. The objective is to strengthen people's capabilities and not replace them.

ENGINEERING THE FUTURE: STANDARDIZING DIGITAL BACKBONE AND AI LEADERSHIP

SAURABH GUPTA, GROUP CHIEF DIGITAL & INFORMATION OFFICER, GUJARAT FLUOROCHEMICALS

The technology strategy of Gujarat Fluorochemicals focuses on creating a scalable digital enterprise powered by modern platforms, intelligent automation, and an AI-enabled workforce. By combining innovation with responsible adoption, the company is driving operational excellence, sustainable growth, and long-term value creation.

TECHNOLOGY-LED GROWTH ALIGNED WITH DIGITAL INDIA

Our IT strategy is centered on building a scalable and resilient digital core that enables business growth while aligning with national priorities. We are strengthening our enterprise backbone through platforms like SAP S/4HANA, Salesforce, Data Lake, Analytics etc. ensuring standardized processes, improved visibility, and enhanced customer engagement across business units.

To drive operational excellence, we are advancing Industry 4.0, AI Automation capabilities through IoT-led smart manufacturing, real-time supply chain visibility, and data-driven decision-making powered by a centralized data lake and analytics platforms. This enables us to improve productivity, optimize costs, and respond more effectively to market dynamics.

From a national perspective, our initiatives are closely aligned with programs like Digital India. By digitizing manufacturing operations, enhancing supply chain transparency, and investing in advanced technologies, we are contributing to building globally competitive and technology-driven industrial ecosystems. Additionally, our focus on ESG and sustainability through digital solutions supports responsible growth and aligns with India's long-term environmental and governance goals. As we move forward, our focus is to deepen AI-led decision-making and platform-driven innovation to further accelerate growth while contributing meaningfully to India's digital and industrial vision.

FROM LEARNING AI TO LEADING WITH AI

We are approaching AI readiness as a combination of capability building, cultural transformation, and practical adoption. Our focus is not just on training employees in AI concepts, but on embedding AI into everyday business processes to drive tangible impact.

We have initiated structured leadership programs across functions, focusing on AI literacy, automation, and applied AI use cases relevant to roles in manufacturing, supply chain, finance, and sales. Alongside this, we are enabling hands-on exposure through real initiatives such as AI-led use cases, allowing employees to move from learning to implementation.

We are also introducing AI-powered enterprise tools (SAP joule/MS Copilot/purple AI) and copilots within our enterprise platforms like SAP S/4HANA and Salesforce augment decision-making and improve productivity. This helps employees experience AI as a day-to-day enabler rather than a distant concept.

While we are building strong foundational capabilities, our next focus is to scale AI adoption across functions and create a workforce that is not only AI-aware but AI-enabled and future-ready.

TRANSFORMING INNOVATION INTO TRUST: INDIA'S CYBER SAFETY CHAMPION

DR. RAKSHIT TANDON, FOUNDER, GURUGRAM POLICE CYBER SECURITY SUMMER INTERNSHIP (GPCSSI)

For most organisations, cybersecurity is a technical function. IT governance goes beyond firewalls and compliance checklists; it focuses on building genuine cyber responsibility across citizens, institutions, and enterprises. Through structured awareness programs, policy advisory engagements, and cyber hygiene initiatives, GPCSSI helps organisations establish measurable frameworks that reduce risk, strengthen compliance, and improve user accountability. Regular simulations, capacity-building exercises, and targeted assessments translate governance from paperwork into living, breathing digital resilience.

ALIGNING CYBER STRATEGY WITH INDIA'S DIGITAL AMBITIONS

Digital India is not just a government initiative — it is a national responsibility. My work is deeply aligned with this vision, promoting cyber literacy, digital safety, and cybersecurity workforce development at every level of society. The most tangible expression of this commitment is the Gurugram Police Cyber Security Summer Internship (GPCSSI) — a programme I founded over 13 years ago that has consistently nurtured young cyber enthusiasts into future-ready professionals. Recognised with the prestigious Skoch Gold Award for Governance, GPCSSI has become a benchmark for how public-private collaboration can build a safer, stronger digital ecosystem.

PREPARING THE NEXT GENERATION FOR AI-DRIVEN THREATS

Artificial Intelligence is reshaping every sector — but AI adoption without awareness is a vulnerability, not an advantage. I actively train students, professionals, educators, corporate teams, and law enforcement officers on emerging technologies, AI-driven threats, responsible AI usage, and practical cyber defense strategies. My focus extends beyond technical skills to developing critical thinking and digital intelligence — empowering individuals to leverage AI confidently while recognising and mitigating its associated risks. The goal is simple: create professionals who work alongside AI securely and responsibly.

PEOPLE ARE THE BEST TECHNOLOGY INVESTMENT

Technology alone never delivers its full promise. I advocate a balanced investment philosophy — every rupee spent on technology must be matched by investment in people, processes, and continuous education. Cybersecurity awareness, incident preparedness, and hands-on training dramatically improve technology ROI by reducing human error, accelerating incident response, and maintaining operational continuity during cyber events. Resilience is ultimately a human capability before it becomes a technical one.

MAKING DIGITAL SAFETY ACCESSIBLE TO EVERY CITIZEN

True digital inclusion demands more than internet access — it requires knowledge, confidence, and safety. My work spans schools, colleges, corporations, government departments, and police agencies, making cybersecurity education accessible to children, parents, senior citizens, and professionals alike. When every citizen can navigate the digital world safely, India's digital economy becomes genuinely inclusive, equitable, and sustainable.

TECHNOLOGY STRATEGY FOR SUSTAINABLE GROWTH AND NATIONAL IMPACT

MANIKKAM SUBRAMANIAM, CIO, HERITAGE GROUP

At Heritage Group, technology is a strategic enabler of sustainable growth, operational excellence, and long-term resilience. Its IT strategy is designed to strengthen business performance through secure, scalable, and data-driven digital capabilities while supporting broader national priorities such as digital transformation, cybersecurity, innovation, skills development, and sustainable economic growth.

ALIGNING ORGANIZATIONAL OBJECTIVES WITH NATIONAL PRIORITIES

Our IT strategy is designed to serve two objectives simultaneously: enabling organizational growth and supporting broader national priorities such as digital transformation, cybersecurity resilience, innovation, skills development, and sustainable economic growth.

From an organizational perspective, the strategy focuses on aligning technology investments with business outcomes. We prioritize platforms and capabilities that improve scalability, operational efficiency, customer experience, and data-driven decision-making. This includes cloud modernization, automation, cybersecurity, enterprise data governance, and agile delivery models that allow the organization to respond faster to market changes.

A major component is building a resilient digital foundation. That means ensuring high availability, business continuity, strong cyber risk management, and modern infrastructure capable of supporting future expansion and innovation.

To support growth, we also focus on:

- Improving speed-to-market for products and services
- Leveraging analytics and AI for better decision-making
- Optimizing IT spend through governance and automation
- Strengthening vendor and ecosystem partnerships
- Developing digital talent and leadership capabilities within the organization

From national priority standpoint, we ensure the technology strategy aligns with key areas such as:

- Cybersecurity and data protection compliance
- Digital inclusion and accessibility
- Adoption of emerging technologies responsibly
- Local talent development and upskilling
- Sustainable and efficient technology operations
- Regulatory alignment and digital trust.

LEADING WITH PURPOSE IN THE AI ERA

DINESH GOYAL, SENIOR GENERAL MANAGER - IT, HIND TERMINALS

India's digital transformation is unfolding at unprecedented speed. From AI adoption and cloud acceleration to initiatives such as UPI, ONDC, and the India AI Mission, technology is reshaping every sector. In this environment, the role of a CIO has evolved from managing systems to enabling growth, resilience, and innovation. Strong governance, workforce readiness, and digital inclusion are becoming essential pillars of long-term organizational success in an increasingly digital world.

GOVERNANCE THAT DRIVES OUTCOMES

The organization has moved beyond compliance-driven governance to an outcome-focused approach, ensuring every technology initiative supports business goals. By aligning IT investments with customer experience, productivity, and resilience, and fostering stronger collaboration between business and technology teams, governance enables faster decisions, greater transparency, and continuous improvement.

ALIGNING TECHNOLOGY WITH GROWTH

Technology strategy is viewed as a key enabler of organizational and national progress. Inspired by India's digital transformation journey, the organization has built its roadmap around scalability, innovation, and inclusion. The strategy supports growth by modernizing operations, empowering employees, and maximizing the value of technology investments. At the same time, it aligns with national priorities around digital innovation, financial inclusion, AI adoption, and economic development. The objective is not merely to support business operations but to contribute meaningfully to India's evolving digital ecosystem.

PREPARING PEOPLE FOR THE AI FUTURE

The organization views AI as a tool to enhance human potential, not replace it. Through personalized learning, hands-on AI exposure, and continuous skill development, employees are empowered to innovate, adapt, and confidently embrace the future of work.

MAXIMIZING VALUE THROUGH RESILIENCE

Every technology investment is measured against one simple question: Does it create lasting value?

The organization prioritizes investments based on business impact, operational efficiency, and long-term sustainability. Resilience is embedded into every decision—from architecture and cybersecurity to vendor partnerships and infrastructure planning. This disciplined approach ensures that technology investments solve real business problems while supporting future growth.

SECURITY, PRIVACY AND INCLUSION

Trust remains the foundation of digital transformation. Security and privacy are embedded into every layer of the technology ecosystem to protect data and maintain stakeholder confidence. Equally important is digital inclusion. The organization believes that technology must be accessible, simple, and impactful across all communities. By focusing on accessibility, multilingual engagement, and last-mile digital reach, it aims to ensure that innovation benefits everyone. Ultimately, the true measure of technology is not its sophistication, but the positive impact it creates in people's lives.

ENABLING BUSINESS EXCELLENCE THROUGH TECHNOLOGY, SECURITY, AND HUMAN-CENTRIC AI

DR. HARSHA THENNARASU, FOUNDER & CISO, HKIT SECURITY SOLUTIONS

Building a future-proof enterprise requires balancing smart asset management with security and responsible technology adoption. This framework outlines how HKIT Security Solutions optimizes IT capital, mitigate digital risk, and leverage AI to elevate human potential.

A DISCIPLINED APPROACH TO IT INVESTMENT AND COST OPTIMIZATION

We ensure that every IT investment is strategically planned and forecasted with a minimum three-year outlook to maximize value, sustainability, and operational effectiveness. We carefully evaluate technology investments to avoid permanent, underutilized, or obsolete assets that may become a financial or operational burden in the near future.

To support this approach, our organization follows a well-defined “lease-and-use” model backed by strong policies, procedures, and governance controls. This strategy enables us to maintain financial flexibility, optimize technology utilization, and reduce unnecessary capital expenditure while ensuring access to the latest technologies and solutions.

By adopting this forward-looking investment model, we are able to rapidly embrace emerging technologies, efficiently manage budget limitations, and ensure that IT spending directly contributes to business operations, scalability, productivity, and long-term organizational growth.

SECURING BUSINESS EXCELLENCE

Security and privacy are major threats at this point of time. It is like double-edged sword which can hurt organization if mishandled. Hence, we ensure maximum level of security in terms of addressing privacy, data protection, applications, cloud infra, business applications, customer facing applications and train all resources in the security and privacy consequences. We also ensure all business activities and objectives are already aligned digitally to ensure maximum productivity and business excellence.

HUMAN-CENTRIC AI ADOPTION

Our organization has established well-defined AI adoption policies and frameworks to ensure that every resource can effectively integrate Artificial Intelligence into their day-to-day activities, roles, responsibilities, and business functions. We encourage the practical and responsible use of AI technologies to improve operational efficiency, productivity, accuracy, and timely delivery of outcomes.

Rather than viewing AI as a threat to the workforce, our organization promotes AI as an enabler that empowers employees to work smarter, enhance their capabilities, and focus on higher-value activities. We continuously educate and guide our employees on how AI can support their professional growth, improve productivity, and accelerate deliverables without replacing human expertise and decision-making.

TECH-HEAVY, ASSET-LIGHT: HOOLIV REDEFINING STUDENT HOUSING EXPERIENCE

GAURAV VIJ, CDAIO, HOOLIV.COM

HooLiv.com serves a digitally native demographic, Gen Z and Millennials, moving to India's education and tech hubs. They demand seamless, instant and secure living, and our IT strategy is the backbone of delivering that standardized experience at scale.

We have adopted an "asset-light, tech-heavy" approach. Our infrastructure runs on scalable hybrid architecture (AWS), letting us launch a property in a new city and bring its digital systems live within 24 hours. Aligned with the Digital India mission, we have integrated India Stack layers such as Aadhaar e-KYC and UPI into onboarding, making move-in completely paperless while ensuring compliance and security vetting.

We have shifted IT governance from a support function to a strategic NOI driver. A centralized, cloud-native Property Management System, a first-of-its-kind operating system for co-living, enforces standardized processes from lead management to maintenance across thousands of beds. By tracking maintenance Turnaround Time, with a KPI of 90% of critical tickets resolved within four hours, we improved resident satisfaction (NPS) by 15% in two quarters, lowering churn and lifting occupancy.

AI is woven into this operating system. An AI lead-scoring engine ranks every enquiry by likelihood to convert, while a 24x7 conversational assistant across WhatsApp, web and app answers queries in multiple languages, schedules visits and captures KYC, cutting response time from hours to seconds. Maintenance tickets are auto-classified and routed to the right technician, and churn-prediction models flag at-risk residents for proactive outreach. Occupancy-forecasting models read demand from academic calendars, admission cycles and live enquiry velocity to predict bed-level occupancy weeks ahead, feeding a targets-provisioning engine that sets occupancy and revenue targets and recommends dynamic pricing.

AI also runs the back office: auto-reconciliation matches UPI and bank settlements against ledgers, and a statutory compliance tracker monitors GST, TDS, labour and safety filings across states. We even build HooLiv with AI, using coding copilots to ship features faster and generative assistants for communications, reporting and site selection. The discipline never changes: every AI use case must tie back to a measurable KPI, whether occupancy, NOI, TAT or NPS.

FROM OPERATIONAL EFFICIENCY TO ENERGY TRANSITION

SANJEEV SINHA, CHIEF OPERATING OFFICER, HYGGE ENERGY

For power utilities, true digital transformation is measured on the balance sheet and at the grid edge. Hygge Energy replaces process-heavy committees with lean, outcome-linked governance that prioritizes collection efficiency, network reliability, and asset optimization. Through smart metering architectures, predictive AI tools, and cross-functional upskilling, it enables DISCOMs to unlock hidden revenue streams, seamlessly integrate renewable energy sources, and deliver world-class consumer services.

OUTCOME-LINKED GOVERNANCE & COMMERCIAL DISCIPLINE

Improving IT governance in a power distribution company (DISCOM) is less about adding committees and more about linking every IT decision to measurable operational and financial outcomes - AT&C loss reduction, billing efficiency, reliability, and cash flow. Here are the practical, outcome-driven approach - we have start with Outcome-Linked Governance (not IT-led governance). Most DISCOMs run IT as a support function. That is the core problem. There is a need to shift to business-led governance and IT as an enabler of measurable KPIs. We have defined five to seven top outcomes, e.g. AT&C loss reduction (%), Billing efficiency (% billed / energy input), Collection efficiency (% collected / billed), SAIDI/SAIFI (reliability), Consumer complaint resolution time, Renewable / DER integration readiness etc. Hence, every IT project must map to at least one of these.

ACCELERATING RELIABILITY, RENEWABLE INTEGRATION, AND CONSUMER SERVICES

IT strategy in a power distribution company drives growth by improving billing accuracy, reducing AT&C losses, and enhancing collection efficiency through smart metering, analytics, and integrated systems. It enables operational efficiency via SCADA, outage management, and predictive maintenance, lowering costs and improving reliability. IT also creates new revenue streams through EV charging, rooftop solar integration, and energy platforms. At a national level, we support reforms under Revamped Distribution Sector Scheme by enabling loss reduction and financial sustainability. We facilitate renewable integration aligned with Ministry of Power goals and improves consumer services, supporting Digital India. Thus, IT becomes a strategic enabler of profitability, sustainability, and energy transition.

CULTIVATING HUMAN + AI UTILITY TEAM

We are preparing our workforce for the AI era by investing in digital and data skills, especially in analytics, smart metering, and grid automation. We are training engineers and field staff to use AI-enabled tools for predictive maintenance, outage management, and demand forecasting. We are also partnering with technology firms and academic institutions to build capabilities in machine learning and cybersecurity. Programs aligned with Digital India promote digital literacy across roles. We are also redesigning roles, creating data-driven decision teams, and encouraging cross-functional collaboration. Leadership focus is shifting toward a human + AI model, ensuring employees adapt to automation while improving efficiency, reliability, and customer service outcomes.

BUILDING TOMORROW'S CYBER DEFENSE ECOSYSTEM

LT. COL. SANTOSH KHADSARE (RETD.), DIRECTOR, IDEFENCE INNOVATIONS

Innovation, governance, and future-readiness form the cornerstone of iDefence Innovations. Aligned with India's national digital milestones, it deploys robust IT strategies, strict compliance frameworks, and AI-driven training models. The company's mission is clear: to secure today's digital assets while engineering tomorrow's cyber defense workforce.

ENGINEERING INDIGENIZED SOLUTIONS FOR INDIA'S CYBER RESILIENCE

At iDefence Innovations, our IT strategy is aligned with the vision of Viksit Bharat @2047, Digital India, and Make in India. Every technology decision is focused on building indigenous capability, reducing import dependence, and creating skilled employment.

Our scalable technology architecture supports law enforcement, defence, academia, and industry alike. Success is measured not only by growth, but by impact—officers trained, forensic investigations supported, and institutions empowered to adopt Indian-built cybersecurity and digital forensics solutions.

ENTERPRISE IT GOVERNANCE & GOVERNMENT-GRADE RIGOUR

At iDefence Innovations, IT governance is the operational backbone — not a compliance checkbox. Anchored in COBIT 2019 and ISO/IEC 38500, our model rests on three pillars: accountability, transparency, and outcome traceability.

Our IT Governance Dashboard maps every initiative to a Business Value Index (BVI), tracking metrics like incident response time, forensic case throughput, and platform uptime across 30-60-90 day review cycles. Drawing on my tenure heading the Digital Forensic Lab at CERT-In, we bring government-grade rigour to enterprise governance — integrating NIST CSF 2.0 with India's National Cyber Security Policy for a posture that is globally benchmarked and nationally compliant. We are also piloting AI-assisted governance using LLMs to continuously monitor policy adherence — a step toward the predictive governance paradigm the next decade will demand.

THE AI-AUGMENTED DEFENDER

The AI era demands not just new tools, but a new generation of cyber professionals. At iDefence Innovations, our AI-Augmented Defender framework equips our workforce with AI literacy, AI-assisted cyber investigation skills, and strategic expertise in AI risk, forensics, and governance. We emphasize both capability and accountability—ensuring professionals can effectively leverage AI while addressing critical questions of responsibility, compliance, and trust. By 2027, we aim for every team member to be certified in at least one AI-related competency, creating a workforce ready for the future of cyber defence.

STRENGTHENING INDIA'S CYBERSECURITY ECOSYSTEM

We leverage threat intelligence, DFIR expertise, and AI-powered forensic capabilities to address emerging challenges such as encrypted communications, cloud evidence, and deepfake investigations. Through the Digital Forensics (4N6) Journal—India's first dedicated digital forensics publication—and law enforcement training programs across Tier-2 and Tier-3 cities, we democratize cybersecurity knowledge and capability.

STRATEGIC CONVERGENCE OF TECHNOLOGY AND NATIONAL PRIORITIES

DHANANJAY ROKDE, PRINCIPAL ADVISOR & CTSO, IMANEDGE DIGITAL SERVICES BHARAT

In the modern geopolitical landscape, an enterprise's technology strategy cannot exist in a vacuum; it must symbiotically drive internal growth while advancing broader macroeconomic and national priorities.

ALIGNING WITH THE "VIKSIT BHARAT 2047" VISION

In India, technology strategy is inextricably linked to "Viksit Bharat 2047"—the national imperative to transform the country into a fully developed, global economic powerhouse by its centenary of independence.

The iManEdge strategic model specifically operationalizes this vision by targeting "Bharat-Sensitive" sectors. These sectors—which include agriculture, rural healthcare, manufacturing, and cooperative financial institutions. Furthermore, Micro, Small, and Medium Enterprises (MSMEs) contribute roughly 29% to India's GDP and employ over 60% of the workforce. An IT strategy that provides scalable, accessible, and highly secure digital platforms to these MSMEs directly accelerates national productivity and global trade competitiveness.

INTEGRATING DIGITAL PUBLIC INFRASTRUCTURE (DPI)

India's pioneering Digital Public Infrastructure (DPI) has created a population-scale platform for digital inclusion. Enterprise IT strategies must be architected to interoperate seamlessly within this ecosystem.

By leveraging DPI, businesses can radically reduce customer acquisition costs, streamline verification processes, and unlock new markets in Tier-2 and Tier-3 geographies. However, integrating with open digital ecosystems necessitates rigorous security protocols to protect immense volumes of transactional data. The iManEdge approach ensures that enterprises connecting to these public grids deploy continuous threat intelligence and localized attack surface analysis to filter noise and identify weaponized threats targeting Indian infrastructure.

SOVEREIGN AI AND DATA LOCALIZATION

As data becomes a critical economic and geopolitical asset, nations are prioritizing technological sovereignty. The reliance on foreign hyperscalers poses potential risks to national security and data privacy. Consequently, the development of sovereign AI clouds and indigenous Large Language Models (LLMs) has become a strategic necessity.

Enterprises supporting national growth are increasingly adopting hybrid and sovereign cloud architectures to ensure compliance with strict data localization mandates. Strategic IT investments in domestic data center capacity, localized compute resources, and homegrown AI models not only insulate organizations from international supply chain disruptions but also position them as foundational pillars of the sovereign digital economy.

AI, GOVERNANCE, AND SECURITY: LEADING WITH PURPOSE

SANDEEP SENGUPTA, FOUNDER & DIRECTOR, ISOAH DATA SECURITIES

Governance without measurement is merely process. The Indian School of Anti Hacking has redefined its approach by establishing specific, outcome-driven KPIs that directly track technology performance against business objectives. Its most significant governance innovation is DEEP VISION — a proprietary AI tool they have developed in-house that analyzes real-time data, logs, and documents to deliver actionable intelligence. Rather than waiting for periodic reviews, DEEP VISION provides continuous visibility, enabling faster decisions, sharper accountability, and genuinely measurable outcomes across our technology landscape.

AN IT STRATEGY BUILT FOR COMPETITIVENESS AND NATIONAL GROWTH

Our strategy is straightforward — help organisations stay competitive by reducing costs, improving productivity, and delivering better services through intelligent AI integration. We are actively building a workforce capable of leveraging AI for automation and independent research, embedding artificial intelligence as a core component of modern workflows rather than treating it as an optional add-on. This approach simultaneously supports organisational growth and aligns with India's broader ambition of becoming a global AI-powered economy.

BUILDING AN AI-READY WORKFORCE FROM THE INSIDE OUT

Workforce transformation requires both external perspective and internal conviction. We invest in workshops led by industry experts to bring fresh thinking into the organisation, while our senior research teams drive in-house knowledge-sharing sessions that build practical, applied AI competence. We back this commitment financially — reimbursing employees for AI-related courses, certifications, and seminars. The message to our people is clear: continuous learning is not optional; it is the foundation of professional relevance in the AI era.

A SIMPLE BUT POWERFUL INVESTMENT PHILOSOPHY

Our investment framework is deliberately uncomplicated: if a technology investment increases efficiency while reducing costs, it earns its place. If it doesn't, it doesn't. This disciplined thinking eliminates vanity investments, keeps technology spending purposeful, and ensures every rupee deployed genuinely strengthens organisational resilience and operational value. Simplicity, in this context, is not a weakness — it is strategic clarity.

A VETERAN'S APPROACH TO SECURITY, PRIVACY, AND DIGITAL TRUST

Security and privacy are not new priorities for us — they are our legacy. As a CERT-In empanelled audit firm, we bring deep, battle-tested expertise to every client engagement. Our dedicated team of cybersecurity professionals, privacy experts, and legal specialists helps organisations implement DPDP compliance with confidence and precision. Personally, I conducted privacy audits for major organisations including Vodafone as far back as 2015 — well before GDPR or DPDP existed, when only PIMS provided any framework. That foundational experience now guides not only our internal teams but over 100 clients we actively mentor in security hygiene and privacy best practices.

DRIVING DIGITAL INNOVATION IN FERTILITY CARE

NITIN DHINGRA, CHIEF TECHNOLOGY OFFICER, INDIRA IVF HOSPITAL

Technology is becoming a critical enabler in transforming healthcare delivery, making services more accessible, efficient, and patient-centric. In the fertility care sector, digital transformation is helping organizations scale operations, improve clinical outcomes, and expand access to quality care across India. By combining strong governance, AI adoption, resilient technology investments, and robust security frameworks, healthcare organizations can create sustainable value while enhancing patient trust and experience.

GOVERNANCE THROUGH MEASURABLE OUTCOMES

IT governance is no longer a reactive support function; it has evolved into an outcome-driven control system. Every core business process is managed through structured workflows supported by real-time dashboards and measurable KPIs. Metrics such as SLA adherence, vendor performance, milestone completion, and exception management provide continuous visibility into operational performance. This data-driven governance approach ensures accountability, improves decision-making, and enables leadership teams to track business outcomes rather than relying on anecdotal reporting. Governance is defined by measurable results and operational discipline.

ENABLING GROWTH THROUGH DIGITAL TRANSFORMATION

Technology plays a central role in expanding fertility care access across India. A standardized digital platform enables faster and more cost-effective expansion of new centers while ensuring consistency in service delivery. The strategy aligns closely with national initiatives such as Digital India and the Ayushman Bharat Digital Mission (ABDM). Digital innovations, including Progressive Web Apps, secure QR-based patient access, multilingual voice bots, and chatbots, help extend fertility services into Tier-2 and Tier-3 cities. By leveraging technology, organizations can make specialized healthcare more accessible, affordable, and inclusive.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is reshaping healthcare operations, patient engagement, and clinical decision-making. Preparing the workforce for this transformation requires more than training—it requires embedding AI into everyday workflows. Through structured AI awareness programs, employees across departments gain practical exposure to AI tools and real-world use cases. Hands-on initiatives such as clinical decision-support applications help teams understand the value of AI in improving productivity and decision-making. By combining awareness, capability building, and business ownership, organizations are fostering a culture where AI becomes a natural extension of daily work.

MAXIMIZING VALUE THROUGH SECURITY AND RESILIENCE

Technology investments are evaluated through a disciplined build-versus-buy approach and a shared technology stack strategy. This enables faster development, lower operating costs, and greater scalability across business functions. Equally important is the focus on security and privacy. Fertility care involves highly sensitive patient information, making data protection a core responsibility. Role-based access controls, immutable audit trails, secure authentication, and privacy frameworks aligned with the DPDP Act ensure strong protection of patient data. By integrating resilience, security, and inclusion into every digital initiative, organizations can build trust while expanding access to care across diverse communities.

TRANSLATING IT GOVERNANCE INTO BUSINESS VALUE

DR. JAGANNATH SAHOO, CISO, INOX WIND

At INOXGFL, IT governance goes beyond control frameworks to deliver measurable business outcomes. It supports India's industrial and digital ambitions, creating a resilient, compliant, and future-ready enterprise.

OUTCOME-DRIVEN IT GOVERNANCE

INOXGFL is strengthening IT governance by aligning risk, investment, and accountability to business outcomes—driving measurable improvements in resilience, compliance, and operational reliability.

INOXGFL is improving IT governance to deliver measurable outcomes through

- Business aligned governance: IT governance is directly aligned to business outcomes such as uptime, safety, compliance, and cost optimization.

- Risk based & accountable execution: Investments are prioritized using crown jewel risk, audits, and clear ownership with strong review cadence.

- Metrics driven oversight: KPIs, KRIs, and posture dashboards are used to track and demonstrate measurable improvements.

DRIVING ENTERPRISE GROWTH WITH NATIONAL PRIORITIES

INOXGFL's internal strategy documents and India's national priorities:

- Enabling manufacturing growth: IT strategy accelerates digital manufacturing, IT–OT convergence, and scalable platforms to improve productivity, quality, and speed to market, supporting India's Industry 4.0 vision.

- Strengthening resilience & trust: Focus on cybersecurity, data protection, and operational resilience safeguards critical infrastructure and aligns with national priorities on cyber resilience and digital trust.

- Supporting Make in India & Digital India: Cloud first, automation led, and compliant IT foundations enable expansion, regulatory adherence, and sustainable growth aligned with Make in India and Digital India initiatives.

DRIVING A FUTURE-READY IT ORGANIZATION

SANJEEV JAIN, CIO, INTEGREON MANAGED SOLUTIONS INDIA

The role of IT has changed significantly over the last few years. It is no longer just about keeping systems running—it is about enabling business growth, improving resilience, and building trust. In my view, creating a future-ready IT organization comes down to getting a few fundamentals right: governance, alignment with business goals, preparing people for change, making smart investments, and ensuring security.

It starts with governance. Earlier, IT teams often focused on tracking activities—how many issues were resolved or how many projects were completed. Today, the conversation has shifted to outcomes. What really matters is system reliability, user experience, cost efficiency, and how well we manage risk. Having clear metrics, supported by simple dashboards, helps teams stay focused and accountable. It also allows leadership to make quicker and more informed decisions.

Equally important is ensuring that IT strategy is closely aligned with the overall direction of the business. Technology should act as an enabler, not a constraint. A cloud-first approach, combined with automation and analytics, gives organizations the flexibility to scale and adapt as needed. At the same time, there is a growing need to stay aligned with broader priorities such as data protection, cybersecurity, and digital adoption. This alignment ensures that technology decisions remain relevant both from a business and regulatory perspective.

- Preparing the workforce for the AI era requires careful attention.
- There is strong excitement around Artificial Intelligence, but also some uncertainty.
- The focus should be on helping people understand how AI can support their day-to-day work.
- Simple training programs, hands-on exposure, and clear usage guidelines can build confidence.
- Guardrails should be in place, so AI is used responsibly, with human oversight where needed.

When it comes to IT investments, the priority should always be value. Every decision must have a clear purpose—whether it is improving efficiency, reducing risk, or enabling new capabilities. At the same time, resilience cannot be overlooked. Systems need to be designed to handle disruptions, whether through strong backup practices or well-defined recovery plans. This balance between value and resilience is what makes investments truly effective.

Finally, security and privacy continue to be at the core of everything we do. As organizations become more digital, the risks also increase. A layered approach to security, combined with strong awareness among users, helps in reducing these risks. At the same time, handling data responsibly and ensuring access to technology for a wider set of users builds trust and supports long-term growth.

In the end, IT has a clear purpose, even if delivering on it is complex: enabling the business to move faster, remain secure, and adapt to change with confidence.

LEVERAGING IT AS A STRATEGIC GROWTH ENABLER

SONAM MALLIK, HEAD - IT, INTERARCH BUILDING SOLUTIONS

Across all initiatives, the focus remains on leveraging technology not just for efficiency, but for creating sustainable, scalable, and responsible digital transformation.

TECHNOLOGY POWERING BUSINESS VALUE

Our IT strategy is business-led and outcome-driven, tightly integrated with organizational growth objectives. Every technology initiative is mapped to business KPIs such as productivity improvement, cost optimization, and operational agility.

We engage deeply with business leaders through structured workshops to identify transformation opportunities and future-ready capabilities. This ensures that IT is not just a support function but a strategic growth enabler. At a national level, our focus aligns with India's digital vision—driving digital adoption, sustainability, and data-driven decision-making. By embedding technology into core operations, we are contributing to building a globally competitive, digitally empowered enterprise ecosystem.

STRUCTURED OVERSIGHT FOR SEAMLESS EXECUTION

We have institutionalized a three-tier IT governance model to ensure strategic alignment, execution rigor, and measurable business outcomes across transformation initiatives.

At the execution layer, cross-functional core teams work closely with implementation partners to drive on-ground delivery. The Project Management Committee (PMC), comprising business and functional leaders, ensures operational alignment, timely decision-making, and ownership of outcomes. At the apex, the Steering Committee, led by senior leadership, provides strategic direction, resolves critical risks, and ensures alignment with enterprise priorities. This structure is supported by defined review cadences, KPI-linked tracking, and outcome-based governance, ensuring that IT initiatives consistently deliver tangible business value, speed, and accountability.

LAYERED DEFENSE FOR ENTERPRISE-GRADE PROTECTION

We are adopting a holistic and proactive approach to security, privacy, and digital inclusion as foundational pillars of our digital strategy.

On the security front, we are strengthening our posture through layered defense mechanisms, continuous monitoring, vulnerability management, and enterprise-wide awareness programs, ensuring resilience against evolving cyber threats.

Data privacy is addressed through robust governance frameworks, role-based access controls, and adherence to regulatory and compliance standards, ensuring responsible data usage and trust. Equally, we are committed to inclusive digital adoption—designing intuitive systems, simplifying user experiences, and enabling access across diverse user groups. Through targeted training and change management, we ensure that technology transformation is inclusive, scalable, and empowering for all stakeholders.

BUILDING A FUTURE-READY MANUFACTURING ENTERPRISE THROUGH STRATEGIC IT TRANSFORMATION

RAJ K. RAJPOOT, CIO, JAGATJIT INDUSTRIES

The IT strategy of Jagatjit Industries is focused on building a digitally empowered, future-ready manufacturing enterprise where technology acts as a strategic growth accelerator. Through ERP modernisation, AI-driven intelligence, and IT-OT convergence, the company is creating an integrated digital ecosystem that enhances operational efficiency, strengthens supply chain agility, enables smart manufacturing, and drives data-led decision-making.

LEVERAGING ERP, AI, AND IT-OT INTEGRATION

Our IT strategy is built on a singular vision: to create a digitally empowered, future-ready enterprise where technology becomes a growth accelerator.

At the core is ERP modernisation, which serves as the digital backbone of our organisation. By driving ERP-led process standardisation, we have created a single source of truth across finance, supply chain, manufacturing, and sales — enhancing transparency, traceability, and operational efficiency.

We are transforming supply chains through AI and advanced analytics — enabling smarter demand forecasting, optimised inventory, and agile logistics. This ensures faster response to market dynamics while improving service levels and reducing waste.

A critical differentiator is our focus on IT-OT convergence. By integrating shop-floor systems, IoT devices, and manufacturing operations with enterprise platforms, we are unlocking real-time production insights, predictive maintenance, and consistent quality control. This convergence is driving higher plant efficiency and operational resilience.

AI is embedded across the value chain — from intelligent automation in business processes to computer vision in manufacturing and NLP-driven decision support. These use cases are not experiments; they are scaled capabilities delivering measurable productivity gains.

Aligned with national priorities such as Digital India and Make in India, we are digitising workflows, enabling paperless operations, and strengthening manufacturing capabilities through secure, scalable digital infrastructure.

Our strategy ensures that technology is not just supporting growth — it is shaping the future of manufacturing, competitiveness, and trust in India's digital economy.

DIGITAL TRANSFORMATION DRIVING PHARMA EXCELLENCE

BALMUKUND KESHAV, HEAD IT, JAGSONPAL PHARMACEUTICALS

As the pharmaceutical industry embraces digital transformation, technology leaders are balancing innovation with compliance, security, and operational excellence. Governance, AI-driven solutions, and resilient infrastructure are enabling pharmaceutical organizations to accelerate growth while maintaining the highest standards of patient safety and regulatory compliance.

GOVERNANCE WITH ACCOUNTABILITY AND COMPLIANCE

In the pharmaceutical industry, strong IT governance is critical for compliance, cybersecurity, and data integrity. By establishing clear KPIs, cross-functional governance, automated monitoring, and regular audits, the organization ensures accountability, operational efficiency, regulatory compliance, and continuous improvement.

TECHNOLOGY AS A GROWTH ENABLER

The IT strategy is designed to support business growth by accelerating digital transformation across research and development, manufacturing, sales, and supply chain operations. By deploying interoperable systems and enabling secure data exchange, the organization improves collaboration, efficiency, and responsiveness across its value chain. The strategy also contributes to broader healthcare and national development goals by supporting digital health infrastructure, secure data management, and sustainable technology practices.

AI DRIVING COMMERCIAL EXCELLENCE

Artificial intelligence is playing an increasingly important role in transforming business operations. The organization has implemented AI-enabled Sales Force Automation (SFA) solutions to improve field productivity, customer engagement, and decision-making. Advanced analytics and intelligent automation help sales teams gain deeper market insights, optimize engagement strategies, and improve responsiveness. These capabilities contribute directly to business growth, improved operational performance, and stronger return on technology investments.

MAXIMIZING VALUE AND RESILIENCE

Technology investments are evaluated based on their contribution to business outcomes, operational efficiency, and long-term scalability. Every initiative is aligned with organizational priorities and measured against clear ROI objectives. The company focuses on building resilient digital infrastructure that supports uninterrupted operations across manufacturing, supply chain, and commercial functions. Continuous monitoring, process automation, and proactive risk management help ensure business continuity while enabling future growth.

STRENGTHENING SECURITY AND TRUST

Security remains a critical pillar of the organization's digital strategy. Advanced technologies such as Extended Detection and Response (XDR), Mobile Device Management (MDM), and AI-powered security monitoring are being deployed to strengthen cyber resilience. These solutions enhance threat detection, improve endpoint protection, and support regulatory compliance. By integrating cybersecurity into every layer of its digital ecosystem, the organization protects sensitive data, safeguards operations, and reinforces stakeholder trust. Through a combination of governance, AI innovation, security, and business-focused technology investments, the organization is building a future-ready digital foundation that supports growth, compliance, and patient-centric excellence.

STRENGTHENING THE DIGITAL BACKBONE FOR BUSINESS PERFORMANCE

RANGANATHAN VAIDYANATHAN IYER, GR. CIO & SR. EVP, JBM GROUP

The digital strategy is focused on building resilient, scalable capabilities that accelerate business outcomes. Through disciplined investment governance and a modern operating model, JBM is strengthening its core platforms, improving accountability, and enabling faster, reliable execution across the enterprise.

DISCIPLINED DIGITAL INVESTMENT FOR ENTERPRISE RESILIENCE

We treat technology investments as long-term capability building—not one-time spend. We maximize value and resilience through disciplined investment governance and by engineering reliability into the platforms and integrations that keep our plants running and our compliance strong.

Value governance: Every initiative has an executive sponsor, measurable success criteria, and a named benefit owner. Benefits are reviewed after go-live (e.g., at 90 and 180 days) to reinforce outcomes and enable course correction.

Protect the digital backbone: We modernize and safeguard ERP–MES–PLM and high-volume interfaces to reduce operational risk.

Standardization and reuse: Shared integration patterns, master data governance, and reusable components reduce cost and speed delivery across business lines.

Reliability engineering: Monitoring, alerting, and runbooks for mission-critical systems, with defined recovery targets (RTO/RPO) for plant and finance operations.

REDESIGNING IT GOVERNANCE TO ACCELERATE BUSINESS OUTCOMES

We are reimagining IT governance to move faster and deliver outcomes that matter. By shifting from project delivery to product and platform ownership, we create clear accountability, sharper prioritization, and sustained value—so every digital investment strengthens performance across businesses.

Operating model: Business-aligned IT–Business councils that prioritize roadmaps for ERP, MES, PLM, supplier connectivity, employee services, and Industry 4.0 initiatives.

Portfolio governance: A single demand intake with clear categorization, stage gates, and quarterly reprioritization based on value, compliance, and delivery capacity.

Architecture & standards: Reference architectures for integrations which are in-ward looking, outward looking, IoT / Industry 4.0 which ensures reducing point solutions and improving reuse.

Delivery governance: Standard templates and controls for requirements, solution design, testing, cutover, and post go-live support—applied consistently across plants and business units.

TECHNOLOGY FOR GROWTH AND RESILIENCE

RAVI RAZDAN, DIRECTOR - IT & HR, JYOTHY LABS

The technology strategy is designed to support Jyothy Labs' growth ambitions by driving innovation, strengthening cybersecurity, enabling responsible AI adoption, and advancing sustainability goals. Through a business-aligned and governance-driven approach, the company continues to enhance operational efficiency, resilience, and stakeholder value.

ALIGNMENT OF IT STRATEGY WITH ORGANIZATIONAL GOALS

IT strategy needs to be closely aligned with the Business / Organizations goals enabling digital transformation, operational efficiency, innovation, improved customer and employee experiences.

IT initiatives towards, Cloud, Skill development, usage of Hyperscaler in the data Centre etc are completely aligned the organization's ESG (Eenvironmental, Social, and Governance) framework hence aligning both with organization and national priority. We also Encourage responsible use of technology in compliance with security standards, data privacy requirements, and environmentally conscious IT operations. We promote innovation by adopting emerging technologies such as AI, automation, and intelligent monitoring to improve efficiency and service quality.

SECURING THE DIGITAL FRONTIER

- Strengthen cybersecurity through multi-layered security controls, like Firewall, EDR etc., continuous monitoring through SOC, vulnerability management, endpoint protection, and proactive threat detection to safeguard organizational systems and data.
- Implement strong privacy and data protection practices by enforcing access controls, encryption, data classification, and compliance with regulatory and organizational policies.
- Conduct regular security awareness training to improve employee awareness and reduce human-related security risks.

AI ENABLEMENT & CAPABILITY BUILDING

Integrate AI with Existing Platforms
First, we are trying to integrate AI tools into existing platforms to improve productivity and automate repetitive tasks.

Increase Awareness
AI awareness is imparted across multiple levels within the organization through structured sessions and training programs.

Guide on Responsible Usage
We Promote responsible and ethical AI adoption by establishing governance policies covering data privacy, security, compliance, and acceptable AI usage.

Highlight Risks
While we encourage responsible usage, we also highlight the risk involved in the usage including Hallucination, Bias, compliance & regulatory.

IT GOVERNANCE FRAMEWORK DRIVES CLARITY, ACCOUNTABILITY, AND RESULTS

AMIT BHATIA, GLOBAL CIO & CISO, KARAM GROUP

Modern enterprises require IT governance frameworks that go beyond compliance and control. At KARAM Group, governance is designed to create transparency, strengthen accountability, and accelerate business outcomes across the organization.

A ROBUST IT GOVERNANCE

In today's hyper-connected and regulation-intensive environment, IT governance has emerged as a critical lever for business transformation rather than a back-office control mechanism. Our focus has been on evolving IT governance into a strategic enabler—one that directly supports growth, resilience, and operational excellence while delivering measurable outcomes.

At an enterprise level, effective IT governance begins with alignment. We have structured governance frameworks that tightly integrate IT strategy with business objectives—be it manufacturing efficiency, global scalability, product quality, or regulatory compliance. Decision-making is driven by clearly defined accountability, transparent prioritization, and outcome-based metrics, ensuring that every technology investment contributes demonstrably to organizational value.

At KARAM Safety, this governance philosophy is especially pertinent given our multi-location manufacturing footprint, global distribution network, and the safety-critical nature of our products. We implemented a centralized IT portfolio governance model to evaluate and prioritize digital initiatives. Projects spanning ERP modernization, plant IT infrastructure, quality systems, and automation are assessed on business impact, risk mitigation, compliance readiness, and scalability. This structured approach has improved visibility into IT spend and ensured optimal utilization of resources across the enterprise.

Cybersecurity and data governance form another key pillar of our IT governance framework. Protecting intellectual property, ensuring product traceability, and safeguarding customer and partner data are integral to sustaining trust in the KARAM brand. By adopting global security standards, instituting periodic risk reviews, and tracking governance KPIs such as system availability, incident response time, and audit compliance, cybersecurity has evolved from a reactive function to a proactive business enabler.

Equally important is governance at the execution level. Standardized processes for service delivery, vendor management, and performance monitoring ensure consistency and predictability. Regular reviews with business stakeholders convert IT metrics into business insights—connecting system uptime to production continuity, and digital process improvements to faster decision-making. As a result, improved system reliability and IT responsiveness have directly supported manufacturing uptime, on-time deliveries, and overall operational efficiency.

In essence, IT governance at KARAM Safety is not about bureaucracy—it is about clarity, accountability, and results. By embedding governance into strategy, execution, and measurement, IT has become a trusted partner in driving sustainable growth and reinforcing KARAM Safety's position as a globally respected safety solutions brand.

CREATING RESILIENT, INCLUSIVE, AND AI-ENABLED HEALTHCARE OPERATIONS

SHIKHA SHARMA, HEAD IT, MAHARAJA AGRASEN GROUP OF HOSPITAL

Maharaja Agrasen Group of Hospital is driving healthcare transformation through a strategy focused on resilient IT infrastructure, digital trust, and AI readiness. Its initiatives are designed to optimize healthcare operations, protect patient data, and improve accessibility through secure and digital platforms. It is also investing in workforce awareness, practical AI adoption, and data-driven decision-making to prepare employees for future of healthcare technology.

STRUCTURED, OUTCOME-DRIVEN IT INVESTMENTS FOR MAXIMUM VALUE AND RESILIENCE

To ensure IT investments maximize value and resilience, we follow a structured, outcome-driven approach. Each investment is aligned with clear business objectives such as improving patient care, operational efficiency, and cost reduction, with defined ROI metrics.

We prioritize scalability and interoperability to support future growth and seamless integration with HIS and EMR systems. Resilience is ensured through robust infrastructure planning, including data backups, disaster recovery, and high availability to eliminate single points of failure. Performance is continuously monitored through KPIs and SLAs. Strong vendor management ensures accountability and long-term support, while cybersecurity and compliance are embedded in every decision to protect patient data.

STRENGTHENING HEALTHCARE DELIVERY THROUGH SECURE AND INCLUSIVE DIGITAL SYSTEMS

To strengthen security, privacy, and digital inclusion, we adopt a balanced approach across technology, processes, and people. We implemented layered cybersecurity measures, including firewalls, endpoint protection, and role-based access with multi-factor authentication. Patient data is secured through encryption, audit trails, and strict compliance practices.

We align with initiatives like the Ayushman Bharat Digital Mission. For digital inclusion, we focus on user-friendly systems, staff training, and accessible patient services such as mobile apps and online registration to ensure wider adoption.

BUILDING AI READINESS THROUGH AWARENESS, UPSKILLING, AND PRACTICAL ADOPTION

To prepare the workforce for the AI era, our approach focuses on awareness, upskilling, and practical adoption. We begin by educating teams about the capabilities and limitations of AI, especially in healthcare, to build confidence and reduce resistance. We then implement targeted upskilling, training IT teams in data management, cybersecurity, and AI fundamentals, while enabling clinical and operational staff to effectively use AI-driven tools within HIS and EMR systems. We promote a data-driven culture by emphasizing accurate, standardized data.

Additionally, we encourage pilot projects like predictive analytics and automation to demonstrate value. Finally, we ensure strong governance through policies on data privacy, ethical AI use, and alignment with the Ayushman Bharat Digital Mission.

BUILDING AN AI-FIRST MEDIA ENTERPRISE

V V JACOB, CHIEF GENERAL MANAGER IT, MALAYALA MANORAMA COMPANY

The media industry is undergoing a profound transformation as artificial intelligence, automation, and digital platforms reshape how content is created, distributed, and consumed. AI, governance, and digital infrastructure are emerging as key pillars in shaping the next generation of media organizations.

GOVERNANCE WITH MEASURABLE IMPACT

The organization believes AI adoption succeeds when people grow alongside technology. Through continuous learning, AI workshops, pilot programs, and hands-on training, employees across functions are empowered to use AI responsibly, enhance productivity, and strengthen human creativity and decision-making.

TECHNOLOGY AS A STRATEGIC GROWTH ENGINE

Technology is at the heart of the organization's digital transformation strategy. By combining AI, cloud modernization, and secure data infrastructure, the company is creating a more agile and innovative media ecosystem. The development of private AI and Large Language Model (LLM) capabilities is enabling faster innovation while maintaining data sovereignty and responsible AI adoption. These investments support multilingual content delivery, personalized audience experiences, and broader information accessibility. The strategy is also aligned with national priorities around AI readiness, cybersecurity, digital infrastructure, and workforce development.

PREPARING PEOPLE FOR THE AI ERA

The organization believes successful AI adoption depends on empowering people alongside technology. Continuous learning, experimentation, and collaboration form the foundation of its workforce strategy. Employees across editorial, operations, marketing, and IT functions are being trained to use AI responsibly and effectively. Through AI labs, workshops, pilot programs, and governance frameworks, teams gain practical experience while building confidence in emerging technologies. The focus remains on using AI to augment human creativity and decision-making rather than replace it.

MAXIMIZING VALUE THROUGH RESILIENCE

Every technology investment is evaluated for its contribution to business performance, operational resilience, security, and long-term scalability.

By consolidating infrastructure and deploying private AI and cloud-based frameworks, the organization has improved resource utilization and reduced complexity. Automation-driven workflows accelerate productivity, while redundancy planning, disaster recovery capabilities, cybersecurity integration, and continuous monitoring strengthen resilience and business continuity.

SECURITY, PRIVACY AND DIGITAL INCLUSION

Trust remains central to the organization's digital strategy. Strong governance around data protection, access control, compliance, and ethical AI usage ensures that innovation is balanced with security and privacy. At the same time, the organization is advancing digital inclusion through multilingual content, accessible digital platforms, and user-friendly experiences that serve diverse audiences. By combining responsible innovation with trust and accessibility, it is building a secure, inclusive, and sustainable digital media ecosystem for the future.

CREATING BUSINESS VALUE THROUGH TECHNOLOGY, TRUST, AND TALENT

SHWETA SRIVASTAVA, HEAD IT, MATIX FERTILISERS AND CHEMICALS

Matix Fertilisers and Chemicals views technology as a strategic enabler of growth, resilience, and long-term business transformation.

Its focus is on outcome-driven IT investments, secure and inclusive digital platforms, and workforce readiness for the AI era. Together, these capabilities help the company to deliver measurable impact, build trust, and create a scalable foundation for sustainable digital growth.

MAXIMIZING VALUE THROUGH RESILIENT IT

We maximize value and resilience by ensuring every IT investment is tied to a clear business outcome and risk objective. Each initiative has a quantified value case, a business sponsor, and defined success metrics. Investments are prioritized through portfolio governance to balance growth, efficiency, and resilience.

From the start, we embed security, scalability, and continuity into design. Regular value-realization reviews ensure we continue, pivot, or stop initiatives based on impact. This keeps IT spend focused on measurable value while strengthening resilience.

A UNIFIED APPROACH TO SECURITY, PRIVACY, AND DIGITAL INCLUSION

We are strengthening security, privacy, and digital inclusion through an integrated, risk-based approach. On security, we follow a 'secure-by-design' model—embedding cyber controls, identity management, and resilience into platforms from day one, supported by continuous monitoring and regular risk reviews. On privacy, we ensure strong data governance, compliance with regulatory requirements, and responsible use of data, with clear accountability and privacy-by-default practices.

For digital inclusion, we focus on accessible, user-centric digital solutions, simplified experiences, and workforce enablement so technology benefits all users—not just the digitally mature. Together, this ensures trust, compliance, and inclusive digital growth.

COMBINING HUMAN INTELLIGENCE WITH AI CAPABILITIES

We are preparing our workforce for the AI era by focusing on skills, mindset, and responsible use. First, we are building AI literacy across the organization, so employees understand where AI adds value and how to use it effectively. Second, we are developing role-based capabilities—upskilling technical teams on data and AI platforms, while enabling business teams to use AI for productivity and better decisions.

Finally, we have embedded ethical, secure, and compliant AI practices, ensuring innovation is trusted and sustainable. The goal is augmentation, not replacement—combining human judgment with AI to drive growth.

DRIVING DIGITAL EXCELLENCE IN HEALTHCARE

KAPIL MADAAN, CISO & DPO, MAX HEALTHCARE

As patient expectations, regulatory requirements, and technology capabilities continue to evolve, healthcare organizations must invest in resilient systems, trusted digital experiences, and future-ready talent. Max Healthcare focuses on creating sustainable value through technology, strengthening digital trust, and preparing our workforce to responsibly harness the transformative potential of AI.

MAXIMIZING VALUE, MINIMIZING RISK

Maximizing value from IT investments requires balancing innovation, operational efficiency, and long-term resilience. Our approach prioritizes investments that strengthen business continuity, cybersecurity maturity, scalability, and measurable business outcomes. Every major technology initiative is evaluated not only for cost optimization but also for its ability to enhance resilience against operational disruptions and evolving cyber threats. We focus on integrated platforms, automation, cloud adoption, and data-centric security models that improve agility while reducing complexity. Continuous assessment of technology performance, vendor risk, and recovery readiness helps ensure sustained value realization. Additionally, aligning IT investments with business priorities, regulatory expectations, and customer needs enables technology to function as a strategic growth driver rather than only a support function. This ensures resilience and value creation remain interconnected across the enterprise.

TRUST BY DESIGN, INCLUSION BY INTENT

Strengthening security, privacy, and digital inclusion requires a holistic approach that combines governance, technology, awareness, and accessibility. We are enhancing cybersecurity through identity-centric security, continuous monitoring, data protection controls, and proactive threat management aligned with evolving regulatory expectations. Privacy initiatives are being strengthened through data classification, consent management, and governance frameworks aligned with the DPDP Act and global best practices. At the same time, digital inclusion remains a critical priority as organizations expand digital services across diverse user communities. We are focusing on secure and user-friendly digital experiences that improve accessibility while maintaining trust and resilience. Awareness programs, employee training, and responsible technology practices are also helping build a culture where security and privacy become shared organizational responsibilities rather than isolated technical functions.

PREPARING HUMAN CAPITAL FOR THE AI AGE

Preparing the workforce for the AI era requires a balanced approach that combines technology adoption with continuous learning and responsible governance. We are focusing on AI awareness, digital upskilling, cybersecurity readiness, and data literacy across both technical and business teams. Employees are being trained not only to use AI tools effectively but also to understand associated risks such as data leakage, privacy concerns, bias, and responsible AI usage. In addition, leadership development programs are helping managers understand how AI can enhance productivity, decision-making, and operational resilience. The objective is to create a future-ready workforce that can confidently leverage AI while maintaining strong security, compliance, and ethical standards.

THE ROLE OF THE CIO WHEN EVERY COMPANY IS IN FACT AN IT ORGANIZATION

VIJAY SETHI, CHAIRMAN, MENTORKART AND CRAFSOL TECHNOLOGIES

Every organization is now an IT organization, regardless of industry. A bank is a software company that happens to deal in currency; a logistics firm is a data-analytics engine that happens to move trucks; and for a manufacturer, the product is often the physical manifestation of a digital value chain. Whether a company sells tractors, insurance, or cement, its competitive edge is derived from data, software applications, and speed of execution. If technology fails, the business does not just slow down—it ceases to exist.

The era of the CIO as a back-room technologist is over. Today, the CIO is often the chief navigator of the organization's destiny in a world defined by silicon and intelligence, where the distinction between business and IT has evaporated. To succeed, CIOs must focus on four key areas.

First, aligning strategy with growth and national priorities. A CIO's strategy is no longer an internal roadmap; it is a node within a larger national ecosystem. Whether supporting Make in India or the digital-first economy through initiatives such as UEI, ONDC, and UPI, IT architectures become the pipelines through which organizational and national progress flows.

Second, architecting an AI-ready workforce. CIOs must ensure employees have not only AI tools but also the training and psychological safety to use them effectively. Internal Prompt Engineering Academies and AI Sandboxes can help shift the culture from fear of replacement to excitement for empowerment.

Third, strengthening security, privacy, and digital inclusion. Security is no longer a perimeter problem; it is a trust problem. With DPDPA and similar mandates, CIOs must embrace Zero Trust Architecture and Privacy by Design, ensuring granular access controls, encryption, and accountability.

Fourth, reimagining IT governance for measurable outcomes. Governance must move beyond compliance and technical milestones toward business impact. Instead of reporting uptime, CIOs should demonstrate how technology investments reduce cycle times, improve customer outcomes, and create measurable financial value.

To succeed in these areas, CIOs need more than technical brilliance; they need radical prioritization—the courage to say no to vanity projects and the wisdom to invest in foundational capabilities. In today's digital age, true CIO leadership is measured not by the complexity of the code deployed, but by the clarity of the value created and the strength of the trust inspired.

HIGH-TECH INFRASTRUCTURE, HIGH-YIELD OUTCOMES: THE DIGITAL TRANSFORMATION ROADMAP

KAMALESH KUMAR, IT HEAD, MG CONTRACTORS

As construction projects become more complex and technology-driven, MG Contractors is strengthening governance, accelerating digital transformation, and building future-ready talent. Through structured IT frameworks, intelligent project management, and AI-enabled workforce development, the organization is enhancing operational efficiency, project visibility, and long-term business resilience.

ALIGNING TECHNOLOGY WITH PROJECT PERFORMANCE AND COMPLIANCE

In the construction industry, we are improving IT governance by aligning technology initiatives with business goals such as project efficiency, cost control, safety, and compliance. We have established clear governance frameworks, standardized project management processes, and defined accountability across IT and operational teams. By adopting cloud-based collaboration tools, ERP systems like SAP, and real-time reporting dashboards, we are enhancing visibility into project performance and resource utilization. Regular risk assessments, cybersecurity controls, and data governance practices ensure secure and reliable operations. We also track key performance indicators such as project delivery timelines, system uptime, budget adherence, and user adoption rates to measure outcomes. This structured governance approach enables better decision-making, improved operational efficiency, reduced risks, and higher overall project productivity.

INNOVATION IN STEP WITH NATIONAL PRIORITIES

Our IT strategy supports organizational growth by enabling digital transformation, operational efficiency, and scalable project execution across the construction business. We leverage technologies such as cloud platforms, ERP systems, data analytics, and automation to improve collaboration, optimize resource planning, and enhance decision-making. The strategy also focuses on cybersecurity, workforce upskilling, and innovation to ensure long-term business resilience and competitiveness. In alignment with national priorities, we support initiatives such as digital infrastructure development, sustainability, smart construction practices, and compliance with regulatory standards. By adopting energy-efficient technologies, digital documentation, and data-driven project management, we contribute to productivity improvement, transparency, and sustainable economic growth while strengthening our organization's ability to deliver high-quality infrastructure projects efficiently.

RESPONSIBLE AI: ETHICS, DATA GOVERNANCE, AND INNOVATION

We are preparing our workforce for the AI era by building digital capabilities, promoting continuous learning, and integrating AI-driven tools into daily operations. Our approach includes regular training programs on data analytics, automation, cybersecurity, and emerging technologies relevant to the construction industry. We encourage employees to adopt AI-enabled project management, predictive maintenance, and safety monitoring solutions to improve efficiency and decision-making. Cross-functional collaboration between IT and business teams helps employees understand practical AI applications in project execution and resource optimization. We are also strengthening data governance and ethical technology practices to ensure responsible AI adoption. By fostering a culture of innovation and adaptability, we are equipping our workforce with the skills needed to enhance productivity, improve project outcomes, and support future business growth.

ACCELERATING BUSINESS OUTCOMES WITH SECURE DIGITAL ENABLEMENT

PARVEEN KUMAR SHARMA, V.P. – IT, MIGSUN GROUP

Migsun Group's technology strategy is centered around creating measurable business value while building a secure, resilient, and future-ready digital foundation. It focuses on ensuring every technology investment supports business performance, operational continuity, stakeholder trust, and inclusive digital participation.

BUILDING RESILIENT, SCALABLE, AND OUTCOME-FOCUSED IT

We ensure IT investments deliver maximum value by aligning them with business KPIs, enforcing strong governance, and driving user adoption, while building resilient, secure, and scalable systems that support uninterrupted operations across all project locations. We follow approach as given below:

- Align every IT investment to business outcomes like project profitability, sales conversion, cost control, customer satisfaction level
- Implemented strong IT Governance & Prioritization - prioritize high impact projects, eliminate redundant tools, align IT with business strategy
- Standardize systems across all projects/sites
- Strengthen data quality and single source of truth
- Build resilient IT infrastructure like Hybrid cloud, Data backup and DR, Network redundancy
- Vendor and SLA Management
- Drive user adoption
- Enable agility for changing market conditions

CREATING A TRUSTED DIGITAL ENVIRONMENT

We strengthen security and privacy by implementing robust controls, compliance frameworks, and continuous monitoring, while promoting digital inclusion through accessible, user-friendly platforms that enable all customers and stakeholders to participate in a secure digital ecosystem. We follow the strategy, as given below:

- Strengthening cybersecurity using appropriate security solutions – we protect business and customer Data
- Network & Site Security – we use Secure VPN, Firewall, EDR, CCTV, Access controls etc.
- Continuous monitoring and incident response
- Ensuring data privacy
- Compliance with regulations
- Strengthening digital inclusion - access for all stakeholders
- Secure digital payments and financial inclusion
- Employee awareness and culture
- Vendor and third-party risk management
- Business continuity and resilience.

IT ENABLING SUSTAINABLE GROWTH AND VALUE CREATION

DR. CHITRANJAN, HEAD OF INFORMATION TECHNOLOGY AND INFORMATION SECURITY
N R AGARWAL INDUSTRIES

An effective IT strategy should act as both a growth engine for the organization and a contributor to national priorities.

SUPPORTING NRAIL'S GROWTH AMBITIONS

As NRAIL is planning for new expansion in Dahej for a new green field project, which would represent a 46% jump over FY24-25 levels. Nrail this is being driven by a landmark capacity expansion, it aims to set up India's first greenfield packaging board plant with 0.5 million TPA capacity.

For IT to support this growth, it must do three things at scale. First, an integrated ERP platform gives leadership real time visibility across the Vapi, Sarigam and Dahej plants, tracking production throughput, raw material (waste paper, FBB) procurement, and order fulfilment. Second, OT/IT integration and predictive maintenance that accelerate the ramp-up from there to optimal utilisation. Third, CRM and demand analytics help Nrail capitalize on its unique geographic advantage, much of the paperboard demand growth is coming out of western India, while most Indian paperboard manufacturers are located in eastern India. Nrail, IT driven market intelligence turns that proximity into a proactive sales edge.

ALIGNING WITH NATIONAL PRIORITIES

Nrail's business model is itself a national asset in several ways, and IT amplifies each.

Make in India & import substitution, Initiatives like Make in India and GST reforms are bolstering demand for advanced packaging infrastructure. Pitch Book Growing demand for packaging from e-commerce, food, FMCG, textiles, and pharmaceutical sectors augurs well for the company. Nrail IT systems that enable faster order-to-delivery cycles and consistent quality directly support India's ambition to reduce dependence on imported packaging board.

Digital India & Industry 4.0, The PLI scheme aligns with national goals like Atmanirbhar Bharat and India's vision of a $5 trillion economy, fueling the Make in India movement by reviving domestic manufacturing at scale.

OPTIMIZING IT INVESTMENTS

Maximizing the value and resilience of IT investments requires a disciplined approach that balances innovation with risk management. Moving couple of workload from on prem to Cloud, legacy security with AI to reduced risk and improve performance with minimum manpower and all, achieved here in great ways.

BUILDING A FUTURE-READY ORGANISATION

MUKUL GUPTA, DIRECTOR-RISK, COMPLIANCE, INFOSEC AND EXCELLENCE, NAGARRO

The IT governance framework of Nagarro has evolved significantly to ensure every technology investment directly delivers business value. The company has established clear decision-making structures, enterprise architecture reviews, and data-driven performance monitoring. Every major initiative is evaluated against predefined KPIs — covering operational efficiency, customer experience, revenue contribution, risk reduction, and sustainability. By integrating governance with agile delivery models, it moves beyond project completion metrics toward tangible, measurable business impact.

ALIGNING IT STRATEGY WITH NATIONAL PRIORITIES

Our IT strategy is a deliberate enabler of growth, innovation, and long-term competitiveness. We are accelerating digital transformation through cloud adoption, intelligent automation, and AI-powered capabilities. Importantly, our strategy aligns with broader national priorities including Digital India, responsible AI adoption, cybersecurity resilience, and skill development. Scalable digital platforms ensure compliance with evolving regulations while positioning us as a future-ready organisation that meaningfully contributes to India's digital economy.

PREPARING THE WORKFORCE FOR THE AI ERA

Workforce readiness is among our highest strategic priorities today. Our belief is clear — AI will augment human capabilities, not replace them. We have launched structured learning programs covering AI fundamentals, responsible AI, prompt engineering, data literacy, and AI governance. Employees actively experiment with AI tools through controlled, practical environments. We are equally focused on cultivating a culture of continuous learning, adaptability, and innovation — ensuring our people can confidently collaborate with intelligent systems and lead transformation.

MAXIMISING VALUE AND RESILIENCE FROM IT INVESTMENTS

Every technology investment follows a disciplined business-case approach evaluating strategic alignment, expected benefits, implementation risks, and long-term sustainability. Cloud-first architectures, automation, and proactive business continuity planning strengthen organisational resilience. Regular benefit-realisation reviews allow us to track outcomes and optimise investments throughout their lifecycle — ensuring technology spending consistently drives growth, agility, and operational continuity in an increasingly dynamic environment.

STRENGTHENING SECURITY, PRIVACY, AND DIGITAL INCLUSION

Security and privacy are foundational — not afterthoughts. Our risk-based cybersecurity strategy embraces zero-trust principles, continuous monitoring, identity and access management, and regular security assessments. Privacy-by-design practices are deeply embedded across our digital ecosystem, ensuring full compliance with data protection regulations. Equally, we are committed to digital inclusion — making technology accessible, equitable, and user-friendly for employees, customers, and partners alike. Together, these commitments create a secure, trusted, and sustainable digital future for every stakeholder we serve.

BUILDING A FUTURE-READY DIGITAL ENTERPRISE

DEEPAK KUMAR PANDA, GM-IT, NHIT

In today's rapidly evolving business environment, technology plays a pivotal role in driving growth, innovation, and operational excellence. Organizations are increasingly leveraging digital transformation, artificial intelligence, and robust governance frameworks to enhance efficiency, strengthen resilience, and create sustainable business value. A strategic approach to technology adoption enables enterprises to remain agile, competitive, and aligned with evolving industry and national priorities.

GOVERNANCE DRIVEN BY BUSINESS OUTCOMES

Effective IT governance is essential for ensuring that technology investments deliver measurable business results. Organizations are strengthening governance by aligning technology initiatives with business objectives, standardizing governance frameworks, and improving transparency and accountability across operations. This approach helps optimize processes, reduce turnaround times, and enhance operational efficiency. By focusing on measurable outcomes and continuous improvement, governance becomes a key enabler of business value creation and long-term digital transformation.

ACCELERATING GROWTH THROUGH INNOVATION

Technology strategy today extends beyond infrastructure modernization to supporting business growth and national development goals. Organizations are increasingly focusing on innovation, process optimization, and secure technology adoption to build scalable and future-ready operations. Digital initiatives help improve agility, enhance service delivery, and create new opportunities for growth. By embracing modern technologies and supporting the broader digital ecosystem, enterprises can contribute to economic development while strengthening their competitive position in an increasingly connected world.

PREPARING THE WORKFORCE FOR THE AI ERA

Artificial Intelligence is transforming the way organizations operate, making workforce readiness a strategic priority. Businesses are integrating AI-enabled tools, intelligent workflows, and modern enterprise applications into everyday operations to improve productivity and decision-making. The focus is not only on technology deployment but also on enabling employees to adapt to new ways of working. By empowering teams with AI-driven capabilities and promoting responsible technology usage, organizations can foster innovation, improve problem-solving skills, and build a workforce prepared for the future of work.

STRENGTHENING SECURITY, RESILIENCE, AND TRUST

As digital adoption increases, cybersecurity and data protection remain critical priorities. Organizations are implementing secure digital platforms, robust governance frameworks, identity and access management controls, and comprehensive risk management practices to safeguard critical assets and sensitive information. Continuous awareness programs help employees stay vigilant against evolving cyber threats, while resilient IT systems ensure business continuity and operational stability. By embedding security and compliance into every stage of digital transformation, organizations can build trust, enhance resilience, and create a secure foundation for sustainable growth.

Technology leadership today is about balancing innovation with governance, productivity with security, and growth with resilience. Organizations that successfully integrate these elements will be best positioned to thrive in the digital economy and deliver lasting value to customers, employees, and stakeholders.

STRENGTHENING TRUST ACROSS THE DIGITAL ECOSYSTEM

ROHIT KACHROO, CO-FOUNDER AND CTO, OMNI CYBERX

A resilient digital future depends on secure systems, trusted experiences, and proactive governance. Our strategy ensures that security remains deeply embedded across technology, processes, and people.

SECURING DIGITAL TRANSFORMATION

Our approach to security strategy has been centered on resilience, risk mitigation and protecting critical business and digital assets. We focused on building security architectures and practices that ensure systems remain protected, available and trustworthy under evolving threat conditions. Security has consistently been a foundational enabler of digital transformation by ensuring that innovation is built on a safe and reliable foundation.

The objective was not just protection, but creating secure systems that support operational continuity, data integrity and user trust. We also aligned security initiatives with broader priorities such as cyber resilience, regulatory compliance, data protection and secure digital adoption, helping strengthen both organizational stability and the wider digital ecosystem. We see security as a critical enabler of sustainable digital growth, ensuring that organizations and users can confidently engage in digital environments.

OUTCOME-DRIVEN, SECURITY GOVERNANCE

We have focused on keeping security governance practical, risk-driven and closely aligned with business objectives rather than making it control-heavy or compliance-only. Every security decision should be evaluated based on its ability to reduce risk exposure, strengthen resilience, improve incident response readiness and protect business continuity. We prefer lean and scalable security practices that reduce unnecessary complexity while ensuring accountability, visibility and measurable risk reduction.

Security governance is not limited to policies and audits; it is about creating clarity in risk ownership, enforcing disciplined execution of controls and ensuring that security investments address real threat scenarios. We also emphasize continuous risk assessment, control effectiveness and measurable improvement in security posture to ensure that security initiatives remain aligned with enterprise priorities and evolving threat landscapes. This approach helps build a resilient and adaptive security environment where protection, trust and business continuity are consistently strengthened.

TRUSTWORTHY DIGITAL EXPERIENCES

We treat security, privacy and trust as inseparable pillars of any digital ecosystem. Our approach focuses on secure-by-design principles, disciplined data governance, identity and access control, and continuous monitoring to ensure systems remain protected and reliable. Security becomes truly effective only when it is embedded seamlessly into user experience without creating friction or reducing usability.

We have consistently advocated for a culture of security awareness, accountability and disciplined execution to ensure that trust is embedded across every layer of the digital ecosystem. The focus is on creating secure and trustworthy environments where users and organizations can confidently operate, knowing their data and systems are protected, governed and continuously monitored.

A FRAMEWORK FOR IT VALUE CREATION AND BUSINESS CONTINUITY

ARVIND KUMAR, AVP-IT, PATHKIND LABS

A FRAMEWORK FOR IT VALUE CREATION AND BUSINESS CONTINUITY

To support evolving business demands, we have established a comprehensive governance and resilient framework that enables informed decision-making, optimizes IT investments, strengthens operational continuity, and drives strategic transformation across the organization.

STRATEGIC FRAMEWORK

- Governance Model Modernization: We have implemented an enterprise governance framework that aligns IT decisions with business objectives through quarterly business-IT alignment reviews and KPI tracking.
- Measurable Outcomes: Established clear metrics including SLA based system uptime, project delivery on-time-and-on-budget, and cost optimization.
- Governance Dashboard: Deployed real-time IT governance dashboards providing visibility into compliance status, risk assessments, and performance metrics for executive stakeholders.
- Cross-functional Governance Committees: Established IT Steering Committee with representatives from business units, meeting monthly to review priorities, budgets, and strategic alignment.

VALUE MAXIMIZATION AND RESILIENCE STRATEGY

- Business Case and ROI Framework: Every IT investment requires documented business case with clear ROI metrics, payback period, and stakeholder approval; quarterly review of realized benefits vs. projections.
- Strategic portfolio management approach balancing run-the-business, innovate, and transform investments; prioritization based on business impact and strategic alignment.
- IT Financial Management: Implementing chargeback models and IT cost optimization programs; cloud cost governance reducing infrastructure spend, vendor consolidation and license optimization.
- Resilience Architecture: Designing systems with high availability, failover capabilities, and redundancy across geographies.
- Infrastructure Modernization: Cloud-first strategy by reducing on-premises footprint; containerization and microservices to improve resilience.
- Monitoring & Optimization: Advanced monitoring and observability platforms detecting issues proactively; continuous optimization reducing costs and improving performance.

THE ARCHITECTURE OF VALUE: PATTON INTERNATIONAL ALIGNING TECH WITH PERFORMANCE

MRINMOY MUKHERJEE, CIO, PATTON INTERNATIONAL

Technology delivers its greatest value when it is closely aligned with business priorities and measured against tangible outcomes. At Patton International, we focus on maximizing returns from technology investments through structured governance, performance transparency, and continuous improvement, ensuring every initiative contributes to long-term business success.

TURNING TECHNOLOGY INVESTMENTS INTO SUSTAINABLE BUSINESS OUTCOMES

We ensure value realization from IT investments through careful prioritization, phased implementation, and continuous performance monitoring.

Practically:

- Every IT investment is evaluated based on operational impact, scalability, compliance requirements, user adoption, and long-term sustainability.
- Priority is given to projects that improve productivity, reduce process dependency, strengthen governance, or enhance customer and employee experience.
- Existing infrastructure and licenses are optimized before making additional investments to ensure cost efficiency.
- Backup systems, disaster recovery mechanisms, cybersecurity controls, and redundancy planning are regularly reviewed to strengthen resilience.
- We avoid excessive dependency on a single technology vendor wherever possible and encourage scalable, interoperable solutions.
- Project performance is periodically reviewed against expected business outcomes such as cost savings, process efficiency, reduced downtime, or improved reporting capability.
- Legacy systems and technical debt areas are identified and gradually modernized to improve long-term stability.

The goal is to ensure technology investments remain sustainable, secure, scalable, and aligned with business priorities.

FORTIFYING THE DIGITAL BEDROCK

VINOD KUMAR GUPTA, CISO & DPO, PAYTM MONEY

The next phase of digital transformation will be defined by resilience, trust, and human capability. Organizations that can secure their digital foundations, foster stakeholder confidence, and equip employees with AI-era skills will be best positioned to drive long-term growth and innovation.

STRATEGIC PRIORITIES

We evaluate IT investments through a business-risk-value framework that balances innovation, operational efficiency, cybersecurity, regulatory compliance, and long-term resilience. Every major investment is assessed not only for financial returns but also for its contribution to resilience, scalability, risk reduction, and customer trust. Priority is given to technologies that improve automation, observability, cyber defense, disaster recovery readiness, and secure digital services.

We also emphasize architecture standardization, lifecycle governance, and measurable outcomes to avoid fragmented technology adoption. Continuous monitoring of utilization, performance, and security effectiveness helps ensure sustained value realization. In today's environment, resilient technology investments are critical because operational continuity and digital trust are directly linked to organizational reputation and business sustainability.

STRENGTHENING DIGITAL TRUST AND RESILIENCE

Security, privacy, and digital inclusion are being treated as foundational pillars of our digital transformation journey. We are strengthening cyber resilience through layered security controls, continuous monitoring, proactive threat management, secure software practices, and stronger third-party governance. From a privacy perspective, we are aligning data handling practices with evolving regulatory and data protection expectations through privacy-by-design principles, data minimization, and stronger governance controls. At the same time, we recognize that digital progress must remain inclusive and accessible. Our approach focuses on enabling secure and trusted digital services that are user-centric, resilient, and accessible across diverse user groups. Building trust through responsible technology adoption remains central to our long-term strategy and stakeholder commitment.

UPSKILLING FOR AN AI-POWERED FUTURE

We believe the AI era requires not only technology adoption but also workforce transformation. Our focus is on building a security-aware, AI-ready, and digitally responsible workforce through continuous learning, targeted upskilling, and governance-led adoption of emerging technologies. Employees are being trained on AI fundamentals, responsible AI usage, cybersecurity risks, privacy obligations, prompt security, and data handling practices. Specialized teams are also being upskilled in AI-assisted threat detection, secure development, automation, and data governance. We are promoting a culture where innovation and risk management coexist.

At the leadership level, we are strengthening awareness around AI governance, ethical considerations, and regulatory implications to ensure AI adoption remains secure, compliant, and business aligned.

DRIVING SECURE AND RESILIENT DIGITAL GROWTH

TEJAS SHAH, HEAD – IT INFRA AND CYBER SECURITY, PRINCE PIPES AND FITTINGS

In today's rapidly evolving technology landscape, organizations must balance innovation, operational efficiency, cybersecurity, and business growth. Effective IT leadership is no longer limited to managing infrastructure; it is about enabling measurable business outcomes through governance, digital transformation, workforce readiness, and strong security practices. By aligning technology initiatives with business priorities, organizations can build resilient and future-ready digital ecosystems.

GOVERNANCE FOCUSED ON MEASURABLE OUTCOMES

Strong IT governance begins with continuous assessment, accountability, and risk visibility. Organizations can improve governance through regular management reviews, maintenance of risk registers, application risk assessments, and proactive monitoring of technology environments. Activities such as vulnerability assessments and penetration testing (VAPT), web application scans, external attack surface reviews, and privileged access audits help identify risks before they impact operations. Governance becomes effective when business stakeholders are actively engaged, risks are communicated transparently, and improvement initiatives are continuously monitored to ensure measurable outcomes.

ENABLING GROWTH THROUGH DIGITAL TRANSFORMATION

Technology strategy plays a critical role in supporting organizational growth and operational excellence. Digital adoption initiatives, including custom-built and low-code applications, help eliminate manual processes and improve user experiences through workflow automation and system integration. Data platforms, dashboards, and analytics solutions enable better decision-making by transforming business data into actionable insights. At the same time, investments in cybersecurity, infrastructure modernization, and network optimization strengthen the organization's ability to scale efficiently while maintaining business continuity and operational effectiveness.

PREPARING FOR THE AI-DRIVEN FUTURE

Artificial Intelligence is rapidly emerging as a transformative force across industries. While many organizations are still in the early stages of adoption, successful implementation begins with identifying practical business use cases and securing ownership from business teams. AI initiatives must be aligned with operational objectives and supported by strong governance to ensure value realization. By encouraging collaboration between business and technology teams, organizations can gradually build AI capabilities that improve efficiency, support decision-making, and create opportunities for innovation.

STRENGTHENING SECURITY, PRIVACY, AND RESILIENCE

As cyber threats continue to evolve, security and privacy remain strategic priorities. Organizations are focusing on compliance with the Digital Personal Data Protection (DPDP) Act, implementing Zero Trust security frameworks, and strengthening continuous monitoring and threat detection capabilities. Regular resilience testing, backup validation, recovery exercises, and robust data protection controls help ensure business continuity during disruptions. Security is further strengthened through proactive risk management and governance practices that protect sensitive information while maintaining trust. By combining resilience, privacy, and cybersecurity into a unified strategy, organizations can create a secure foundation for sustainable digital growth. Organizations that successfully integrate governance, innovation, AI readiness, and cybersecurity will be best positioned to navigate future challenges and capitalize on emerging opportunities in the digital economy.

FROM MINE TO PORT: SCALING PRISTINE GROUP'S DIGITAL ENGINE

AMIT KAPOOR, GROUP HEAD IT/APPLICATION, PRISTINE GROUP

Technology is at the core of Pristine Group's growth strategy, driving scalable operations, stronger governance, and workforce empowerment. By aligning digital investments with business outcomes and national transformation goals, the organization is building a resilient and sustainable future.

DRIVING NATIONAL & ENTERPRISE TRANSFORMATION

Our IT strategy is built to scale with the business and to advance the country's broader transformation goals. As the organization expands across rail, terminals and mining, we have invested in modular, cloud-based platforms and shared data services so new operations can onboard quickly rather than building from scratch. Digitally integrating the value chain from mine to railhead to port supports national ambitions to become a competitive logistics and export hub and to diversify the economy beyond traditional sectors.

We prioritize local content, partnering with domestic technology providers and developing homegrown talent to strengthen the digital economy. Sustainability is embedded too: smart energy and emissions monitoring align with national decarbonization targets. In short, our technology roadmap mirrors both our growth trajectory and the nation's strategic direction.

DATA-BACKED INVESTMENTS & OPERATIONAL METRICS

We have moved IT governance from a compliance exercise to an outcome engine. A cross functional governance board now prioritizes investments against business value and every initiative carries defined KPIs linked to operational metrics train availability, terminal throughput and tonnes moved per hour. We adopted COBIT and ITIL practices for transparency with quarterly benefits-realization reviews that track whether projects actually deliver promised savings or productivity.

Portfolio dashboards give leadership real-time visibility into spend, risk and progress, so we can reallocate quickly when value is not materializing. We also tightened demand management to cut shadow IT and duplication. The result is measurable: faster delivery, fewer cost overruns and IT decisions defended by data rather than opinion, directly connecting technology investment to safety, reliability and margin.

AUGMENTING CAPABILITY THROUGH RESPONSIBLE AI

Preparing our people for AI is as much about mindset as skills. We launched an AI literacy program so employees at every level understand what the technology can and cannot do, complemented by deeper technical training for engineers and analysts through partnerships with universities and vendors. Rather than replacing roles, we are augmenting them giving control room teams predictive insights, equipping maintenance crews with AI-driven diagnostics and putting copilot tools in the hands of office staff.

We have built internal data and analytics capability by hiring specialists and creating clear career pathways so talent grows with us. Change management is central: we involve frontline workers early, address concerns openly and embed a culture of responsible, ethical AI use.

FROM INVESTMENT TO IMPACT: BUILDING A DIGITALLY INCLUSIVE AND AI-READY ORGANISATION

VIVEKANANDA NASKAR, DIRECTOR IT, PROTEGRITY

Getting the most out of technology investments requires more than budget and tools, it demands clarity of purpose. Organizations must ensure IT spending drives real outcomes, every individual understands their stake in data privacy, and AI is embraced as an opportunity rather than feared as a threat.

IT INVESTMENTS MUST DRIVE REVENUE GROWTH AND COST OPTIMIZATION

There are few areas where we need to focus to maximize the investments in IT space. The investment should be linked to revenue growth, cost optimization with a focus on operational expenditure when we move to cloud thinking that it will reduce expenses.

At the same time, we need to minimize or mitigate the risk. Because any breach can cost us a huge loss. We should also focus on unused licenses and services. Using FinOps efficiently can make a significant difference in achieving the ROI benefit.

RECOGNIZING EVERY INDIVIDUAL'S STAKE IN DATA PRIVACY

Data Privacy is something where each one of us have a stake, even if someone is not directly related to the digital activity. We need to ensure that people around us understand the need for data privacy.

When every individual will understand it, we will be able to implement Data Privacy successfully across the organisation, across the country and globe. Digital inclusion should not be viewed as a privilege rather it must be viewed as a necessity. Even a person with lack of literacy must be digitally included. Ensuring that every citizen is digitally included must be a core objective of the Government.

BUILDING AI ROLES, NOT JUST AI SKILLS

First and foremost, objective should be to make employees understand the benefit and applicability of AI in our daily life and work. While the initial knee-jerk reaction is that AI will take out a lot of jobs, we need to make people understand that every new technology comes with a huge opportunity if we can keep our mind open to embrace the new tech and start learning it to apply in our day-to-day life. Let us make people around us aware of what AI can do and what it cannot.

This will minimise the misconception about biasness, hallucination and job security. In the organization, we should not just build skills on AI, we should build roles that helps the organisation and the society to adopt AI effectively, efficiently and most importantly "Responsibly".

DIGITAL TRUST IS THE NEW COMPETITIVE ADVANTAGE

SARITA PADMINI, SENIOR DIRECTOR, PROTIVITI INDIA

Modern IT governance must evolve far beyond operational checklists. Today, effective governance means creating strategic alignment between cybersecurity, data privacy, and Data Security Posture Management (DSPM) — embedding accountability, continuous monitoring, and proactive risk assessments into the very core of digital operations. Strong collaboration between business, security, privacy, and technology teams produces genuinely measurable outcomes: reduced cyber risk exposure, stronger data protection, and enhanced operational resilience. The Bhagavad Gita's timeless wisdom — "Yogah Karmasu Kaushalam" — excellence and discipline in action — resonates deeply here. In today's digital world, governance must be driven by the same principles: responsibility, consistency, and ethical decision-making that builds lasting trust.

A STRATEGY BUILT FOR SECURE, SUSTAINABLE GROWTH

Organisational growth today is inseparable from digital trust. Our IT strategy is deliberately built around secure digital transformation, cyber resilience, and responsible data governance — creating trusted ecosystems that protect sensitive information while enabling innovation and agility at scale. We align closely with national priorities including Digital India, Cyber Surakshit Bharat, trusted AI adoption, and emerging data protection frameworks. Strategic investments in cloud security, privacy engineering, intelligent automation, and secure connected platforms simultaneously strengthen enterprise resilience and contribute meaningfully to India's vision of becoming a globally competitive digital economy.

WORKFORCE READINESS: BEYOND SKILLS TO CYBER CONSCIOUSNESS

Preparing for the AI era demands more than technical upskilling — it requires building a workforce that is cyber-aware, privacy-conscious, and ethically grounded. Employees must understand responsible AI usage, secure data handling, and the evolving risks of AI-driven ecosystems. Our continuous learning initiatives span AI literacy, cybersecurity awareness, data privacy, and regulatory compliance — equipping teams to manage sensitive information confidently across both structured and unstructured data environments.

INVESTING FOR RESILIENCE, NOT JUST EFFICIENCY

Technology investments must be evaluated on a broader scorecard than ROI alone. Every investment decision must account for its capacity to strengthen cyber resilience, protect sensitive data, and sustain long-term business continuity. Embedding risk management directly into investment frameworks minimises cyber exposure, improves operational continuity, and maximises sustainable business value — transforming technology spending from a cost centre into a genuine resilience asset.

SECURITY, PRIVACY, AND INCLUSION – THE KURUKSHETRA LESSON

The Kurukshetra War teaches a timeless lesson: prepare before conflict escalates. Organisations treating cybersecurity as secondary do so at their peril. By embedding security-by-design, enhancing data visibility through DSPM, and implementing proactive monitoring, threats can be neutralised before irreversible damage occurs — building digital experiences worthy of lasting stakeholder trust.

TECHNOLOGY WITH PURPOSE

SURJEET THAKUR, CIO, RAJAGIRI HOSPITAL KOCHI

As healthcare organizations embrace digital transformation, technology leaders are focusing on creating systems that improve patient outcomes, enhance operational efficiency, and strengthen resilience. Rajagiri Hospital Kochi is advancing its healthcare delivery by aligning governance, AI readiness, and digital innovation with evolving patient and organizational needs.

GOVERNANCE THAT DELIVERS RESULTS

IT governance is no longer viewed as a compliance exercise. Instead, it has become a framework for delivering measurable business and clinical outcomes. Every major technology initiative is linked to clear objectives, whether it involves reducing patient wait times, improving billing efficiency, or enabling faster clinical decision-making.

Regular review meetings bring together business, clinical, and IT teams to assess progress, identify gaps, and make timely corrections. By emphasizing standard processes, accountability, and transparent dashboards, governance has evolved into a mechanism that accelerates performance rather than slowing it down.

ALIGNING TECHNOLOGY WITH GROWTH

Technology strategy is aligned with long-term growth, focusing on scalable systems that support expansion, multi-location operations, and enhanced patient engagement. Through initiatives such as ABDM, we are building interoperable platforms for seamless data exchange and continuity of care, while teleconsultation and digital health services are expanding healthcare access to remote and underserved communities.

PREPARING TEAMS FOR THE AI ERA

The organization's approach to AI is centered on people rather than technology alone. The goal is to help employees become comfortable and confident with emerging tools through continuous learning and practical exposure. Training programs focus on digital literacy, data awareness, and hands-on experience with AI-enabled solutions. Clinicians and operational teams actively participate in identifying real-world use cases where AI can improve workflows and patient outcomes. This collaborative approach ensures that technology acts as an enabler rather than a replacement for human expertise.

MAXIMIZING VALUE AND RESILIENCE

Every IT investment is assessed for its impact on patient care, operational efficiency, and long-term growth. Through phased deployments, cloud infrastructure, robust backups, and disaster recovery planning, we ensure healthcare services remain reliable, resilient, and scalable.

SECURITY, PRIVACY AND INCLUSION

Protecting patient data is a top priority. Strong security controls, including role-based access, encryption, and continuous monitoring, help safeguard sensitive information. Equally important is digital inclusion. The organization is committed to making technology accessible and user-friendly for both healthcare professionals and patients. By combining security, simplicity, and accessibility, it aims to build a healthcare ecosystem that is trusted, inclusive, and ready for the future.

A PERFORMANCE-ORIENTED APPROACH TO IT GOVERNANCE AND SERVICE DELIVERY

J. P. DWIVEDI, CIO, RAJIV GANDHI CANCER INSTITUTE & RESEARCH CENTRE

At Rajiv Gandhi Cancer Institute & Research Centre, effective IT governance is built on accountability, transparency, and measurable outcomes. Through a structured performance management framework, clearly defined KRAs and KPIs, real-time operational dashboards, and regular governance reviews, it ensures that technology services remain aligned with organizational priorities while supporting reliable, secure, and uninterrupted healthcare delivery.

PERFORMANCE-DRIVEN GOVERNANCE WITH REAL-TIME INSIGHTS

We have implemented Result Framework Document (RFD) process to define KRAs and KPIs. Each department has goals aligned by organizational goals derived from vision, mission and strategy documents. These goals are assigned certain weightages in a manner that overall score is 100%. We have created three towers under CIO. These towers are: IT Operations, Digital Transformation & AI and Information Security & Privacy. Under each tower, specific and measurable goals are defined. Each individual role is assigned KRAs and KPIs in line with the departmental goals. The employees are mapped with these specific roles and the KRAs and KPIs automatically get mapped. We perform monthly review of our achievements and any roadblocks hindering our achievements. CIO publishes a monthly IT Service Management Dashboard where he specifies the following:

1. Health of all infrastructure assets
2. Servers' uptime and downtime statistics
3. Application availability, change management etc.
4. Cybersecurity status and incidents raised by Security Operations Centre (SOC)
5. Incident reports for all disruptions in all key applications

IT Service Management Team publishes a daily dashboard specifying how many calls received in the helpdesk, how many were immediately answered and how many were responded by a call back within five minutes, how many calls were responded within 10 minutes and how many were not responded. Every call is recorded in ITSM tool (creating a new ticket) and resolution time is recorded. Department wise, agent wise, resolver wise statistics is maintained. This helps bringing accountability to the overall system and people feel accountable.

Similarly, our Digital Transformation & AI and Information Security & Privacy teams have their own dashboards and published at regular intervals. Having enough (and just enough) people, sophisticated tools and well-oiled processes is the key to maintain effective governance. Our CXOs understand the value of IT Services and are generally very supportive of our efforts.

TURNING INNOVATION INTO TRUST

RAGHAV GRANDHI, GROUP CISO, RAMOJI GROUP

In today's hyper-connected digital landscape, cybersecurity has evolved from a technical safeguard into a strategic business imperative. As organizations accelerate their digital transformation journeys, technology leaders are expected not only to protect critical assets but also to enable innovation, strengthen resilience, and support sustainable business growth.

GOVERNANCE THAT DRIVES BUSINESS OUTCOMES

Modern IT governance is no longer limited to compliance and policy enforcement. It has become a critical enabler of business value, helping organizations align technology investments with strategic objectives and measurable outcomes. Effective governance frameworks incorporate risk-based decision-making, continuous monitoring, regular audits, and clearly defined accountability structures.

Organizations increasingly rely on key performance indicators such as cyber risk reduction, system availability, incident response effectiveness, regulatory compliance, and user experience metrics to evaluate success. Governance provides leadership with visibility into operational performance while ensuring technology initiatives deliver tangible business benefits.

ENABLING GROWTH THROUGH SECURE DIGITAL TRANSFORMATION

Technology strategy plays a pivotal role in driving organizational growth and business continuity. Modern enterprises are investing in cloud modernization, data protection, intelligent automation, and secure collaboration platforms to improve agility and scalability. At the same time, these initiatives are closely aligned with national priorities such as Digital India, cybersecurity resilience, data privacy readiness, and the adoption of indigenous digital technologies. A secure digital transformation strategy enables organizations to innovate with confidence while maintaining trust among customers, partners, and stakeholders.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is rapidly transforming industries and reshaping how work is performed. Preparing employees for this shift requires more than technical training—it demands a culture of continuous learning, digital literacy, and responsible technology usage. Equally important is helping employees understand the risks associated with AI, including misinformation, deepfakes, privacy concerns, and evolving cyber threats. The most successful organizations will be those that combine human expertise with AI-driven capabilities, empowering teams to innovate while maintaining accountability and ethical decision-making.

STRENGTHENING SECURITY, PRIVACY, AND RESILIENCE

Cybersecurity and privacy are the cornerstones of digital trust. Organizations are strengthening their security posture through multi-layered defense architectures, continuous monitoring, advanced threat detection, identity management, and robust backup and disaster recovery strategies. These measures help protect critical systems, sensitive information, and business operations from increasingly sophisticated threats. Resilience has become equally important. The ability to recover quickly from disruptions while maintaining operational continuity is now a key business requirement. By embedding security, privacy, resilience, and awareness into every aspect of digital transformation, organizations can create trusted digital ecosystems that foster innovation, support growth, and ensure long-term success in an increasingly complex digital world.

ALIGNING TECHNOLOGY GOVERNANCE WITH BUSINESS SUCCESS

LAKSHMANA VADAGA, HEAD - IT, RATNAM SOLUTIONS

Ratnam Solutions focuses on aligning technology investments with business objectives, strengthening accountability, improving decision-making through data, and delivering measurable outcomes.

TRANSFORMING GOVERNANCE FROM A CONTROL FUNCTION INTO A STRATEGIC DRIVER

Improving IT governance to deliver measurable outcomes requires shifting from process-heavy oversight to business-aligned decision-making with clear accountability, metrics, and continuous improvement.

◆ Aligning IT Governance with Business Goals

▸ Every IT initiative must align to strategic business objectives such as revenue growth, customer experience, risk reduction, or operational efficiency.

▸ Prioritizing projects based on measurable business value rather than only technical requirements.

▸ Establishing executive steering committees involving both business stake holders and IT leaders.

◆ Defining Clear KPIs and Outcomes

Organizations are moving beyond activity metrics and tracking outcome-based indicators such as:

▸ Reduction in downtime
▸ Customer satisfaction scores
▸ ROI on digital investments
▸ Automating compliance reporting
▸ Faster project delivery
▸ Cost optimization
▸ Strengthening Risk and Compliance Management
▸ Implementing continuous monitoring instead of periodic audits.
▸ Improved cybersecurity posture
▸ Compliance adherence

◆ Improving Decision-Making Through Data

▸ Using dashboards and real-time analytics for governance reviews.

▸ Monitoring IT performance, service delivery, security, and financial metrics centrally.

▸ Enabling faster escalation and corrective action.

◆ Increasing Accountability and Ownership

▸ Defining governance roles clearly using RACI models.

▸ Assigning business owners for critical systems and digital initiatives.

▸ Conducting regular governance reviews with measurable action tracking.

DRIVING INDUSTRY 4.0: ROCKMAN INDUSTRIES' DIGITAL TRANSFORMATION JOURNEY

AJAY AJMERA, CIO, ROCKMAN INDUSTRIES

Rockman Industries is building a future-ready enterprise by combining digital transformation, workforce empowerment, and trusted technology practices to create sustainable business value.

CLOUD PLATFORMS AND AGILE BUSINESS WORKFLOWS

Technology has become one of the most powerful drivers of growth. Our IT strategy focuses on building a strong digital foundation while enabling innovation that improves efficiency, productivity, and competitiveness. We have invested in modern cloud-based platforms, integrated business applications, and digital workflows to create a more connected and agile organization. This foundation allows us to scale faster, respond quickly to market changes, and make better decisions based on real-time information.

Looking ahead, our priorities include Artificial Intelligence, Analytics, IoT, Automation, and Cybersecurity. These technologies will help organizations move towards smarter operations and more sustainable growth.

Beyond organizational goals, this direction also aligns with India's broader vision around Digital India, Industry 4.0, and Make in India. As businesses embrace digital transformation, they contribute to a stronger, more innovative, and globally competitive economy.

BUILDING AN ADAPTABLE, TECH-CONFIDENT CULTURE

Our approach starts with awareness and education. We encourage employees to see AI as a productivity partner rather than a replacement. Whether it is improving decision making, automating repetitive tasks, or generating insights faster, AI can help employees focus on higher value work. We are also promoting continuous learning through training programs in AI, data literacy, analytics, and digital skills. More importantly, we encourage experimentation and innovation, allowing teams to identify practical use cases within their own functions.

The goal is to build a workforce that is confident, adaptable, and ready to work alongside intelligent technologies in a responsible and productive way.

LAYERED CYBERSECURITY FOR IT AND OPERATIONAL ENVIRONMENTS

As organizations become increasingly digital, trust becomes a critical business asset. Security, privacy, and digital inclusion are therefore fundamental priorities. From a security perspective, we are adopting a layered approach that includes modern cybersecurity controls, continuous monitoring, employee awareness, and stronger protection for both IT and operational environments. As cyber threats continue to evolve, security must become part of everyday business operations rather than an afterthought.

On the privacy front, organizations must be proactive in protecting personal and business data while complying with evolving regulations. Strong governance, access controls, and responsible data management practices are essential. Digital inclusion is equally important. Technology should empower everyone, regardless of their role or location. By making systems more user friendly, mobile enabled, and accessible, we can ensure that digital transformation benefits the entire workforce.

In the end, successful digital transformation is built on trust, and trust comes from security, privacy, and inclusion working together.

SHAPING THE FUTURE THROUGH DIGITAL TRUST, INCLUSION, AND AI READINESS

SUJOY BRAHMACHARI, CIO & CISO - SMART CARD BUSINESS, ROSMERTA TECHNOLOGIES

Technology is a key enabler of the company's mission to accelerate growth, strengthen digital trust, and expand financial inclusion. Its strategy involves scalable manufacturing excellence, robust cybersecurity, and accessible digital innovation to support both business objectives and national priorities. Rosmerta Technologies is also preparing workforce for the AI era through ethical governance, security upskilling, and human-centric augmentation. It is building a digitally resilient and future-ready organization.

SCALABLE MANUFACTURING, SECURITY, AND INCLUSIVE INNOVATION DRIVING IT STRATEGY

Our IT strategy accelerates organizational growth and aligns with national priorities like Digital India and Make in India through three pillars:

Scalable Manufacturing Excellence: By deploying Cloud-based ERP and Modular Automation, we increase production throughput for Rupay and global card schemes like Master & Visa without proportional cost increases, supporting domestic self-reliance.

National Security & Trust: Implementing Zero Trust and PCI - CP safeguards the national payment ecosystem against evolving AI-driven fraud, ensuring the integrity of India's digital financial fabric.

Inclusive Innovation: Our focus on Tokenization readiness empowers MSMEs and rural markets, driving the national goal of a universal, cashless economy.

STRENGTHENING DIGITAL ECOSYSTEM WITH SECURITY AND INCLUSION

We strengthen the digital ecosystem by fusing robust technical guardrails with a commitment to universal access.

Security & Privacy: We implement Zero Trust architectures and Privacy by Design, ensuring that data protection is baked into the infrastructure rather than added as an afterthought. By utilizing Continuous Threat Exposure Management (CTEM), we stay ahead of AI-driven vulnerabilities.

Digital Inclusion: We focus on making technology accessible through interoperable standards and lightweight mobile solutions. By lowering the technical barriers to entry for secure payments, we ensure that digital transformation reaches underserved communities, fostering a secure, equitable financial future for all.

TRANSFORMING WORKFORCE FOR RESPONSIBLE AND SECURE AI ADOPTION

Preparing the workforce for the AI era requires a shift from technical execution to strategic oversight. We focus on three core pillars:

AI Literacy & Ethical Governance: Training teams to navigate Generative AI responsibly, emphasizing "AI for Good" while mitigating misinformation and deepfake risks within financial ecosystems.

Security Upskilling: Transitioning IT staff from traditional perimeters to Agentic AI security, focusing on protecting automated workflows and AI-driven decision engines.

Human-Centric Augmentation: Reskilling employees to act as "human-in-the-loop" validators, using AI to automate repetitive compliance tasks so they can focus on high-value strategic initiatives and complex problem-solving.

THE LEAN ENTERPRISE: ENGINEERING VALUE, TRUST, AND AI FLUENCY AT RYSUN LABS

GAURAV VYAS, ASSOCIATE VICE PRESIDENT, RYSUN LABS

True digital maturity is not measured by the size of an IT budget, but by the precision of its deployment. At Rysun Labs, the technological strategy is built on a high-yield foundation where cost optimization, risk mitigation, and workforce fluency work in lockstep. By transforming rigid compliance frameworks into data-driven governance models and democratizing AI literacy across workforce, it achieves a critical equilibrium: driving aggressive, sustainable business growth while actively advancing sovereign tech milestones like Digital India and Make in India.

ROI-DRIVEN TECH INVESTMENTS

We maximise the value and resilience of IT investments by aligning initiatives with business outcomes, clear ROI, and risk mitigation. Our governance model prioritises high-impact investments, supported by tracking performance through KPIs and dashboards. We implement scalable, secure, and future-ready technologies, such as cloud computing and cybersecurity. Regular reviews and cost optimisation ensure continued value delivery and business continuity.

TRANSITIONING TO DATA-DRIVEN GOVERNANCE

IT governance is strengthened by aligning IT initiatives with business goals like efficiency, cost optimisation, and risk reduction, supported by clear KPIs. A data-driven, risk-based approach enhances decision-making through dashboards and automation. Modern practices streamline change management while ensuring control, and continuous monitoring fosters ongoing, measurable improvements across the organisation.

COST-EFFECTIVE SECURITY AND DESIGN

We enhance security, privacy, and digital inclusion through cost-effective measures like basic cybersecurity practices (endpoint protection, regular patching, data backups, and access controls) and privacy strategies (data minimisation and role-based access). We also promote digital inclusion by offering user-friendly, affordable digital tools and training employees on safe usage. This approach ensures effective protection, regulatory compliance, and greater adoption of digital capabilities without significant investment.

SCALING UPSKILLING AND ETHICAL AI USAGE

We are preparing our workforce for the AI era by upskilling employees in data analytics, automation, and AI fundamentals. We are fostering continuous learning and integrating AI into business processes to boost productivity. Additionally, we are enhancing our governance on ethical AI usage and cybersecurity awareness, ensuring our teams are innovative and aligned with industry standards.

ENSURING GROWTH AND CONTRIBUTING TO NATIONAL PROGRESS

Our IT strategy fosters organizational growth through efficiency, scalability, and data-driven decision-making, leading to faster innovation and better customer outcomes. It aligns with national priorities by promoting digital transformation, cybersecurity, and initiatives like Digital India and Make in India. We aim to optimize infrastructure, strengthen data security, and enable automation to enhance productivity and competitiveness, ensuring sustainable growth and contributing to the nation's digital development.

WHEN GOVERNANCE MEETS GROWTH: BUILDING THE ALWAYS-ON DIGITAL ENTERPRISE

RAJVEER SINGH, SENIOR RISK OFFICER, TECHNOLOGY SECURITY FOUNDATION, SAXO BANK

The era of tick-box compliance is firmly behind us. Today, effective IT governance connects strategy, risk appetite, and execution through clear decision rights, measurable KRIs and KPIs, and continuous assurance. Leading organisations are adopting an "always-on" model — integrating policy-to-control mapping, automated evidence collection, and real-time risk insights directly into delivery pipelines. The result is an organisation that moves faster without sacrificing safety. Our north star remains constant: reduced downtime, faster change with fewer incidents, stronger auditability, and predictable delivery outcomes that leadership and stakeholders can genuinely rely upon.

TECHNOLOGY STRATEGY AS A NATIONAL GROWTH ENGINE

A modern IT strategy does far more than keep the lights on — it enables scale, builds trust, and unlocks interoperability. Cloud platforms, data ecosystems, and API-led architectures accelerate new products and superior customer experiences. Our strategy simultaneously aligns with national priorities — digital public infrastructure, responsible data practices, and inclusive access. Organisations that will define the next decade are those where governance and resilience are engineered into innovation from day one — never retrofitted as an afterthought.

AI READINESS IS A PEOPLE TRANSFORMATION FIRST

Deploying AI tools is straightforward. Building an AI-ready workforce is the real challenge. True AI readiness demands fluency across every role — data literacy, prompt discipline, model risk awareness, and secure usage practices — supported by continuous, structured learning pathways. Equally critical is establishing robust Responsible AI governance: transparency, bias detection, privacy safeguards, third-party risk controls, and model security against emerging threats like data poisoning and prompt injection. Our goal is a workforce that adopts AI confidently, ethically, and securely — converting productivity gains into sustained competitive advantage.

INVESTING FOR VALUE AND ENGINEERING FOR RESILIENCE

Value and resilience are two sides of the same investment coin. Every initiative we fund is linked to measurable outcomes — revenue enablement, cost optimisation, risk reduction, and customer trust. FinOps practices, architecture standards, and disciplined lifecycle management eliminate waste and technical debt systematically. Resilience is deliberately engineered through zero-trust principles, redundancy, observability, tested recovery protocols, and supplier risk governance — ensuring operations remain dependable even under significant disruption.

TRUST AS THE ULTIMATE COMPETITIVE DIFFERENTIATOR

Security and privacy are no longer compliance obligations — they are strategic assets. Identity-centric controls, encryption, continuous threat detection, and rehearsed incident response form the bedrock of digital trust. Security must be proactive, intelligence-led, and automation-enabled. When platforms are accessible, reliable, and safe, digital inclusion flourishes naturally — and trust becomes a durable competitive advantage.

SCALING HEALTHCARE THROUGH TECHNOLOGY

AJAY YADAV, HEAD – IT & E-COMMERCE, SBL

In a diverse healthcare landscape, trust and accessibility are paramount. SBL's IT strategy bridges critical healthcare gaps by combining digital commerce, retail presence, and national logistics to reach the most remote corners of the country. As it expands its digital footprint, it remains anchored in cyber resilience - safeguarding customer data while building an inclusive, tech-driven healthcare ecosystem.

BRIDGING HEALTHCARE GAPS DIGITALLY

The IT strategy is designed around one core vision: democratizing access to quality homoeopathic healthcare through digital reach.

India's healthcare landscape is diverse, with millions of people living in semi-urban and rural areas where access to specialized healthcare products can be limited. Through our digital e-commerce ecosystem and expanding retail network, we are enabling customers across the country to access authentic homoeopathic medicines directly.

For remote regions where courier infrastructure may not exist, we leverage the extensive reach of India Post Speed Post to deliver medicines reliably to villages and small towns. This combination of digital commerce, retail presence, and national logistics infrastructure allows us to bridge healthcare accessibility gaps.

In this way, our technology strategy aligns closely with the spirit of Digital India—using technology to make essential services accessible to every citizen.

STRENGTHENING CYBER RESILIENCE IN A CONNECTED ECOSYSTEM

As organizations become increasingly digital, trust becomes the most valuable currency.

We are strengthening our cybersecurity posture through modern frameworks that include endpoint protection, identity-based access controls, secure networks, and structured data protection strategies. Our goal is to move toward a Zero Trust oriented security model, ensuring that enterprise data and customer information remain protected.

At the same time, digital transformation must be inclusive. By combining digital commerce platforms, retail availability, and nationwide logistics partnerships, we are enabling homoeopathic healthcare to reach even the most remote corners of the country.

Through technology, we are not just building digital systems—we are building a healthcare ecosystem where accessibility, trust, and innovation coexist.

ALIGNING INNOVATION WITH GOVERNANCE, RISK, AND COMPLIANCE

DR. MEETALI SHARMA, DIRECTOR – RISK, COMPLIANCE & INFORMATION SECURITY, SDG CORPORATION

At SDG Corporation, innovation is inseparable from institutional trust. Its strategic IT framework shifts the paradigm from simple activity tracking to defensible, outcome-based accountability. By embedding compliance-by-design, Zero Trust security, and algorithmic governance into the very flow of work, it transforms risk management into a business accelerator. Whether modernizing core architectures or deploying generative AI, it ensures every digital investment delivers quantified value, absolute regulatory alignment, and scalable resilience.

QUANTIFIED INVESTMENT VALUE & ARCHITECTURAL RESILIENCE

Investments are evaluated against quantified outcomes (cost-to-serve reduction, cycle-time improvement, service quality uplift) and resilience targets (RTO/RPO, dependency risk, supplier concentration). We also embed control evidence into delivery—stage gates, architecture/security sign-offs, and benefits realization—so decision-making is transparent and defensible

OUTCOME-BASED IT GOVERNANCE & GRC FRAMEWORKS

We are strengthening IT governance by moving from activity-based oversight to outcome-based accountability, underpinned by clear GRC structures. We define decision rights across architecture, security, risk and funding; establish policies/standards with accountable owners; and run governance cadences that evidence performance to leadership and auditors. Outcomes are tracked via KPIs/OKRs linked to service reliability, delivery throughput, customer/citizen experience, and risk reduction. In customer engagements, we operationalize this with a pragmatic governance framework, benefits-realization tracking, and a service/product operating model—so innovation is delivered consistently with demonstrable control effectiveness.

COMPLIANCE-BY-DESIGN & SCALABLE FOUNDATIONS

Our IT strategy supports growth by investing in scalable digital foundations—cloud-ready architectures, interoperable APIs, and shared data services—while embedding compliance-by-design. We translate strategy into an executable roadmap that balances modernization with innovation, and we align it to national priorities such as resilience, sovereignty, transparency, and responsible data use. GRC is integrated through explicit regulatory mapping, control baselines, third-party risk considerations, and auditable design decisions in the target architecture—ensuring innovation advances mission outcomes without creating unmanaged compliance exposure.

COMPREHENSIVE RISK SAFEGUARDS & INCLUSIVE SECURITY

We strengthen security and privacy by designing controls into delivery and continuously validating them. Security is anchored in Zero Trust and identity-first controls (MFA, least privilege, PAM, access governance), supported by continuous monitoring, vulnerability management, secure configuration baselines, and incident readiness. Privacy is operationalized through data classification, encryption, retention policies, DPIAs/PIAs, and privacy-by-design patterns—extended to AI through controls on training data, model access, and output handling. We have well established controls around policy lifecycle management, control testing, third-party risk management, compliance reporting, and clear remediation ownership. Digital inclusion is addressed by accessible service design, multi-channel support, and identity experiences that work for diverse user groups without creating barriers. This ensures innovation expands reach while protecting people, data, and confidence.

AI-POWERED TRANSFORMATION FOR SUSTAINABLE BUSINESS IMPACT

DR. MAKARAND SAWANT, DIRECTOR & CTO, SEAFB

SEAFB is accelerating enterprise transformation through a holistic, AI-led strategy that integrates digital innovation, governance, security, and workforce readiness. By aligning technology with business outcomes, regulatory frameworks, and continuous upskilling, the company is building a resilient, scalable, and future-ready organization that delivers measurable impact, sustainable value, and inclusive growth.

TURNING AI-DRIVEN TRANSFORMATION INTO MEASURABLE BUSINESS IMPACT

We are creating Impact, Value and Sustainability by implementing AI driven digital transformation initiatives which also covers GRC, ESG, CSR & Corporate Governance initiatives.

By aligning technology investments with business goals, enabling scalability, enhancing operational efficiency through automation, and securing digital assets. It transforms IT from a cost center into a strategic partner that drives innovation and enables new revenue streams.

LEVERAGING AI FOR ENTERPRISE EXCELLENCE

We have implemented AI enabled platform for managing and monitoring Digital Transformation, Automation, PLM, LMS, Industry 4.0 with Threat intelligent solutions, GRC, ESG, CSR & Corporate Governance initiatives.

The platform enhanced business continuity, high availability, scalability and reliability. We deployed centralized real time dashboards for Management and Operations to enable intelligent and efficient decision support system to enhance productivity, operational efficiency, quality and accuracy. We have integrated IT & OT with automation for process excellence.

AI-ENABLED SECURITY ALIGNED WITH DPDPA FRAMEWORK

We have implemented AI enabled threat intelligence across all our digital platforms considering DPDPA requirements and other compliances. By combining robust regulatory frameworks (like the Data Personal Data Protection Framework in India), cyber-safe infrastructure, and accessible digital literacy training for marginalized communities.

Key strategies include implementing data protection laws, deploying AI-enabled monitoring, and fostering public-private partnerships to bridge the digital divide and build user trust.

UPSKILLING WORKFORCE FOR AI-READY FUTURE

Through upskilling our workforce on latest technologies with AI we are making them capable to handle future requirements. AI era requires a strategic mix of AI literacy training, fostering a culture of continuous learning, and focusing on human-centric skills like critical thinking, creativity, and adaptability.

OUTCOMES OVER OUTPUTS: LEADING IT WITH PURPOSE AND PRECISION

SUSHIL MOHAPATRA, HEAD IT AND CISO, SEDEMAC MECHATRONICS

The most powerful shift Sedemac Mechatronics has made in IT governance is deceptively simple: every initiative must connect directly to a business outcome. The company implemented a robust OKR system that measures goals, prioritises initiatives against genuine business need, and keeps risk-based objectives front and centre. This moves governance from abstract oversight to practical accountability. Technology leaders no longer ask "did we deliver the project?" — they ask "did we move the needle on what matters?" Prioritising risk-based objectives ensures we are always protecting what is most critical while simultaneously driving measurable value across the organisation.

IT STRATEGY AS INDIA'S GROWTH PARTNER

Our IT strategy holds one firm conviction — technology must be a growth enabler, not a support function.
By digitising customer engagement, improving operational efficiency, and deploying scalable infrastructure, we directly drive revenue growth and cost optimisation. Our strategy simultaneously aligns with Digital India, DPDP compliance, and cybersecurity resilience — because in our world, growth and compliance are not competing priorities. They are one unified direction.

FROM AI AWARENESS TO AI-DRIVEN PRODUCTIVITY

Workforce AI readiness is a journey with four distinct stages: awareness, literacy, fluency, and productivity. Our goal is to move every employee through this journey at a pace appropriate to their role. We begin by creating a universal baseline — ensuring everyone understands AI's impact on their specific function. From there, structured learning pathways build genuine fluency, while governance frameworks ensure adoption remains responsible, ethical, and measurable. Skills, mindset, and disciplined governance together transform AI from an exciting concept into a daily productivity and innovation multiplier across the entire organisation.

EVERY IT RUPEE IS A PORTFOLIO INVESTMENT

Budgeting is not governance — disciplined portfolio management is. We treat every technology rupee as an investment tied explicitly to outcomes and risk reduction. Smart prioritisation, continuous measurement, and rigorous benefit realisation reviews ensure investments deliver their promised value throughout their entire lifecycle. This approach eliminates vanity spending, reduces technical debt, and creates a technology portfolio that is simultaneously lean, resilient, and strategically aligned — maximising return while minimising organisational exposure.

ZERO TRUST, PRIVACY BY DESIGN, AND INCLUSIVE ACCESS

Our security strategy rests on three non-negotiable pillars. Zero Trust architecture, anchored by ISO/IEC 27001, protects critical systems around the clock. Privacy-by-design, aligned with the DPDP Act 2023, embeds responsible data handling from inception. Digital inclusion ensures equitable access for all stakeholders. Together, these pillars create lasting trust and sustainable digital growth.

THE DIGITAL THREAD: SCALABILITY, SECURITY, AND AI AMPLIFICATION

PRINCE JOSEPH, GROUP CIO, SFO TECHNOLOGIES

Getting the most out of technology investments requires more than budget and tools, it demands clarity. True digital transformation requires a balanced approach to innovation, security, and talent enablement. The following strategy underlines how SFO Technologies is strengthening its digital thread, embedding security into organizational fabric, and transforming workforce into an AI-capable powerhouse.

SCALING BUSINESS AND STRENGTHENING NATION

Our IT strategy is tightly aligned to business scalability and India's focus on digital sovereignty and manufacturing excellence. At an organizational level, we are modernizing ERP, strengthening the digital thread across PLM, MES, and analytics, and enabling real time visibility across operations. This improves productivity, quality, and responsiveness to customers.

At a national level, our focus on cybersecurity, compliance, and resilient infrastructure supports India's growing role in aerospace, defence, healthcare, and advanced manufacturing. We are building capabilities that reduce dependency, strengthen data ownership, and align with Make in India. Technology is enabling growth while positioning us as a globally competitive and trusted partner.

BUILDING SECURE, COMPLIANT, AND INCLUSIVE DIGITAL ENVIRONMENT

Security is embedded by design and not added later. We are strengthening our posture through Zero Trust principles, integrated SOC and NOC operations, and XDR led visibility across the enterprise. This enables faster detection, response, and continuous monitoring.

On privacy, we align with evolving regulations through strong data classification, access control, and governance practices.

Digital inclusion is a key focus. Systems are designed to be intuitive and accessible for both technical and non technical users. Continuous awareness programs ensure people understand their role in security.

The goal is to build a secure, compliant, and inclusive digital environment that the business can rely on with confidence.

AI: AN AMPLIFIER

We see AI as an amplifier and not a replacement. Our approach is to make every engineer and business user AI aware and AI capable. We are investing in structured upskilling across data engineering, AI and ML, and modern platforms, while encouraging hands on experimentation through internal projects.

At the same time, we emphasize first principles thinking, problem solving, and domain depth because AI is only as effective as the questions we ask. We are also building governance around AI adoption to ensure responsible use, data integrity, and security.

The focus is to enable teams not just to use AI tools but to build and integrate AI driven solutions that deliver real business value.

BUILDING DIGITAL ADVANTAGE THROUGH STRATEGIC IT EXCELLENCE

ANAND RUHELA, HEAD IT, SGT UNIVERSITY

Digital transformation is no longer optional, it is a critical driver of competitiveness and success. A well-defined IT strategy helps organizations accelerate growth, strengthen governance, maximize investment value, and build resilience in an ever-changing business landscape.

ACCELERATING GROWTH THROUGH STRATEGIC DIGITALIZATION

A good IT strategy does not just support growth—it accelerates progress while staying aligned with national priorities. Here is the essence:

It enables organizational growth by driving digital transformation (ERP, AI, automation), improving operational efficiency, scaling infrastructure, and enhancing user experience. It aligns with national priorities like Digital India and compliance mandates such as Digital Personal Data Protection Act, 2023 by ensuring data security, privacy, and localization. It also promotes innovation, skill development, and adoption of emerging technologies, contributing to a digitally empowered ecosystem and sustainable economic growth.

MEASURABLE IT GOVERNANCE

IT governance improves by aligning KPIs with business outcomes, implementing structured decision bodies, adopting COBIT and ITIL, enabling data-driven dashboards, integrating compliance with ISO 27001, strengthening vendor oversight, and automating controls—ensuring measurable value, risk reduction, operational efficiency, and enhanced user experience.

MAXIMIZING IT VALUE AND OPERATIONAL RESILIENCE

- Align every IT investment with business outcomes using value frameworks like COBIT and define clear ROI/KPIs upfront
- Adopt portfolio prioritization (Run–Grow–Transform) to balance innovation, efficiency, and risk
- Embed resilience by design with high availability, DR planning, and standards aligned to ISO 27001
- Track benefits realization post-implementation to ensure expected value is actually delivered
- Strengthen vendor governance with SLAs, performance reviews, and risk-based assessments
- Leverage automation and data-driven dashboards for continuous monitoring, optimization, and faster decision-making.

ACCELERATING BUSINESS VALUE THROUGH INTEGRATED IT STRATEGY

BHANUUDAS SHHEDGAY, DIRECTOR OF OPERATIONS, SHIVRAI TECHNOLOGIES

The IT strategy is anchored in driving sustainable growth through secure, intelligent, and well-governed digital transformation. It brings together innovation, resilience, and accountability to deliver measurable business value while aligning with evolving national and industry priorities.

DRIVING GROWTH THROUGH ALIGNED DIGITAL STRATEGY

Our IT strategy is designed to accelerate organizational growth while aligning with national priorities such as digital transformation, data sovereignty, and sustainability. We invest in scalable cloud infrastructure, AI-driven analytics, and secure digital platforms to improve efficiency, innovation, and customer reach. By embedding strong data governance and cybersecurity practices, we ensure compliance with regulatory frameworks. Our focus on automation and smart technologies enhances productivity and reduces operational costs. Additionally, we support sector-specific priorities such as digital agriculture and supply chain transparency by enabling data-driven decision-making, improving traceability, and contributing to inclusive, technology-led economic development.

A POLICY-DRIVEN APPROACH TO SECURITY AND PRIVACY

We are strengthening security, privacy, and digital inclusion through a holistic, policy-driven approach. On security, we follow a zero-trust architecture with multi-layered controls, continuous monitoring, and proactive threat detection. For privacy, we enforce strong data governance, encryption, and compliance with evolving regulatory standards, ensuring data is handled transparently and responsibly.

EMPOWERING TEAMS THROUGH AI LITERACY

First, we are building AI literacy across the organization with role-based training on data, automation, and AI fundamentals. Second, we are upskilling key teams in advanced capabilities such as machine learning, prompt engineering, and data engineering. Third, we are embedding AI into daily workflows through copilots and intelligent tools to drive adoption.

DELIVERING VALUE THROUGH STRONG IT GOVERNANCE

We are strengthening IT governance by aligning technology initiatives with business outcomes through clear KPIs, value tracking, and executive accountability. A structured governance framework ensures prioritization based on ROI, risk, and strategic impact. We have implemented standardized processes for project evaluation, data governance, and security compliance, supported by real-time dashboards for transparency. Regular steering reviews and cross-functional collaboration improve decision-making and execution discipline. Additionally, automation and analytics are used to monitor performance, reduce inefficiencies, and enable proactive interventions. This approach ensures IT investments consistently deliver measurable value, enhance operational resilience, and support scalable growth aligned with organizational goals.

SMART TECHNOLOGY, STRONG GOVERNANCE AND CYBERSECURITY DRIVING RESILIENT GROWTH

AMIT ARORA, CIO, RETAIL & E-COMMERCE, SHR LIFESTYLES

To thrive in a competitive market, technology investments must deliver two things - accelerate growth and protect the enterprise. By pairing Cloud, AI, and Automation with agile governance and a proactive security posture, the company is bridging the gap between IT and business operations.

CLOUD, AI, AND AUTOMATION ACCELERATE BUSINESS PERFORMANCE AND RESILIENCE

We evaluate every investment on two simple dimensions: its business impact and its ability to strengthen resilience. Cloud infrastructure, AI analytics, and automation score high on both, they scale with demand while reducing legacy risk. IDC data shows organizations prioritizing cloud and automation recover from disruptions 50% faster than on-premise-heavy peers.

Just as important is the discipline to phase out investments that no longer deliver value. Innovation and resilience are not opposing forces. The strongest technology ecosystems are engineered to do both simultaneously, without compromising stability.

FROM CONTROL TO CLARITY OF PURPOSE

Effective governance is not about controls, it is about clarity of purpose. Every technology initiative must answer one question: how does it create measurable business value? We have kept the approach simple, clear visibility, outcome-linked KPIs, and shared ownership between business and technology. In our retail operations, this approach has directly improved decision-making speed and enabled better visibility into inventory and customer demand across channels.

Business and technology leaders co-own initiatives from ideation to delivery, eliminating the wall between IT and the business. We hold quarterly technology impact reviews, course-correcting fast when results fall short. Gartner research confirms that organizations with strong business co-ownership of IT are 2.4x more likely to achieve transformation goals. Governance that drives growth is governance done right.

THREE PILLARS OF CYBERSECURITY

Cybersecurity is no longer an IT problem, it is a board-level business risk. CERT-In reported a 33% rise in enterprise cyberattacks in India in 2024, and the threat is accelerating. Our response rests on three commitments: proactive zero-trust defence over reactive response, enterprise-wide security culture built through mandatory awareness programmes, and privacy-by-design embedded into every system from day one.

On inclusion, technology that works only for the digitally confident is not truly successful. We design platforms that are intuitive and accessible across all literacy levels. Trust, ultimately, is the currency of the digital economy.

FROM INVESTMENT TO IMPACT: BUILDING AGILE AND SECURE ENTERPRISES

SANDIIP KOTHAARI, CEO & CHIEF TECHNOLOGIST, SHRIMUKTAI MART

In an environment where technology investments are often judged by cost alone, forward-looking organizations are shifting the conversation toward value, adaptability, and trust. By combining agile execution with secure, user-centric design, enterprises can build systems that are not only efficient and scalable, but also trusted and accessible to all.

BEYOND THE BUDGET: BUILDING VALUE AND RESILIENCE

To maximize value, we use a 'Small Wins' approach. Instead of spending years on one giant project, we break it down into smaller, measurable steps. This lets us see the return on investment (ROI) within months, not years. By using Data Analytics to track these results in real-time, we can quickly double down on what's working and cut what isn't.

To ensure resilience, we focus on 'Agile Infrastructure.' We invest in cloud-based tools and modular systems that can scale up or down instantly. If a crisis hits or the market shifts, we don't have to rebuild from scratch; we just pivot. Resilience also means prioritizing Cyber-Safety as a core business function, not an afterthought. By building 'secure by design' systems, we protect our most valuable asset, our data, and ensure that no matter what happens externally, our mission for our beneficiaries continues without a hitch."

THE FOUNDATION OF TRUST: SECURITY, PRIVACY, AND INCLUSION

We are strengthening security and privacy by moving toward a 'Privacy by Design' model. This means we don't just 'bolt on' security at the end; we build it into every tool from day one. By using Data Analytics to spot unusual patterns, we can stop threats before they happen. Most importantly, we believe in Data Sovereignty, giving the user total control over their own information.

However, security doesn't mean anything if half the population can't get through the door. That's why Digital Inclusion is a core part of our strategy. We are designing 'Lightweight' versions of our tools that work on basic smartphones and in areas with slow internet. We are also breaking the language barrier by offering interfaces in Hindi, Gujarati, and other regional languages, ensuring that a person's mother tongue isn't a barrier to their progress. By building systems that are 'Secure, Private, and Universal,' we aren't just protecting our users, we are empowering a more equitable society."

IMPROVING IT GOVERNANCE FOR REAL RESULTS

IT governance is not just about rules and compliance—it is about making sure technology is actually doing what we promised it would do for our customers and our team. We are moving away from the old 'checklist' approach and moving toward a value-driven strategy. This means we start by asking: Does this piece of tech solve a real problem or just look fancy? By setting up clear 'guardrails'—like better data security and standardized tools—we actually give our team more freedom to innovate because they know exactly where the boundaries are. To deliver measurable outcomes, we have shifted our focus to 'Outcome-Based Metrics.' Instead of just measuring if a system is 'up and running,' we measure how much time it saves an employee or how much it speeds up a customer's journey.

NEXT-GEN IT STRATEGY: DRIVING VALUE, SECURITY, AND SUSTAINABILITY

KAMAL MATTA, CIO & CISO, SONIC BIOCHEM EXTRACTIONS

Driving innovation through responsibility, Sonic Biochem Extractions' IT strategy seamlessly blends advanced digital infrastructure, strict governance, and workforce empowerment. It is building a secure, scalable, and inclusive digital ecosystem that accelerates business value while contributing to India's national transformation.

STANDARDIZED GOVERNANCE, MEASURABLE ACCOUNTABILITY

We have strengthened IT governance by embedding a risk-based framework aligned with ISO and COBIT standards. Automated compliance dashboards, quarterly audits, and KPI-driven scorecards ensure accountability. This governance model delivers measurable outcomes such as reduced downtime, faster project execution, and improved stakeholder confidence, while ensuring transparency across all IT initiatives.

ALIGNING TECHNOLOGY INVESTMENTS WITH NATIONAL DEVELOPMENT GOALS

Our IT strategy is designed to accelerate organizational growth while aligning with national priorities like Digital India, sustainability, and Atmanirbhar Bharat. By investing in cloud-native platforms, advanced analytics, and green IT practices, we enable faster innovation cycles, support local talent development, and contribute meaningfully to national digital transformation goal.

PREPARING TALENT FOR AN AI-DRIVEN FUTURE

We are preparing our workforce through structured AI literacy programs, reskilling initiatives, and hands-on training in machine learning, automation, and data science. Partnerships with academic institutions and internal AI labs provide practical exposure, ensuring employees can responsibly leverage AI to drive efficiency, innovation, and competitive advantage.

MAXIMIZING VALUE THROUGH SCALABLE AND RESILIENT IT INVESTMENTS

We prioritize IT investments in scalable, interoperable solutions with strong ROI metrics. Regular value assessments, scenario planning, and hybrid cloud adoption ensure resilience against disruptions. This approach maximizes long-term business value while safeguarding continuity and adaptability in a rapidly evolving digital landscape.

SECURING INFRASTRUCTURE, EXPANDING EQUITABLE ACCESS

We have embedded zero-trust architecture, advanced threat detection, and privacy-by-design principles across all systems. At the same time, we promote digital inclusion by expanding secure access to underserved communities, ensuring that technology adoption remains equitable, trustworthy, and aligned with broader societal goals.

GOVERNANCE, AI, AND DIGITAL TRUST

DR. PAVAN DUGGAL, ADVOCATE, SUPREME COURT OF INDIA

As the world rapidly advances toward an AI-driven digital future, technology governance has emerged as a critical pillar for organizations seeking to balance innovation, compliance, security, resilience, and public trust. Institutions operating at the convergence of law, policy, technology, and governance face a unique responsibility: ensuring that technological progress remains accountable, transparent, and aligned with societal interests. The future of digital transformation will depend not only on technological capability but also on the ability to govern technology responsibly.

GOVERNANCE ANCHORED IN ACCOUNTABILITY

Effective IT governance extends beyond administrative oversight and compliance checklists. It must evolve into an institutional discipline that embeds accountability, transparency, and measurable outcomes into every process. From legal research and advisory services to stakeholder engagement and digital publications, organizations must operate within clearly defined governance frameworks supported by robust policies, access controls, and risk management practices. The success of governance is measured through tangible outcomes such as operational efficiency, secure management of confidential information, timely delivery of services, and the overall impact of institutional knowledge.

TECHNOLOGY STRATEGY SUPPORTING NATIONAL PRIORITIES

Technology investments today must serve both organizational ambitions and broader national objectives. A forward-looking digital strategy aligns with key priorities such as Digital India, data sovereignty, responsible AI adoption, cybersecurity resilience, and compliance with evolving regulatory frameworks. Organizations are increasingly leveraging secure cloud environments, AI-assisted research platforms, advanced analytics, and indigenous digital knowledge ecosystems to improve operational efficiency and support policy development. When technology strategy aligns with national transformation initiatives, organizations create long-term value while contributing to economic growth, digital empowerment, and technological self-reliance.

BUILDING TALENT FOR THE AI ERA

Artificial Intelligence is transforming legal, regulatory, and business ecosystems at an unprecedented pace. Preparing professionals for this shift requires a combination of technological literacy, legal understanding, ethical awareness, and continuous learning. AI governance, cyber law, digital compliance, emerging technologies, and responsible AI practices are becoming essential competencies for future-ready professionals.

STRENGTHENING SECURITY, PRIVACY, AND INCLUSION

Trust is the foundation of every successful digital ecosystem. Security and privacy must be embedded into technology frameworks through principles such as privacy-by-design, data minimization, purpose limitation, and strong governance controls. As AI adoption accelerates, institutions must ensure that innovation remains secure, ethical, and compliant with evolving legal requirements.

Equally important is digital inclusion. Technology must be accessible, equitable, and beneficial to diverse communities, businesses, and emerging economies. Sustainable digital leadership will ultimately be defined by the ability to create trusted ecosystems that protect rights, strengthen resilience, promote inclusion, and enable responsible innovation in the AI-powered future.

DRIVING GROWTH THROUGH DIGITAL TRANSFORMATION

DR. VINEET BANSAL, GROUP CIO, SURYA ROSHNI

As industries continue to embrace digital technologies, IT leadership has become a critical driver of business growth, operational excellence, and resilience. Organizations today must balance innovation, cybersecurity, workforce readiness, and governance to remain competitive in an increasingly connected environment. By aligning technology with business objectives, companies can create sustainable value while preparing for the future of digital transformation.

GOVERNANCE FOCUSED ON MEASURABLE OUTCOMES

Modern IT governance is built around accountability, transparency, and business impact. Technology initiatives are aligned with measurable KPIs such as customer satisfaction, application uptime, service availability, operational efficiency, and risk reduction. Governance reviews are increasingly data-driven, enabling faster decision-making and improved prioritization of technology investments. Strong collaboration between business and IT teams ensures that every initiative delivers tangible value while maintaining compliance, reliability, and operational resilience. This outcome-focused approach transforms governance into a strategic enabler of growth.

ENABLING BUSINESS GROWTH THROUGH TECHNOLOGY

A successful IT strategy must support both organizational objectives and broader digital transformation goals. By modernizing core systems, improving data-driven decision-making, enhancing cybersecurity, and increasing service reliability, organizations can strengthen their competitive position and accelerate growth. Technology also plays a key role in supporting national priorities such as digital innovation, workforce development, and resilient digital infrastructure. Through strategic investments in digital platforms and intelligent technologies, businesses can improve customer experiences, streamline operations, and create a foundation for long-term success.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is rapidly transforming industrial and business operations. Preparing employees for this shift requires a focus on digital awareness, cybersecurity education, and exposure to AI-enabled tools and automation technologies. Organizations are investing in skill development initiatives that help employees understand how emerging technologies can improve productivity and decision-making. By fostering a culture of continuous learning and innovation, businesses can equip their workforce with the capabilities needed to thrive in an AI-driven future while ensuring responsible and effective adoption of new technologies.

STRENGTHENING SECURITY, PRIVACY, AND RESILIENCE

As manufacturing and business environments become increasingly interconnected, cybersecurity and data privacy have become critical priorities. Organizations are strengthening endpoint protection, network monitoring, Data Loss Prevention (DLP) capabilities, threat detection, and incident response mechanisms to safeguard critical systems and sensitive information. At the same time, governance frameworks, access controls, and employee awareness programs help create a strong culture of security and compliance. Digital inclusion also remains a priority, with efforts focused on simplifying technology adoption and ensuring that digital tools are accessible and user-friendly for employees across all levels. By combining security, resilience, and accessibility, organizations can build trusted digital environments that support sustainable growth and innovation.

FROM GOVERNANCE TO GROWTH: BUILDING A RESILIENT DIGITAL ENTERPRISE

PAWAN CHAWLA, CISO AND DATA PRIVACY AND PROTECTION OFFICER, TATA AIA LIFE INSURANCE

Governance is only as good as the outcomes it produces. Tata AIA Life Insurance has fundamentally repositioned its IT governance framework — moving away from process compliance toward outcome-driven accountability. Enterprise architecture standards, KPI-linked dashboards, and value-based prioritization now provide complete transparency across its technology portfolio. Governance councils bring together business and IT leadership, enabling faster, better-aligned decisions. Every initiative is periodically reviewed against ROI, risk posture, and service performance — ensuring technology investments consistently translate into operational efficiency and superior customer experience.

AN IT STRATEGY THAT FUELS GROWTH AND NATIONAL AMBITION

Our IT and security strategy is deliberately built for scale, speed, and sovereignty. Cloud adoption, platform modernization, and API-led integration give us the agility to enter new markets and innovate rapidly without sacrificing stability. We are equally committed to national priorities — championing data sovereignty, digital transformation, and sustainability. By promoting secure digital ecosystems, supporting local innovation, and optimizing energy-efficient infrastructure, we are building technology leadership that serves both organisational ambition and India's broader digital future.

PREPARING PEOPLE FOR AN AI-POWERED WORLD

Technology transforms fastest when people are ready for it. Our workforce readiness strategy combines structured upskilling in AI, ML, data literacy, and automation with hands-on innovation labs that encourage experimentation in safe, practical environments. Cross-functional collaboration breaks down silos, while responsible AI principles — ethics, transparency, and human oversight — are embedded into every learning journey. Leadership development programs specifically equip managers to champion AI adoption with clarity and confidence, ensuring transformation happens from the top down and the ground up simultaneously.

INVESTING WITH DISCIPLINE, BUILDING FOR RESILIENCE

Every technology investment we make follows a rigorous lifecycle-based evaluation — from strategic planning through to post-implementation value realization. FinOps practices and portfolio rationalization keep costs controlled without compromising performance. Resilience is non-negotiable: multi-cloud strategies, robust disaster recovery planning, and proactive risk management are standard practice. Critically, we evaluate investments not just on financial returns but on their contribution to agility, long-term security, and organizational sustainability — because resilience today is competitive advantage tomorrow.

SECURITY, PRIVACY, AND INCLUSION – BUILT IN, NOT BOLTED ON

Trust is our most valuable digital asset. We protect it through zero-trust architecture, continuous monitoring, and rigorous regulatory compliance that safeguards critical assets around the clock. Privacy-by-design principles are embedded from inception — not added as an afterthought. Equally, we are passionate about digital inclusion, designing accessible, user-centric solutions that extend secure digital services to underserved communities and broader ecosystems. Responsible innovation means ensuring that the benefits of technology reach everyone — securely, equitably, and sustainably.

DRIVING VALUE THROUGH AI, GOVERNANCE, AND RESILIENCE

ANAND KUMAR SINHA, CHIEF DIGITAL AND INFORMATION OFFICER, TATA TECHNOLOGIES

In an era defined by rapid technological change, organizations must ensure that innovation is accompanied by accountability, resilience, and measurable business outcomes. Modern technology leadership is no longer focused solely on managing IT operations; it is about enabling growth, improving decision-making, and building future-ready organizations. By combining strong governance, AI readiness, resilient investments, and secure digital experiences, enterprises can unlock sustainable value while maintaining trust and operational excellence.

GOVERNANCE FOCUSED ON BUSINESS OUTCOMES

IT governance is evolving from a traditional control function into a strategic value realization engine. Every technology initiative should be linked to clearly defined business outcomes, measurable KPIs, ownership, timelines, and risk considerations. This approach improves transparency, strengthens accountability, and enables faster, data-driven decision-making. Continuous monitoring of benefits realization ensures that technology investments are not only approved but also deliver tangible business value, operational efficiency, regulatory compliance, and improved user experiences. Governance becomes a catalyst for performance rather than a checkpoint for compliance.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is transforming how organizations operate, making workforce readiness a strategic priority. Preparing employees for the AI era requires more than introducing new tools; it demands a culture of continuous learning and responsible adoption. Organizations are investing in AI literacy, data awareness, prompt engineering, hands-on AI labs, and practical automation use cases. The goal is to empower employees to enhance productivity, improve decision-making, and drive innovation. Equally important is establishing governance frameworks that promote secure, ethical, and compliant AI usage, ensuring adoption remains scalable, trusted, and aligned with business objectives.

MAXIMIZING VALUE THROUGH RESILIENT INVESTMENTS

Technology investments must deliver both business value and long-term resilience. Every investment should be evaluated against business impact, total cost of ownership, scalability, security, and sustainability. Success is measured through outcome-based KPIs and continuous governance reviews that track value realization throughout the lifecycle of each initiative. Resilience is strengthened through cybersecurity enhancements, disaster recovery planning, cloud reliability, vendor risk management, data protection, and proactive reduction of technical debt. This balanced approach ensures that technology remains agile, secure, and capable of supporting future growth.

STRENGTHENING SECURITY, PRIVACY, AND INCLUSION

Security and privacy are foundational elements of every digital initiative. Organizations are increasingly embedding security-by-design principles into technology development through stronger identity management, continuous monitoring, incident response capabilities, and robust data governance practices. At the same time, digital inclusion remains a key priority. Technology solutions must be accessible, intuitive, and user-centric to ensure adoption across diverse user groups. By combining security, privacy, and accessibility, organizations can build trusted digital ecosystems that protect information, enhance user confidence, and ensure that no one is left behind in the digital transformation journey.

BUILDING A TRUSTED DIGITAL FOUNDATION FOR GLOBAL LIFE SCIENCES

ABHIJIT CHATTERJEE, SR. DIRECTOR – IT AND CISO, TCG LIFESCIENCES

As the life sciences industry evolves toward greater digitalization, compliance, and AI-driven innovation, technology is becoming a critical enabler of trust and growth. TCG Lifesciences is strengthening its digital foundation through robust governance, validated systems, cybersecurity, and workforce transformation to meet the evolving expectations of global sponsors and regulatory environments.

STRENGTHENING GLOBAL TRUST THROUGH DIGITAL EXCELLENCE

For a preclinical CRO/CDMO, growth depends on being trusted by US/EU sponsors on inspection readiness, digital traceability, and data integrity; our cloud, CSV, CFR 11, and VAPT-led posture directly support that. The takeaway is that this is not just "IT modernization" — it strengthens India's position as a reliable life sciences delivery base and improves sponsor confidence in global outsourcing.

ENHANCING AUDITABILITY, RELIABILITY, AND OPERATIONAL EFFICIENCY

We have moved IT from a support function to a governed, measurable business enabler: SAP, O365, service management, cybersecurity, and validated apps now run under a stronger control model. The takeaway is simple — governance improved auditability, reduced operational friction, and made IT accountable for quality, uptime, and compliance outcomes.

DISCIPLINED CAPITAL ALLOCATION & ENTERPRISE SCALE

Our investment pattern shows discipline: we literally grew 15X in CAPEX & OPEX spend and we are growing 10% annually, the spend clearly created scale, resilience, and compliance capacity rather than just overhead. The takeaway is that value is visible in fewer business interruptions, stronger continuity on AWS, better security controls, and more mature vendor and audit outcomes

FUTURE-PROOFING SCIENTIFIC RESEARCH THROUGH PRACTICAL AI

Industry priorities in 2026 are clearly shifting toward AI/ML, digital ecosystems, and skills uplift in regulated workflows, and our GenAI programs show practical readiness rather than experimentation. The takeaway is that we have already started reskilling the workforce around AI-enabled research and operations, which helps TCG stay relevant as sponsor expectations move toward faster, smarter, more digital collaboration. We have conducted multiple rounds of internal trainings and workshops conducted by AWS. We have sponsored scientific team take up projects that accelerates research and builds the skills we need to face the future.

STRENGTHENING TRUST WITH A SECURITY-LED OPERATING MODEL

Current CRO/CDMO expectations emphasize data protection, cross-border privacy, and strong control of client IP; our ZTNA, MFA, Conditional Access, Crowdstrike, Meraki/Sophos, and awareness campaigns directly address these risks. The takeaway is that we built a security-led operating model that protects both regulated data and client trust, which is exactly what US/EU sponsors expect from a serious outsourcing partner.

FUTURE-READY INFRASTRUCTURE: A STRATEGIC INVESTMENT APPROACH

AVNEESH VATS, VP (DIGITAL INFRA & INNOVATION) AND CIO, TECHNO ELECTRIC AND ENGINEERING & TECHNO DIGITAL

In an increasingly digital and AI-driven economy, infrastructure resilience has become a critical investment priority. Techno Digital's strategy focuses on deploying intelligent, scalable, and sustainable infrastructure that enhances operational reliability, supports evolving business requirements, and delivers measurable long-term value.

RESILIENT INFRASTRUCTURE AS AN INVESTMENT STRATEGY

At Techno Digital, we approach investments with the understanding that value and resilience are deeply interconnected. Every infrastructure investment is evaluated based on how effectively it strengthens operational continuity, improves workload performance, and prepares the organization for future scalability requirements.

One of the key ways we ensure this is through a workload-centric infrastructure strategy. Different workloads require different infrastructure environments, and placing every workload in a single architecture often creates unnecessary cost and performance inefficiencies. We strategically align workloads based on latency sensitivity, compliance requirements, scalability needs, and operational criticality.

For example, highly sensitive or regulated workloads may remain within sovereign, India-based infrastructure environments, while elastic or scalable applications can leverage cloud ecosystems for operational flexibility. Real-time applications and latency-sensitive workloads benefit from edge infrastructure deployment closer to enterprise ecosystems.

A strong example of this approach can be seen in our edge data center initiatives in locations such as Gurugram and Mumbai. These facilities were designed not simply as infrastructure expansion projects, but as strategic investments in low-latency, resilient digital ecosystems. By positioning infrastructure closer to financial and enterprise hubs, we are helping reduce latency for real-time workloads while improving operational continuity and reducing dependency on distant centralized infrastructure environments. This creates measurable value for enterprises operating in sectors where milliseconds directly impact operational outcomes.

We are also increasingly investing in intelligent infrastructure management and automation-driven operations. AI-enabled monitoring and predictive maintenance capabilities help improve infrastructure visibility, optimize cooling and power utilization, and reduce operational risk through proactive issue identification. This strengthens both operational efficiency and infrastructure resilience at scale.

Another critical factor in our investment philosophy is sustainability. With rising power demands from AI infrastructure and increasing environmental scrutiny, investments in efficient cooling systems, optimized power utilization, and energy-conscious infrastructure design are becoming essential resilience strategies rather than optional sustainability initiatives.

TECHNOLOGY STRATEGY FOR SUSTAINABLE GROWTH AND SECURITY

GAURAV RANADE, CTO, TECHNOCENTRIC ADVISORY

In today's rapidly evolving digital landscape, technology strategy must go beyond operational enablement to become a key driver of business growth, resilience, and innovation. Technocentric Advisory's approach focuses on aligning enterprise transformation with secure digital architectures, intelligent operations, and robust governance frameworks to build future-ready organizations.

ALIGNING ENTERPRISE GROWTH WITH NATIONAL DIGITAL PRIORITIES
Our IT strategy aligns enterprise transformation with both business growth objectives and national digital initiatives. By adopting secure digital infrastructure, cloud-first architectures, and AI-driven security operations, we enable organizations to scale rapidly while maintaining strong cyber resilience.

At the same time, the strategy supports broader national priorities such as Digital India, data sovereignty, and protection of critical digital infrastructure. This alignment ensures that organizations can innovate confidently while contributing to the development of a secure and trusted digital economy.

INTEGRATING GOVERNANCE INTO THE CORE OF TECHNOLOGY DECISION-MAKING
Our focus has been on integrating governance frameworks such as ISO 27001:2022, enterprise risk management, and Zero Trust security models into the core technology decision-making process.

By establishing structured cyber risk dashboards, board-level reporting mechanisms, and architecture review frameworks, we have improved transparency and accountability in technology operations. Governance is directly mapped to measurable indicators such as risk reduction, service availability, compliance readiness, and operational efficiency, ensuring that IT governance contributes directly to business resilience and strategic growth.

BUILDING A COLLABORATIVE ECOSYSTEM OF HUMAN EXPERTISE AND INTELLIGENT SYSTEMS
Preparing the workforce for the AI era requires a combination of technology enablement and capability development. We have focused on building a structured framework that includes AI awareness programs, specialized technical training, and leadership-level governance models for responsible AI adoption. In cybersecurity operations, AI is being leveraged for advanced threat intelligence, behavioral analytics, and automated incident response, allowing teams to focus on strategic decision-making. The goal is to create a workforce that is AI-enabled and innovation-driven, where human expertise and intelligent systems work together to deliver greater efficiency and resilience.

TECHNOLOGY ENABLING BUSINESS INNOVATION AND CYBER RESILIENCE
We evaluate IT investments through a strategic architecture framework that prioritizes scalability, security integration, and long-term sustainability. By investing in unified security platforms, AIOps-driven monitoring, and identity-centric security frameworks, we ensure that technology not only supports business innovation but also strengthens cyber resilience. Continuous monitoring and lifecycle optimization help maximize ROI while ensuring the organization remains prepared for evolving digital risks.

DISCIPLINED TECHNOLOGY FOR STRONGER BUSINESS OUTCOMES

DR. RAVI MUNDRA, HEAD OF IT INFRASTRUCTURE, CLOUD & CYBER, TECHNOCRACY

At Technocracy, technology is not just a support function, it is a business enabler. The company's focus is simple - invest with discipline, align technology with growth, build capabilities for the future, and ensure every digital decision strengthens resilience, efficiency, and inclusion across the organization.

SPENDING SMARTER TO DELIVER MORE
Technocracy does not believe in spending more to solve problems. We believe in spending right. We reduced our disaster recovery time from 12 hours to 90 minutes. By cutting what was not working, we freed up 18% of our IT budget and that money is now redirected towards things that actually take us forward.

SCALING WITH INDIA'S TRANSFORMATION
Our IT strategy is not written in isolation. The country is moving rapidly towards Digital India, public infrastructure, and smart cities. It is not desirable if we do not to align with it. Our team understands that and we build for the organization while thinking at national scale. It is not idealism but a good strategy.

ACCOUNTABILITY DRIVING RESULTS
For every project we have one person who is accountable, one clear outcome, and one deadline. If a project cannot answer what it will actually change, it does not receive funding. This year alone that discipline brought our operational costs down by 22%. It is not a magic, just honesty.

BUILDING AN AI-READY WORKFORCE
Most organizations are either ignoring AI or panicking about it — neither approach is helpful. We trained over 4,000 people this year across the organisation, not just engineers. The risk is not AI replacing people. The risk is that the workforce does not know how to use it while someone else's do.

TRUSTED SECURITY WITH INCLUSIVITY
Security is non-negotiable — Zero Trust, 24/7 SOC, and compliance with DPDP are important. But what I care about equally is that our technology works for everyone. If someone cannot use our systems because they are in the wrong language or need a screen reader, then that is a failure for us. Security and inclusion are not competing goals and we do not choose between them.

SECURE GROWTH THROUGH AI AND GOVERNANCE

PRADNYA UMAJI MANWAR, CISO AND DPO, THOMAS COOK

In today's digital economy, organizations must balance innovation, governance, security, and business agility to remain competitive. Technology leadership is no longer measured by operational efficiency alone but by the ability to create measurable business value, strengthen resilience, and support long-term growth. By aligning governance, AI adoption, cybersecurity, and digital inclusion, organizations can build trusted digital ecosystems that drive sustainable success.

GOVERNANCE FOCUSED ON MEASURABLE OUTCOMES

Modern IT governance is evolving from activity-based oversight to outcome-driven management. Organizations are strengthening governance by establishing clear accountability, decision rights, and evidence-based assurance frameworks. Real-time dashboards and performance metrics provide greater visibility into technology initiatives, enabling leadership teams to track business outcomes, risk reduction, compliance performance, and operational improvements. By embedding governance directly into execution rather than treating it as a standalone compliance function, organizations can demonstrate measurable value while maintaining transparency and audit readiness.

DRIVING GROWTH THROUGH DIGITAL TRANSFORMATION

A successful IT strategy must support both organizational growth and broader national priorities. By leveraging cloud technologies, data analytics, automation, and AI-driven insights, organizations can improve business agility, accelerate innovation, and enhance customer experiences. Technology modernization also supports critical objectives such as digital transformation, data protection, cybersecurity resilience, and responsible AI adoption. Aligning technology investments with evolving regulatory and economic goals ensures that organizations remain competitive while contributing to a stronger and more resilient digital ecosystem.

BUILDING AN AI-READY WORKFORCE

Artificial Intelligence is transforming how organizations operate, making workforce readiness a strategic priority. Building an AI-ready workforce requires targeted upskilling, hands-on learning, and the integration of AI into daily workflows. Organizations are focusing on equipping employees with practical AI capabilities while establishing governance frameworks and ethical guardrails to ensure responsible use. By promoting AI literacy, security awareness, and accountability, businesses can empower teams to use AI as a productivity multiplier while maintaining compliance and trust. This approach enables organizations to unlock innovation while managing associated risks effectively.

STRENGTHENING SECURITY, PRIVACY, AND RESILIENCE

Security and privacy must be embedded into every stage of the technology lifecycle. Organizations are adopting security-by-design and privacy-by-design principles, strengthening identity-centric security, continuous monitoring, and compliance with evolving regulations such as the Digital Personal Data Protection Act, 2023. Investments in cloud-native architectures, automation, and business continuity capabilities further enhance resilience and operational stability. At the same time, digital inclusion remains a key focus, ensuring that technology is secure, accessible, and user-centric for all stakeholders. Building a security-aware culture through employee education and awareness programs helps create trusted digital environments capable of supporting future growth and innovation.

DRIVING DIGITAL HEALTHCARE THROUGH INNOVATION

SHAILESH KUMAR, HEAD IT, TIRATH RAM SHAH HOSPITAL

As healthcare organizations embrace digital transformation, technology is becoming a critical enabler of operational excellence, patient care, and long-term sustainability. Strategic investments in governance, AI, cybersecurity, and digital health are shaping a future-ready healthcare ecosystem that is resilient, secure, and patient-centric.

STRENGTHENING GOVERNANCE FOR BETTER OUTCOMES

Healthcare IT governance today focuses on driving efficiency, accountability, and measurable outcomes. By strengthening governance policies, enhancing cybersecurity, modernizing HIS and PACS systems, and leveraging AI-driven automation, the organization is improving patient care, service delivery, and operational performance while ensuring alignment with strategic objectives.

ALIGNING TECHNOLOGY WITH GROWTH AND NATIONAL PRIORITIES

Technology strategy is closely linked to the organization's growth agenda. Investments are focused on improving hospital efficiency, enhancing patient experiences, and enabling seamless digital operations through AI, automation, and integrated healthcare platforms. At the same time, the organization supports India's digital healthcare vision by aligning with initiatives under the Digital Health Mission. By strengthening data security, expanding accessibility, and adopting technology-driven healthcare delivery models, it aims to contribute to a more connected, efficient, and patient-centric healthcare ecosystem.

PREPARING THE WORKFORCE FOR THE AI ERA

We are preparing our workforce for the AI era through AI training, digital literacy programs, and hands-on learning. By integrating AI tools into daily workflows and promoting responsible AI practices, we are fostering innovation, adaptability, and human-AI collaboration to improve productivity and patient outcomes.

MAXIMIZING VALUE THROUGH RESILIENT INVESTMENTS

Every technology investment is evaluated against its ability to support organizational goals, improve patient care, and enhance operational performance. The organization prioritizes scalable technologies, cybersecurity, automation, and infrastructure modernization while maintaining a disciplined approach to performance reviews and project evaluation. Investments in backup systems, disaster recovery capabilities, and resilient infrastructure ensure continuity of critical healthcare services while supporting future growth.

ADVANCING SECURITY, PRIVACY AND DIGITAL INCLUSION

Protecting patient information remains a top priority. Robust encryption, access controls, security audits, and continuous system upgrades help maintain a secure healthcare environment while ensuring compliance with evolving data protection requirements. The organization is equally committed to digital inclusion by making technology simple, accessible, multilingual, and affordable. Through user-friendly digital services and technology awareness initiatives, it aims to ensure that the benefits of digital healthcare reach diverse communities and patient groups.

By combining governance, innovation, workforce development, and security, the organization is building a resilient digital healthcare ecosystem that delivers better outcomes for patients, caregivers, and society.

SHAPING THE FUTURE OF WORK: TMF'S SECURE AI ECOSYSTEM

SAURABH GUGNANI, SENIOR DIRECTOR, GLOBAL HEAD - INFORMATION SECURITY ENGINEERING, ARCHITECTURE & PROJECTS, TMF GROUP

TMF Group is approaching the AI era with a deliberate focus on responsible adoption, workforce enablement, Navigating the frontier of AI requires a proactive stance on compliance, security, and human oversight. To ensure technology acts as a catalyst for secure growth rather than a liability, TMF has established an ecosystem for responsible AI deployment. This framework bridges international regulatory standards with practical, day-to-day employee guidelines, ensuring innovation and accountability coexist seamlessly.

HARNESSING AI RESPONSIBLY

At the foundation of our approach is a formal AI Governance Framework, aligned with leading standards such as the NIST AI Risk Management Framework, the EU AI Act, ISO 42001, and GDPR. This framework establishes clear principles, accountability, and lifecycle controls for all AI use cases across TMF, ensuring employees understand when and how AI can be used, and where human oversight is required.

To translate governance into day-to-day behaviour, TMF has implemented Generative AI Platform Guidelines applicable to all employees. These guidelines clearly define acceptable use, data handling expectations, and risk considerations when using GenAI tools for tasks such as content creation, analysis, translation, and coding. Employees are explicitly guided on avoiding the input of sensitive, client, or personal data, helping reduce privacy, security, and intellectual property risks while still enabling productivity gains.

Workforce readiness is further strengthened through structured use-case identification and risk-based classification. Employees are encouraged to propose AI use cases aligned to business outcomes, which are then assessed for data sensitivity, ethical impact, and security risk before approval. This ensures teams can innovate without bypassing controls or creating "shadow AI" risks.

In parallel, TMF has embedded security, privacy, and identity controls into AI adoption. This includes defined requirements for access management, logging, monitoring, vendor assurance, and post-deployment reviews, ensuring employees interact with AI systems in a controlled and auditable manner throughout their lifecycle.

By combining clear governance, practical guidance, and strong security foundations, TMF is equipping its workforce to harness AI responsibly—enabling innovation and efficiency while maintaining trust, compliance, and accountability as AI becomes an integral part of how work gets done.

POWERING BUSINESS OUTCOMES THROUGH TECHNOLOGY

KUMAR PRASOON, GROUP CIO, TWYN

Twyn's IT strategy is anchored in delivering measurable business value through disciplined investments, future-ready talent, and resilient, secure systems. By integrating governance, innovation, and inclusion, the company ensures technology acts as a strategic enabler for sustainable growth and competitive advantage.

STRATEGIC CAPITAL ALLOCATION FOR HIGH-IMPACT IT INITIATIVES

We apply a disciplined approach to IT investments, combining total cost of ownership analysis with outcome-based KPIs.

Our capital allocation prioritizes strategic initiatives with high ROI and operational resilience. By leveraging modular architectures, cloud elasticity, and predictive analytics, we optimize resource utilization and ensure that IT systems remain robust, scalable, and future-ready under all scenarios.

UPSKILLING WORKFORCE FOR AI-FIRST FUTURE

Preparing our workforce for AI-led transformation is central to Twyn's vision. We invest in continuous learning programs, AI literacy workshops, and hands-on reskilling initiatives. Cross-functional teams are trained to integrate AI into daily operations, enhancing productivity, decision-making, and innovation.

We also foster a culture of experimentation, ensuring employees embrace AI not just as a tool, but as a strategic enabler for business outcomes.

INHERENT SECURITY AND PRIVACY

Security and privacy are embedded across Twyn's IT and operational frameworks. We implement zero-trust architectures, end-to-end encryption, and continuous threat monitoring. Simultaneously, we champion digital inclusion by designing accessible solutions and platforms that empower underserved communities. Our commitment ensures that innovation is both secure and inclusive, supporting ethical technology adoption across India.

PERFORMANCE-LED GOVERNANCE

At Twyn, IT governance is built on a foundation of strategic alignment, risk management, and continuous performance measurement.

We have established a robust framework integrating enterprise architecture, standardized KPIs, and data-driven dashboards. This enables real-time monitoring of project delivery, cost efficiency, and operational performance. Regular audits, coupled with agile governance practices, ensure that IT initiatives deliver measurable business value while adapting rapidly to evolving market needs.

WOMEN LEADERS DRIVING GROUNDBREAKING SUCCESS IN TECHNOLOGY

The VARINDIA Women in Technology program promotes diversity and inclusion by enabling women and girls to thrive in technology and encouraging everyone to contribute to this mission. Across the globe, women are breaking traditional barriers and demonstrating that diverse leadership is not only a matter of equality but also a catalyst for business growth. Their ability to bring fresh perspectives, collaborative thinking, and customer-centric approaches has become a critical asset in an era driven by digital disruption and rapid technological advancement.

The Power of Diversity in Technology:
Research consistently shows that organizations with diverse leadership teams outperform their peers in creativity, decision-making, and financial performance. Women leaders contribute unique viewpoints that help businesses better understand and serve diverse customer segments. As industries embrace technologies such as artificial intelligence, big data analytics, cloud computing, and automation, women are playing a pivotal role in ensuring that innovation remains inclusive, ethical, and responsive to real-world needs.

Encouraging Progress in Workforce Representation:
Recent years have seen significant improvements in gender diversity across the technology workforce. Female representation has grown substantially, reflecting greater participation in technical and leadership functions. Among the strongest performers are Global Capability Centers (GCCs), where focused diversity strategies have led to notable increases in female workforce participation. These gains demonstrate that meaningful progress is possible when organizations commit to creating inclusive environments and equal growth opportunities.

Women Advancing into Leadership Roles:
The rise of women in executive positions is particularly encouraging. Leading technology companies are actively investing in leadership development programs, mentorship initiatives, and inclusive hiring practices to bridge the gender gap. As more women assume strategic leadership roles, they are influencing organizational culture, driving innovation agendas, and strengthening business performance. Their success reinforces the growing recognition that diverse leadership teams generate superior outcomes in the Technology, Media, and Telecommunications sectors.

Addressing the Leadership Pipeline Challenge:
Despite progress, gender disparities become more visible as careers advance. Women are well represented in entry-level applicant pools, yet their numbers gradually decline at mid-management and senior leadership levels. This trend highlights the need for stronger support systems, career development opportunities, and workplace policies that enable women to progress throughout their professional journeys. Addressing these challenges remains essential for building a truly balanced technology ecosystem.

A New Era of Entrepreneurship and Influence:
The increasing presence of women in business and technology reflects a broader movement toward empowerment and economic participation. Driven by ambition, innovation, and entrepreneurial spirit, women are launching startups, leading multinational organizations, and redefining traditional career paths. Millennials and emerging professionals are further accelerating this shift, creating a new generation of leaders who view diversity as a competitive advantage rather than a compliance requirement.

Why Female Leadership Matters:
Women in technology leadership contribute far beyond representation. They help close critical skills gaps, enhance productivity, and foster more inclusive product development. Diverse teams create solutions that better reflect the needs of global consumers, leading to improved user experiences and stronger market outcomes. Moreover, female executives are increasingly influencing policy discussions, ethical AI development, cybersecurity strategies, and digital inclusion initiatives that will shape the future of technology.

Celebrating India's Women Technology Trailblazers:
India's technology sector is home to a growing community of accomplished women leaders who continue to inspire future generations. Their achievements demonstrate the transformative impact of inclusive leadership and the immense value women bring to innovation-driven industries. As organizations strengthen their commitment to diversity and equity, these trailblazers are setting new standards of excellence, proving that empowering women in technology is not only a business imperative but also a powerful force for societal and economic progress.

50 WOMEN IN TECHNOLOGY LEADERSHIP

NAME	DESIGNATION	COMPANY
ANJALI JONEJA AMAR	V.P. & COUNTRY HEAD-INDIA & SAARC	CLOUDFLARE INDIA PVT. LTD.
ANNAPURNA VISHWANATHAN	V.P.- HEAD OF IM & DIGITAL	AIRBUS INDIA PVT. LTD.
ANNIE MATHEW	CIO	ASHOKA UNIVERSITY
ANOUSHKA DUA	M.D.- ASEAN	CITI GROUP
APARNA GUPTA	VP, GLOBAL CENTRE FOR INNOVATION & DELIVERY	MICROSOFT
ARUNDHATI BHATTACHARYA	PRESIDENT AND CEO	SALESFORCE - SOUTH ASIA
BHAWNA AGARWAL	SVP & M.D.	HEWLETT PACKARD ENTERPRISES
DAISY CHITTILAPILLY	PRESIDENT	CISCO INDIA & SAARC
DEBJANI GHOSH	DISTINGUISHED FELLOW	NITI AAYOG
DEEPA MADHAVAN	VP, INDIA COUNTRY HEAD	GENESYS
DEVITA SARAF	CHAIRPERSON	V U TELEVISIONS
GEETHA KANNAN	FOUNDER & CEO	WEQUITY FOR WOMEN & TECHNOLOGY
GEETHA MANJUNATHSANDHYA	FOUNDER & CEO	NIRAMAI
GEETU BHATNAGAR	SR. DIRECTOR MARKETING	ORACLE INDIA
HARMEEN MEHTA	CHIEF DIGITAL & INNOVATION OFFICER	EQUNIX INDIA PVT. LTD.
INA BANSAL	HEAD OF COMMUNICATION - INDIA, PHILIPPINES & THAILAND	LOCKHEED MARTIN INDIA PVT. LTD.
IPSITA DASGUPTA	SVP & M.D.	HEWLETT PACKARD INDIA
IRINA GHOSE	M.D.	ANTHROPIC INDIA
JYOTI DUGAR	CISO	NIH CENTER OF IT
KALPANA MORPARIA	CEO (INDIA)	J. P. MORGAN & CO.
KOMAL PIYUSH SOMANI	WHOLE TIME DIRECTOR & CHIEF HR OFFICER	ESDS SOFTWARE SOLUTION LTD.
LILY PRASAD	CTO	FSSAI
MADHURIMA KHANDELWAL	V.P.	AMERICAN EXPRESS COMPANY
MUTHAYYA VANITHA	PROJECT DIRECTOR (CHANDRAYAAN-2)	ISRO
NAIYYA SAGGI	FOUNDER & CEO	EDTLIFE TECHNOLOGY PVT. LTD.
NANDINI SINGH	PARTNER & EXECUTIVE DIRECTOR	IBM INDIA
NEELAM DHAWAN	INDEPENDENT DIRECTOR	TECH MAHINDRA
NEHA BANSAL	CO-FOUNDER	LENSKART SOLUTIONS LTD.
NIVRUTI RAI	M.D. & CEO	INVEST INDIA
PREMALAKSHMI PR	M.D. & VP	NETAPP INDIA & SAARC
PURNIMA SAHNI MOHANTY	GROUP HEAD - COMMUNICATIONS & CORPORATE RESPONSIBILITY, INDIA & SOUTH ASIA	AMAZON WEB SERVICES
RADHA VEMBU	CO-FOUNDER	ZOHO CORPORATION
RADHIKA GHAI	FOUNDER & CEO	KINDLIFE.IN
RADHIKA GUPTA	M.D. & CEO	EDELWISE MUTUAL FUND
ROSHNI NADAR MALHOTRA	CHAIRPERSON	HCL TECHNOLOGIES
SARAH GIDEON	V.P. - CORPORATE AFFAIRS, HEAD CORPORATE COMMUNICATIONS AND CSR	FLIPKART INTERNET PVT. LTD.
SHARDA TICKOO	COUNTRY MANAGER	TRENDMICRO- INDIA & SAARC
SHARMILA KARVE	GLOBAL DIVERSITY LEADER AND ASSURANCE PARTNER	PRICEWATER COOPER
SHAVETA WADHERA JAIN	MD	ACCENTURE CONSULTING
SHIVAPRIYA S	SR. DIRECTOR ENTERPRISE DATA PLATFORM	FORD MOTOR COMPANY
SHRUTI CHANDRA	HEAD OF GOVERNMNET RELATION & PUBLIC POLICY - INDIA	PRUDENTIAL PLC.
SINDHU GANGADHARAN	SVP & M.D.	SAP LABS INDIA
SNEHA HIRANANDANI	CIO	CIPLA LTD.
SRILALITHA GOPAL	M.D.	TVS-ELECTRONICS LTD.
SWAPNA BAPAT	VICE PRESIDENT & M.D.	PALOALTO NETWORKS
UMA RATNAM KRISHNAN	M.D. & CEO	OPTUM GLOBAL SOLUTIONS PVT. LTD.
UPASANA TAKU	CO-FOUNDER, EXECUTIVE DIRECTOR & CFO	ONE MOBIKWIK SYSTEMS LTD.
VANI KOLA	M.D.	KALAARI CAPITAL ADVISORS PVT. LTD.
VIBHA MEHRA	COUNTRY MANAGER	NOKIA INDIA
YAMINI RANGAN	CEO	HUBSPOT

WOMEN IN

ANJALI JONEJA AMAR
V.P. & Country Head-India &
SAARC, Cloudflare India Pvt. Ltd.

ANNAPURNA VISHWANATHAN
V.P.– Head of IM & Digital
Airbus India Pvt. Ltd..

ANNIE MATHEW
CIO
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M.D. - ASEAN
Citi Group

APARNA GUPTA
V.P. Global Centre for
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Microsoft

ARUNDHATI BHATTACHARYA
President and CEO
Salesforce - South Asia
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BHAWNA AGARWAL
S.V.P. & M. D.
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DAISY CHITTILAPILLY
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DEBJANI GHOSH
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DEEPA MADHAVAN
V.P. India Country Head
Genesys

DEVITA SARAF
Chairperson
V U Televisions

GEETHA KANNAN
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Wequity For Women & Technology

GEETHA MANJUNATHSANDHYA DEVANATHAM
Founder & CEO, Niramai

GEETU BHATNAGAR
Sr. Director Marketing
Oracle India

HARMEEN MEHTA
Chief Digital & Innovation
Officer
Equnix India Pvt. Ltd.

INA BANSAL
Head of Communication - India,
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IPSITA DASGUPTA
SVP & M.D.
Hewlett Packard India

IRINA GHOSE
M.D.
Anthropic India

JYOTI DUGAR
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KALPANA MORPARIA
CEO (India)
J. P. Morgan & Co.

KOMAL PIYUSH SOMANI
Whole Time Director &
Chief HR officer
ESDS Software Solution Ltd.

LILY PRASAD
CTO
FSSAI

MADHURIMA KHANDELWAL
V.P.
American Express Company

MUTHAYYA VANITHA
Project Director
(Chandrayaan-2)
ISRO

NAIYYA SAGGI
Founder & CEO
Edtlife Technology Pvt. Ltd.

TECHNOLOGY LEADERSHIP

NANDINI SINGH
Partner & Executive Director
IBM India

NEELAM DHAWAN
Independent Director
Tech Mahindra

NEHA BANSAL
Co-Founder
Lenskart Solutions Ltd.

NIVRUTI RAI
MD & CEO
Invest India

PREMALAKSHMI PR
M.D. & V.P.
NetApp India & Saarc

PURNIMA SAHNI MOHANTY
Group Head - Communications & Corporate Responsibility, India & South Asia Amazon Web Services

RADHA VEMBU
Co-Founder
Zoho Corporation

RADHIKA GHAI
Founder & CEO
Kindlife.in

RADHIKA GUPTA
M.D. & CEO
Edelwise Mutual Fund

ROSHNI NADAR MALHOTRA
Chairperson
HCL Technologies

SARAH GIDEON
V.P. - Corporate Affairs, Head Corporate Communications And CSR, Flipkart Internet Pvt. Ltd.

SHARDA TICKOO
Country Manager
Trendmicro - India & SAARC

SHARMILA KARVE
Global Diversity Leader and Assurance Partner
Pricewater Cooper

SHAVETA WADHERA JAIN
M.D.
Accenture Consulting

SHIVAPRIYA S
Sr. Director Enterprise Data Platform
Ford Motor Company

SHRUTI CHANDRA
Head of Governmnet Relation & Public Policy - India
Prudential PLC.

SINDHU GANGADHARAN
SVP & M.D.
SAP Labs India

SNEHA HIRANANDANI
CIO
Cipla Ltd.

SRILALITHA GOPAL
M.D.
TVS-Electronics Ltd.

SWAPNA BAPAT
V.P. & M.D.
Paloalto Networks

UMA RATNAM KRISHNAN
MD & CEO
Optum Global Solutions Pvt. Ltd.

UPASANA TAKU
Co-founder
One Mobikwik Systems Ltd.

VANI KOLA
M.D.
Kalaari Capital Advisors Pvt. Ltd.

VIBHA MEHRA
M.D.
Country Manager
Nokia India

YAMINI RANGAN
CEO
HubSpot

AADHAAR

BHARAT ELECTRONICS

BSE

सी-डॉट
C-DOT

CDAC

certin

CRIS

Digital India
Power To Empower

DRDO

ECIL

GeM
Government
e Marketplace

GSTN

HAL

Indian Oil Corporation Limited

INDIAN RAILWAY FINANCE CORPORATION
Future on Track

IREDA

LIC

NeGD
National e-Governance Division

NIC
National Informatics Centre

NPCI

NTPC

RAILTEL

SBI

STPI

INDIA'S PSUs: POWERING THE NATION'S DIGITAL AND SELF-RELIANT FUTURE

India's Public Sector Undertakings (PSUs) are rapidly reinventing themselves as catalysts of innovation, digital transformation, and economic progress. Aligned with flagship national initiatives such as Digital India and Atmanirbhar Bharat, PSUs are leveraging cutting-edge technologies to modernize operations, improve service delivery, and strengthen India's global competitiveness.

Across critical sectors—including defense, banking, healthcare, education, energy, and manufacturing—Central Public Sector Undertakings (CPSUs) are embracing a Digital-First mindset. Artificial Intelligence (AI), blockchain, automation, robotics, and advanced analytics are transforming legacy systems into agile, data-driven enterprises. This evolution has enabled PSUs to enhance operational efficiency, accelerate decision-making, and deliver citizen-centric services at unprecedented scale.

Digital platforms such as DigiLocker, UMANG, and MyGov have redefined public engagement by providing secure, transparent, and seamless access to government services. These initiatives are driving digital inclusion, improving governance, and empowering millions of citizens across the country.

At the same time, the Atmanirbhar Bharat vision is accelerating indigenous innovation and manufacturing. Industry leaders such as Bharat Electronics Limited (BEL) and Hindustan Aeronautics Limited (HAL) are expanding domestic capabilities in defense and aerospace, reducing reliance on imports while strengthening national security. PSU banks are harnessing AI and machine learning to expand financial inclusion, streamline lending, and deliver smarter customer experiences.

Yet, significant challenges remain. Legacy infrastructure, escalating cyber threats, and a growing skills gap require sustained investment, modernization, and workforce development. As India advances toward an AI-powered economy, emerging technologies such as 5G, quantum computing, cybersecurity, and intelligent automation will become critical enablers of future growth.

Through strategic collaboration with technology leaders, continued innovation, and a commitment to self-reliance, India's PSUs are evolving into powerful engines of transformation—driving economic resilience, technological leadership, and sustainable national growth in the digital age.

UNIQUE IDENTIFICATION AUTHORITY OF INDIA (UIDAI)

Head of the Organization: Saurabh Vijay, CEO, UIDAI

USP:UIDAI has transformed identity management in India by providing every resident with a unique, verifiable digital identity through Aadhaar, enabling secure access to government, financial, and digital services.

The Challenge:UIDAI addresses the challenge of identity verification at population scale by eliminating duplicate and fraudulent identities. Aadhaar enables seamless authentication, financial inclusion, direct benefit transfers, digital governance, and efficient service delivery, particularly for underserved and remote populations across India.

Key Priorities: UIDAI's key priorities include strengthening Aadhaar security and privacy, enhancing digital identity and authentication services, and supporting Direct Benefit Transfer (DBT) initiatives for efficient welfare delivery. The organization is also focused on expanding financial inclusion and digital governance, improving citizen convenience through seamless online services, and leveraging emerging technologies to build a secure, scalable, and future-ready digital identity ecosystem.

Website: https://uidai.gov.in

BHARAT ELECTRONICS LIMITED (BEL)

Head of the Organization:Manoj Jain – Chairman & Managing Director (CMD)

USP: India's premier defense electronics company, delivering indigenous, mission-critical technologies that strengthen national security and support the Atmanirbhar Bharat vision.

The Challenge :BEL addresses the challenge of reducing India's dependence on imported defense technologies by developing advanced indigenous solutions in radar, communication, electronic warfare, cybersecurity, and surveillance systems while meeting the evolving security requirements of the armed forces and strategic sectors.

Key Priorities : BEL focuses on strengthening defense self-reliance through innovation, expanding R&D in emerging technologies, enhancing cybersecurity capabilities, developing next-generation defense electronics, increasing exports, supporting strategic national programs, and accelerating digital transformation to build globally competitive indigenous solutions.

Website: www.bel-india.in

BOMBAY STOCK EXCHANGE (BSE LIMITED)

Head of the Organization: Sundararaman Ramamurthy – M.D. & CEO

USP: Asia's oldest stock exchange, providing a trusted, technology-driven marketplace for capital formation, investment, and wealth creation.

The Challenge :BSE addresses the challenge of ensuring transparent, efficient, and secure capital markets while facilitating fundraising for businesses, protecting investor interests, enhancing market liquidity, and enabling seamless trading across equities, derivatives, mutual funds, debt instruments, and SMEs.

Key Priorities :BSE focuses on strengthening market integrity, enhancing investor protection, driving digital innovation, expanding financial inclusion, supporting SME listings, improving cybersecurity resilience, increasing market participation, and delivering efficient, transparent, and technology-enabled capital market infrastructure for sustainable growth.

Website: www.bseindia.com

CENTRE FOR DEVELOPMENT OF TELEMATICS (C-DOT)

Head of the Organization: Dr. Rajkumar Upadhyay ,CEO

USP: India's premier telecom R&D institution driving indigenous telecommunications technologies, digital connectivity, and strategic communication infrastructure.

The Challenge : C-DOT addresses the challenge of building secure, affordable, and indigenous telecom technologies for India. It develops next-generation communication solutions, reduces dependence on foreign technologies, strengthens digital infrastructure, and expands connectivity to underserved and remote regions across the country.

Key Priorities :C-DOT focuses on advancing indigenous 4G/5G and future telecom technologies, strengthening cybersecurity, expanding rural connectivity, supporting Digital India initiatives, promoting telecom innovation, enabling secure communication networks, fostering R&D collaborations, and enhancing India's technological self-reliance in telecommunications.

Website: www.cdot.in

CENTRE FOR DEVELOPMENT OF ADVANCED COMPUTING (C-DAC)

Head of the Organization: E. Magesh– Director General, C-DAC

USP: India's premier R&D organization driving indigenous supercomputing, artificial intelligence, cybersecurity, quantum technologies, and advanced digital innovation.

The Challenge : C-DAC addresses the challenge of achieving technological self-reliance by developing indigenous high-performance computing, cybersecurity, AI, language computing, and digital platforms. It helps reduce dependence on foreign technologies while strengthening India's capabilities in strategic and emerging technology domains.

Key Priorities : C-DAC focuses on advancing supercomputing, artificial intelligence, quantum computing, cybersecurity, semiconductor design, language technologies, and digital public infrastructure. It aims to accelerate innovation, strengthen national digital capabilities, support strategic sectors, and build a globally competitive technology ecosystem.

Website: www.cdac.in

INDIAN COMPUTER EMERGENCY RESPONSE TEAM (CERT-IN)

Head of the Organization: Dr. Sanjay Bahl – Director General, CERT-In

USP: India's national cybersecurity incident response agency, providing real-time threat intelligence, cyber incident management, and critical infrastructure protection.

The Challenge : CERT-In addresses the growing challenge of cyberattacks, ransomware, data breaches, and digital threats targeting government, enterprises, and citizens. It strengthens national cyber resilience through incident response, threat monitoring, vulnerability management, cybersecurity advisories, and coordinated defense mechanisms.

Key Priorities :CERT-In focuses on enhancing national cybersecurity preparedness, strengthening incident response capabilities, improving threat intelligence sharing, protecting critical information infrastructure, promoting cyber awareness, supporting digital trust, fostering international cooperation, and building a resilient and secure cyberspace ecosystem.

Website: www.cert-in.org.in

CENTRE FOR RAILWAY INFORMATION SYSTEMS (CRIS)

Head of the Organization: G.V.L. Satya Kumar – Managing Director

USP: The technology backbone of Indian Railways, delivering mission-critical digital systems that power passenger services, freight operations, and railway management nationwide.

The Challenge : CRIS addresses the challenge of managing one of the world's largest railway networks by developing integrated digital platforms for ticketing, freight movement, train operations, passenger information, asset management, and real-time decision-making, ensuring efficiency, transparency, and scalability.

Key Priorities : CRIS focuses on accelerating railway digital transformation, enhancing passenger experience, optimizing freight logistics, strengthening cybersecurity, leveraging AI and data analytics, modernizing operational systems, improving real-time information services, and supporting Indian Railways' vision of a smart, connected transportation ecosystem.

Website: www.cris.org.in

DIGITAL INDIA CORPORATION (DIC)

Head of the Organization: Akhil Kumar – MD & CEO

USP: The strategic implementation arm of the Digital India Programme, driving digital public infrastructure, innovation, and technology-led governance at national scale.

The Challenge : Digital India Corporation addresses the challenge of bridging the digital divide by developing scalable digital platforms, promoting digital inclusion, enabling citizen-centric governance, fostering innovation, and accelerating technology adoption across government, businesses, startups, and underserved communities nationwide.

Key Priorities : Digital India Corporation focuses on strengthening digital public infrastructure, advancing AI and emerging technologies, promoting digital inclusion, supporting startups and innovation ecosystems, enhancing e-governance services, improving cybersecurity readiness, and enabling seamless digital access for citizens and enterprises.

Website: www.dic.gov.in

DEFENCE RESEARCH AND DEVELOPMENT ORGANISATION (DRDO)

Head of the Organization: Dr. Samir V. Kamat – Chairman, DRDO & Secretary, Department of Defence R&D

USP: India's premier defense R&D organization, developing indigenous technologies and strategic systems that strengthen national security and defense self-reliance.

The Challenge : DRDO addresses the challenge of reducing dependence on imported defense technologies by developing advanced indigenous capabilities in missiles, aerospace, electronic warfare, cybersecurity, naval systems, artificial intelligence, and next-generation military platforms to meet evolving national security requirements.

Key Priorities :DRDO focuses on advancing indigenous defense technologies, accelerating innovation in aerospace, missiles, AI, cybersecurity, quantum technologies, and unmanned systems, strengthening strategic capabilities, promoting defense self-reliance, supporting Atmanirbhar Bharat, and enhancing collaboration with industry, academia, and startups.

Website : www.drdo.gov.in

ELECTRONICS CORPORATION OF INDIA LIMITED (ECIL)

Head of the Organization: Dr. Anesh Kumar Sharma, Director (Technical) Charge of CMD

USP: A strategic public sector enterprise delivering indigenous electronics, cybersecurity, nuclear instrumentation, and critical technology solutions for national security and strategic sectors.

The Challenge: ECIL addresses the challenge of developing secure and reliable indigenous electronic systems for defense, nuclear energy, homeland security, space, and e-governance. It reduces dependence on foreign technologies while ensuring operational reliability in mission-critical national infrastructure.

Key Priorities : ECIL focuses on advancing indigenous electronics manufacturing, strengthening cybersecurity capabilities, supporting defense modernization, enhancing nuclear and strategic technologies, promoting digital governance solutions, driving innovation in critical infrastructure systems, and contributing to India's vision of technological self-reliance.

Website: www.ecil.co.in

GOVERNMENT E-MARKETPLACE (GEM)

Head of the Organization: Ajay Bhadoo – CEO

USP: India's largest digital procurement platform, enabling transparent, efficient, and paperless government purchasing while empowering MSMEs, startups, and local manufacturers.

The Challenge : GeM addresses the challenge of inefficient and fragmented public procurement by creating a unified digital marketplace that enhances transparency, reduces procurement costs, minimizes corruption, accelerates purchasing processes, and provides equal opportunities for businesses to engage with government buyers.

Key Priorities : GeM focuses on strengthening digital procurement, increasing participation of MSMEs and startups, promoting Make in India products, enhancing transparency and efficiency, leveraging emerging technologies, improving user experience, expanding service offerings, and supporting inclusive economic growth through public procurement.

Website: www.gem.gov.in

GOODS AND SERVICES TAX NETWORK (GSTN)

Head of the Organization: Arvind Shrivastava – Chairman

USP: The technology backbone of India's GST ecosystem, enabling seamless tax administration, compliance, and digital integration between taxpayers and government authorities.

The Challenge : GSTN addresses the challenge of managing India's complex indirect tax framework by providing a unified digital platform for GST registration, return filing, tax payments, invoice matching, and compliance, ensuring transparency, efficiency, and ease of doing business nationwide.

Key Priorities :GSTN focuses on enhancing taxpayer experience, strengthening platform reliability and cybersecurity, improving compliance monitoring, leveraging advanced analytics, enabling seamless tax administration, supporting policy reforms, increasing automation, and delivering secure, scalable digital infrastructure for India's GST ecosystem.

Website: www.gstn.org.in

HINDUSTAN AERONAUTICS LIMITED (HAL)

Head of the Organization: Ravi K – Chairman & Managing Director

USP: India's leading aerospace and defense company, specializing in the indigenous design, development, manufacturing, and maintenance of aircraft, helicopters, engines, and aerospace systems.

The Challenge : HAL addresses the challenge of achieving self-reliance in aerospace and defense manufacturing by developing advanced indigenous aircraft, helicopters, engines, avionics, and maintenance capabilities, reducing import dependence while strengthening India's strategic defense preparedness and technological capabilities.

Key Priorities :HAL focuses on advancing indigenous aerospace technologies, accelerating defense modernization, expanding aircraft and helicopter production, strengthening R&D capabilities, enhancing export competitiveness, supporting Atmanirbhar Bharat, developing next-generation aviation platforms, and fostering innovation through strategic industry and academic partnerships.

Website: www.hal-india.co.in

INDIAN OIL CORPORATION LIMITED (IOCL)

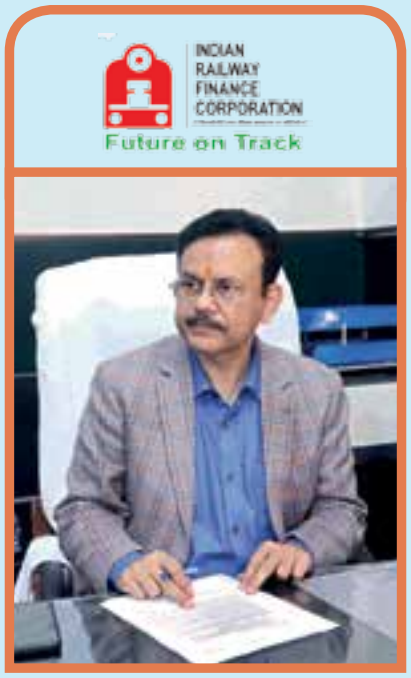
Head of the Organization: Arvinder Singh Sahney – Chairman

USP: India's largest integrated energy company, ensuring energy security through extensive refining, pipeline, marketing, petrochemical, and clean energy operations.

The Challenge IOCL addresses the challenge of meeting India's growing energy demand while ensuring affordability, sustainability, and energy security. It balances conventional fuel requirements with the transition toward cleaner energy sources, advanced fuels, green hydrogen, biofuels, and decarbonization initiatives.

Key Priorities: IOCL focuses on strengthening energy security, expanding refining and distribution infrastructure, accelerating green hydrogen and renewable energy adoption, enhancing operational efficiency, reducing carbon emissions, driving digital transformation, promoting innovation, and supporting India's transition to a sustainable energy future.

Website: www.iocl.com



INDIAN RAILWAY CATERING AND TOURISM CORPORATION (IRCTC)

Head of the Organization: Sanjay Kumar Jain – Chairman & Managing Director

USP: India's largest digital travel and ticketing platform, providing seamless railway reservations, catering, tourism, and hospitality services to millions of passengers.

The Challenge :IRCTC addresses the challenge of delivering efficient, secure, and scalable travel services for one of the world's largest railway networks. It manages high-volume ticketing, catering, tourism, and customer service operations while enhancing passenger convenience and digital accessibility.

Key Priorities : IRCTC focuses on enhancing passenger experience through digital innovation, strengthening ticketing infrastructure, expanding tourism and hospitality services, improving cybersecurity, leveraging emerging technologies, ensuring seamless service delivery, promoting operational efficiency, and supporting Indian Railways' modernization and digital transformation initiatives.

Website: www.irctc.co.in

INDIAN RENEWABLE ENERGY DEVELOPMENT AGENCY LIMITED (IREDA)

Head of the Organization:Pradip Kumar Das – Chairman & Managing Director

USP: India's premier green financing institution, dedicated to accelerating renewable energy adoption and supporting the nation's clean energy transition.

The Challenge : IREDA addresses the challenge of financing large-scale renewable energy and energy-efficiency projects by providing accessible funding solutions. It helps overcome investment barriers, supports clean energy deployment, promotes sustainable development, and contributes to India's energy security and decarbonization goals.

Key Prioritie :IREDA focuses on expanding renewable energy financing, supporting green hydrogen and emerging clean technologies, promoting energy efficiency, strengthening sustainable infrastructure development, accelerating India's net-zero ambitions, enhancing financial innovation, and enabling investments that drive long-term environmental and economic growth.

Website: www.ireda.in

LIFE INSURANCE CORPORATION OF INDIA (LIC)

Head of the Organization: R Doraiswamy– CEO & MD

USP: India's largest and most trusted life insurance institution, providing financial protection, long-term savings, and investment solutions to millions of policyholders.

The Challenge : LIC addresses the challenge of providing financial security and life insurance coverage across diverse socio-economic segments. It promotes financial inclusion, supports long-term wealth creation, protects families against financial uncertainties, and expands insurance penetration across urban and rural India.

Key Priorities : LIC focuses on expanding insurance accessibility, enhancing customer experience through digital transformation, strengthening financial inclusion, developing innovative insurance products, improving operational efficiency, leveraging technology and analytics, deepening rural outreach, and ensuring long-term value creation for policyholders and stakeholders.

Website: https://licindia.in

NATIONAL E-GOVERNANCE DIVISION (NEGD)

Head of the Organization: Nand Kumarum –CEO

USP: The driving force behind India's e-Governance ecosystem, enabling digital public services, citizen-centric governance, and nationwide digital transformation initiatives.

The Challenge : NeGD addresses the challenge of delivering accessible, efficient, and transparent government services at scale. It bridges the digital divide by creating interoperable digital platforms, improving citizen engagement, enabling seamless service delivery, and accelerating the adoption of e-governance across India.

Key Priorities : NeGD focuses on strengthening Digital India initiatives, expanding digital public infrastructure, enhancing citizen-centric services, promoting digital inclusion, improving interoperability across government platforms, supporting emerging technologies, building digital capacity, and ensuring secure, efficient, and transparent governance nationwide.

Website: www.negd.gov.in

NATIONAL INFORMATICS CENTRE (NIC)

Head of the Organization: Rajesh Gera – Director General, National Informatics Centre (NIC)

USP: The technology backbone of the Government of India, delivering secure digital infrastructure, e-governance platforms, cloud services, and nationwide ICT solutions.

The Challenge :NIC addresses the challenge of delivering secure, scalable, and interoperable digital services across government departments. It enables efficient governance, supports digital transformation, strengthens data-driven decision-making, and ensures seamless citizen access to public services across India.

Key Priorities :NIC focuses on strengthening digital governance infrastructure, expanding cloud and data center capabilities, enhancing cybersecurity resilience, enabling citizen-centric services, supporting Digital India initiatives, promoting emerging technologies, improving interoperability, and delivering secure, reliable, and scalable e-governance solutions nationwide.

Website: www.nic.in

NATIONAL PAYMENTS CORPORATION OF INDIA (NPCI)

Head of the Organization: Dilip Asbe – M.D. & CEO

USP: The architect of India's digital payments revolution, powering world-leading payment platforms such as UPI, RuPay, IMPS, FASTag, and Bharat BillPay.

The Challenge: NPCI addresses the challenge of creating a secure, interoperable, and inclusive digital payments ecosystem. It enables real-time transactions, promotes financial inclusion, reduces cash dependency, enhances payment accessibility, and supports seamless digital commerce for individuals, businesses, and institutions nationwide.

Key Priorities : NPCI focuses on expanding digital payment adoption, strengthening transaction security, enhancing financial inclusion, scaling UPI globally, driving payment innovation, improving interoperability, supporting digital commerce, leveraging emerging technologies, and building a resilient, secure, and future-ready payments infrastructure.

Website: www.npci.org.in

NATIONAL THERMAL POWER CORPORATION (NTPC LIMITED)

Head of the Organization: Gurdeep Singh – Chairman & Managing Director (CMD)

USP:India's largest integrated power utility, ensuring reliable energy supply while leading the nation's transition toward renewable and sustainable energy.

The Challenge :NTPC addresses the challenge of meeting India's rapidly growing energy demand while balancing energy security, affordability, and sustainability. It is driving the transition from conventional power generation to cleaner energy sources, reducing emissions, and supporting long-term economic growth.

Key Priorities : NTPC focuses on expanding renewable energy capacity, advancing green hydrogen initiatives, enhancing operational efficiency, reducing carbon emissions, strengthening energy security, accelerating digital transformation, adopting innovative technologies, and supporting India's net-zero and sustainable development goals through clean power generation.

Website: www.ntpc.co.in

RAILTEL CORPORATION OF INDIA LIMITED (RAILTEL)

Head of the Organization: Sanjai Kumar – Chairman & Managing Director

USP: One of India's largest neutral telecom infrastructure providers, leveraging the railway network to deliver broadband, data center, cloud, and digital services nationwide.

The Challenge : RailTel addresses the challenge of providing secure, high-speed digital connectivity across urban and rural India. It supports government digital initiatives, strengthens communication infrastructure, bridges connectivity gaps, and enables reliable broadband, cloud, cybersecurity, and smart network services nationwide.

Key Priorities : RailTel focuses on expanding broadband infrastructure, strengthening cybersecurity services, enhancing cloud and data center capabilities, supporting Digital India initiatives, enabling smart railway solutions, improving rural connectivity, accelerating digital transformation, and delivering secure, scalable, and reliable communication networks nationwide.

Website: www.railtel.in

STATE BANK OF INDIA (SBI)

Head of the Organization:C. S. Setty – Chairman

USP: India's largest public sector bank, driving financial inclusion, digital banking innovation, and economic growth through its extensive nationwide presence.

The Challenge :SBI addresses the challenge of providing accessible, secure, and affordable banking services to a diverse population. It promotes financial inclusion, supports economic development, enables digital banking adoption, and delivers financial services across urban, rural, and underserved regions.

Key Priorities :SBI focuses on expanding digital banking, strengthening cybersecurity, enhancing customer experience, promoting financial inclusion, leveraging artificial intelligence and analytics, improving operational efficiency, supporting MSMEs and economic growth, and delivering innovative, secure, and accessible financial services nationwide.

Website: www.sbi.co.in

SOFTWARE TECHNOLOGY PARKS OF INDIA (STPI)

Head of the Organization:Arvind Kumar – Director General

USP: A premier government organization driving India's IT, software exports, startup ecosystem, and innovation-led digital economy through world-class infrastructure and incubation support.

The Challenge :STPI addresses the challenge of fostering technology innovation, promoting software exports, and enabling startup growth across India. It helps bridge infrastructure gaps, supports emerging technology ventures, strengthens regional innovation ecosystems, and enhances India's global competitiveness in the digital economy.

Key Priorities : STPI focuses on accelerating startup innovation, promoting software exports, supporting emerging technologies such as AI, IoT, blockchain, and semiconductor design, strengthening incubation programs, expanding digital infrastructure, fostering entrepreneurship, and driving inclusive technology-led economic growth across India.

Website: https://www.stpi.in

TELECOMMUNICATIONS CONSULTANTS INDIA LIMITED (TCIL)

Head of the Organization: Sanjiv Kumar – Chairman & Managing Director

USP: A leading government-owned telecom and ICT solutions provider delivering end-to-end communication infrastructure, digital transformation, and technology consulting services in India and globally.

The Challenge :TCIL addresses the challenge of expanding secure and reliable telecommunications infrastructure in underserved and developing regions. It enables digital connectivity, supports e-governance initiatives, strengthens communication networks, and delivers technology solutions that drive socio-economic development and digital inclusion.

Key Priorities :TCIL focuses on expanding digital connectivity, strengthening telecom infrastructure, supporting Digital India initiatives, delivering e-governance solutions, enhancing cybersecurity capabilities, promoting emerging technologies, enabling smart infrastructure projects, and driving technology-led development across domestic and international markets.

Website: www.tcil.net.in

Industry Bodies: Catalysts of India's Economic Transformation

As India advances toward its ambition of becoming the world's third-largest economy, the role of industry bodies, trade associations, and chambers of commerce has become increasingly significant. These organizations are no longer confined to representing business interests; they have evolved into strategic enablers of economic growth, policy development, and national competitiveness.

At the heart of their contribution lies policy advocacy. Industry bodies serve as an essential bridge between businesses and government, ensuring that the concerns, challenges, and aspirations of industries are reflected in public policy. Through continuous engagement with policymakers, they advocate for regulatory reforms, business-friendly taxation, investment incentives, and trade policies that encourage growth and innovation. Their ability to translate industry realities into actionable recommendations helps create a more conducive environment for economic development.

Equally important is their role as knowledge and collaboration platforms. In an era defined by rapid technological disruption and evolving regulations, businesses require timely insights to remain competitive. Industry bodies provide access to research, market intelligence, regulatory updates, and global best practices. Through conferences, workshops, and networking forums, they bring together business leaders, entrepreneurs, investors, academics, and policymakers, fostering partnerships and creating opportunities for collective problem-solving.

Industry bodies also play a critical role in strengthening India's position in global trade. As Indian enterprises expand beyond domestic markets, they require support in navigating international regulations, compliance requirements, and market-entry challenges. By collaborating with government agencies and export promotion organizations, industry associations help businesses explore new markets, enhance export capabilities, and integrate into global value chains, thereby contributing to India's growing influence in international commerce.

Another major contribution has been their support for the Ease of Doing Business agenda. Persistent advocacy by industry bodies has helped accelerate reforms related to business registration, licensing, compliance management, and digital governance. These efforts have particularly benefited startups and MSMEs, enabling them to focus more on growth and innovation rather than administrative complexities.

Looking ahead, industry bodies have a pivotal role in nurturing India's next generation of innovators. As sectors such as artificial intelligence, deeptech, robotics, semiconductors, and advanced manufacturing gain momentum, these organizations can provide mentorship, policy guidance, access to capital, and global market linkages. Their involvement will be crucial in helping Indian startups scale into globally competitive enterprises.

As India pursues sustained economic expansion, industry bodies must embrace a broader responsibility as nation-builders. By championing innovation, sustainability, skill development, digital transformation, and inclusive growth, they can help ensure that India's growth story is not only larger but also more resilient, equitable, and globally influential. Their success will ultimately help define India's position in the emerging global economic order.

ASSOCIATED CHAMBERS OF COMMERCE AND INDUSTRY OF INDIA (ASSOCHAM)

President: Nirmal Kumar Minda
Tel: +91 11- 46550555
Fax: +91 11-23017008/9
Website: www.assocham.org

ASSOCIATION OF SYSTEM INTEGRATORS & RETAILERS IN TECHNOLOGY (ASIRT)

Chairman : Kaustubh Kulkarni
Tel : 022-61542333 /22-66122000
Website : www.asirt.in

ASSOCIATION OF UNIFIED TELECOM SERVICE PROVIDERS OF INDIA (AUSPI)

President : Sunil Batra
Tel : 011 - 23358585
Fax : 011 - 23327397
Website : www.auspi.in

AUTOMOTIVE COMPONENT MANUFACTURERS ASSOCIATION OF INDIA (ACMA)

Director General : Vinnie Mehta
Tel : 011- 43520361 /64
Website : www.acma.in
BICSI
Managing Director : KS Nandakumar
Tel : +91 93419 74020
Website : www.bicsi.org

Computer Association Of Eastern India (COMPASS)

President : Lilesh Khakhra
Tel : 6290910140
Website : www.compassindia.com
Confederation of All India Traders (CAIT)
Secretary General: Praveen Khandelwal
Tel : 9560443514
Website : www.cait.in

Communications Multimedia and Infrastructure Association of India (CMAI)

President : Prof. N K Goel
Tel : 011-26266411
Fax : 011-41638766
Website : www.cmai.asia

Confederation of Indian Industry (CII)

President : Mr R Mukundan
Tel : 01145771000 / 24629994-7
Fax : 011-24626149
Website : www.cii.in
Digital India Foundation (DIF)
Head and Co-Founder : Dr. Arvind Gupta
Website : www.digitalindiafoundation.org

Electronic Industries Association of India (ELCINA)

President : Dr. Sasikumar Gendham
Tel : 011- 41615985 / 41011291
Website : www.elcina.com
Electronic & Computer Software Export Promotion Council (ESC)
Executive Director : Gurmeet Singh
Tel : 011-47480000
Website : www.escindia.in

FEDERATION OF INDIAN CHAMBERS OF COMMERCE AND INDUSTRY (FICCI)

Secretary General : Mr Anant Swarup
Tel : 011-23738760-70
Website : www.ficci.in
Federation of All India Information Technology Associations (FAIITA)
President : Navin Gupta
Tel : +91- 9334715522
Website : www.faiita.co.in

Federation of Indian Export Organisations (FIEO)

Director General & CEO : Dr. Ajay Sahai
Tel : +91- 9810277166
Website : www.fieo.org

Fire and Security Association of India (FSAI)

National President : Ms. Rakhi Deepak
Contact : +91 6374212136
Website : www.fsai.in

India Electronics and Semiconductor Association (IESA)

Chairman : Mr. Navin Bishnoi
Tel : +91 80 41473250/51
Website : www.iesaonline.org
India Mobile Congress (IMC)
CEO & Principal Advisor : P Ramakrishna
Tel : +91 9811056753
Website : www.indiamobilecongress.com

India Trade Promotion Organisation (ITPO)

Chairman & MD : Jawed Ashraf, IFS
Tel : 011 23371100
Website : www.indiatradefair.com

INTERNET AND MOBILE ASSOCIATION OF INDIA (IAMAI)

Chairman : M N Srinivasu
Tel: +91 98204 0803
Website: www.iamai.in

INTERNET SERVICE PROVIDERS ASSOCIATION OF INDIA (ISPAI)

President : Rajesh Chharia
Tel : 011-26424001
Website : www.ispai.in

Infotech Software Dealers Association (ISODA)

Chairman : Mr. Vinod Kumar
Tel : +91 9820035781
Website : www.isoda.in

Manufacturers Association for IT (MAIT)

President : Amrit Jiwan
Tel : 011-35083169/269
Website : www.mait.com

NATIONAL ASSOCIATION OF SOFTWARE AND SERVICE COMPANIES (NASSCOM)

President : Rajesh Nambiar
Tel : 0120-4990111
Website : www.nasscom.in

Other Service Providers Association of India (OSPAI)

President : S.V. Ramana
Tel : +91 -9811801020
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Smart Card Manufacturers Association (SCMA)

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Trade Association of Information Technology (TAIT)

President : Magan Gangani
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Government and Technology: Powering India's $5 Trillion Ambition

India’s journey toward a $5 trillion economy is being driven by the powerful convergence of government vision and technological innovation. From digital public infrastructure to AI-powered governance, the relationship between policy and technology has never been more consequential.

Policy as the Foundation

Through forward-looking regulatory frameworks, targeted R&D investment, and strategic public-private partnerships, India is building conditions for sustained technological breakthroughs. Initiatives including Digital India, Make in India, Startup India, and the National AI Mission reflect a coordinated effort to position technology at the heart of national growth.

Technologies Reshaping the Economy

AI, cloud computing, blockchain, and IoT are unlocking entirely new business models across every sector. India’s thriving fintech, healthtech, agritech, and deeptech ecosystems demonstrate technology-led entrepreneurship at scale. With 1.4 billion digital citizens and Aadhaar — the world’s largest biometric infrastructure — India possesses unmatched digital advantages.

Transforming Citizen Experience

Platforms like DigiLocker, UMANG, UPI, and GeM have redefined public service delivery, making India a global benchmark for digital financial inclusion and seamless governance.

Security as a Growth Enabler

The DPDP Act 2023 and Cyber Surakshit Bharat are building a trusted, resilient digital ecosystem — ensuring India’s growth story rests on privacy, security, and responsible data governance.

People at the Centre

Ultimately, inclusive digital transformation succeeds only when people are empowered. Skill development, AI literacy, and industry-academia collaboration will define India’s digital future.

Visionary governance and transformative technology together will secure India’s place in the global digital economy.

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AKASH AMBANI: Driving India's Digital Future

Akash Ambani has played a transformative role in India's digital revolution. Since becoming Chairman of Jio in 2022, he has accelerated the company's growth, building on its milestone of crossing 100 million subscribers within six months of launch and expanding its user base to over 500 million. Under his leadership, Jio has strengthened its focus on 5G, Artificial Intelligence, blockchain, and the Internet of Things (IoT). Through initiatives such as JioPhone, he has championed affordable internet access, driving digital inclusion nationwide. As Managing Director of Jio Platforms, Akash Ambani is shaping India's technology future and positioning the country as a global innovation and AI powerhouse.

ALAKH PANDEY: From YouTube Teacher to EdTech Billionaire

Alakh Pandey, Founder and CEO of Physics Wallah, has transformed a modest YouTube channel into India's first profitable EdTech unicorn. Beginning in 2016 with free physics lessons on YouTube, he built a platform that now serves over 60 lakh students across the country. Focused on affordable, high-quality education for JEE, NEET, UPSC, and other competitive exams, Physics Wallah has redefined digital learning in India. The company's successful IPO debut in November 2025 marked a major milestone, while Pandey's entry into Forbes' 2026 Billionaires List underscores his impact. Recognized as a Technology Icon, he exemplifies inclusive, scalable, and profitable education innovation.

AMAN GUPTA: Redefining Wearable Technology

Aman Gupta, Co-Founder and CMO of boAt, transformed India's audio and wearable technology market by building one of the country's most successful consumer brands. Under his leadership, boAt became a billion-dollar unicorn, India's leading smartwatch brand, and one of the world's top five wearable companies. Known for his bold marketing vision and consumer-first approach, Gupta has received accolades including ET 40 Under 40, Entrepreneur of the Year, and Forbes Business Tycoon. As a Shark Tank India judge and founder of AI-driven venture OFF/BEAT, he continues to champion innovation, entrepreneurship, and accessible technology for millions.

AMIT AGRAWAL: Advancing India's Digital Future

Amit Agrawal, Secretary of the Department of Telecommunications (DoT) and Chairman of the Digital Communications Commission, is a 1993-batch IAS officer and IIT Kanpur alumnus who assumed office on January 1, 2026. With extensive leadership experience as former CEO of UIDAI, Additional Secretary at MeitY, and Secretary of the Department of Pharmaceuticals, he brings deep expertise in digital governance and technology policy. Agrawal is spearheading India's 5G and 6G expansion, spectrum reforms, and BSNL modernization. Recognized as a Technology Icon, he is shaping a future-ready digital ecosystem that strengthens connectivity, innovation, and AI-driven growth across India.

AMIT CHADHA: Engineering Innovation at Global Scale

Amit Chadha, CEO and Managing Director of L&T Technology Services (LTTS), has been instrumental in strengthening India's position as a global engineering and R&D powerhouse. Under his leadership, LTTS achieved more than 62% revenue growth between FY22 and FY25, surpassing ₹10,670 crore, while expanding its workforce to over 24,000 professionals worldwide. A seasoned engineering services leader with over 25 years of experience, Chadha also played a pivotal role in LTTS's successful IPO and stock market listing in 2016. Recognized as a Technology Icon, he continues to drive innovation in AI, cybersecurity, and software-defined mobility worldwide.

ANAND ATHREYA : Advancing India's Telecom Self-Reliance

Anand Athreya, CEO and MD of Tejas Networks, brings over 25 years of global leadership in telecommunications, networking, product development, and engineering. Before joining Tejas, he spent 18 years at Juniper Networks, serving as Executive VP and CDO, where he helped build industry-leading networking solutions. Since taking charge at Tejas, Athreya has accelerated India's Atmanirbhar Bharat vision by strengthening indigenous telecom innovation and expanding the company's global footprint across more than 75 countries. Recognized as a Technology Icon, he is driving next-generation optical and 5G networking technologies while enhancing India's competitiveness in the global telecom ecosystem.

ANIL KUMAR LAHOTI : Shaping India's Digital Connectivity Future

Anil Kumar Lahoti, Chairman of TRAI, brings more than 37 years of distinguished public service across railways, transport, and telecommunications. A Civil Engineering gold medalist from MITS Gwalior and a postgraduate from IIT Roorkee, he previously served as Chairman and CEO of the Railway Board. At TRAI, Lahoti is driving key reforms in telecom and broadcasting, promoting digital radio expansion, 5G-enabled broadcasting, and balanced regulatory frameworks. With India's Media and Entertainment sector projected to surpass ₹3 trillion by 2027, his leadership is fostering innovation, connectivity, and sustainable growth, earning him recognition as a Technology Icon in India's digital ecosystem.

ANURAG SINHA: Reinventing Digital Credit in India

Anurag Sinha, Co-Founder and CEO of OneCard (FPL Technologies), has transformed India's fintech landscape by pioneering the country's metal credit card revolution. With a digital-first, mobile-centric approach, he built OneCard into a fintech unicorn valued at $1.37 billion, raising over $262 million from leading global investors. An IIT-BHU and IIM Bangalore alumnus, Sinha previously created b2, India's first online-only banking platform, which earned the prestigious Asian Banker Award for innovation. Recognized through accolades including the FE Best Banks Awards 2025, he is celebrated as a Technology Icon for expanding premium digital credit access to India's rapidly growing tech-savvy generation.

ARUNDHATI BHATTACHARYA: Driving AI-Powered Digital Transformation

Arundhati Bhattacharya, President and CEO of Salesforce South Asia, is one of India's most influential business leaders. As the first woman Chairperson of State Bank of India, she spearheaded a landmark digital transformation that modernized the country's largest bank and set new industry benchmarks. At Salesforce, she has expanded the South Asia workforce from 2,500 to over 18,000 employees, accelerating growth across the region. A recipient of the Padma Shri and consistently ranked among Forbes' Most Powerful Women, Bhattacharya now leads initiatives to equip one million Indians with AI skills by 2030, fostering inclusive digital and economic growth.

ARVIND KUMAR: Empowering India's Innovation Ecosystem

Arvind Kumar, Director General of STPI, has played a pivotal role in advancing India's digital and innovation landscape. Drawing on extensive experience at TRAI and C-DoT, he has contributed to key policy initiatives in broadband, data security, cloud computing, OTT services, and the PM-WANI public Wi-Fi program. Under his leadership, STPI's network of 73 centres has supported more than 1,700 startups, fostering technology-driven growth across India beyond major metropolitan hubs. He also spearheaded the launch of the Sayuj AI platform and new innovation programs, earning recognition as a Technology Icon driving India's deep-tech, startup, and digital transformation journey.

ASHISH KUMAR CHAUHAN: Architect of India's Digital Capital Markets

Ashish kumar Chauhan, Managing Director and CEO of NSE, is widely recognized as a pioneer of India's modern capital markets. Instrumental in creating the country's first fully automated screen-based trading system, commercial satellite communications network, and the benchmark NIFTY Index, he helped transform securities trading in India. After successfully leading BSE for a decade, he returned to NSE in 2022 and played a key role in the migration of SGX Nifty to GIFT Nifty, strengthening India's global financial positioning. With over 128 million registered investors participating in India's markets, Chauhan remains a Technology Icon driving financial innovation and market modernization.

ASISH MOHAPATRA: Driving SME Lending Innovation

Asish Mohapatra, Co-Founder of OXYZO Financial Services, has redefined SME lending in India through a technology-driven approach that leverages real-time transactional data from the OfBusiness ecosystem. By moving beyond traditional collateral-based lending, OXYZO enables faster and more efficient access to credit, often disbursing funds within 48 hours. An IIT Kharagpur and ISB alumnus, Mohapatra previously worked with McKinsey and Matrix Partners before co-founding OfBusiness and OXYZO. Under his leadership, OXYZO achieved unicorn status in 2022 with a $1 billion valuation. Recognized as a Technology Icon, he continues to bridge India's SME financing gap through fintech innovation.

BHAVISH AGGARWAL: Driving India's Mobility and AI Revolution

Bhavish Aggarwal, Co-Founder and CEO of Ola, has transformed India's mobility ecosystem since launching the country's leading ride-hailing platform in 2010. An IIT Bombay computer science graduate, he expanded his vision beyond transportation by spearheading India's electric vehicle revolution through Ola Electric. He further strengthened India's technology ambitions by founding Krutrim, the nation's first AI unicorn, developing AI solutions that support 22 Indian languages. Recognized by Forbes India's 30 Under 30, TIME's 100 Most Influential People, and the TIME100 Climate List, Aggarwal is celebrated as a Technology Icon advancing India's leadership in mobility, electric vehicles, and artificial intelligence.

BHAWNA AGARWAL: Leading India's Enterprise AI Growth

Bhawna Agarwal, Senior VP and MD of HPE India, is a seasoned business leader with over 25 years of experience across digital startups, media, and consumer technology. A Harvard Business School alumna, she joined HPE in 2019 to lead the Compute Business Unit and subsequently advanced to head key growth, account management, and industry vertical functions before becoming Managing Director in 2025. She now spearheads HPE's AI, cloud, and enterprise technology strategy in India, one of the company's largest global markets. Recognized as a Technology Icon, Agarwal champions digital transformation, enterprise innovation, and greater representation of women in technology leadership.

CP GURNANI : Driving Enterprise AI Innovation

C.P. Gurnani, Co-Founder of AIonOS and former CEO & Managing Director of Tech Mahindra, is one of India's most respected technology leaders. With over four decades of experience, he played a pivotal role in transforming Mahindra Satyam following its acquisition and helped establish Tech Mahindra as a global digital services powerhouse. Honored with accolades including EY Entrepreneur of the Year, CNBC Asia's India Business Leader of the Year, and VARINDIA IT Man of the Year, Gurnani continues to shape the future through AIonOS. His AI-driven SaaS platforms are transforming travel, logistics, transport, and hospitality, reinforcing his legacy as a Technology Icon.

DEEPINDER GOYAL: Transforming India's Digital Commerce

Deepinder Goyal, founder of Eternal Ltd and the visionary behind Zomato, transformed a startup launched in 2008 into one of India's most influential digital consumer platforms. An IIT Delhi alumnus and former Bain consultant, he led Zomato through its landmark stock market listing in 2021 and expanded its ecosystem through the acquisition of Blinkit, which emerged as a key growth engine. In 2026, after 18 years at the helm, Goyal stepped down as Group CEO to pursue new ventures in aerospace and health technology while continuing as Vice Chairman. He is widely recognized as a Technology Icon reshaping India's digital economy.

Dilip Asbe: Architect of India's UPI Revolution

Dilip Asbe, MD & CEO of NPCI, was the organization's first employee and architected India's digital payments revolution Mr. Asbe's achievements in NPCI include building high capacity platforms which are helping the nation to transform into less-cash. He is strong leader who has ensured the delivery of processing over 1 billion transactions a month, designing UPI, BHIM, IMPS, and RuPay. Under his leadership, UPI recorded over 228.5 billion transactions in 2025 alone and UPI registered over 241 billion transactions in the 2025–2026 financial year . Honored with the Changemaker of the Year and ET Policy Change Agent awards, Asbe is celebrated as a Technology Icon for democratizing real-time digital payments globally.

DR. SANJAY BAHL: Strengthening India's Cyber Defenses

Dr. Sanjay Bahl, Director General of CERT-In, is a veteran cybersecurity leader with over four decades of experience in information technology and digital security. Before leading India's national cyber incident response agency, he served as Global Chief Security Officer at TCS and Chief Security Officer of Microsoft India, where he built robust enterprise security frameworks. A recipient of the prestigious AESRM Excellence in Security Convergence Award, Bahl has played a pivotal role in advancing cybersecurity resilience. Under his leadership, CERT-In has strengthened international cooperation through initiatives such as Exercise Synergy, reinforcing India's digital security and critical infrastructure protection.

GIRISH MATHRUBOOTHAM: Pioneering India's Global SaaS Success

Girish Mathrubootham, Founder and Executive Chairman of Freshworks, transformed a startup launched from a Chennai apartment into India's first Nasdaq-listed SaaS company. Under his leadership, Freshworks achieved a landmark IPO in 2021 with a valuation exceeding $10 billion and now serves more than 150,000 businesses worldwide, including leading brands such as Honda, Cisco, Toshiba, and Bridgestone. Beyond building a global software enterprise, Mathrubootham has championed India's startup ecosystem through initiatives like SaaSBOOMi and Together Fund. By mentoring over 60 startups and nurturing innovation, he has earned recognition as a Technology Icon driving India's rise as a global SaaS powerhouse.

HARSH JAIN: Revolutionizing Sports-Tech in India

Harsh Jain, Co-Founder and CEO of Dream11, transformed fantasy sports in India by building the platform into the world's largest fantasy sports ecosystem. Since its launch in 2008, Dream11 has grown to over 200 million users, becoming India's first gaming unicorn in 2019. A graduate of the University of Pennsylvania and Columbia Business School, Jain has consistently driven innovation at scale. Under his leadership, Dream11 recently open-sourced Dream Horizon, the proprietary technology platform powering hundreds of millions of users and massive transaction volumes. Recognized as a Technology Icon, Jain continues to showcase India's ability to build world-class sports and gaming technology.

HARSHIL MATHUR: Powering India's Fintech Revolution

Harshil Mathur, Co-Founder and CEO of Razorpay, has been a driving force behind India's digital payments transformation since launching the company in 2014. Under his leadership, Razorpay has grown into a fintech powerhouse valued at $9.2 billion, processing over 30% of India's online payments and serving more than 8 million businesses. An IIT Roorkee alumnus and Y Combinator graduate, Mathur has earned prestigious honors including EY Entrepreneur of the Year and Fortune 40 Under 40. As Razorpay prepares for its next phase of growth, he is widely recognized as a Technology Icon shaping the future of India's digital economy.

JEET ADANI: Shaping India's Digital Infrastructure

Jeet Adani, Director of Adani Airport Holdings Ltd., is leading the transformation of India's aviation and digital infrastructure landscape. Overseeing the country's largest private airport network, he manages operations that handle approximately 25% of India's passenger traffic and 33% of its air cargo. A University of Pennsylvania engineering graduate, he also drives strategic initiatives across artificial intelligence, data centres, defence, petrochemicals, and digital platforms through Adani Digital Labs. Recognized in Economic Times' 40 Under Forty, Adani is spearheading an ambitious airport expansion program, reinforcing his position as a Technology Icon shaping India's next phase of infrastructure and technology growth.

KUNAL SHAH: Reinventing Digital Finance

Kunal Shah, Founder of CRED, has emerged as one of India's most influential fintech entrepreneurs. After transforming digital payments through FreeCharge, he launched CRED, a members-only fintech platform that rapidly became one of India's fastest-growing unicorns. Known for redefining how consumers engage with credit and rewards, Shah has played a key role in shaping the country's digital finance ecosystem. A Fortune India 40 Under 40 honoree, he is also among India's most active angel investors, backing more than 200 startups, including Razorpay and BharatPe. Recognized as a Technology Icon, Shah continues to drive innovation across fintech and entrepreneurship.

MOHIT JOSHI: Driving AI-Led IT Transformation

Mohit Joshi, CEO and Managing Director of Tech Mahindra, leads one of India's foremost digital transformation companies, with operations spanning over 90 countries and a workforce of more than 148,000 professionals. Bringing over two decades of global technology leadership experience, including his tenure as President of Infosys, he joined Tech Mahindra in 2023 to accelerate growth and innovation. Under his leadership, the company is advancing its AI-first strategy and strengthening its position in the global technology services market. Recognized as a Technology Icon, Joshi continues to champion India's emergence as a global hub for AI talent, digital innovation, and IT excellence.

N. Ganapathy Subramaniam: Advancing India's 6G Vision

N. Ganapathy Subramaniam (NGS), Chairman of Tata Elxsi, is a veteran technology leader with more than four decades of contribution to India's IT industry. He retired from TCS in 2024 as Chief Operating Officer and Executive Director after playing a pivotal role in transformative initiatives across banking, telecommunications, and public services worldwide. Today, he chairs Tata Elxsi and holds leadership roles across key Tata Group technology enterprises, including Tejas Networks and Tata Communications. Actively involved with the Bharat 6G Alliance and TSDSI, NGS is recognized as a Technology Icon driving India's product engineering excellence and next-generation telecom innovation.

NANDAN NILEKANI: Architect of Digital India

Nandan Nilekani, Co-Founder and Chairman of Infosys, helped transform a startup launched with just $250 in 1981 into India's first globally recognized IT powerhouse. Beyond corporate success, he played a defining role in shaping India's digital future as the founding Chairman of UIDAI, leading the creation of Aadhaar, which today serves over 1.4 billion citizens. His contributions to India Stack and the digital payments ecosystem helped lay the foundation for the rapid growth of UPI. A recipient of the Padma Bhushan and recognized among TIME's 100 Most Influential People in AI, Nilekani is a true Technology Icon.

NATARAJAN CHANDRASEKARAN: Leading Tata's Transformation

N. Chandrasekaran, Chairman of Tata Sons, made history in 2017 as the first non-family and non-Parsi leader to head the 150-year-old Tata Group. Before taking charge of the conglomerate, he served as CEO of TCS, where he transformed the company into India's most valuable enterprise and a global technology powerhouse. Under his leadership, the Tata Group has advanced its "One Tata" vision, driving collaboration, innovation, and growth across more than 100 companies worldwide. A recipient of the Padma Bhushan and a UK knighthood, Chandrasekaran is recognized as a Technology Icon shaping India's industrial and digital future.

PEYUSH BANSAL: Revolutionizing Eyewear Retail

Peyush Bansal, Co-Founder and CEO of Lenskart, has transformed India's eyewear industry through a technology-driven omnichannel model that combines digital convenience with a nationwide retail presence. Under his leadership, Lenskart has expanded to more than 2,400 stores, making quality eyewear accessible to millions of consumers. A McGill University engineering graduate and former Microsoft professional, Bansal built one of India's most successful consumer technology brands and led its landmark IPO in 2025. Widely recognized through his role on Shark Tank India, he is celebrated as a Technology Icon for democratizing affordable eyewear and driving innovation in retail and consumer technology.

PUNEET CHANDOK: Accelerating India's AI Future

Puneet Chandok, President of Microsoft India and South Asia, is leading the company's AI and intelligent cloud transformation across one of the world's fastest-growing digital economies. With leadership experience spanning Microsoft, AWS, McKinsey, and IBM, he brings deep expertise in technology, business strategy, and digital innovation. Chandok is a strong advocate for responsible AI adoption, emphasizing that AI will reshape and augment jobs rather than replace them. An honorary Doctor of Philosophy recipient from Bennett University and Chair of the CII AI Council, he is widely recognized as a Technology Icon driving India's AI-powered growth, innovation, and digital transformation journey.

RAJENDRA S.PAWAR: Architect of India's IT Education Revolution

Rajendra Singh Pawar, Non-Executive Chairman of Coforge and Co-founder of NIIT, played a transformative role in building India's IT talent ecosystem. In 1981, he founded NIIT, pioneering a technology education model that democratized computer learning and created opportunities for millions. An IIT Delhi alumnus and Padma Bhushan awardee, Pawar later co-founded NIIT Technologies, now Coforge, helping establish India's global IT services presence. He also launched the acclaimed Hole-in-the-Wall Education initiative, promoting self-learning through technology in underserved communities. Honored with FICCI's Lifetime Achievement Award, Pawar is recognized for shaping India's skilled digital workforce.

RAJESH NAMBIAR: Driving India's Tech Future

Rajesh Nambiar, President of NASSCOM, is a seasoned technology leader with more than three decades of experience across global enterprises including TCS, IBM, Ciena, and Cognizant. Before joining NASSCOM in 2024, he served as CMD of Cognizant India, leading a workforce of over 260,000 professionals. A graduate of Harvard Business School's Advanced Management Program, Nambiar has consistently championed innovation, talent development, and digital transformation. Today, he is steering NASSCOM's vision for India's rapidly expanding technology sector, with a strong focus on AI, digital skills, and global competitiveness, earning recognition as a Technology Icon shaping India's technology leadership.

RAJIV MEMANI: Shaping India's Growth Agenda

Rajiv Memani, Chairman and Regional Managing Partner of EY India, is a distinguished business leader overseeing more than 120,000 professionals across EY entities in India. A Chartered Accountant, he established EY India's market-leading Strategy & Transactions practice, helping shape the country's corporate and investment landscape. As Chair of EY's Global Growth Markets Council and President of CII (2025–26), he plays a key role in advancing economic development and business competitiveness. Memani has also contributed to major policy initiatives, including the Direct Tax Code task force, earning recognition as a Technology Icon driving India's economic and entrepreneurial transformation.

RAJU VEGESNA: Building India's Digital Infrastructure

Raju Vegesna, Chairman and Managing Director of Sify Technologies, is a visionary entrepreneur with a proven track record of building global technology businesses. He first gained prominence with ServerWorks, which became the world leader in x86 server chipsets, commanding a 90% market share before its $1.8 billion acquisition by Broadcom. After acquiring Sify in 2005, he transformed it into one of India's leading IT, network, cloud, and data center services companies. Now driving Sify's growth and AI-ready infrastructure expansion, including its planned IPO, Vegesna is recognized as a Technology Icon advancing India's digital and data-driven future.

RISHAD PREMJI: Leading Wipro's AI Transformation

Rishad Premji, Executive Chairman of Wipro, is steering one of India's largest global technology companies into the AI era. Since assuming leadership in 2019, he has driven strategic transformation across the organization, which today employs over 240,000 professionals worldwide. A Harvard MBA with prior experience at GE Capital and Bain & Company, Premji played a key role in launching Wipro Ventures and accelerating innovation-led growth. Under his leadership, Wipro has trained more than 235,000 employees in generative AI skills. As Wipro celebrates major global milestones, Premji is recognized as a Technology Icon shaping the future of AI-powered IT services.

RITESH AGARWAL: Building a Global Hospitality-Tech Leader

Ritesh Agarwal, Founder and CEO of OYO's parent company PRISM, transformed a startup launched at age 19 into one of the world's leading hospitality technology platforms. A recipient of the prestigious Thiel Fellowship, he became one of the world's youngest self-made billionaires and redefined budget hospitality through technology-driven innovation. Today, PRISM supports approximately 185,000 hotels and homes across 35 countries, empowering millions of entrepreneurs and small business owners worldwide. With strategic expansions, including the acquisition of Motel 6, and a major IPO in progress, Agarwal is recognized as a Technology Icon driving India's global hospitality and travel-tech success story.

Roshni Nadar Malhotra: Leading Technology with Purpose

Roshni Nadar Malhotra, Chairperson of HCLTech, made history as the first woman to lead a listed Indian IT services company. Since assuming leadership in 2020, she has guided HCLTech's growth as a global technology powerhouse operating across more than 60 countries with a market capitalization exceeding $55 billion. A graduate of Northwestern University and the Kellogg School of Management, she combines business leadership with a strong commitment to social impact. Through the Shiv Nadar Foundation, which has invested over $1.5 billion in education and nation-building initiatives, she is recognized as a Technology Icon driving innovation, leadership, and inclusive development.

S KRISHNAN: Advancing India's Tech Future

S. Krishnan, Secretary of MeitY, is a 1989-batch IAS officer with more than three decades of experience in public administration, economic policy, and technology governance. Having served at the International Monetary Fund and in several key government roles, he brings deep expertise to India's digital transformation agenda. Since taking charge in 2023, he has led strategic initiatives including the India Semiconductor Mission, India AI Mission, and implementation of the Digital Personal Data Protection Act. Under his leadership, India has achieved significant milestones in semiconductor development and digital infrastructure, earning him recognition as a Technology Icon driving the nation's technology self-reliance and innovation ecosystem.

SACHIN BANSAL: From E-Commerce to Fintech Innovation

Sachin Bansal, Chairman of Navi Technologies, is one of India's most influential technology entrepreneurs. As co-founder of Flipkart, he helped build the company into a $21 billion e-commerce giant before its landmark acquisition by Walmart in 2018. An IIT Delhi alumnus and TIME 100 honoree, Bansal later shifted his focus to financial inclusion by founding Navi Technologies. Demonstrating strong conviction, he invested nearly $400 million of his personal wealth into the venture. With Navi emerging as one of India's best-capitalized fintech companies ahead of its IPO, Bansal is recognized as a Technology Icon transforming both digital commerce and financial services.

SAMEER NIGAM: Powering India's Digital Payments Revolution

Sameer Nigam, Co-Founder and CEO of PhonePe, has played a transformative role in advancing India's digital payments ecosystem. Under his leadership, PhonePe has grown to serve over 600 million users, becoming one of the country's most trusted fintech platforms. A Wharton MBA and former Flipkart executive, Nigam guided the company to strong revenue growth and profitability while expanding its financial services portfolio. He also led PhonePe's redomiciling to India and its transition into a public company ahead of a planned IPO. Recognized with leading industry honors, Nigam is celebrated as a Technology Icon driving financial inclusion through India's UPI-powered digital economy.

SANDIP PATEL: Driving AI and Cloud Transformation

Sandip Patel, Managing Director of IBM India and South Asia, leads one of the region's largest technology operations, overseeing sales, consulting, services, and delivery teams across India, Bangladesh, Nepal, and Sri Lanka. With a workforce of nearly 100,000 professionals, he has been instrumental in advancing IBM's leadership in hybrid cloud, artificial intelligence, and enterprise transformation since assuming the role in 2020. A Chartered Accountant with advanced degrees in business and information systems, Patel also serves as Chairman of AMCHAM India's National Executive Board. He is recognized as a Technology Icon for accelerating AI adoption, cloud innovation, and digital transformation across industries.

SANJAY MALHOTRA: Modernizing India's Financial Future

Sanjay Malhotra, the 26th Governor of the Reserve Bank of India, brings more than three decades of experience across finance, taxation, power, IT & public administration. An IIT Kanpur computer science graduate with a Master's in Public Policy from Princeton University, he has held several key leadership roles, including Revenue Secretary and Chairman of the Rural Electrification Corporation. Since assuming office in December 2024, Malhotra has guided India's monetary policy through evolving economic challenges while promoting technology-driven financial inclusion and innovation. He is helping to shape a resilient, digitally empowered, and future-ready financial ecosystem for India.

SANJIB SAHOO: Reinventing Global B2B Platforms

Sanjib Sahoo, President of the Global Platform Group at Ingram Micro, is an Indian-American technology leader renowned for driving large-scale digital transformation. Originally from Kolkata and a Harvard Business School alumnus, he has built a distinguished career in Silicon Valley by combining innovation with business strategy. Sahoo spearheaded the development of Xvantage, Ingram Micro's AI-powered digital platform, intelligent automation engines, and numerous patent-pending innovations. His leadership has transformed Ingram Micro from a traditional distributor into a digital-first ecosystem enabler. He is well recognised as a Technology Icon shaping the future of global B2B commerce.

SRIDHAR VEMBU: Championing India's SaaS Success

Sridhar Vembu, Chief Scientist and Co-Founder of Zoho Corporation, has built one of the world's most successful bootstrapped software companies, proving that global scale can be achieved without external funding. Under his leadership, Zoho surpassed $1 billion in annual revenue while serving more than 100 million users worldwide. An IIT Madras graduate with a PhD from Princeton University and a Padma Shri awardee, Vembu has championed rural talent development through Zoho University and promoted self-reliant innovation through Made-in-India technology products. As a member of the National Security Advisory Board, he is recognized as a Technology Icon advancing India's global software leadership.

SUNDARARAMAN RAMAMURTHY: Revitalizing BSE

Sundararaman Ramamurthy, MD and CEO of BSE Ltd., is a veteran capital markets leader with nearly four decades of experience across leading financial institutions and stock exchanges. Having spent close to 20 years at NSE in key leadership roles, he played a significant part in the development of derivatives, indices, market data, and clearing operations. Since taking charge of BSE in 2023, he has driven a remarkable transformation by relaunching index derivatives and significantly expanding market share. Under his leadership, BSE has achieved strong revenue growth and enhanced shareholder value, earning him recognition as a Technology Icon modernizing India's premier stock exchange.

SUNIL BHARTI MITTAL: Connecting a Digital World

Sunil Bharti Mittal, Founder and Chairman of Bharti Enterprises, is a pioneering entrepreneur who transformed Bharti Airtel from a single-city telecom operation into a global communications powerhouse serving hundreds of millions of customers across multiple countries. A recipient of the Padma Bhushan and an honorary Knight Commander of the British Empire, Mittal has earned global recognition for his contributions to the telecom industry, including the GSMA Lifetime Achievement Award. Beyond business, he is committed to social impact through the Bharti Airtel Foundation, which supports education initiatives across India. He is widely recognized for helping to shape the modern telecommunications era.

TARUN MEHTA: Driving India's EV Revolution

Tarun Mehta, Co-Founder and CEO of Ather Energy, has been at the forefront of India's electric mobility transformation since launching the company in 2013. An IIT Madras graduate in Engineering Design, he built Ather into one of India's leading electric two-wheeler brands, known for its smart scooters and the innovative Ather Grid charging network. Recognized in Forbes 30 Under 30 and Fortune 40 Under 40, Mehta has consistently championed technology-led innovation in sustainable transportation. His successful leadership of Ather's landmark IPO further highlighted India's growing capability to build world-class EV brands, earning him recognition as a Technology Icon in clean mobility.

TUHIN KANTA PANDEY: Modernizing India's Capital Markets

Tuhin Kanta Pandey, Chairman of SEBI, is a distinguished 1987-batch IAS officer with extensive experience in public finance, economic policy, and market reforms. Prior to leading SEBI, he served as Union Finance Secretary and played a key role in landmark initiatives such as the Air India divestment and LIC's historic public listing. Since assuming office in 2025, he has championed reforms that have strengthened India's position as one of the world's leading IPO markets. With over 140 million unique investors participating in the capital markets, Pandey is recognized as a Technology Icon driving transparency, efficiency, and digital innovation in India's financial ecosystem.

V.S. HARIHARAN: Powering Global Tech Distribution

V.S. Hariharan, MD and Group CEO of Redington Ltd., leads one of the world's largest technology distribution and supply chain businesses, with operations across 40 markets and revenues exceeding $11 billion Plus. Bringing more than 35 years of experience, he has held senior leadership positions at Hewlett Packard and Wipro Infotech, alongside entrepreneurial ventures in renewable energy solutions. Under his leadership, Redington has evolved into a strategic technology orchestrator, connecting global OEMs, partners, and customers across emerging markets. His appointment to the Executive Committee of the Global Technology Distribution Council underscores his influence to shape the future of global technology distribution.

VIJAY SHEKHAR SHARMA: Pioneering India's Fintech Revolution

Vijay Shekhar Sharma, Founder and CEO of One97 Communications, transformed a startup launched in 2000 into Paytm, one of India's most influential digital payments platforms. A visionary entrepreneur, he pioneered innovations that made Paytm the first digital wallet to secure licenses across banking, stockbroking, and insurance services. Under his leadership, the company attracted a landmark investment from Berkshire Hathaway and achieved a record-breaking IPO in 2021. Today, Paytm serves hundreds of millions of consumers and merchants, playing a key role in India's digital economy. Recognized as a Technology Icon, Sharma continues to drive innovation in digital finance and financial inclusion.

YASHISH DAHIYA: Transforming Digital Insurance

Yashish Dahiya, Co-Founder and Group CEO of PB Fintech, has revolutionized India's insurance and financial services landscape through Policybazaar and Paisabazaar. Since launching Policybazaar in 2008, he has built the country's leading digital insurance platform, helping millions of consumers access financial protection with greater transparency and convenience. An alumnus of IIT Delhi, IIM Ahmedabad, and INSEAD, Dahiya previously held leadership roles at Bain & Company and ebookers.com. Under his guidance, PB Fintech achieved a successful public listing and continues to deliver strong growth while advancing AI-driven insurance innovation & democratizing financial security across India.

TOP SYSTEM INTEGRATORS (SIs) IN INDIA – 2026

System Integrators (SIs) and Solution Partners have evolved from technology implementers into strategic business transformation partners. They help organizations modernize legacy infrastructure, accelerate cloud adoption, deploy AI-driven solutions, strengthen cybersecurity, and enable secure hybrid work environments. Through advanced technologies such as Zero Trust security, analytics, automation, and Industry 4.0, SIs improve operational efficiency and business agility.

By integrating cloud, networking, data centers, AI, and cybersecurity solutions, SIs help enterprises reduce costs, enhance resilience, ensure regulatory compliance, and drive innovation. Their expertise is critical in solving real-time challenges across banking, healthcare, manufacturing, telecom, government, and retail sectors, enabling organizations to remain competitive in a rapidly evolving digital economy.

01 TIER-1 GLOBAL & INDIAN SYSTEM INTEGRATORS

1. Tata Consultancy Services (TCS)
2. Infosys
3. HCLTech
4. Wipro
5. Tech Mahindra
6. LTIMindtree
7. Mphasis
8. Coforge
9. Persistent Systems
10. Hexaware Technologies

02 ENTERPRISE INFRASTRUCTURE & CYBERSECURITY INTEGRATORS

21. Value Point Systems
22. Softcell Technologies
23. Orient Technologies
24. Dynacons Systems and Solutions
25. Team Computers
26. PC Solutions
27. Velocis Systems
28. CMS IT Services
29. Microland
30. Allied Digital Services

03 ENTERPRISE INFRASTRUCTURE & CYBERSECURITY INTEGRATORS

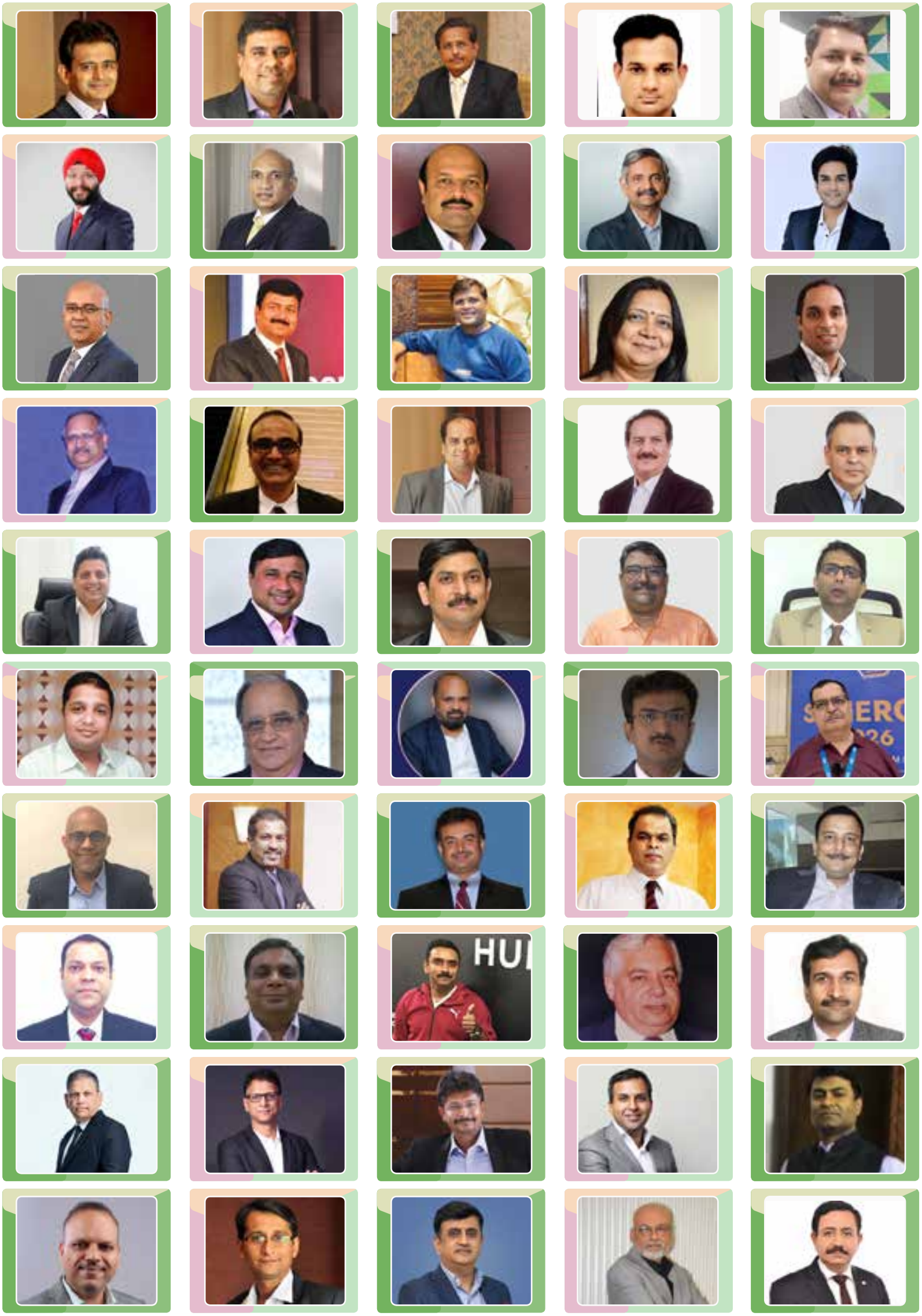
21. Value Point Systems
22. Softcell Technologies
23. Orient Technologies
24. Dynacons Systems and Solutions
25. Team Computers
26. PC Solutions
27. Velocis Systems
28. CMS IT Services
29. Microland
30. Allied Digital Services

04 CLOUD, DATA CENTER & MANAGED SERVICES INTEGRATORS

31. Sify Technologies
32. CtrlS Datacenters
33. Yotta Data Services
34. ESDS Software Solution
35. Netmagic Solutions

These organizations collectively drive a significant share of India's enterprise technology deployments, making them key partners for digital transformation, cybersecurity modernization, AI adoption, and cloud migration initiatives.

TOP 100 SOLUTION PARTNERS IN INDIA



TOP 100 SOLUTION PARTNERS IN INDIA

COMPANY NAME	CONTACT PERSON	DESIGNATION	WEBSITE	CITY
ACMA Computers Ltd.	Biren Selarka	MD	www.acmacomputers.com	Mumbai
ACPL Systems Pvt. Ltd.	Vishal Bindra	CEO	www.acpl.com	Gurugram
Allied Digital Services Pvt. Ltd.	Nitin Shah	Cmd	www.allieddigital.net	Mumbai
Alstonia Consulting LLP	Adarsh Sahu	Founder & CEO	www.alstoniaconsulting.com	New Delhi
Altisec Technologies	Sandeep Dusane	President	www.altisec.in	Mumbai
Arrow PC Network Pvt. Ltd.	Gurpreet Singh	Founder & MD	www.arrowpcnetwork.com	New Delhi
Ashtech Infotech Pvt. Ltd.	Saurin Shah	MD	www.ashinfo.com	Mumbai
Aujas Cybersecurity Ltd.	Sameer Shelke	Co-founder & CEO	www.aujas.com	Gurugram
Bahwan Cybertek Ltd.	S. Durgaprasad	Co-founder, Director & Group CEO	www.bahwancybertek.com	Chennai
Binary Group	Prakhar Toshniwal	Co-ceo	www.binarycomputersystems.com	New Delhi
Black Box Ltd.	Sanjeev Verma	President & CEO	www.blackbox.com	Mumbai
Bloom Electronics Pvt. Ltd.	S. Karthikeyan	MD	www.bloomcomputers.in	Coimbatore
Bluecom Infotech Pvt. Ltd.	Birendra Yadav	MD	www.bluecom.co.in	Mumbai
Cache Digitech Pvt. Ltd.	Prarthana Gupta	Chairperson	www.cachedigitech.com	New Delhi
Capillary Technologies	Aneesh Reddy	Founder, MD & CEO	www.capillarytech.com	Bengaluru
Capricot Technologies Pvt. Ltd.	Chakresh Jain	Chairman	www.capricot.com	Gurugram
CDP India Pvt. Ltd.	Nikesh Sakaria	MD	www.cdpindia.com	Mumbai
Central Data Systems Pvt. Ltd.	Kota Subrahmanya	Director	www.cdspl.com	Bengaluru
CMS IT Services Pvt. Ltd.	Neeraj Sharma	CEO	www.cmsitservices.com	Bengaluru
Coforge Technologies Ltd.	Sudhir Singh	CEO	www.coforge.com	Gurugram
Comnet Solutions Pvt. Ltd.	Sanjay Divekar	Director	www.comnetinfo.com	New Delhi
Comprompt Solutions LLP	Manish B. Sanghrajka	Founder & Director	www.comprompt.co.in	Mumbai
Corporate Infotech Pvt. Ltd.	Vinod Kumar	MD & CEO	www.cipl.org.in	New Delhi
Deltakraft Solutions Pvt. Ltd.	Dnyanesh Kulkarni	Founder & Director	www.deltakraft.com	Mumbai
Dev Information Technology Ltd.	Pranav Pandya	Founder & Chairman	www.devitpl.com	Ahmedabad
Diamond Infotech Pvt. Ltd.	Manoj Rathi	Director	www.dipl.co.in	Kolkata
Dynacon Systems & Solutions Ltd.	Shirish Anjaria	CEO	www.dynacons.com	Mumbai
E Square System & Technologies Pvt. Ltd.	Dhirendra Kumar Khandelwal	MD	www.estpl.in	Bhubaneswar
Eden Infosol Pvt. Ltd.	Romil Sheth	Founder & Director	www.edeninfosol.com	Mumbai
Elcom Group	Sunil Narang	Director	www.elcomonline.com	New Delhi
Embee Software Pvt. Ltd.	Sudhir Kothari	MD & CEO	www.embee.co.in	Kolkata
Essen Vision Software Pvt. Ltd.	Nityanand Shetty	Founder & CEO	www.essenvision.com	Mumbai
Essi Integrated Technologies Pvt. Ltd.	Abhay Jha	CEO	www.essi.co.in	Gurugram
Frontier Business Systems Pvt. Ltd.	Ravi Verdes	Founder & MD	www.frontier.in	Bengaluru
Futuresoft Solutions Pvt. Ltd.	Vipul Datta	CEO	www.fspl.co.in	New Delhi
Galaxy Office Automation Pvt. Ltd.	Sanjay Patodia	CEO	www.goapl.com	Mumbai
Go IP Global Services Pvt. Ltd.	Anil Mittal	MD	www.goip.in	Noida
Gowra Bits & Bytes Pvt. Ltd.	Subbaram Gowra	MD	www.gbb.co.in	Hyderabad
Groovy Communications India Pvt. Ltd.	Ashok Grover	Director	www.groovyindia.in	New Delhi
Gurusons Communications Pvt. Ltd.	Soami Bhatia	Director	www.gurusons.com	New Delhi
Hexaware Technologies Ltd.	R Srikrishna	CEO	www.hexaware.com	Noida
Hitachi Systems India Pvt. Ltd.	Raj Kamal Singhal	CEO	www.hitachi-systems-mc.com	Mumbai
Insight Business Machines Pvt.Ltd.	Piyush Vibhakar	CEO	www.insightindia.com	Mumbai
Inspira Enterprise India Pvt. Ltd.	Vishal Jain	Joint MD	www.inspiraenterprise.com	Mumbai
Intec Infonet Pvt. Ltd.	Rajiv Ranjan	CEO	www.intecinfonet.com	New Delhi
Intelegain Technologies Ltd.	Neeraj Gargi	CTO & Co-founder	ww.intelegain.com	Mumbai
Intensity Global Technologies Pvt. Ltd.	Aditya Narain Kakkar	Director	www.igtpl.co.in	New Delhi
Iris Waves Pvt.Ltd.	Himanshu Chawla	CEO	www.irisworld.net	New Delhi
JNR Management Resources Pvt LTD	Prashant Jain	Director	www.jnrmr.com	New Delhi
Johnson Controls (India) Pvt. Ltd.	Arun Awasthy	President & MD	www.johnsoncontrol.com	Gurugram

COMPANY NAME	CONTACT PERSON	DESIGNATION	WEBSITE	CITY
Konverge Technologies Pvt.Ltd.	Prateek Chandrayan	CEO	www.konverge.ai	Gurugram
Lauren Information Technologies Pvt. Ltd.	Rawlin Pinto	Chairman	www.lauren.co.in	Mumbai
LDS Infotech Pvt. Ltd.	Amarnath Shetty	MD	www.ldsinfotech.com	Mumbai
Locuz Enterprise Solutions Ltd.	Vijay Wadhi	MD	www.locuz.com	Hyderabad
Magnamious Systems Pvt. Ltd.	Jiten Mehta	Chairman & MD	www.magnamious.com	Mumbai
Microworld Infosol Pvt. Ltd.	Vikram Singh	MD & Founder	www.microworldinfosol.com	Faridabad
Miracle Tech Distributors Pvt. Ltd.	Rajesh Goel	Founder & Director	www.miracletech.in	Mumbai
Motherson Technology Services Ltd.	Rajesh Thakur	CEO	www.mothersontechnology.com	Noida
Niveshan Technologies India Pvt. Ltd.	Kumar Bachchan	CEO & MD	www.niveshan.com	New Delhi
Noventiq Holdings PLC	Vinod Nair	President - India Operations	www.noventiq.com	Mumbai
NTT Ltd.	Gaurav Agarwal	MD & CEO	www.nttdata-solutions.com	Hyderabad
Omnilink Technology Pvt. Ltd.	Rajesh Kumar Dora	MD	www.omnilink.net.in	Bhubaneswar
Orange Business Services	Chalapathi Rao	Country GM - India	www.orange-business.com	Mumbai
Orbit Techsol India Pvt. Ltd.	Sushil Jain	CEO	www.orbitindia.net	New Delhi
Orient Technologies Pvt. Ltd.	Ajay Sawant	MD	www.orientindia.com	Mumbai
P C Solutions Pvt. Ltd.	Devendra Taneja	Founder & CEO	www.e-pspl.com	New Delhi
Pentagon System And Services Pvt. Ltd.	Sairaman Mudaliar	Co-founder & Director	www.pentagon.co.in	Mumbai
Persistant Systems Ltd.	Sandeep Kalra	CEO	www.persistent.com	Pune
Precision Informatic Madras Pvt.Ltd.	Murali Viswanathan	Founder	www.precisionit.co.in	Chennai
Proactive Data Systems Pvt. Ltd.	Rajiv Kumar	MD & CEO	www.proactive.co.in	New Delhi
Progressive Infotech Pvt. Ltd.	Prateek Garg	Founder & MD	www.progressive.in	Noida
Quadrasystems.net (India) Pvt. Ltd.	S Prashanth	Co-founder & Director	www.quadrasystems.net	Coimbatore
Radiant Info Solutions Pvt.ltd	Nishant Gupta	Cmd	www.radiant.in	New Delhi
Raksha Technologies Pvt. Ltd.	V. Anand	CEO & Director	www.rakshatech.com	Chennai
Secure Network Solutions India Pvt. Ltd.	N K Mehta	Founder & CEO	www.snsin.com	Chennai
SHRO Systems Pvt. Ltd.	Anirudh Shrotriya	MD	www.shrosystems.com	Pune
Shweta Computers	Lalit Kothari	Director	www.shwetacomputers.com	Hyderabad
Silver Touch Technologies Ltd.	Jignesh Patel	Director	www.silvertouch.com	Ahmedabad
SISL Infotech Pvt. Ltd.	Akash Nangia	Director	www.sislinfotech.com	New Delhi
Softcell Technologies Global Pvt. Ltd.	Sunil Dalal	MD	www.softcell.com	Mumbai
Softwareone India	Munish Gupta	MD	www.softwareone.com	Gurugram
Sonata Software Ltd.	Sujit Mohanty	MD & CEO	www.sonata-software.com	Bengaluru
Spark Technologies Pvt. Ltd.	Sewak Nautiyal	Founder & MD	www.sparkindia.com	New Delhi
Starlight Data Solutions Pvt. Ltd.	Sadananda Sahoo	Co- Founder & CEO	www.starlightdata.in	Noida
Sujata Computers Pvt. Ltd.	Dr.s M Lodha	CEO	www.sujataindia.com	Mumbai
Swan Solutions & Services Pvt.Ltd.	Nitin Alsi	Executive Director	www.swansol.com	Mumbai
Symmetrix Computer Systems Pvt. Ltd.	Dinesh Dhanapathi	CEO	www.symmetrix.in	Bengaluru
T D Media Network Pvt. Ltd.	Narender Singh Manral	Chairman	www.tdmnetworks.net	New Delhi
Targus Technologies Pvt. Ltd.	Col. Balwinder Singh	Director	www.targustech.com	Gurugram
Team Computers Pvt. Ltd.	Ranjan Chopra	MD	www.teamcomputers.com	New Delhi
Techcentrics It Pvt. Ltd.	Sunny Verma	Founder & CEO	www.tech-centrics.com	Gurugram
Techigent Technologies Pvt. Ltd.	Sunita Tiwari	MD	www.techigent.in	Mumbai
Thoughtsol Infotech Ltd.	Vinet Kuumar	CEO	www.thoughtsol.in	Noida
Trident Information Systems Pvt.Ltd.	Anita Jain	CEO	www.tridentinfo.com	Delhi
Value Point Systems Pvt. Ltd.	R S Shanbhag	Founder, Chairman & CEO	www.valuepointsystems.com	Bengaluru
VDA Infosolutions Pvt. Ltd.	Deepak Jadhav	Director	www.vdainfosolutions.com	Mumbai
Velocis Systems Pvt. Ltd.	Atul Bansal	MD	www.velocis.in	Noida
Vibs Infosol Pvt. Ltd.	Vibhore Shrivastava	Co-founder & MD	www.vibsinfosol.com	Indore
Vishal Peripherals	Vishal Hisariya	MD	www.vishalperipherals.com	Hyderabad
Wysetek Systems Technologists Pvt. Ltd.	Cherian Thomas	Co-founder	www.wysetek.com	Mumbai

Technology Alliances Drive India's TECH FUTURE

Channel and Alliance leaders have become key architects of growth in India's rapidly evolving technology ecosystem. In an era where innovation is increasingly driven by collaboration, these professionals serve as the critical bridge between technology vendors, system integrators, cloud providers, distributors, resellers, and software partners. Their ability to build strong ecosystems enables organizations to expand market reach, accelerate digital transformation, and deliver greater value to customers across industries.

India's technology landscape is undergoing a significant transformation, where success is no longer determined by individual companies alone. Strategic partnerships are bringing together infrastructure, innovation, capital, regulatory expertise, and market access to create scalable solutions for a digital-first economy. By aligning partner capabilities with business objectives, Channel and Alliance leaders play a direct role in driving revenue growth, market penetration, and competitive differentiation in one of the world's most diverse and dynamic markets.

As cloud computing, artificial intelligence, cybersecurity, and digital platforms reshape industries, these leaders face the challenge of adapting to evolving business models and partner expectations. Success now requires a combination of technical expertise, market intelligence, relationship management, and collaborative leadership. Building resilient partner ecosystems has become essential for addressing complex customer needs and accelerating technology adoption.

The growing collaboration between global technology giants and Indian enterprises is creating a more integrated digital ecosystem. While global firms contribute advanced technologies and best practices, Indian organizations provide local market insights and regulatory understanding. Together, these alliances are shaping India's journey toward becoming a global digital powerhouse, proving that collaboration is the foundation of sustainable innovation and inclusive growth.

PANKAJ DESSAI

COUNTRY MANAGER – CHANNEL & SMB, AMD INDIA PVT. LTD.

PRADEEPTO DEY

DIRECTOR – CHANNELS & ALLIANCES, AUTODESK INDIA PVT. LTD.

MANISH ALSHI

E.D– ALLIANCES & CHANNELS (INDIA & SAARC) , CHECKPOINT SOFTWARE TECHNOLOGIES INDIA PVT. LTD.

NAVANEETH RADHAKRISHNAN

HEAD–DISTRIBUTION & RESELLER CHANNEL–INDIA SAARC, CISCO SYSTEMS INDIA PVT. LTD.

RITESH SHAH

DISTRIBUTION & PARTNER MANAGER, COMMVAULT SYSTEMS (I) PVT. LTD.

ATUL MEHTA

SR. DIRECTOR & GM–COMMERCIAL CHANNEL , DELL TECHNOLOGIES

GOPALASWAMY SRINIVASAN

SR. DIR– CHANNEL PARTNER ECO–SYSTEM, HEWLETT PACKARD ENTERPRISE INDIA PVT. LTD.

DARSSHAN SOMAIYA

HEAD – PARTNER & ALLIANCES (INDIA & SAARC) , HITACHI VANTARA

SURYANARAYAN C S

NETWORKING CHANNEL LEADER, HPE ARUBA NETWORKING

GAURAV KHANNA

MANAGING EXECUTIVE–STRATEGIC PARTNERSHIPS, ECOSYSTEM–GSIS & BIG4S INDIA/SA, IBM INDIA PVT. LTD.

HARSHVARDHAN KATHALEY

HEAD PARTNER SALES (SA), NOKIA

ARVIND CHHABRA

DIRECTOR–ONE CHANNEL, LENOVO INDIA PVT. LTD.

HARSH VAISHNAV

HEAD OF CHANNELS–SOUTHERN ASIA, NUTANIX TECHNOLOGIES INDIA PVT. LTD.

RAJEEV K ABICHANDANI

DIRECTOR– CHANNEL (INDIA & SAARC), PALOALTO NETWORKS INDIA PVT. LTD.

JITHESH CHEMBIL

HEAD–CHANNELS (INDIA), PURE STORAGE INDIA PVT. LTD.

AUSIM KHAN

DIRECTOR–PARTNER ECO–SYSTEM (INDIA & SOUTH ASIA), REDHAT INDIA PVT. LTD.

RAJEEV GUPTA

CHANNEL SALES DIRECTOR–INDIA & SAARC, SOPHOS TECHNOLOGIES PVT. LTD.

GAURAV SAXENA

DIRECTOR– CHANNEL & ALLIANCES, VEEAM SOFTWARE PVT. LTD.

ANURUP SINGHAL

REGIONAL V.P., ZSCALER SOFTTECH INDIA PVT. LTD.

SHAILESH TRIPATHI

SR. DIR – COMMERCIAL CHANNEL & SUPPLIES, HP INDIA SLAES PVT. LTD.

JAYA MAHADEVAN

DIRECTOR–CHANNEL & ALLIANCES, MICROSOFT CORPORATION INDIA PVT. LTD.

RUPESH SABHARWAL

CHANNEL HEAD, LG ELECTRONICS INDIA LTD.

JATIN BHARGAVA

CHANNEL HEAD, ALIBABA GROUP

PRAKASH TG

HEAD– CHANNEL ALLIANCES, NVIDIA GRAPHICS PVT. LTD.

MANISH GULATI

SR. DIRECTOR– HEAD SALES & CHANNELS, SAMSUNG INDIA

Biren Selarka
Managing Director, ACMA Computers Ltd

acma COMPUTERS LTD

From the *Dawn of Computers* to AI Futures

Founded more than three decades ago, at a time when computers were just beginning to find their place in Indian enterprises, ACMA began with a clear and purposeful vision: to grow alongside technology and help organizations adopt it with confidence. From the outset, the belief was simple yet powerful—that success in IT would belong to those who could anticipate change and adapt ahead of it.

As technology advanced through waves of innovation, globalization, and government-led modernization, the organization evolved in step with the changing needs of the corporate world. What began as a focus on hardware gradually transformed into the delivery of modular, high-quality IT solutions—designed for reliability, scalability, and integrated business outcomes.

Cloud, IoT, and intelligent data systems reshaped the technology landscape—shifting the focus from infrastructure management to digital, intelligent workplaces. By adapting early, the organization stayed ahead and continued delivering long-term value.

Enterprise Transformation

Today, AI and automation power IT, operations, cybersecurity, and customer engagement. Strategic investments in skills, hybrid cloud, and managed services help organizations innovate confidently and drive measurable outcomes.

With 800+ professionals, the journey reflects long-term vision, adaptability, and responsible innovation—staying relevant across every generation of technology while building lasting trust.

The Technology Evolution Timeline of ACMA Computers Ltd

1990s
HARDWARE ERA

Foundation & distribution

Computers arriving in Indian enterprises for the first time. ACMA grows alongside hardware adoption, building trust as an early technology enabler for businesses navigating the digital shift

Endpoints · Data center · Servers · Storage · SD WAN

FOUNDED

2000s
SOLUTION ERA

Modular IT solutions

Globalization drives demand for scalable, integrated infrastructure. Hardware focus gives way to full-stack solution delivery with reliability and measurable business outcomes at the core

Networking · System Integration · Scalability · WiFi

EXPANSION

2010s
DIGITAL ERA

Cloud & intelligent data

Cloud, IoT, and data systems reshape client relationships. Shift from managing infrastructure to enabling intelligent, digital workplaces-driving transformation across industries

Cloud · IoT · Managed services · BI tools

TRANSFORMATION

Today
AI ERA

AI & automation

AI woven into IT, cybersecurity, operations, and customer engagement. Hybrid cloud capabilities and 800+ professionals delivering measurable, competitive outcomes with confidence

AI · Automation · Cybersecurity · Hybrid cloud

PRESENT

BM Infotrade
Keep IT Simple

Where Execution Meets Innovation to Drive Business Impact

Future of India's IT Landscape

India's IT industry is entering a phase of accelerated transformation, driven by AI, cloud computing, cybersecurity, and data-led decision-making. The focus is steadily shifting from traditional service delivery to intelligent, scalable, and outcome-driven solutions that can support long-term business growth. To align with this evolving landscape, we have strategically built two focused organizations—BM Infotrade Pvt. Ltd. and Snohbricks Technology. BM Infotrade focuses on cloud, cybersecurity, and enterprise IT transformation services, while Snohbricks drives AI-led product innovation through SnohAI.

Lessons from Customers' Digital Transformation

One of the biggest learnings from customers' digital transformation journeys is that transformation is no longer just a technology challenge; it is also a mindset and execution challenge. While organizations are increasingly open to adopting change, many still struggle with integration, change management, and deriving measurable business outcomes. Enterprises today are also looking for integrated, end-to-end platforms rather than fragmented solutions.

Standing Out in an AI-Driven Market

In an AI-driven market, differentiation comes from delivering practical, business-ready solutions. While BM Infotrade delivers enterprise IT services across cloud, cybersecurity, and analytics, Snohbricks, through SnohAI, focuses on AI-powered platforms for workflow automation, intelligent document processing, and enhanced data accessibility.

Investments & Strategic Partnerships

Our investments are centered around AI innovation, cloud infrastructure, cybersecurity capabilities, talent development, and scalable platforms. Strategic partnerships with global technology leaders further strengthen our ability to deliver integrated and future-ready solutions.

MOST PROMISING PARTNER 2026

Dr. Mukul Gupta
Managing Director
BM Infotrade Pvt. Ltd.

Building Long-Term Customer Trust

We believe trust is built through consistency, transparency, and consultative engagement. By aligning technology strategies with customer business goals and supporting clients throughout their transformation journey, we aim to become long-term strategic partners rather than just service providers.

BM Infotrade®
Keep IT Simple

SMARTER SOLUTIONS EMPOWERED BUSINESSES

BM Infotrade empowers organizations to innovate, secure, and scale with cutting-edge technologies and intelligent solutions.

OUR SERVICES

- CLOUD TECHNOLOGY
- DATA & AI
- CYBER SECURITY
- DIGITIZATION
- DEVOPS

ENTERPRISE SOLUTIONS

- INTELLIGENT DOCUMENT PROCESSING
- BUSINESS PROCESS MANAGEMENT
- DOCUMENT MANAGEMENT SYSTEM
- AGENTIC AI
- COMPUTER VISION

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Delivering Next-Gen
End-to-End IT Excellence
and Transformation

Prarthana Gupta
Founder, Chairperson & Managing Director
Cache Digitech Pvt. Ltd.

"Thirty-four plus years of building Cache Digitech has taught me one enduring truth: technology is never the real story. The real story is about the businesses we transform, the risks we help eliminate, and the trust we earn—one commitment at a time. As we enter the Cache 2.0 era, I want to share not just where the market is heading, but how we intend to lead it."

Future of India's IT Landscape

India's IT industry is at a genuine inflection point. What is different today is the convergence of AI, cloud maturity, and cybersecurity. AI is moving from proof-of-concept to production at speed, cloud architectures have become trusted by even regulated industries, and cybersecurity has become a board-level imperative rather than an IT department concern.

At the same time, regulatory developments such as the DPDP Act and evolving cybersecurity mandates are pushing organisations to bring greater accountability to technology adoption. For Cache Digitech, this is precisely the moment we have been positioning for. With over 30 years of expertise across IT infrastructure, cybersecurity, cloud, and AI, backed by a 24x7 NOC and SOC, we are not catching up to this wave—we are well-positioned to help customers navigate and benefit from it. Our expansion beyond India reflects our intent to take these capabilities to a broader global customer base as well.

Customer Readiness for Digital Transformation

One thing I have learned from hundreds of customer conversations is that organisations are rarely as ready for transformation as leadership believes, and rarely as unprepared as IT teams fear. The gap is almost never about technology. It is about people, processes, and the organisational willingness to change how work actually gets done.

The most common pitfall I see is what I call "digital decoration"—layering new technology on top of legacy processes and calling it transformation. A company that automates a broken workflow is simply failing faster. At Cache Digitech, we begin with a readiness conversation, not a product conversation. This philosophy is reflected in our Cache CareStack™ offerings, which are designed to meet customers at different stages of their transformation journey rather than forcing a one-size-fits-all approach. We focus on understanding leadership alignment, cultural dynamics, and change-management appetite because transformation that lasts must be owned by the customer, not delivered at them.

Standing Out in an AI-Driven Market

Every IT services company today claims to be an AI company. Every presentation includes generative AI, and every proposal talks about machine learning. The noise is extraordinary, making it increasingly difficult for customers to distinguish genuine capability from marketing positioning.

Our answer is deliberate differentiation. We are not deploying AI as a badge; we are embedding it where it creates measurable operational leverage. Whether through AI-Ops, security automation, or industry-specific solutions built with hyperscaler ecosystems, our focus is on real outcomes. More importantly, our differentiation is not just technological—it is human. We have anchored Cache Digitech around OT/ICS-ready infrastructure, hyperscaler-led ecosystems, and AI-driven security because these are the areas where our experience creates a defensible and meaningful position. We see ourselves as AI-fluent partners who augment human judgment rather than replace it.

Investments & Strategic Partnerships

The temptation in a high-growth market is to spread bets widely. In my experience, that is exactly the wrong instinct. The organisations that will navigate the next phase of disruption successfully are those that make focused, conviction-led investments.

For Cache Digitech, that means concentrating on AI-led automation, resilient infrastructure, and ecosystem partnerships. We continue to invest in AI-Ops, Security Automation, and FinOps while strengthening capabilities around OT/ICS-ready infrastructure and hybrid environments. Equally important are our alliances with Cisco, Dell, Fortinet, Broadcom, Wiz.io, Red Hat, IBM, Trellix, AWS, Azure, and Google Cloud.

What excites me most about Cache 2.0 is our ecosystem 'swarm' model—bringing together our strengths with those of hyperscalers, ISVs, and Indian startups to deliver integrated, outcome-driven solutions. This is how we intend to scale, create long-term value, and progress towards our $500 million revenue aspiration by 2030.

Building Long-Term Customer Trust

I will be direct: the managed services industry continues to face a trust challenge. At times, the industry has focused more on contracts and renewals than on long-term customer outcomes, leaving customers feeling managed rather than genuinely partnered.

Everything about Cache 2.0 is designed to invert that dynamic. The shift I am asking our organisation to make is from a supplier mindset to a co-owner mindset. That means understanding not just a customer's technical requirements, but also their business priorities, regulatory concerns, and strategic objectives. It means identifying risks before customers discover them and having the courage to provide honest advice even when it is not the easiest commercial decision.

Credibility is built through consistency, transparency, and accountability. Ultimately, the $500 million target is not what drives me. What drives me is building the company that India's CIOs trust most—the partner they point to when asked who truly transformed alongside them. That is the Cache Digitech I am building. The strongest signals of partnership are often the most subtle—when a customer calls us before issuing an RFP, includes us in strategic planning discussions, or seeks our perspective on critical business decisions. Those are the moments that demonstrate trust has moved beyond a contract and evolved into a genuine partnership.

NUTANIX

SCALE KUBERNETES. NOT CHAOS.

Nutanix simplifies what's next. Run virtual machines, containers, and AI workloads on a unified platform—across datacenters, public clouds, and the edge.
No silos. No replatforming. No complexity.

One Platform. Any Cloud.

Explore Kubernetes Without Complexity:

MOST PROMISING PARTNER 2026

DATAMATION

Committed to Delivering Greater Value Consistently

Pawan Agarwala
Group CEO
Datamation Services

Standing Out in an AI-Driven Market

The technology market is becoming more competitive every day. Artificial intelligence is changing how businesses operate, and many new players are entering the market with aggressive pricing and bold promises. In this environment, standing out requires more than just selling products.

At Datamation, we are building our reputation on four strong pillars—knowledge, trust, speed, and service excellence. We continuously upgrade our team's skills to offer expert advice, adopt AI tools in our own operations to improve efficiency, and educate our customers so they make informed, confident decisions. Most importantly, we focus on creating complete solutions, not just supplying a product and moving on. We stay involved, providing ongoing support to ensure what we deliver actually works and delivers value, building a strong brand and lasting reputation.

Future of India's IT Landscape

India's IT industry is at an exciting turning point, moving beyond its traditional role of providing software services and technical support to become a global hub for innovation, product development, and technology leadership. The biggest growth areas in the coming years will be artificial intelligence, cloud computing, cybersecurity, data analytics, and automation. These technologies are no longer just for large corporations, as small and medium businesses across India are also beginning to adopt them, creating a massive opportunity for businesses, professionals, and companies like ours.

At Datamation, we see ourselves as an important part of this journey. Our contribution will be to bridge the gap between advanced technology and real business needs by offering practical, reliable, and affordable solutions. We will invest in training our people to stay current with the latest developments and support customers through every step of their digital journey—from awareness to adoption to long-term success—to help organizations become more efficient, secure, and truly future-ready.

Key Investments and Partnerships

Looking ahead to 2026 and beyond, we have a clear investment strategy. Our priority areas are AI capability development, cybersecurity services, cloud solutions, automation tools, skilled manpower, and a stronger service delivery infrastructure, where customer demand is growing and we can create the most value.

We are also focused on building and strengthening strategic partnerships with leading technology companies, OEMs, distributors, and solution providers. These partnerships keep us connected to the latest innovations, allowing us to offer customers the best available options. The future belongs to organizations that learn faster, collaborate better, and deliver greater value consistently; we are committed to being that organization.

Learning from Customers' Digital Transformation

Our work with customers over the years has taught us one very clear lesson: digital transformation is never just about technology. It succeeds only when leadership commits to change, people are prepared to adapt, and processes are redesigned to work better. While many customers come to us with an interest in exploring new technologies like AI, cloud, or automation, interest alone is not enough. What they often truly need is absolute clarity about where to start, confidence that the change will actually work, and proper support throughout the process.

Everything changes the moment customers start seeing real results—whether through better productivity, lower operational costs, faster decision-making, or improved customer satisfaction. This visible impact is what drives deep commitment. Our role is to guide customers step by step, never pushing technology for its own sake. We understand their situation first, identify the right solutions, and implement them to deliver measurable value, earning us trust and long-term relationships.

Building Trusted-Advisor Relationships

Trust is not built overnight. It is earned through consistent honesty, genuine care, and a long-term commitment to the customer's success. At Datamation, being a trusted advisor means always putting the customer's interest first—even when it means recommending a simpler or less expensive solution. We listen before we speak, deeply understanding the customer's business, challenges, goals, and concerns before recommending a path forward.

We are transparent in our communication, honest about what technology can and cannot do, and always available when customers need support. For us, every customer relationship is a long-term partnership, not just about closing a deal. We believe in building meaningful relationships where customers rely on us, trust our advice, and grow confidently with our support.

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DIAMOND INFOTECH
Technology For The Future

"The channel is finally being told to do what we've done for years"

MOST PROMISING PARTNER 2026

Manoj Rathi
Director, Diamond Infotech Pvt. Ltd.

Future of India's IT Landscape

India's tech industry is closing in on $300 billion and will reach $500 billion by 2030 — but I'd caution everyone against confusing the size of the market with the health of it. India didn't get digitised by the firms that shipped the most boxes. It got digitised by the ones whose infrastructure still works on a Sunday night in a district office in Tripura. That unglamorous, always-on layer — networks, data centres, servers, surveillance — is where Diamond Infotech has spent its life, across West Bengal, Bihar, Odisha, Sikkim and the Northeast, for government and enterprise alike. The next decade of Indian IT won't be won on ambition. It'll be won on uptime.

What Our Customers Have Taught Us About Digital Change

That most "transformation" failures aren't technology failures — they're abandonment failures. A vendor sells a vision, deploys it, and disappears. Our customers are far readier for change than the industry assumes; what they're not ready for is being left alone with it. So we stopped measuring readiness by how much a client will buy, and started measuring it by whether they trust someone to own the outcome. The cautious clients everyone complains about aren't resisting change. They're resisting being abandoned again.

Standing Out in an AI-Driven, Competitive Market

The whole channel is suddenly discovering that box-selling is over and the future is services, recurring operations and accountability. Good — but for us that's not a pivot, it's our origin. We built this company on right-sized engineering: designing the solution a client actually needs rather than the one that maximises our invoice, and then standing behind it for years. That's our edge, and I'll say it plainly — we will not sell you more than you need. AI makes us sharper at predicting and pre-empting failures across the infrastructure we run; it doesn't change the discipline. The brands that survive this cycle will be the ones honest enough to tell a customer "you don't need that."

Investments and Partnerships for 2026 and Beyond

We're investing in the unfashionable things. Deeper OEM partnerships, so the right technology reaches clients at the right cost — not whatever carries the fattest margin. Our 170-plus field and delivery team, because in this business your people are the product; there's no software layer hiding a weak engineer at a remote site. And our own internal systems, because I have no patience for firms that preach discipline to customers while running chaos at home. We're fixing that order — discipline inside first, then the promise outside.

From Vendor to Trusted Advisor

"Trusted advisor" is said so often it's lost its meaning, so let me give it one. For us it's structural, not a slogan. Because we design, build and operate, we're the ones who have to live with our own advice — over-engineer and we carry the cost; cut a corner and we get the 2 a.m. call. That single fact makes us constitutionally incapable of being a pure vendor: our incentives are welded to the client's uptime, not to the sale. The industry is just now deciding that trust is the new innovation metric. We'd argue it was always the only one that mattered — we just never needed a brand book to tell us.

DIAMOND INFOTECH
Technology For The Future

WHERE TECHNOLOGY MEETS YOU

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- Data Migration Solution
- Collaboration Solution
- Surveillance & Security Solution
- Data Center Solution
- Managed IT Solution
- Infrastructure Solution

Government
Public sector and government entities require robust technological solutions that can handle high volumes of data and traffic while ensuring uninterrupted uptime and data security.

Education
Channels through which students and educators interact have leapfrogged in the past decade, allowing efficient management and enhanced content delivery-empowering both educators and students.

Banking & Finance
Banking and financial organizations need to ensure that their IT infrastructures are agile enough to adapt to rapidly changing market conditions while maintaining a high level of security.

Enterprise
In a world of rapid market disruption, technological upheaval, and massive restructuring, arguably the most important driver for growth and scalability for an enterprise is its technology.

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Building the Future Beyond Traditional IT Services

Dhirendra Khandelwal
Managing Director
E Square System and Technologies Pvt. Ltd.

Future of India's IT Landscape

We see India's IT industry at the cusp of a defining growth phase, poised to outpace global benchmarks and set new standards for innovation and value creation. One of the most encouraging developments is the evolution of Global Capability Centers (GCCs). They are no longer just delivery hubs; they are becoming engines of innovation and strategic decision-making. This shift is redefining India's role from a services destination to a trusted global technology partner in the digital economy.

At E SQUARE, we are making significant investments in R&D to build indigenous, scalable AI-led products and platforms tailored to clients' unique needs. We are moving beyond traditional service delivery to becoming a partner in high-stakes digital evolution. Here is how we are fuelling that growth:

- **AI-First Orchestration & Data Intelligence:** Moving from "what happened" to "what's next." By investing in Cognitive Data Analytics and building indigenous AI platforms, we help clients automate complex decision-making, turning raw data into a measurable driver of ROI.
- **Fortifying Digital Trust:** Embracing a "Security-by-Design" philosophy, our frameworks integrate Zero Trust Architecture and AI-driven threat hunting directly into the software foundation to ensure digital assets remain resilient.
- **Mastering the Hybrid-Cloud Continuum:** We simplify the complexity of Multi-cloud and Hybrid-cloud strategies, providing seamless orchestration and workload portability to help businesses stay agile, avoid vendor lock-in, and optimize costs.
- **Nurturing Specialized Talent:** Shifting the needle from generalist support to Specialized Engineering. Through continuous R&D and deep-tech upskilling, we are building a workforce capable of solving demanding architectural challenges.

Lessons from Customers' Digital Transformation

Working closely with customers has shown us that digital transformation is no longer just about technology; it is about fundamentally rethinking how organizations operate.

We see a clear shift toward using AI to drive internal process automation to unlock human potential, enabling teams to focus on higher-value work. At the same time, AI is becoming the 'front door' of services, enhancing accessibility, responsiveness, and citizen experience.

While many organizations are actively modernizing legacy systems and redesigning workflows for greater agility, true transformation remains a work in progress. Data silos remain a significant barrier. The real impact of digital initiatives will only be realized when technology, processes, data, and culture are integrated into a unified transformation strategy.

Standing Out in an AI-Driven Market

We have moved from concept to creation, strengthening our differentiation by focusing on industry-led development rather than generic automation.

Today, our teams are building AI bots and agents capable of natural, intelligent conversations. We are currently channelling this capability into legal functions and tender evaluation processes, enabling greater efficiency, accuracy, and faster decision-making. Going forward, we aim to extend these scalable AI solutions across multiple industries to solve real-life problem statements and deliver practical, cost-effective value within customer workflows.

Investments & Strategic Partnerships

This year, we are doubling down on AI, cybersecurity, and data centre infrastructure by investing heavily in the technology, tools, and expertise required to deliver real advancement for our clients.

While our roots are in Odisha, our footprint today spans Delhi, Kolkata, Ranchi, and Guwahati. We are strategically preparing to take our agile delivery model into the Middle East, Europe, and the USA. Furthermore, we are actively engaging new partners while deepening collaborations with existing OEMs to strengthen our ecosystem and solution capabilities.

Building Long-Term Trusted Relationships

We focus on building long-term relationships by positioning ourselves as a strategic partner rather than just a technology vendor. Our approach begins with a deep understanding of our clients' business context, industry challenges, and operational priorities to deliver solutions aligned with their long-term objectives.

A key differentiator is our post-deployment engagement. We remain closely involved after implementation, providing continuous support, optimization, and strategic inputs. Backed by a highly skilled team with experience spanning government, PSU, and private sectors, we combine domain expertise and execution excellence to build enduring client trust.

E SQUARE

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MOST PROMISING PARTNER 2026

GURUSONS
COMMUNICATIONS PRIVATE LIMITED

Empowering Business with Innovative Solutions

Soami Bhatia
Director
Gurusons Communications Pvt. Ltd.

Future of India's IT Landscape

India's IT industry is growing and I genuinely believe the best is still ahead,both in terms of the infrastructure we're building and the services we're delivering.

At Gurusons Communications, we see ourselves as enablers of this transformation. As a leading system integrator, our focus is on bringing cutting-edge, AI-led technologies from global OEMs to Indian enterprises.Our goal is to help organizations operate at par with leading global corporations by enhancing efficiency, collaboration, and decision-making in their day-to-day operations.

Customer Readiness for Digital Transformation

While digital transformation is a widely discussed priority, its depth of adoption varies significantly. Some leading organizations have made meaningful progress, but at a broader level, there is still a huge gap in understanding the true potential of a digital workplace.

We are seeing growing interest in AI-led solutions, but adoption remains gradual. The key learning for us has been that awareness and hands-on experience are critical. At Gurusons, we actively work to bridge this gap, first by educating customers on possibilities, and then by supporting them through practical implementation journeys that build confidence and drive real change.

Standing Out in an AI-Driven Market

In an AI-driven market, differentiation comes from clarity, education, and trust. Our approach is to stay ahead by helping customers understand not just what AI is, but how it can create tangible value for their organization.

We believe AI should not be seen as a disruption, but as an enabler that simplifies workflows and enhances productivity. This can only be achieved by building trust along the way, something we have been doing for over 40 years. We adopted the motto "Trusted Partner for Digital Workplace Solutions" more than a decade ago, and it still feels right today.

By consistently focusing on customer education, practical application,and long-term value creation, we continue to strengthen our brand in an increasingly competitive landscape.

Investments & Strategic Partnerships

Our long-standing partnerships with leading technology providers across Voice, AV, and IT infrastructure remain a strong foundation for delivering integrated digital workplace solutions. With the rise of AI, these collaborations
have become even more impactful.

At the same time, we recognize that the biggest challenge ahead is not technology availability, but adoption. To address this, we are making focused investments in three key areas:

- **Capability building:** Hiring and developing talent aligned with emerging technologies.

- **Experiential enablement:** Creating demo environments and live Proof of Concepts (POCs) at customer sites.

- **Internal transformation:** Adopting AI within our own operations to lead by example.

These efforts allow us to move beyond theory and help customers experience solutions firsthand, accelerating their confidence and adoption journey.

Building Long-Term Customer Trust

Our journey of nearly four decades reflects our core belief: to act as a consultant and advisor, not just a vendor. Many of our customer relationships span decades, which is a testament to this philosophy.

Having grown with the industry from its early days, we've had the opportunity to deeply understand not just the technology, but the real, evolving challenges our customers face. This perspective helps us go beyond offering solutions; we are able to see problems through the customer's lens and respond with relevance and clarity.

What truly sets Gurusons apart, however, is the passion that drives us. For me and for the team, this is not just work, it's a commitment to continuously learn, adapt, and create meaningful impact for our customers. That shared mindset reflects in how we engage with ownership, empathy, and a longterm view. And that is what enables us to build relationships that go beyond transactions, where we are trusted as partners in our customers' journey.

“Trusted Partner for your Digital Workplace Solutions”

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MOST PROMISING PARTNER 2026

Building Mission-Critical Infrastructure with Trust, Innovation and Excellence

In an exclusive conversation with VARINDIA, V Prabhakar, Managing Director, Haritasa Group, shares insights on the company's journey, capabilities, key achievements and future roadmap.

V PRABHAKAR

MANAGING DIRECTOR
HARITASA GROUP

> "Our mission is simple - to deliver mission-critical solutions that protect people, safeguard assets and enable businesses to operate with confidence."

VARINDIA: How has Haritasa evolved over the years?
V Prabhakar: From our humble beginnings in 1994, Haritasa has grown into a leading system integration company delivering mission-critical solutions across multiple sectors. Our focus on quality, technology and customer satisfaction has been the key to our sustained growth.

VARINDIA: What are Haritasa's core strengths?
V Prabhakar: We offer end-to-end solutions in Communication, Security, Safety, and Building Management Systems. Our capabilities include design, engineering, supply, installation integration, commissioning and maintenance, ensuring complete lifecycle support for our customers.

VARINDIA: Which sectors do you serve?
V Prabhakar: We havea strong presence in Nuclear Power, Defense, Airports, Railways & Metro, Power Plants, Oil & Gas, IT Parks, Healthcare, Hospitality, Commercial Buildings and Industrial Infrastructure.

VARINDIA: What drives innovation at Haritasa?
V Prabhakar: Innovation is in our DNA. Our in-house R&D focuses on developing indigenous productsand solutions that address unique customer needs and reduce dependency on imports.

WHY CUSTOMERS TRUST HARITASA

- ✓ 30+ Years of Proven Legacy
- ✓ 3000+ Successful Project Deliveries
- ✓ 400+ Enterprise Customers
- ✓ Mission-Critical Infrastructure Expertise
- ✓ Nuclear, Defense & Airport Credentials
- ✓ Bosch Certified Security Partner
- ✓ Pan-India Execution Capability
- ✓ End-to-End System Integration

OUR TECHNOLOGY PARTNERS

BOSCH Alcatel·Lucent

HEI Haritasa GROUP SINCE 1994

30+ YEARS OF LEGACY SINCE 1994

HARITASA AT A GLANCE

30+ YEARS OF LEGACY Since 1994	**3,000+** PROJECTS EXECUTED	**400+** CUSTOMERS SERVED	**50+** ACTIVE ENTERPRISE CUSTOMERS
PAN INDIA PRESENCE With Regional Offices	**7+** OVERSEAS PROJECTS	**INTERNATIONAL PROJECTS** Across Multiple Countries	**ISO** 9001:2015 14001:2015 45001:2018

WE SERVE CRITICAL INFRASTRUCTURE SECTORS

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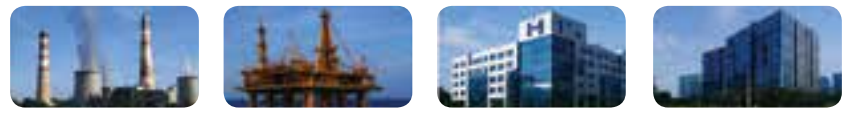

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30+ YEARS LEGACY	3000+ PROJECTS EXECUTED	400+ CUSTOMERS SERVED	50+ ACTIVE ENTERPRISE CUSTOMERS	PAN INDIA PRESENCE	INTERNATIONAL PROJECTS	BOSCH	ISO
Since 1994	Executed Successfully	Across India & Overseas		7 OFFICES	15+ COUNTRIES	CERTIFIED SECURITY PARTNER — SINCE INCEPTION —	9001:2015 14001:2015 45001:2018

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i2k2

MOST PROMISING PARTNER 2026

> ***"We grow when our customers grow — a belief we've lived for 27 years"***

Kamleshwar Bhatt
CEO
i2k2 Networks Pvt. Ltd.

Future of India's IT Landscape: How i2k2 Stays Ahead

India's IT industry is entering a new era driven by cloud adoption, artificial intelligence, cybersecurity, and digital transformation. Technology is no longer a support function. It has become a strategic enabler of growth, resilience, and innovation.

For over 27 years, i2k2 Networks has helped organizations navigate this evolution through infrastructure, cloud, cybersecurity, managed services, and digital transformation solutions. Our focus remains simple: helping customers turn technology investments into measurable business outcomes.

One of the biggest shifts today is the demand for flexibility. Organizations are moving beyond single-platform strategies and embracing public cloud, private cloud, hybrid, and on-premises environments. This is where i2k2 brings a distinct advantage. With expertise across both private and public cloud, we help customers choose the right architecture based on business needs rather than technology trends.

Customer Readiness for Digital Transformation

A decade ago, convincing organizations to embrace digital transformation was half the challenge. Today, most leaders understand the value of cloud, cybersecurity, automation, and AI. The question is no longer if, but how.

Every organization is different. Readiness depends not just on budget or intent, but on understanding existing environments, compliance requirements, and business objectives. Having worked with enterprises, SMBs, educational institutions, healthcare providers, and government organizations, we've learned that successful transformation begins with an honest assessment of where an organization stands today.

The conversation has also evolved. It's no longer just about cloud migration. Organizations are asking how to optimize existing investments, improve governance, strengthen security, and control costs. In some cases, workloads are even moving back from public cloud to private infrastructure through cloud repatriation. At i2k2, we help customers navigate these decisions practically, honestly, and at their own pace.

Standing Out in an AI-Driven Market

Artificial Intelligence is creating significant opportunities, but successful adoption requires a strong foundation. Data quality, infrastructure readiness, cloud architecture, security, and scalability remain critical.

At i2k2, we view AI as part of a larger technology ecosystem. We help organizations integrate AI into business operations, customer experiences, cybersecurity, and data environments to create measurable value.

What differentiates us is our deep understanding of both infrastructure and cloud. Our experience spans enterprise data centers, cloud-native environments, hybrid architectures, managed services, migrations, and cloud repatriation projects. This enables us to design solutions that balance performance, security, compliance, and cost across AWS, Azure, Google Cloud, private cloud, and hybrid environments.

Investments & Strategic Partnerships

We've recently strengthened our private cloud capabilities through our partnership with Yotta Data Centers in Noida, while also maintaining data center presence in Mumbai and Bengaluru through NTT. In 2026, we expanded our sales presence to Hyderabad and Pune, complementing our offices in Noida, Bengaluru, and Mumbai.

Our infrastructure is built for enterprise workloads, featuring high-performance SSD/NVMe storage, 10G/100G networking, redundant connectivity, advanced security controls, and high-availability environments.

We also work closely with AWS, Microsoft Azure, Google Cloud, and other leading technology providers. As an ***AWS Premier Tier Services Partner,*** holder of multiple AWS Competencies, and recipient of the ***AWS Rising Star Consulting Partner of the Year 2026*** award, we bring proven expertise backed by real-world implementation experience.

More importantly, we've helped organizations across industries select the right architecture, platform, and operating model based on what works best for their business, not simply what's trending.

Building Long-Term Customer Trust

Our first 5 customers are still with us today. After 27 years, that's the thing we're most proud of.

Not because it's a great retention metric — but because it tells us we've been doing something right. Trust like that doesn't come from a well-written contract or a slick onboarding process. It comes from showing up, being honest, and genuinely caring about whether the customer succeeds.

We've always operated with a simple belief — if we treat every customer's business like it's our own, everything else follows. That means before we ever talk about solutions, we ask questions. What are you trying to achieve? What's slowing you down? Where do you want to be in three years? Only then does a technology conversation make sense.

Over the years, we've been through a lot with our customers — new deployments, critical outages, major transformations, and everything in between. And what we've found is that the relationships that last aren't the ones that started perfectly. They're the ones where we stayed accountable, communicated openly, and kept showing up.

Our 27th Annual Day theme — ***Sankalp27: Siddhi Yatra*** — means a lot to us personally. Sankalp is resolve. Siddhi is accomplishment. The journey toward it. That's exactly how we think about our customer partnerships — not as transactions to be completed, but as journeys to be walked together.

We grow when our customers grow. That's not something we say. It's something we've lived for 27 years.

i2k2

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- Business Intelligence
- Predictive Analytics
- AI Automation

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- Governance & Compliance
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WHY ENTERPRISES CHOOSE i2k2

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- Industry Best Practices & Governance
- 24x7 Support & Proactive Monitoring

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Innovation
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to Deliver Real
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Pradeepan V
Chief Technology Officer
Inflow Technologies Pvt. Ltd.

Vision & Purpose: Bridging Innovation and Implementation

Technologies like AI, Blockchain, IoT, and next-generation cybersecurity are no longer on the horizon — they are reshaping business today. At Inflow, our vision has always been to be the bridge between innovation and implementation. As techfluencers, we not only distribute technology; we also help partners and customers understand, evaluate, and embrace it with confidence. Through our Techfluential Edge — spanning consultancy, enablement, and end-to-end support — we ensure that emerging technologies translate into real business outcomes, faster and more effectively.

Agentic AI Impact: Amplifying Human Expertise

Agentic AI is redefining how organizations think about productivity, decision-making, and customer engagement. Our perspective is clear — AI should amplify human expertise, not overshadow it. True to our Techfluentially Yours initiative, Inflow equips partners to navigate this shift through technical consulting, proof-of-concept engagements, and structured enablement programs. The goal is responsible AI adoption — where every deployment is purposeful, transparent, and built on a foundation of trust.

Human-Centric Innovation: Enabling Intelligent User Experiences

Edge AI is quietly transforming how solutions across cybersecurity, networking, and surveillance perform — enabling real-time intelligence, faster decisions, and experiences that genuinely serve the end user. At Inflow, our Pre-Sales and Centre of Excellence capabilities exist precisely to bring this potential to life for our partners. When we say Techfluentially Yours, we mean going beyond the product — designing solutions that are secure, intuitive, and deeply aligned with how people and businesses actually operate.

Trust, Ethics & Security: Building on Information Integrity

Information Integrity has been at the core of Inflow since day one — it is not just our tagline, it is our commitment. As AI and digital transformation accelerate, ethical practices, cybersecurity resilience, and responsible data stewardship are non-negotiable. Our Techfluential Edge is built to ensure partners and customers adopt innovation without compromising on security or accountability. Trust, in our view, is not a feature — it is the foundation upon which long-term credibility and market leadership are built.

Future Differentiation: Strengthening the Techfluential Edge

Our differentiation has always been, and will continue to be, the Techfluential Edge — a fusion of Trend, Technology & Talent that goes well beyond conventional distribution. Over the next three to five years, we will deepen this edge across our Five Pillars of Progress: Pre-Sales Expertise, Centre of Excellence, Learning Academy, Technical Assistance Centre, and Post-Sales Support. Alongside this, our growing engagement with universities through technical workshops, certification programs, and AI and cybersecurity labs reflects our commitment to shaping future talent — not just serving current demand. The VAD with an Edge is not just a positioning statement. It has been our promise for the last 21 years — Techfluentially Yours, always.

TECHFLUENTIALLY
yours with

Inflow
Information Integrity

A fusion of Trend, Technology & Talent that influence and work as efficient business drivers.

At Inflow Technologies, our Techfluential Edge is built on five powerful pillars that go beyond distribution enabling partners to design, deploy and adopt technology at every stage of their journey.

- **Pre-Sales Expertise**
- **Centre of Excellence**
- **Learning Academy**
- **Technical Assistance Centre** (24/7)
- **Post-Sales Support**

OUR IMPACT

- **3000+** Channel Partners
- **150+** Certified Experts
- **700+** Team Strength
- **50+** Locations across South Asia
- **USD 900M+** Annual Run-Rate
- **75+** OEM Alliances

TECHNOLOGIES
we focus

Cybersecurity | Networking | Surveillance
Unified Communications & Collaboration | Server & Storage | AIDC

www.inflowtechnologies.com

Enabling Digital Transformation at Speed, Scale and Precision

Flavio Moraes Junior
MD & CCE, Ingram Micro India

Future of India's IT Landscape

India's digital journey is now entering a defining phase where the digital landscape has become the foundation of every business, rather than only an enabler. The recently concluded India AI Impact Summit 2026 highlights the growing focus on AI and cloud-native technologies to reshape how we operate, compete, and grow collectively. With industry estimates indicating India's IT spending is set to witness strong double-digit growth in the coming years, this momentum will extend beyond metro cities, reaching Tier 2 and 3 cities across the country.

The next wave of growth will be driven by the democratization of technology bringing AI, cloud, and cybersecurity deeper into Bharat's emerging digital economy. At Ingram Micro, our role is to act as a strategic catalyst, enabling organizations to adopt digital with speed, scale, and precision. We have taken strategic initiatives to empower organizations with digital capabilities and cutting-edge technologies. Our expansive partner network, partnerships with leading solution providers, and AI-powered Xvantage platform ensure seamless access to the latest technologies. Our consultative approach, along with Cloud Services, Professional Services, and Financial Solutions, helps organizations adopt, implement, and integrate technologies effectively.

Customer Readiness for Digital Transformation

Every organization has a set of digital priorities and ambitions, and its approach towards embracing digital may vary. While enterprises are more focused on adopting AI at scale and speed, some organizations are still in different phases of cloud transformation. We are also seeing a clear shift from experimentation to execution, where customers now expect measurable business outcomes from their digital investments. Therefore, a one-size-fits-all approach will not be effective.

Businesses must align their priorities with digital aspirations, and our consultative approach can help them accomplish their digital goals efficiently. Investments in Cloud, AI, and Cybersecurity deliver real value only when aligned to clear business outcomes, which often require expert support to address operational challenges. We have the capabilities, expertise, and experience to help design and implement success-driven digital transformation strategies. Our consultative approach helps organizations unlock value in ROI, integration, scalability, and agility, and simplify transformation journeys.

Standing Out in an AI-Driven Market

In the AI-driven era, organizations must think beyond simplifying operations. To unlock AI's real value, organizations must simplify the entire lifecycle—from technology discovery and acquisition to implementation, optimization, and lifecycle management. Ingram Micro has always been helping organizations across these areas. With our AI-powered Xvantage platform, we are redefining how partners and customers discover, build, and transact technology solutions. Xvantage is an intelligent digital experiential platform that provides an intuitive experience and empowers users with actionable insights and recommendations for better decision-making. Leveraging data, AI, and automation, it enables predictive insights, smarter decision-making, and faster deal execution. We continuously enhance the features, capabilities, and functionality of our Xvantage platform to ensure a superior, personalized experience.

With Xvantage, we provide a B2C-like, hyper-personalized digital experience to partners, vendors, and associates. It also ensures customers across India, including those in Tier 3 cities, receive the same experience as those in metro and Tier 1 cities, making consistent, high-quality digital experience at scale a key differentiator.

Building Long-Term Customer Trust

Our platform-led, solutions-focused approach helps customers reduce the complexity of embracing multi-vendor solutions. Our experts interact with customers to understand their pain points and build technology-led solutions that deliver measurable business outcomes. We co-create solutions for our partners that include a perfect mix of technology, expertise, and ecosystem support required to embrace cutting-edge technology. Our Presales and Professional Services teams focus on solving customer pain points through customized solutions, including technology acquisition, adoption, implementation, and disposition. Complementing our human-centric approach, our AI-powered Xvantage platform ensures customers get the insights and digital capabilities needed for operational excellence.

Our "aggressively digital, amazingly human" philosophy helps customers capitalize on opportunities and navigate the dynamic technology landscape with required insights, knowledge, and expertise. This helps us build long-term, trust-centered relationships. Ultimately, trust is built when we consistently deliver outcomes, not just solutions, and that remains at the core of our approach.

INGRAM MICRO® XVANTAGE™

Great Place To Work. Certified JUL 2025 - JUL 2026 INDIA™

Aggressively Digital, Amazingly Human.

Ingram Micro is a leading global technology provider that offers the industry's first comprehensive business-to-consumer-like experience, enabled by our AI-powered digital platform, Ingram Micro Xvantage™. But it's our people who add that critical human touch in getting products and services from technology vendors and cloud providers into the hands of business-to-business technology experts. Our ability to reach nearly 90% of the global population, diverse portfolio, and unique digital platform set us apart in the worldwide IT channel.

980M+ units shipped yearly

Operations in **57** countries

165K+ customers

~1500 vendors

Sales in close to **200** countries

Xvantage™

Our intelligent, **AI-powered Xvantage** platform empowers our partners with a one-stop destination to learn, partner, build, manage, and buy technology-led solutions conveniently. With integrated hardware and cloud subscriptions, personalized recommendations, instant pricing, real-time order tracking, and multiple such capabilities, **Xvantage** enables our partners to simplify their technology acquisition, implementation and disposition process. It helps you drive better margins, avail exclusive offers, ensure quick fulfilment, seek dedicated support, and grow your business.

Explore Xvantage now for an intuitive experience.

For more information visit
in.ingrammicro.com or call us at +91 2268561001

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Intensity
YOU FIRST

Turning Digital Ambitions into Intelligent Business Success

Aditya Narain Kakkar
Director - Intensity Global Technologies Limited

Future of India's IT Landscape

India's IT industry is poised to become a global innovation powerhouse, driven by advancements in AI, cloud computing, cybersecurity, data analytics, and digital transformation. Supported by strong government initiatives, widespread digital adoption, and an expanding talent pool, the nation is well-positioned to lead the next wave of technology-driven economic growth.

At Intensity Global, we envision ourselves as a key enabler of this transformation. Leveraging over two decades of experience across IT infrastructure, networking, cloud, and managed services, we are committed to helping organizations modernize their technology landscapes and accelerate their digital journeys.

Our focus remains on building future-ready enterprises through global strategic partnerships and customer-centric approaches. By empowering businesses with scalable, secure, and sustainable solutions, we aim to foster innovation, create skilled employment, and drive meaningful outcomes. We believe the industry's future lies in collaboration, innovation, and continuous transformation—and Intensity Global is committed to being at the forefront.

Customer Readiness for Digital Transformation

Over the years, we have learned that successful digital transformation isn't just about adopting technology; it requires aligning it with business objectives, people, and processes. Organizations prioritizing a clear vision, leadership commitment, and an innovation culture achieve far better outcomes than those focusing solely on implementation.

Today, mature customers are shifting focus from basic infrastructure to strategic initiatives like AI, cloud adoption, cybersecurity, automation, and resilience. However, readiness varies. While many embrace digital-first strategies, challenges like legacy systems, skill gaps, security concerns, and change management persist. The most successful enterprises invest in long-term transformation over short-term upgrades.

We are now entering a new phase: intelligent transformation. Businesses are ready to leverage AI-powered solutions, cloud-native architectures, and data-driven decisions. Intensity Global guides them by providing the technology expertise, strategic consultation, and implementation capabilities to turn digital ambitions into business success.

Standing Out in an AI-Driven Market

In today's competitive landscape, standing out demands the ability to create innovation, not just keep pace with it. Intensity Global has significantly invested in building proprietary AI capabilities and solutions—such as Vision AI, Conversational Chat Bots, Agentic AI, and Physical AI. These innovations help organizations improve decision-making, automate operations, and unlock new productivity levels, reflecting our commitment to becoming a strategic AI transformation partner rather than a traditional IT services provider.

We have strengthened our capabilities across cloud, cybersecurity, data analytics, infrastructure modernization, and managed services, ensuring AI is integrated into a broader digital transformation framework. Backed by strategic global partnerships and continuous talent development investments, we build future-ready solutions that deliver measurable business outcomes.

What truly differentiates Intensity Global is our customer-first approach. We focus on understanding industry-specific challenges to create tailored solutions combining innovation with practical business value. Through relentless innovation, AI discovery workshops, and workforce upskilling, we position ourselves as a trusted partner for the AI-powered future.

Investments & Strategic Partnerships

As we look toward 2026 and beyond, our strategy centers on continuous investment in innovation, strategic partnerships, and customer enablement. In a rapidly evolving landscape, organizations need trusted partners to navigate emerging challenges around AI adoption, cybersecurity, cloud transformation, and operational resilience. A cornerstone is the Intensity Global Experience Center, a state-of-the-art facility providing hands-on exposure to real-world use cases. It showcases live demonstrations across HPE VME, GreenLake, Zerto, Morpheus, Private Cloud AI (PCAI), and Private Hybrid Cloud (PHOC), alongside advanced cybersecurity frameworks and infrastructure modernization.

Our growth is powered by a robust ecosystem of strategic partnerships with industry leaders like HPE, NVIDIA, Fortinet, HPE Aruba, Palo Alto Networks, ATEN, Red Hat, AMD, Nutanix, Check Point, AWS, Azure, Google Cloud, and over 35 leading OEMs. These collaborations enable us to deliver best-in-class solutions across AI, cloud, networking, and infrastructure.

Building Long-Term Customer Trust

At Intensity Global, we believe technology partnerships are built on trust, outcomes, and long-term commitment, not transactions. Our approach is to act as a strategic advisor, helping customers align technology investments with business goals. Before recommending any solution, we focus on understanding their challenges, industry dynamics, and future aspirations. Rather than focusing on product sales, we prioritize solving business problems, improving operational efficiency, reducing risk, and enabling innovation. This consultative approach allows us to become an extension of our customers' teams.

These strong relationships are maintained through continuous engagement, executive-level alignment, regular technology assessments, AI Discovery Workshops, and proactive advisory services. Through our Experience Center, customers can explore real-world use cases and evaluate technologies before implementation. Prioritizing transparency, accountability, responsiveness, and measurable business outcomes, we remain committed to building lasting partnerships that drive innovation, resilience, and sustainable growth.

Intensity
YOU FIRST

Great Place To Work.
Certified
MAY 2026–MAY 2027
INDIA

Powering Possibilities. Delivering Impact.

Intensity Global delivers future-ready technology solutions across all key IT verticals—empowering businesses to innovate, scale and lead.

OUR OFFERINGS

THE INTENSITY GLOBAL DIFFERENCE

End-to-End Expertise
Comprehensive solutions across Infrastructure, Cloud, Networking, Security, AI and SAP.

Trusted Partnerships
Strong alliances with leading global OEMs to deliver best-in-class technologies.

Customer-First Approach
Business-aligned solutions with measurable outcomes and seamless experience.

Security Built-In
Proactive, intelligent security to protect what matters most.

Future-Ready Innovation
Driving transformation with AI-powered, cloud-first, and automation-led solutions.

Great People. Greater Together.

We are proud to be Great Place to Work® Certified™ Building a culture of trust, respect, growth and opportunity—for our people and our customers.

Empowered Teams
Collaboration that drives success

Learning & Growth
Continuous learning. Limitless potential.

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Purpose-Driven Work
Meaningful work. Real impact.

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IRIS GLOBAL

MOST PROMISING PARTNER 2026

Where Technology Potential Becomes Business Reality

Anil Sethi
CEO, Iris Global Services Ltd.

Future of India's IT Landscape

India's IT industry is entering a new phase of growth where success will be defined not just by technology adoption, but by the ability to translate technology investments into measurable business outcomes. Artificial intelligence, cybersecurity, cloud modernization, and data-driven decision-making are rapidly becoming strategic priorities across industries, reshaping how organizations operate, innovate, and compete. The next wave of growth will come from helping enterprises move beyond experimentation and successfully operationalize these technologies at scale. While innovation remains important, execution will be the true differentiator.

At IRIS Global, our focus is on enabling that transition. Through our IRIS 2.0 strategy, we bring together technology partners, solution providers, and enterprises to create a structured pathway for digital transformation. By combining a strong ecosystem, deep market reach, and execution capabilities, we aim to help organizations accelerate modernization initiatives while ensuring technology investments deliver tangible business value, helping bridge the gap between technology potential and real-world adoption.

Lessons from Customers' Digital Transformation

One of the most important lessons from customer engagements is that technology is rarely the primary barrier to transformation. Most organizations understand what needs to change and have already invested in digital initiatives, cloud programs, data platforms, and AI pilots. The greater challenge lies in scaling these efforts across the enterprise and embedding them into business processes. Many organizations are also navigating increasingly complex technology environments while balancing cost pressures, security requirements, and evolving customer expectations. What we see across industries is a high degree of readiness for change. Leadership teams recognize the importance of modernization and are actively looking for ways to unlock greater value from technology investments. Success increasingly depends on a clear roadmap, strong governance, and a disciplined execution model that converts vision into outcomes. Organizations are ready for meaningful transformation and need a practical framework that helps move from isolated initiatives to sustained, enterprise-wide change.

Standing Out in an AI-Driven Market

The AI landscape is evolving at an extraordinary pace, with organizations faced with a growing number of platforms, tools, and competing narratives. In such an environment, differentiation is no longer about offering another technology solution but about helping customers navigate complexity and achieve measurable outcomes. At IRIS Global, our approach is centered on execution. We believe customers are looking for trusted partners who can help translate AI ambitions into practical business value. This philosophy has shaped our broader IRIS 2.0 vision, which brings together AI, cybersecurity, cloud, and data infrastructure within a unified transformation framework.

A significant milestone in this journey is our strategic collaboration with Persistent Systems and the introduction of SASVA, an enterprise AI platform designed to help organizations accelerate AI adoption in a secure, scalable, and outcome-focused manner. By combining Persistent Systems' engineering expertise and AI capabilities with IRIS Global's partner network, market reach, and execution strength, we help customers adopt emerging technologies with greater confidence and lower risk.

Investments & Strategic Partnerships

The technology industry is increasingly shaped by ecosystems rather than individual organizations. As digital transformation becomes complex, success depends on bringing together technology providers, engineering expertise, partners, and customers within a common execution framework. For IRIS Global, a major strategic priority is continued investment in AI, cybersecurity, cloud, and data infrastructure through our IRIS 2.0 growth strategy, alongside developing partnerships that deliver business outcomes at scale.

A cornerstone of this strategy is our collaboration with Persistent Systems and the launch of SASVA, serving as a key execution layer within the IRIS 2.0 vision. Combining Persistent Systems' deep engineering and platform innovation with IRIS Global's market reach and partner ecosystem creates a scalable framework for enterprise AI adoption, bridging the gap between ambition and real-world execution.

Through SASVA, enterprises can take a structured approach to AI readiness, governance, and deployment, enabling partners to participate in strategic engagements. Alongside technology, we continue investing in partner enablement through training and certification to help organizations unlock AI's full potential.

Building Long-Term Trusted Relationships

Long-term relationships are built when conversations begin with business priorities rather than products. Customers today are looking for partners who can help address strategic challenges, reduce complexity, and create sustainable value over time. At IRIS Global, every engagement begins with understanding customer objectives, growth priorities, and operational challenges, ensuring technology recommendations align with business goals.

Trust is earned through consistency, transparency, and execution. It comes from being accountable throughout the transformation journey and helping customers achieve outcomes that matter to their business. Ultimately, trusted advisor status cannot be claimed; it must be earned through successful execution, open collaboration, and a genuine commitment to customer success.

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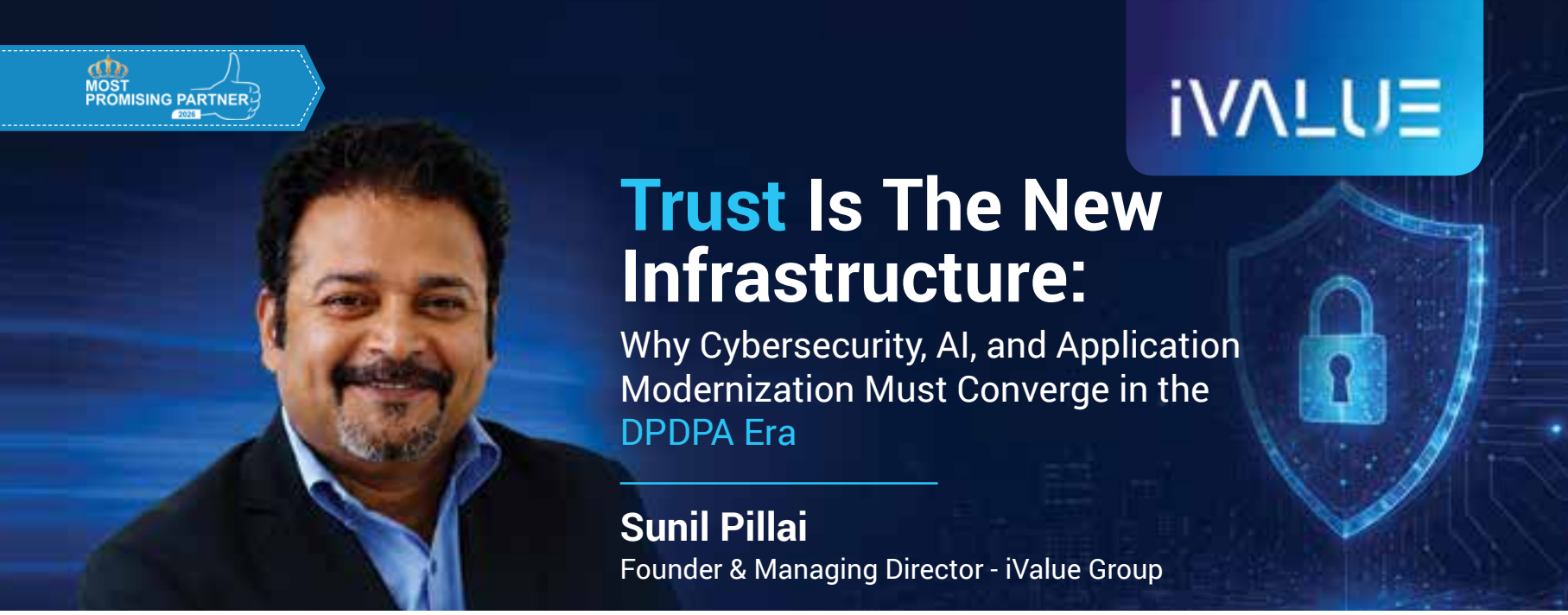


Trust Is The New Infrastructure:

Why Cybersecurity, AI, and Application Modernization Must Converge in the DPDPA Era

Sunil Pillai
Founder & Managing Director - iValue Group

India's Digital Personal Data Protection framework arrives at a defining moment for enterprise technology. As organizations accelerate AI adoption, cloud migration, and digital citizen services, cybersecurity leadership can no longer operate in silos of infrastructure, compliance, or operations. The challenge is now systemic.

Three technical priorities require immediate board-level attention

1. Identity-centric security architecture: The traditional perimeter has collapsed under hybrid work, SaaS proliferation, APIs, and machine-to-machine communication. Enterprises must move toward Zero Trust models with continuous authentication, privileged access governance, hardware-backed MFA, and real-time identity telemetry. In most breaches today, compromised identity is the attack vector.

2. Data visibility, governance, and consent architecture: Most organizations still lack continuous data discovery, classification, DSPM visibility, and real-time Records of Processing Activities (RoPA) across cloud, SaaS, AI workloads, endpoints, and shadow IT environments. Beyond protecting data itself, enterprises must now operationalize consent governance at scale, including consent lifecycle management, DSAR automation, grievance workflows, parental consent controls, retention governance, and auditable processing records. Privacy can no longer remain a legal policy document. It must become an embedded operational capability. Privacy by Design must evolve from a policy statement into an embedded engineering principle across applications, AI systems, APIs, and enterprise workflows. Without continuous data discovery, classification, encryption, DLP enforcement, and lifecycle governance, compliance with DPDPA becomes operationally impossible.

3. AI-driven cyber resilience: AI is simultaneously increasing enterprise productivity and expanding the attack surface. Organizations must prepare for AI-assisted phishing, deepfake-enabled fraud, prompt injection attacks, API abuse targeting AI workloads, and increasingly sophisticated ransomware campaigns. The challenge is no longer only breach prevention. Enterprises must now demonstrate rapid detection, forensic visibility, and regulatory reporting readiness within increasingly compressed response timelines. Modern SOCs will require integrated SIEM, XDR, threat intelligence, SOAR, and automated response capabilities to reduce detection and containment timelines while supporting 72-hour breach-reporting obligations under the DPDPA.

For Significant Data Fiduciaries, the compliance burden becomes even more rigorous, requiring DPIAs, audit readiness, governance reporting, and sustained regulatory oversight. DPDPA also expands accountability beyond internal systems. Enterprises must now assess third-party processors, SaaS ecosystems, offshore development environments, and AI supply chains with the same rigor as their own infrastructure. As digital ecosystems become more interconnected, trust boundaries are increasingly extending beyond the enterprise perimeter itself.

Two additional developments are now reshaping the enterprise technology agenda even further

1. AI-led platform consolidation: Enterprise customers are increasingly questioning fragmented security and operations environments that create overlapping costs, operational inefficiencies, and inconsistent governance. At a time when enterprises are managing cyber risk, AI adoption, regulatory pressure, and cost optimization simultaneously, technology leaders are increasingly being asked to deliver resilience, compliance, and operational efficiency through fewer, more intelligent platforms. Boards are now demanding measurable business outcomes from technology investments, not incremental tooling expansion. This creates a significant opportunity for technology providers to evolve from isolated product vendors into strategic transformation partners. Organizations will increasingly prioritize platforms that combine AI-driven automation, predictive analytics, autonomous response, and integrated governance across cybersecurity, IT operations, observability, and information management. The future enterprise stack will not be defined by the number of tools deployed, but by the intelligence, interoperability, and operational outcomes those platforms deliver.

2. Agentic AI & Application Modernization: Autonomous AI agents cannot function effectively on fragmented legacy architectures built around rigid workflows and isolated data silos. The agentic era requires API-first, cloud-native, event-driven environments that expose real-time contextual data and programmable action layers. Modern microservices architectures allow AI agents to dynamically interpret intent, orchestrate workflows, and execute decisions across interconnected enterprise systems. Organizations that fail to modernize applications risk trapping enterprise data inside legacy environments that cannot support AI-driven operations, automation, adaptive decision-making, or real-time governance.

The iValue Difference

This is precisely where iValue has emerged as a strategic technology enabler rather than a traditional value-added distributor. Over the last 18 years, we have built a differentiated multi-OEM, solution-led architecture designed around the core enterprise imperatives of Performance, Availability, Scalability, and Security. Operating across cybersecurity, hybrid cloud, AI, observability, information management, and application lifecycle management, iValue helps enterprises orchestrate integrated transformation journeys instead of fragmented technology deployments.

Our ecosystem of 80+ OEMs, 1,000+ system integrator partners, and one of the region's most advanced multi-OEM Centers of Excellence allows customers to validate AI, cyber resilience, compliance, DSPM, cloud, observability, and DPDPA-aligned architectures before procurement through real-world demos, proofs of concept, and pre-integrated solution stacks. More importantly, our role extends beyond technology deployment to a continuous compliance operating model that spans assessment, gap remediation, architecture validation, managed services, audit preparedness, regulatory change monitoring, and sustained governance operations.

At its core, iValue was built on the belief that technology must create long-term business value, not just infrastructure complexity. In the AI economy, where cybersecurity, data governance, consent architecture, and application modernization are converging into a single enterprise agenda, the need for trusted transformation partners will only grow stronger.

The enterprises that will lead the AI economy will not necessarily be those deploying the most AI, but those building the strongest trust architecture around identity, data, governance, resilience, and operational transparency.

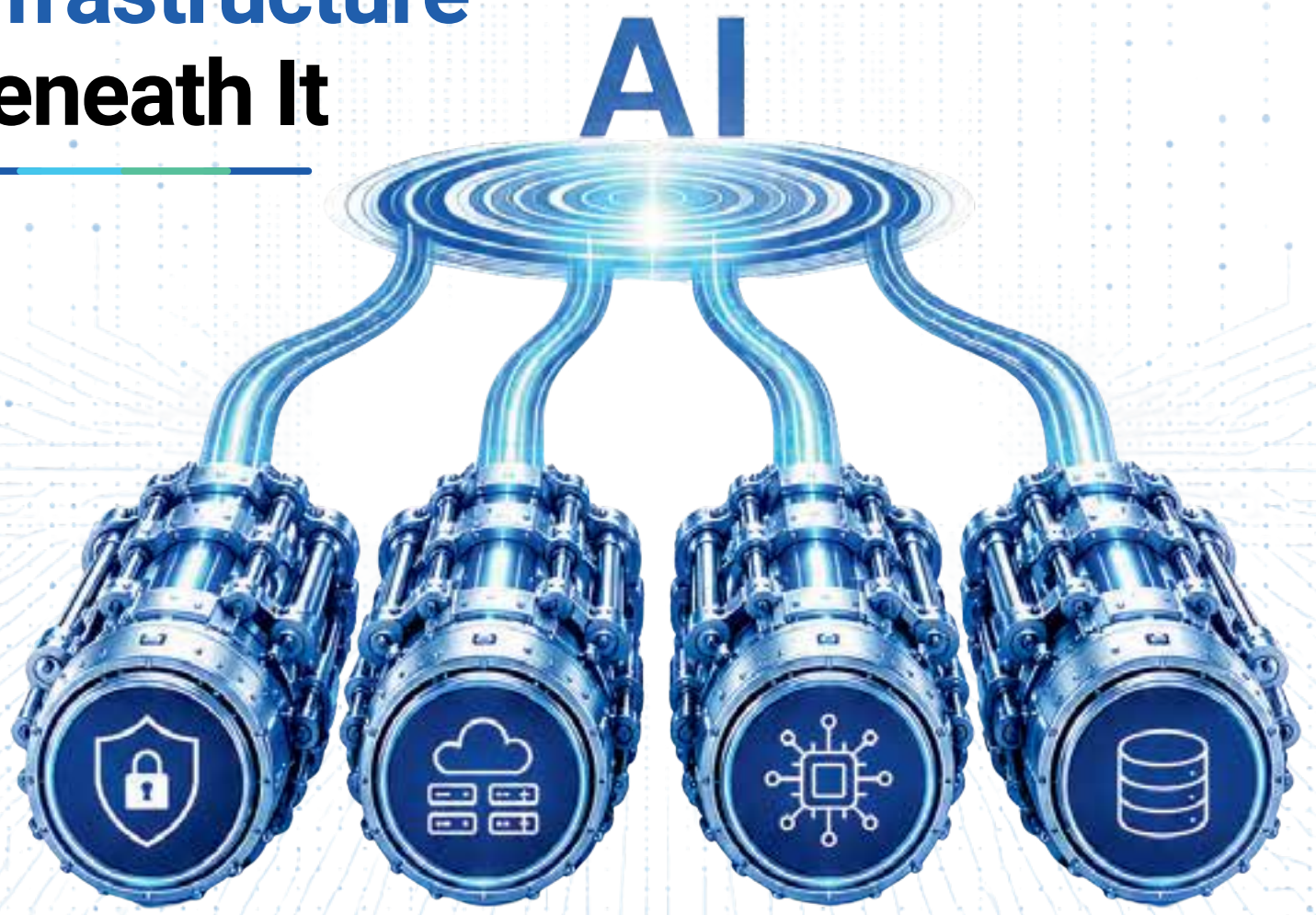
The convergence of cybersecurity, AI, and application modernization is now redefining enterprise competitiveness. Cybersecurity is no longer a technology function. It is the national digital infrastructure and the foundation of enterprise trust in the AI economy.

www.ivaluegroup.com

AI is only as strong as the Applications, Data, and Infrastructure Beneath It

As an AI-enabled Strategic Technology Advisor, iValue helps enterprises build the application, data, and infrastructure foundations required for trusted, scalable, and operational AI.

Validated through one of the region's most advanced multi-OEM Centres of Excellence



Cybersecurity

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Build Applications That AI Can Actually Use

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Powering India's **Digital Backbone** Through Intelligent Connectivity

MOST PROMISING PARTNER 2026

Ananda Rao. B
CEO, Par Data Systems

What is the current size of the structured cabling market in India, and what is its future growth potential?

The structured cabling market in India is valued at approximately USD 841.76 million and is projected to reach USD 1,764.72 million by 2034, growing at a CAGR of 8.57%. Growth is being driven by the government's digital transformation push, widespread 5G rollouts, and rapid corporate cloud adoption.
The future growth potential is anchored by the transition from traditional copper infrastructure to high-density fibre-optic solutions that can handle rising data traffic. Regional demand is concentrated in South India due to its strong technology hub presence and smart city initiatives. While Category 6 copper solutions continue to support standard commercial LANs, demand for high-bandwidth, future-ready networks will drive advanced cabling deployments.

Which key industry verticals drive the highest demand for networking as a critical component of IT infrastructure?

The highest demand comes from heavily data-reliant sectors. Key industry verticals for structured cabling include IT, ITES, Manufacturing, Education, Healthcare, Hospitality, Government, Defence, Space & R&D, Retail (medium and large format), Real Estate, Airports, and the rapidly growing Data Centre segment.

How does the market penetration of enterprise networking compare to that of data centre solutions in India?

Enterprise networking enjoys a wider and more mature footprint across corporate offices, campus LANs, retail chains, and bank branches in tier-1 and tier-2 cities, focusing on connectivity and workforce mobility.
Data centre solutions represent a more concentrated, high-value market. Driven by over 200 pipeline projects and significant planned investments, the data centre hardware market is expanding at a CAGR of over 10%. While enterprise networks serve distributed environments, data centre deployments are clustered around hubs such as Maharashtra, Delhi-NCR, and Chennai. The shift of workloads to public and hybrid cloud environments is accelerating this trend.

Could you highlight the current and future opportunities for the Structured Cabling Systems (SCS) business within India's booming data centre market?

India's data centre ecosystem presents significant opportunities for the SCS business. Hyperscale data centres supporting AI training and inference workloads require ultra-low-loss single-mode and multi-mode fibre, MPO/MTP connectivity, high-density patch panels, and modular distribution frames.
The growth of edge data centres in tier-2 and tier-3 cities, driven by 5G and IoT adoption, is increasing demand for pre-terminated, plug-and-play SCS solutions. In addition, Automated Infrastructure Management (AIM) software enables real-time monitoring and documentation of physical layer connectivity, creating opportunities for specialized SCS integrators.

From the Distributor's perspective how do you assess CommScope's market presence and competitive strength against rival brands in India?

CommScope's Systimax and NetConnect portfolios are widely recognized for predictable performance and comprehensive 25-year structural warranties. Its strengths include high-density fibre arrays, Cat 6, Cat 6A, Cat 7 and Cat 8 copper systems, and AIM capabilities that support long-term infrastructure management and customer partnerships.

PAR DATA SYSTEMS

Committed to connect

PAR DATA SYSTEMS

Committed to connect

IT Distribution Company

A complete solution provider in Structured Cabling (Enterprise LAN & Data Centres), network installation tools & certification gadgets, network enclosures & AV - With 32 years of rich presence & experience in working with partners PAN India, addressing all Industry verticals.

PAR DATA SYSTEMS is headed and managed by **Mr. B. Ananda Rao,** an engineer in Electronics & Communication. Under his leadership, and backed by a highly qualified and experienced team of professionals, the business continues to operate effectively, efficiently, and with an unwavering commitment to industry excellence.

PAR DATA SYSTEMS operates from a state-of-the-art facility featuring expansive warehouse spaces, an Experience Center for product demonstrations, a Training Center, an Amphitheatre and a Live Podcast Station dedicated to digital training and educational streaming.

Looking ahead, the company is strategically poised to capture massive business opportunities in modern airports, next-generation data centers, and high-density fibre optic networks, collaborating closely with leading System Integrators.

PAR DATA SYSTEMS is well connected to leading System Integrators, Solution providers, Consultants in IMS, Builders & Developers for distribution & reaching out following brands of repute:

COMMSCOPE-An Amphenol Company

A Global leader in Structured Cabling, deploying Copper & Fibre Networks that are built to last for life. We deliver comprehensive solutions for Enterprise Networks & Data Centres, covering all major Industry Verticals

FLUKE NETWORKS

We, Par Data is well known as distributor partner for Fluke Networks for its exhaustive range of products that include LAN Installation tools & Certification Gadgets (Network audit equipment) for Data, Voice, PoE & Wi-fi appliations.

ETHER RACKS

EtherRacks is a Registered Trade Mark of Par Data Systems & we offer wide range of Enclosure Solutions (Indoor & Outdoor) starting from Wall Mounts to 2 & 4 Post Open Racks, Networking Racks, Server Racks, with creative & innovative options for Doors, locks, cooling systems, PDUs, Shelves & Trays & other Accessories

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Structured Cabling solutions for SOHO & SMB segments, Cabling solutions for Surveillance Security, specialised HDMI Cable assemblies

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Brand Book

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The Voice of Technology Brand Leadership

Brand 15th EDITION 2026

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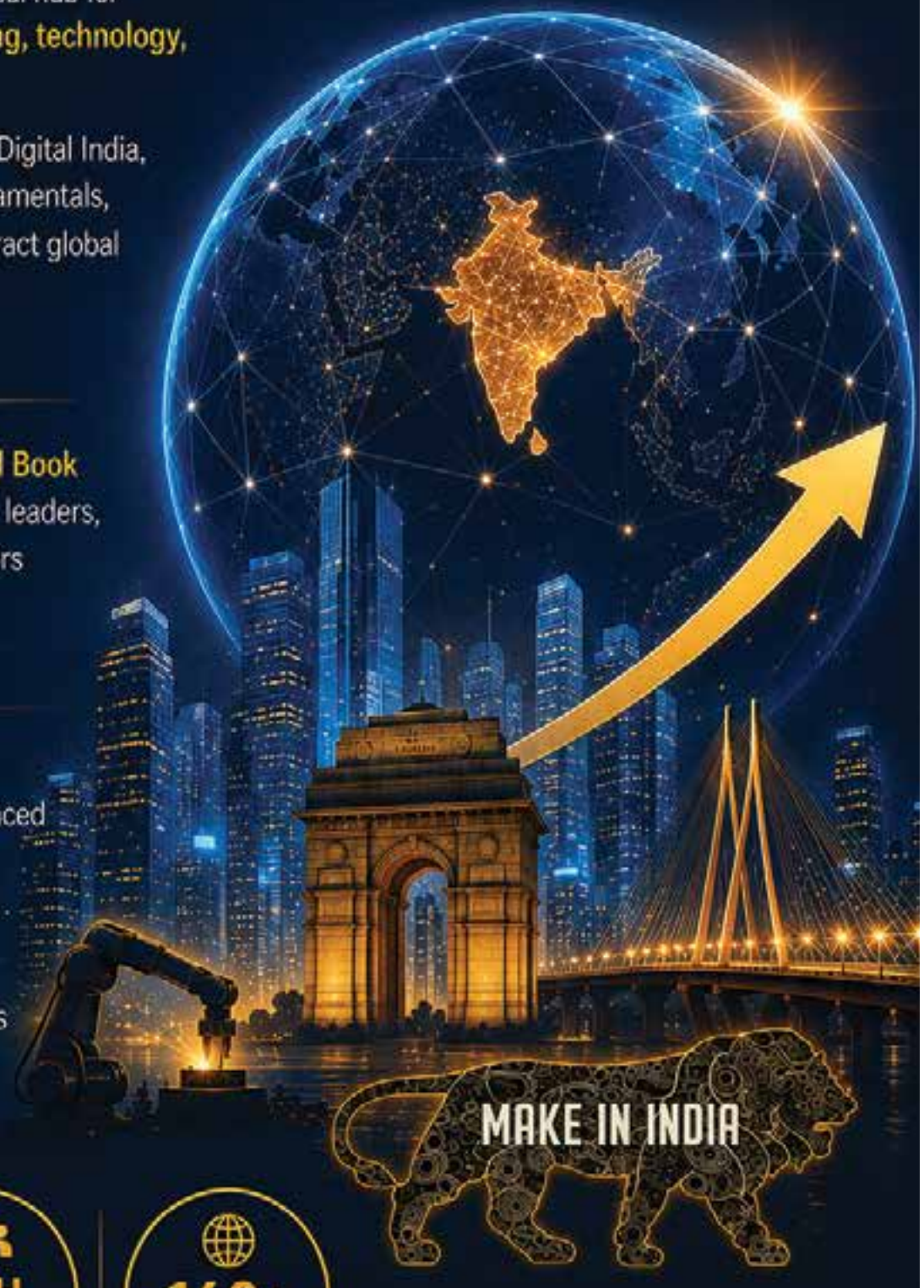
The **15th Edition** of **Brand Book** celebrates the companies, leaders, CIOs, CMOs, and innovators shaping India's digital and economic future.

With expanding **Global Capability Centers,** advanced digital infrastructure, and a skilled workforce,

India is positioning itself as a **trusted global brand powerhouse.**



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MOST PROMISING PARTNER 2026

Powering the Future: Driving AI, Cloud, and Cybersecurity for Intelligent Growth

Sairaman Mudaliar
Co-Founder & Director
Pentagon System & Services

Future of India's IT Landscape

India's IT industry is set for strong growth, driven by AI, cloud adoption, and cybersecurity. The focus is now shifting from basic digital adoption to building intelligent, scalable, and resilient systems.

At Pentagon, we are contributing by enabling enterprises with AI-led cloud solutions, multi-cloud expertise, and secure infrastructure, helping them scale efficiently while staying future-ready.

Customer Readiness for Digital Transformation

While most organizations understand the need for digital transformation, true readiness varies. Many are still transitioning from intent to execution and face challenges in scaling their initiatives.

Our experience shows that success comes from aligning technology with business outcomes. We focus on guiding customers through this journey with a consultative and structured approach.

Standing Out in an AI-Driven Market

In a highly competitive and AI-driven landscape, differentiation comes from delivering measurable business impact.

We focus on outcome-led solutions across AI, cloud, and automation, supported by strong partnerships and domain expertise. This allows us to go beyond implementation and drive real value for our customers.

Investments & Strategic Partnerships

To stay ahead, we are investing in AI capabilities, cybersecurity, and continuous upskilling of our workforce.

At the same time, our partnerships with leading technology providers enable us to deliver innovative and scalable solutions, helping us navigate future challenges effectively.

Building Long-Term Customer Trust

Building trust requires consistency, transparency, and a deep understanding of customer needs.

We work closely with our clients to deliver tailored solutions, backed by proactive support and measurable outcomes, positioning ourselves as long-term partners rather than just service providers.

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Building Resilience through Trust and Credibility

Ashok Kumar
Founder and Managing Director
RAH Infotech

The Future of India's IT Landscape

The backdrop is genuinely difficult. A weaker rupee is lifting the cost of imported technology. Inflation is driven by oil, growth is slowing, and supply chains cannot be taken for granted. IT budgets are being scrutinised line by line. Anyone promising a straight line upward is not paying attention.

But hard conditions sharpen the buyer; they do not remove opportunity. When money is tight, capability for its own sake stops selling. A bank in Mumbai or a manufacturer in Pune asks how quickly this pays for itself, what it costs to run, and who answers the phone when it breaks. India's longer shift continues as we move from servicing global technology to adapting and hardening it for real-world conditions. A weaker rupee makes getting deployments right the first time more valuable. That is where a value-added distributor earns its place, helping partners deploy technology confidently with cost, security, and integration realities accounted for. Customers can afford fewer mistakes; that is the part of growth we are built to protect.

Lessons from Customers' Digital Transformation

The most useful thing I have learned is simple. Transformation rarely fails for technical reasons. It fails because the organisation underestimated what change would demand of it. We have seen capable platforms sit half-used. Sometimes data underneath was never cleaned up. Sometimes no one owned the outcome once implementation teams left. That quiet failure is far more common than the dramatic one.

So, readiness is not a starting condition; the customer builds it during the work. Success means confronting your own data, processes, and internal politics before blaming technology. Our role, alongside partners, is to have that honest conversation early. Real change is uncomfortable; pretending otherwise does the customer no favours.

Standing Out in an AI-Driven Market

I will say something slightly against the grain. Everyone is racing to attach the word "AI" to whatever they already sell. The way to stand out is not to shout louder. It is to be the firm people trust when the noise gets overwhelming. The firm that helps customers tell the genuinely useful from the merely fashionable earns an authority no campaign can buy.

In practice, that means maintaining specialist depth where AI is actually changing the conversation—threat detection, intelligent data platforms, and observability. Our partners can then speak with real relevance rather than borrowed enthusiasm. The brand we are protecting is credibility. In a crowded market, it remains the scarcest asset.

Investments & Strategic Partnerships

The investments that matter most are not the visible ones. They are in people and capability. We are building the specialist skills that let us engage on security operations, data resilience, and AI-led use cases at a level our partners cannot easily build alone. In partnerships, we prefer quality of fit over breadth of catalogue. We want technology partners with a genuine solution story to tell, not more product on the shelf for their own sake.

The challenges of 2026 are not abstract. Currency volatility squeezes margins on imported technology, while inflation and slowing growth make customers slower to commit. Crucially, customers now move faster than vendor decision cycles, and subscription models reshape working-capital dynamics. None of this is solved by a single large bet. It is handled through strong relationships on either side of us—deeper alignment with technology partners on local planning and commercial flexibility, and continued trust from resellers. In this environment, resilience is worth more than ambition.

Building Long-Term Customer Trust

You cannot decide to be a trusted advisor. The customer and the partner decide that about you over time, judging by what you do when it would be easier to do something else. A vendor is judged on the transaction; an advisor is judged on whether the partner is better off for having worked with them. Sometimes that means telling a partner a product is not right for their customer, even when selling it would be easier. Trust is built in exactly those moments.

The relationships that last rest on three things: honest conversations, fair commercial outcomes, and a real shared interest in the customer's success. None of it is complicated; it is just hard to do consistently as pressure mounts. This business does not exist without our partners' trust. That is the asset I think about protecting most carefully.

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RP tech
Rashi Peripherals Limited

MOST PROMISING PARTNER 2026

Powering India's AI-Driven Technology

Infrastructure and Ecosystem

Rajesh Goenka
Director & CEO
Rashi Peripherals Limited

Future of India's IT Landscape

India's Information Technology industry is entering a high-growth phase, driven by the rapid adoption of AI-compatible hardware, expansion of data centers, and an increased focus on cybersecurity and surveillance solutions. These shifts are creating strong demand for reliable, scalable IT infrastructure across sectors and geographies.

At RP tech, our contribution lies in enabling this growth on a scale. With partnerships across 80+ global technology brands, a strong network of 55 branches and 70 warehouses, and a wide portfolio of value-added services, we ensure seamless availability of advanced IT hardware solutions across the country. Our focus on high-growth segments such as AI-powered computing, enterprise and embedded solutions further strengthens our role in supporting India's ongoing digital transformation.

Standing Out in an AI-Driven Market

In an increasingly competitive and AI-driven market, our differentiation comes from scale, reach, and execution. RP tech combines deep market penetration across Tier 2 and Tier 3 cities with a comprehensive portfolio from leading global technology brands.

We complement this with strong value-added capabilities, including pre-sales support, solution design, warranty management, and channel financing, which enhance operational efficiency for our partners.

Additionally, we are investing in continuous knowledge-building through AI-focused training workshops for our teams and regular channel roadshows to keep our B2B ecosystem aligned with evolving technology trends. This integrated approach allows us to remain relevant and responsive in a fast-changing market.

Investments & Strategic Partnerships

As we look at 2026 and beyond, our focus is on strengthening both our portfolio and ecosystem. We are actively expanding brand partnerships while building capabilities in emerging verticals such as embedded solutions and semiconductors to drive diversified growth.

We are also exploring opportunities across sectors to remain aligned with evolving market demand. Investments in digital infrastructure and channel marketing initiatives, are helping us enhance technical capabilities and operational resilience.

These steps enable us to effectively navigate challenges such as current scenario of global shortage of IT hardware while continuing to deliver value across our ecosystem.

Building Long-Term Trusted Relationships

At RP tech, we position ourselves as an extended arm of our brand partners by supporting them beyond distribution through value-added services and strategic alignment on market positioning.

For our channel ecosystem, we drive engagement through structured initiatives such as channel business forum (CBF), and the Platinum Partner Program, which focus on capability building and market activation.

This is complemented by consistent support ensuring that partners are equipped to grow alongside us. Our partner first approach and long-term commitment to enabling channel success have been key to building a strong and trusted network of over 10,000 partners.

RP tech

Rashi Peripherals Limited

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Rashi Peripherals Limited (RP tech) is India's fastest-growing value-added distributor of consumer technology, embedded/semiconductors, and enterprise solutions. With our robust distribution network, nationwide presence, comprehensive brand portfolio, and value-added support, we are enabling technology adoption and deployment across the country. We differentiate ourselves by offering pre-sales support, solution design, techno-commercial assistance, marketing services, credit solutions, and warranty management services.

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- **71 Warehouses**
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- **10300+ Channel Partners**
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Redington

Architecting ecosystems that power India's digital future

Rajat Vohra
CEO, Redington India

Future of India's IT Landscape

India's IT industry is entering a new growth phase driven by the convergence of AI, cloud, cybersecurity, data centers, and intelligent automation. With businesses adopting digital-first transformation, technology becomes a strategic driver enabling innovation, growth, and efficiency. Enterprises seek outcome-driven solutions that unlock new business opportunities, enhance customer experiences, and improve efficiency. As technology adoption accelerates, the next growth wave will come from expanding access to advanced technologies for SMBs and businesses in tier-2 and tier-3 markets.

At Redington, our strategy focuses on three key pillars: expanding our presence in upcountry markets, strengthening our services business, and investing in AI and data centre capabilities. These initiatives enable wider access, faster adoption, and scalable implementation across customer segments. We are making significant investments in services, AI capabilities, and a dedicated AI Centre of Excellence in Bengaluru to solve real-world challenges, combining technology, expertise, and partnerships to enable India's digital growth.

Customer Readiness for Digital Transformation

The focus has shifted from technology deployment to business outcomes, no longer only about infrastructure deployment or software purchase. Organizations increasingly adopt integrated solutions spanning cloud, AI, cybersecurity, software, services, and data for a cohesive transformation roadmap. Readiness varies significantly: larger enterprises focus on optimization, automation, and AI-led innovation, whereas SMBs still navigate foundational digital transformation challenges. Many continue to face fragmented systems, disconnected data environments, and limited in-house technology expertise.

Analyzing these journeys reinforces that successful transformation requires guidance, enablement, and a strong support ecosystem. Navigating complexity, organizations seek trusted advisors to identify solutions and scale adoption effectively. This drives demand for integrated platforms, partner enablement, solution-led engagement, and data-driven insights that turn experimentation into measurable business outcomes.

Standing Out in an AI-Driven Market

The technology industry is evolving rapidly, and so is Redington's role. We are transitioning from a traditional distributor to a technology ecosystem orchestrator. Our focus is to enable innovation, accelerate, and help partners build future-ready capabilities. To achieve this, we are investing heavily in services, AI, cloud, cybersecurity, and solution integration. A key differentiator is bringing vendors, ISVs, cloud providers, infrastructure partners, and specialists onto a single platform, creating a connected ecosystem that simplifies technology adoption.

Our flagship AI Exchange marketplace enables partners to discover, access, and deploy AI solutions more efficiently. Complementing this, our AI Centre of Excellence serves as a hub for AI-ready solutions, use cases, training, and collaboration. Additionally, Redington Online and CloudQuarks streamline transactions and improve operational efficiency, strengthening our position as an innovation-led organization helping partners navigate the AI-dominant era with confidence.

Investments & Strategic Partnerships

Our growth strategy for 2026 and beyond is centered around three major priorities: expansion into upcountry markets, scaling our services business, and strengthening our capabilities in AI and data centers. These areas present significant long-term opportunities driven by evolving customer requirements and increasing digital adoption across industries. Specifically, upcountry markets—particularly tier-2, tier-3, and tier-4 cities—are emerging as key growth engines for India, driven by startups, digital-first businesses, and a growing skilled workforce. Expanding here brings technology closer to partners while unlocking new opportunities.

Furthermore, we are strengthening our services capabilities to support the entire technology lifecycle, from solution design to managed services and optimization. Concurrently, rising demand for AI infrastructure, cloud services, and data centers helps build future-ready ecosystems. Partnerships with cloud providers, vendors, infrastructure companies, ISVs, and solution specialists remain central, while our digital platforms ensure ecosystem agility across the complete partner lifecycle.

Building Long-Term Customer Trust

Building lasting relationships starts with trust, consistency, and a long-term commitment to customer and partner success. Over the years, Redington's strongest differentiator has been delivering on commitments while maintaining operational excellence, financial discipline, and reliability across changing market conditions. As technology becomes increasingly complex, customers and partners seek more than product suppliers; they want strategic advisors to help them make informed decisions and navigate rapid changes. This is where our role continues to evolve.

We work closely with partners to strengthen capabilities through training, certification, and enablement programs delivered via Redington Academy. We collaborate to identify opportunities, design solutions, and support implementation across technologies—especially valuable in emerging markets and SMB segments lacking deep technology expertise. Investing in skills, services, digital platforms, and ecosystem support, we aim to create long-term value, becoming a trusted advisor that helps businesses grow, innovate, and succeed.

SANGHVI
YOU - US & NETWORK

Where Connectivity Powers Progress

Through Innovation and Trust

Jigar Sanghvi
Director, Sanghvi Infotech Pvt. Ltd.

Future of India's IT Landscape

India's IT industry is growing at a remarkable pace—today, even a village wants faster internet than we had in our offices a decade ago. With Digital India, AI, smart cities, and next-generation connectivity shaping the future, technology is becoming the backbone of progress.

At our organization, we are proud to be part of this transformation. Through Wi-Fi, broadband, enterprise connectivity, AI-powered analytics cameras, and OFC infrastructure, we help build the networks that keep businesses, institutions, and communities connected.

Our goal is simple: as India moves toward a smarter and more digital future, we will continue providing the technology, innovation, and reliable infrastructure needed to make it happen—one connection at a time.

Customer Readiness for Digital Transformation

Customers today are far more prepared for digital transformation than ever before. The conversation has moved beyond simply adopting technology to improving efficiency, enhancing customer experiences, strengthening security, and making smarter business decisions through data and analytics.

What we see is that the desire for change is strong, but successful transformation requires more than just new tools—it requires a shift in mindset, processes, and culture. Organizations that combine technology with adaptability are achieving the best results.

As a technology partner, our role is not only to provide Wi-Fi, networking, AI-powered analytics, surveillance, and connectivity solutions, but also to help customers navigate change with confidence. The future belongs to organizations that are willing to learn, adapt, and innovate—and we're excited to be part of that journey.

Standing Out in an AI-Driven Market

To strengthen my brand in an AI-driven market, I continuously upskill, stay updated on emerging technologies, and leverage AI to enhance efficiency and drive innovation. I focus on delivering high-quality results, building meaningful professional relationships, and showcasing my expertise through continuous learning and practical achievements.

Investments & Strategic Partnerships

To successfully navigate the challenges of 2026 and beyond, we will focus on strategic investments in technology, innovation, talent development, and operational efficiency. Strengthening our digital capabilities, adopting data-driven decision-making, and investing in sustainable practices will enhance our resilience and competitiveness. Additionally, building strong partnerships with customers, suppliers, industry leaders, and technology providers will foster collaboration, accelerate innovation, and create new growth opportunities. These investments and partnerships will help us adapt to changing market conditions, mitigate risks, and achieve long-term success.

Building Long-Term Trusted Relationships

We build lasting relationships by consistently delivering measurable value, not just services, by deeply understanding our clients' goals and aligning our success with theirs. As trusted advisors, we prioritize transparency, proactive guidance, and long-term problem-solving over short-term transactions. By anticipating needs, communicating openly, and staying accountable through every stage of the journey, we earn trust that evolves beyond vendor status into a true strategic partnership.

SATCOM

MOST PROMISING PARTNER 2026

Transforming Technology into Long-Term Business Value

Renu Bansode
Director
Satcom Infotech Pvt. Ltd.

Lessons from Customers' Digital Transformation

One of the biggest lessons from customers' digital transformation journeys is that technology alone does not drive transformation; people, processes, and leadership commitment are equally important. Organizations that align business objectives with technology investments tend to achieve more sustainable outcomes.

Today, Indian enterprises are far more mature and receptive to change than ever before. They recognize the need to modernize operations, improve cybersecurity resilience, and leverage data-driven decision-making. While readiness levels vary across industries, there is a clear shift from experimentation to strategic implementation, particularly in areas such as AI, automation, and cloud technologies.

Standing Out in an AI-Driven Market

In today's rapidly evolving market, differentiation comes from expertise, trust, and value creation. At Satcom Infotech, we focus on enabling our partners and customers with the right combination of technology, knowledge, and support rather than simply distributing products.

We continuously invest in technical enablement, partner development programs, certification initiatives, and solution-driven engagement models. Additionally, we are expanding our capabilities around AI-driven cybersecurity and emerging technologies to help our ecosystem stay ahead of evolving business and security challenges. Our commitment to education, innovation, and customer success continues to strengthen our brand positioning in the market.

Investments & Strategic Partnerships

The technology landscape will continue to evolve rapidly, making continuous investment essential. Our priorities include strengthening our technical expertise, expanding partner enablement initiatives, and investing in advanced cybersecurity, cloud, and AI-focused competencies. Equally important are our strategic partnerships with globally recognized technology vendors.

These collaborations enable us to deliver innovative solutions, provide specialized support, and address emerging market demands. By combining strong partnerships with continuous skill development and market intelligence, we are positioning ourselves to successfully navigate future challenges and opportunities.

Building Long-Term Customer Trust

Trust is built through consistency, transparency, and a genuine commitment to customer success. At Satcom Infotech, we focus on understanding our partners' and customers' business objectives before recommending technology solutions.

We believe in long-term collaboration rather than transactional engagement. By providing strategic guidance, technical expertise, training, and post-sales support, we help our stakeholders make informed decisions and maximize the value of their technology investments. Our goal is to become a trusted extension of their business, supporting them throughout their growth and transformation journey.

Future of India's IT Landscape

India's IT industry is entering a transformative phase driven by Artificial Intelligence, cybersecurity, cloud adoption, data analytics, and digital infrastructure modernization. As organizations across sectors accelerate digital transformation, the focus will shift from technology adoption to technology optimization and resilience.

At Satcom Infotech, we see ourselves playing a critical role in this journey by bringing world-class technology solutions to the Indian market and empowering our channel ecosystem with the expertise, training, and support needed to deliver them effectively. Through strategic partnerships with leading global technology providers, we aim to help businesses build secure, scalable, and future-ready digital environments while contributing to India's vision of becoming a global technology leader.

SATCOM

VAD - CYBERSECURITY

SATCOMINFOTECH

Reliability

- OEM specialization
- Technical excellence
- Consistent support
- Trusted partnerships

Commitment

- Channel Focus
- Dedicated Support
- Personal Engagement
- Trusted Relationships

Dellivery

- Proven implementation
- Faster deployment
- Managed services
- Measurable outcomes

Key Metrics: Powering Secure Digital Growth for Partners & Enterprises.

SATCOM academy

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Why Us

- Enterprise-Grade Exposure
- Practical, Not Textbook
- Beyond Certifications
- Career-Ready Skills

Sophos Courses

- Sophos Technician & Engineer
- Sophos Architect
- Sophos Administrator

General Course

- Cybersecurity Foundations
- Technology Exposure
- Practical Skills
- Industry Ready

Key Metrics: Powering Secure Digital Growth for Partners & Enterprises.

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ZERO TRUST - FRAMEWORK

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- Identity Governance
- Privileged Access Management
- Zero Trust Access
- Continuous Verification

Data Security

- Data Discovery
- Data Protection
- Access Governance
- Compliance

Custom Engineering

- Build
- Workflow Automation
- API Integrations
- AI-Assisted Operations

Key Metrics: Secure Identities. Protect Data. Accelerate with AI.

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Tech Data
A TD SYNNEX Company

Orchestrating India's Next IT Leap with AI Innovation

Sundaresan K.
SVP & Country General Manager - India & ANZ
Tech Data

Future of India's IT Landscape

India's IT industry is at a strong transformation point, driven by AI, cloud, cybersecurity, and digital transformation. Despite short-term global challenges, the long-term outlook remains highly positive, with the industry expected to reach $315–350 billion by 2026 and AI significantly expanding future growth opportunities.

As a global solutions orchestrator and aggregator, Tech Data India is well-positioned to be a key enabler of this growth by accelerating digital transformation for partners, strengthening the partner ecosystem, bridging vendors with market demand, simplifying complexity for emerging technology adoption, and enabling flexible financing and operational efficiency.

Customer Readiness for Digital Transformation

Across industries, one key learning is that digital transformation is no longer just a technology initiative, it's a business transformation. Organizations focusing on clear business outcomes like revenue growth, customer experience, and efficiency see greater success than those focused only on deploying tools.

While cloud adoption is strong, many customers are still evolving in areas like optimization, governance, cybersecurity, and AI readiness. The mindset for change is there, but challenges such as legacy systems, skill gaps, and scaling pilots into enterprise-wide adoption remain.

At Tech Data India, our role is to bridge the gap between intent and execution by enabling partners with the right solutions, training, financing models, and go-to-market support across cloud, AI, and cybersecurity.

Standing Out in an AI-Driven Market

At Tech Data, we invest ahead of the market, enabling partners to be ready for both current and emerging end-customer demands.

On the skills front, we invest heavily in structured enablement through platforms like our Tech Center of Excellence (CoE), Destination AI, Tech Data Academy, and enablement programs. These initiatives equip partners with deep technical capabilities across high-growth areas. From foundational training to advanced solution design and proof-of-concept support, we help partners build the expertise needed to deliver end-to-end, outcome-driven solutions with confidence.

At the same time, partnerships remain a critical pillar of our strategy. We continue to deepen collaborations with leading technology vendors such as NVIDIA, Cisco, HP Inc., and Dell Technologies, ensuring our partners have access to best-in-class technologies across the stack.

Investments & Strategic Partnerships

To stay relevant in a rapidly evolving ecosystem, the focus must shift from scale alone to capability, specialization, and platform-led growth. Tech Data India is driving this through key strategic pillars:

- **Cloud & Platform Ecosystems:** Investing in our StreamOne marketplace and PartnerFirst platform to support consumption-based (XaaS) models, simplify procurement, and improve partner scalability.
- **AI & Data Capabilities:** Investing in AI-led solutions, automation, and data platforms to drive efficiency, predictive insights, and new revenue streams.
- **Cybersecurity Stack Expansion:** Strengthening end-to-end cybersecurity offerings, from endpoint to zero trust frameworks, remains a top priority.
- **Partner Enablement & Services Skills:** Building partner capabilities in consulting, managed services, and vertical solutions to move up the value chain.
- **Digital Infrastructure & Supply Chain Resilience:** Investing in logistics, automation, and digital supply chain visibility to ensure agility and reliability.
- **Flexible Financing Models:** Expanding tech financing and subscription-based offerings to help partners adopt technologies faster and scale capital.

Building Long-Term Customer Trust

Becoming a trusted advisor starts with a simple shift: moving from selling products to solving business problems. Tech Data India achieves this through five core principles:

- **Lead with understanding, not offerings:** We invest time in understanding the customer's business priorities, industry pressures, and success metrics, allowing conversations to be outcome-driven rather than transactional.
- **Align technology to business outcomes:** Instead of pushing solutions, we position technology in terms of measurable impact, like improving efficiency, enabling growth, enhancing security, or reducing costs.
- **Leverage the ecosystem effectively:** Connecting customers with the right partners, OEMs, and solutions, acting as an orchestrator rather than a seller.
- **Ensure consistency and reliability:** Building trust through consistent delivery, transparency, responsiveness, and standing by commitments.
- **Support beyond the sale:** Staying engaged through adoption, optimization, and scaling to ensure customers continue deriving value from investments.

Tech Data
A TD SYNNEX Company

To connect the global IT ecosystem and unlock its potential for all.

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200,000+
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Countries Served

20,000+
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Ready Modern Technology Solutions

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VALUE ADDED SUPERTRON DISTRIBUTOR
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SEPL VAD – Architects of India's Digital Transformation

Debraj Dam
Co-Founder and Chief
VAD Venture, Supertron Electronics (SEPL)

Future of India's IT Landscape

India's IT landscape is currently navigating a defining inflection point, moving beyond simple digitization toward a mature ecosystem defined by Artificial Intelligence (AI), cloud-native architectures, and converged communication. This shift transcends faster processors or larger storage; it involves the fundamental way technology integrates into the fabric of society and business.

At SEPL VAD, we recognize our role in this future must evolve. We have moved past being conventional distributors to becoming architects of transformation. The future of the Indian IT industry lies in creating "Integrated Ecosystems." As AI moves from a buzzword to a functional utility, demand for high-performance computing and robust edge security is skyrocketing. We are positioning ourselves at the center of this demand, ensuring global innovations are available in India and implemented with the localized support and technical rigor required for success. In this new era, innovation is a baseline—but trust at scale is the ultimate differentiator.

Lessons from Customers' Digital Transformation

One of the most profound lessons learned through years of facilitating digital transformation is that complexity is the enemy of progress. Many organizations find themselves paralyzed by the volume of emerging technologies. Our experience shows that transformation succeeds only when technology is simplified and remains strictly outcome-driven.

Customers are no longer interested in "technology for technology's sake." They demand clarity, reliability, and measurable impact on their bottom line. The most successful digital migrations prioritize continuity. Consequently, our role has shifted toward eliminating friction between legacy systems and future-ready solutions. By providing a clear roadmap and focusing on seamless integration, we enable organizations to adopt change with speed and confidence. Being a partner means more than providing hardware; it means ensuring peace of mind that technology works as promised from day one.

Standing Out in an AI-Driven Market

In a crowded marketplace where "AI-powered" is often used as a marketing label, SEPL VAD distinguishes itself through a solution-first operating principle. Differentiation is found in the depth of our technical expertise. We don't just sell products; we engineer solutions that are technologically advanced, scalable, and cost-efficient.

Our recognition as the Most Admired Value Added Distributor in 2024 and 2025 validates our consistent execution at scale. While others focus on transactional speed, we focus on strategic longevity. In an AI-driven market where the landscape changes weekly, we provide a stabilizing influence. We act as long-term strategic partners, offering innovation backed by accountability. By ensuring every AI deployment is future-ready and scalable, we build the brand trust defining our reputation. True leadership in the AI era is defined by turning complex algorithms into tangible business growth.

Key Investments and Partnerships

Resilience is the cornerstone of our investment strategy. Our current focus is heavily weighted toward cloud-native platforms, AI-powered surveillance, and sustainable IT solutions. Recognizing that the digital environment is becoming increasingly complex, we have forged exclusive alliances with globally renowned OEMs.

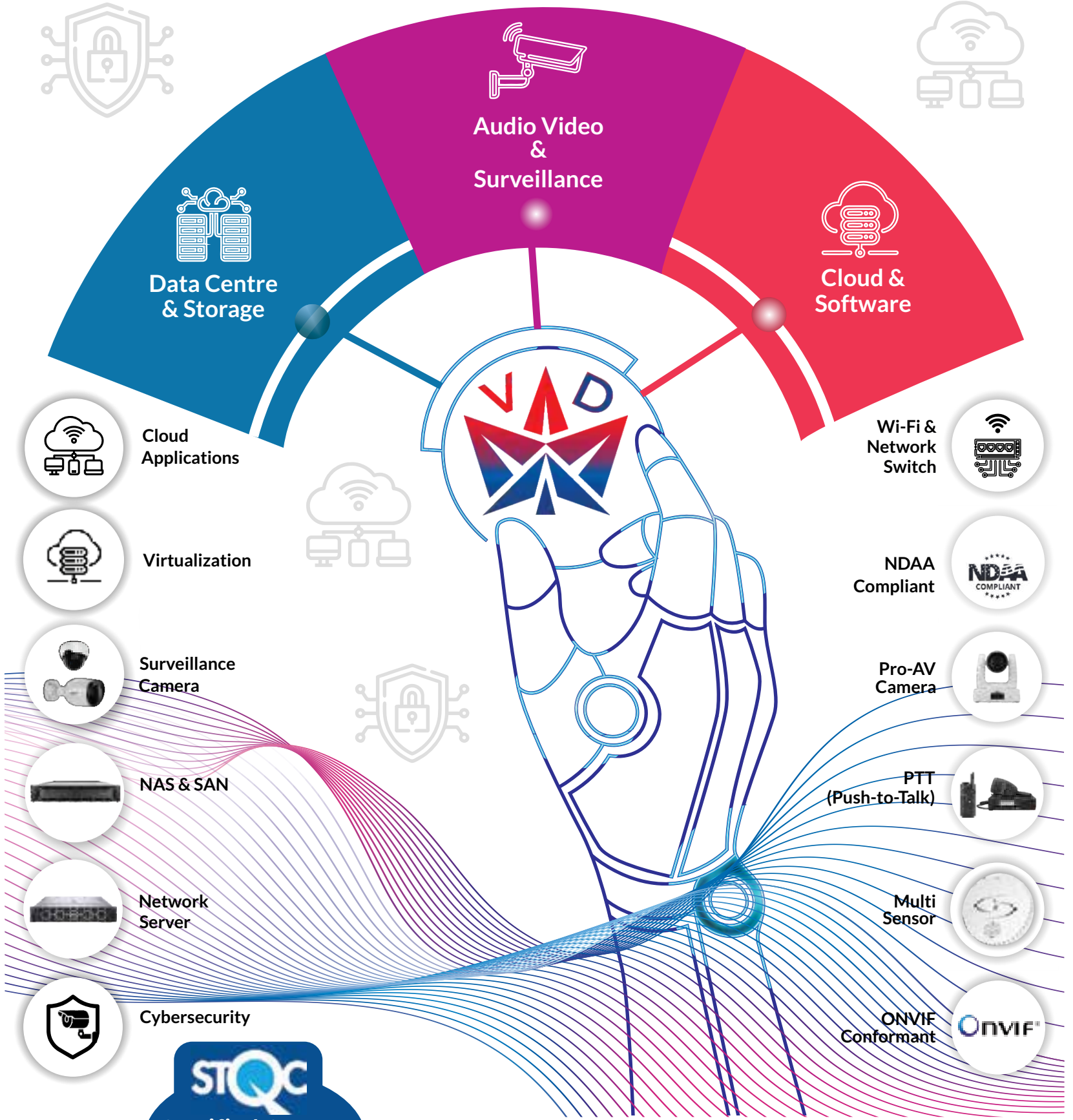
Strategic partnerships with industry leaders such as Motorola Solutions, Avigilon, Pelco, ManageEngine, Acronis, Virtuozzo, and Vigyanlabs allow us to solve for scale and security simultaneously. These are collaborative synergies, not merely vendor relationships. For instance, our work in AI-powered surveillance redefines public and corporate safety, while cloud-native investments provide the agility businesses need to survive in a volatile market. Aligning with partners who share our vision ensures SEPL VAD remains decisively future-ready, regardless of shifting technological winds.

Building Lasting Relationships

At SEPL VAD, we have a simple mantra: "There is no traffic on that extra mile." This philosophy dictates every interaction we have with our partners and clients. We believe lasting relationships are built on value, not volume; while volume keeps the lights on, value creates the legacy.

We build these bonds by investing far beyond the initial mandate, offering comprehensive design support, hands-on demo training, and robust proof-of-concept (PoC) programs that empower our partners to win. We don't just hand over a box; we hand over a capability. Combining deep technical expertise with accountability ensures every engagement translates into measurable impact. Partners know they aren't just getting a supplier—they get a dedicated team committed to their long-term success and enduring partnerships that survive market fluctuations and technological shifts.

Viksit Bharat, Surakshit Bharat – SEPLVAD, Safety ka Superhero!



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Supertron Electronics Private Limited (Value Added Distribution Venture)

Corporate & CoE: 701, 351 ICON, Opp. W.Exp Highway Metro Station, Andheri East, Mumbai - 400069

Follow Us: SupertronVAD

1800 571 6767 | +91 - 9004682019 | marketing@sevadv.com | www.sevadv.com

BRANDING IS AN ONGOING JOURNEY, NOT A DESTINATION.

In a world defined by rapid innovation and volatile market shifts, legacy positions can disappear overnight. Embracing this natural fluidity is what separates enduring global leaders from transient market players.

CMO of the year

INFLUENTIAL 50 CMO's OF INDIA

	NAME	DESIGNATION	COMPANY
1	A L JAGANNATH	DIRECTOR, MARKETING & PARTNERSHIPS (INDIA & ME)	THOUGHTWORKS TECHNOLOGIES (INDIA) PVT.LTD..
2	AKASH DEEP BATRA	HEAD OF MARKETING	HEWLETT PACKARD INDIA
3	AMALORE JUDE	HEAD OF MARKETING- ISG	LENOVO INDIA PVT. LTD.
4	AMRITA THAPAR	REGIONAL MARKETING DIRECTOR	MICROSOFT CORPORATION INDIA PVT. LTD.
5	ANINDITA DAS VELURI	DIRECTOR-MARKETING	ADOBE SYSTEMS INDIA PVT. LTD.
6	ANKESH KUMAR	CHIEF MARKETING OFFICER	INGRAM MICRO INDIA PVT. LTD.
7	ANUPAM SAH	CHIEF MARKETING OFFICER	ADITYA INFOTECH PVT. LTD.
8	APURVA JANI	MARKETING DIRECTOR	INTEL CORPORATION
9	ARPITA AGRAWAL	COUNTRY MARKETING DIRECTOR	DELL TECHNOLOGIES
10	ARPITA SENGUPTA	DIRECTOR-MARKETING & COMMUNICATIONS	RED HAT INDIA PVT. LTD.
11	ARVIND SAXENA	HEAD - MARKETING CENTRE OF EXCELLENCE (MCOE)	NEC CORPORATION INDIA PVT. LTD.
12	ASHU MEHROTRA	VP-MARKETING	TP-LINK INDIA PVT. LTD.
13	CHANDRIKA JAIN	DIRECTOR-BRAND STRATEGY, CONTENT	LENOVO INDIA PVT. LTD.
14	DEBUR S BALAMURALI	V.P.-MARKETING & CUSTOMER EXPERIENCE	KYNDRYL INDIA
15	DEEPAK MATHUR	HEAD MARKETING (INDIA & SAARC)	PALO ALTO NETWORKS
16	HARIHARAN MURALIMANOHAR	HEAD OF MARKETING	ZOHO CORP
17	JAYATI SINGH	CMO	TALLY SOLUTIONS PVT. LTD.
18	JESSICA D'CRUZ	REGIONAL MARKETING DIRECTOR-INDIA & SAARC	FORTINET TECHNOLOGIES INDIA PVT. LTD.
19	JOSHUA MATHEW	HEAD OF MARKETING-INDIA	CISCO SYSTEMS INDIA PVT. LTD.
20	KARTHIK SATHURAGIRI	MARKETING DIRECTOR	CROWDSTRIKE INDIA PVT. LTD.
21	KAUSTUBH PATKI	MARKETING HEAD-INDIA	OPENTEXT TECHNOLOGIES INDIA PVT.LTD.
22	KIRTI PANDEY	MARKETING HEAD	PRAMA INDIA PVT. LTD.
23	KUSHAGRA SHARMA	HEAD MARKETING -INDIA & SAARC	VEEAM SOFTWARE PVT. LTD.
24	MAYURI SAIKIA	DIRECTOR MARKETING, GTM HEAD INDIA (CONSUMER ORG)	DELL TECHNOLOGIES
25	MUKESH BAJPAI	MARKETING HEAD	AMD INDIA PVT. LTD.

	NAME	DESIGNATION	COMPANY
26	NIKHIL DUDWADKAR	HEAD OF MARKETING-INDIA	KASPERSKY
27	NIKHIL MEHROTRA	DIRECTOR FIELD MARKETING-INDIA	NUTANIX TECHNOLOGIES INDIA PVT. LTD.
28	NIPUN SHARMA	SENIOR DIRECTOR & CMO - INDIA	SALESFORCE.COM INDIA PVT.LTD.
29	NITIKA DAS	DIRECTOR AND HEAD OF MARKETING	DASSAULT SYSTEMES
30	PEEYUSH DUBEY	CMO	TECH MAHINDRA LIMITED
31	PRIYANKA SETHI	HEAD OF MARKETING	HAIER APPLIANCES INDIA PVT. LTD.
32	PUNEET CHADHA	CHIEF MARKETING OFFICER	REDINGTON LTD.
33	RAHUL NAUTIYAL	COUNTRY MANAGER & HEAD OF MARKETING	HEWLETT PACKARD ENTERPRISE INDIA PVT. LTD.
34	RAHUL SINGH	HEAD OF MARKETING	SAP INDIA SUBCONTINENT
35	RAJASHAKHER INTHA	GLOBAL MARKETING DIRECTOR	CYBLE INFOSEC INDIA PVT. LTD
36	RAJAT ABBI	VP & CMO	SCHNEIDER ELECTRIC INDIA PVT. LTD.
37	RAKSHIT RAVIPRAKASH	DIRECTOR-MARKETING	QUALYS Security Techservices PVT. LTD.
38	RAM PARAMESWARAN	GLOBAL MARKETING HEAD-AI & DIGITAL	WIPRO LIMITED
39	RIMI DAS	HEAD OF MARKETING- INDIA	EVERPURE INDIA PVT.LTD.
40	RISHIKESH KANE	DGM-MARKETING	BROTHER INTERNATIONAL
41	SARIM ZIA	HEAD OF MARKETING - SOUTH EAST ASIA	ELASTIC
42	SHALINI KAUL	HEAD OF MARKETING (INDIA)	HPE NETWORKING
43	SHANKER SAREEN	MARKETING DIRECTOR-INDIA & SAARC	SENTINELONE INDIA PVT. LTD.
44	SHIRISH AGARWAL	HEAD OF MARKETING	SAMSUNG INDIA ELECTRONICS PVT. LTD.
45	SOORAJ BALAKRISHNAN	ASSOCIATE DIRECTOR & HEAD - MARKETING	ACER INDIA PVT. LTD.
46	SUKUMARAN	V.P-B2B AND B2C	CANON INDIA PVT. LTD.
47	SUMIT VIRMANI	EVP & GLOBAL CMO	INFOSYS LIMITED
48	TUHINA PANDEY	DIRECTOR-APAC COMMUNICATIONS & CMO	IBM INDIA PVT. LTD.
49	VINNY SHARMA	SR.MARKETING DIRECTOR-APJ, EUROPE & EMEA	SECURONIX INDIA PVT. LTD.
50	VIREN WADHWA	CHIEF MARKETING OFFICER	YOTTA DATA SERVICES PVT. LTD.

THE MOST INFLUENTIAL

A L JAGANNATH
THOUGHTWORKS TECHNOLOGIES PVT. LTD.

AKASH DEEP BATRA
HEWLETT PACKARD INDIA

AMALORE JUDE
LENOVO INDIA PVT. LTD.

AMRITA THAPAR
MICROSOFT CORPORATION INDIA PVT. LTD.

ANINDITA DAS VELURI
ADOBE SYSTEMS INDIA PVT. LTD.

ANKESH KUMAR
INGRAM MICRO INDIA PVT. LTD.

ANUPAM SAH
ADITYA INFOTECH PVT. LTD.

APURVA JANI
INTEL CORPORATION

ARPITA AGRAWAL
DELL TECHNOLOGIES

ARPITA SENGUPTA
RED HAT INDIA PVT. LTD.

ARVIND SAXENA
NEC CORPORATION INDIA PVT. LTD.

ASHU MEHROTRA
TP-LINK INDIA PVT. LTD.

CHANDRIKA JAIN
LENOVO INDIA PVT. LTD.

DEBUR S BALAMURALI
KYNDRYL INDIA

DEEPAK MATHUR
PALO ALTO NETWORKS

HARIHARAN MURALIMANOHAR
ZOHO CORP

JAYATI SINGH
TALLY SOLUTIONS PVT. LTD.

JESSICA D'CRUZ
FORTINET TECHNOLOGIES INDIA PVT. LTD.

JOSHUA MATHEW
CISCO SYSTEMS INDIA PVT.LTD.

KARTHIK SATHURAGIRI
CROWDSTRIKE INDIA PVT. LTD.

KAUSTUBH PATKI
OPENTEXT TECHNOLOGIES INDIA PVT. LTD.

KIRTI PANDEY
PRAMA INDIA PVT. LTD.

KUSHAGRA SHARMA
VEEAM SOFTWARE PVT. LTD.

MAYURI SAIKIA
DELL TECHNOLOGIES

MUKESH BAJPAI
AMD INDIA PVT. LTD.

CMOs IN THE COUNTRY

NIKHIL DUDWADKAR
KASPERSKY

NIKHIL MEHROTRA
NUTANIX TECHNOLOGIES INDIA PVT. LTD.

NIPUN SHARMA
SALESFORCE.COM INDIA PVT. LTD.

NITIKA DAS
DASSAULT SYSTEMES

PEEYUSH DUBEY
TECH MAHINDRA LIMITED

PRIYANKKA SETHHI
HAIER APPLIANCES INDIA PVT. LTD.

PUNEET CHADHA
REDINGTON LTD.

RAHUL NAUTIYAL
HEWLETT PACKARD ENTERPRISE INDIA PVT. LTD.

RAHUL SINGH
SAP INDIA SUBCONTINENT

RAJASHAKHER INTHA
CYBLE INFOSEC INDIA PVT. LTD

RAJAT ABBI
SCHNEIDER ELECTRIC INDIA PVT. LTD.

RAKSHIT RAVIPRAKASH
QUALYS SECURITY TECHSERVICES PVT. LTD.

RAM PARAMESWARAN
WIPRO LIMITED

RIMI DAS
EVERPURE INDIA PVT.LTD.

RISHIKESH KANE
BROTHER INTERNATIONAL

SARIM ZIA
ELASTIC

SHALINI KAUL
HPE NETWORKING

SHANKER SAREEN
SENTINELONE INDIA PVT. LTD.

SHIRISH AGARWAL
SAMSUNG INDIA ELECTRONICS PVT. LTD.

SOORAJ BALAKRISHNAN
ACER INDIA PVT.LTD.

SUKUMARAN
CANON INDIA PVT. LTD.

SUMIT VIRMANI
INFOSYS LIMITED

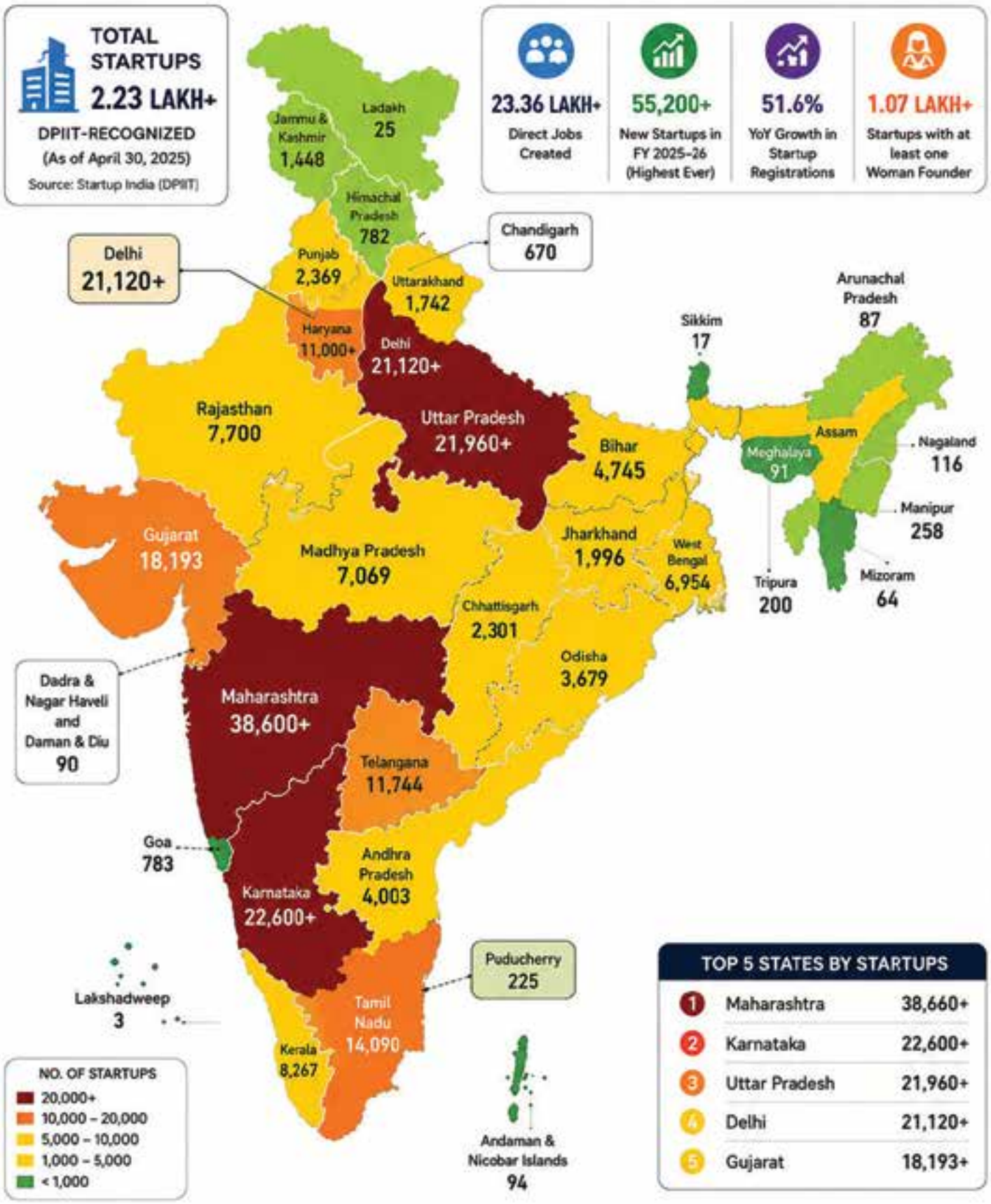
TUHINA PANDEY
IBM INDIA PVT. LTD.

VINNY SHARMA
SECURONIX INDIA PVT. LTD.

VIREN WADHWA
YOTTA DATA SERVICES PVT. LTD.

INDIA'S STARTUP ECOSYSTEM

2.23 LAKH+ DPIIT-RECOGNIZED STARTUPS ACROSS EVERY STATE & UT



100 PROGRESSIVE START-UPS IN INDIA

ACKO
ATHER
BharatPe
BillDesk
BLACKBUCK
blinkit
boAt
bookmyshow
BrowserStack
CarDekho
Bodhte India Ka Bharosa
CARS24
chargebee
CoinDCX
CRED
digit
DREAM11
droom
FACEOFF
OPINION MATTERS
fractal
analytics academy
freshworks
games 24x7
Groww
gupshup
Icertis
InCred finance
INMOBI
innovaccer
Jupiter
JUSPAY
KRUTRIM
leadsquared
lenskart
Licious
LIVSPACE
mamaearth
MediBuddy
Your Health Buddy
meesho
M
MobiKwik
moglix
moneyview
MPL
NYKAA
Myntra
navi
NEW ME
neysa
NOBROKER
ofbusiness
Business Mein Ofbusiness
OLA
one card
Oxyzo
OYO
payu
Perfios
PETPOOJA
PhonePe
PW
pine labs
Pocket FM
PORTER
POSTMAN
practo
Pristyn Care
probo.
qure.ai
REBEL FOODS
rapido
BIKE TAXI
Razorpay
RIVIGO
by mahindra logistics
Rupeek
sarvam.ai
shadowfax
We Deliver
Shiprocket
SKYROOT
AEROSPACE
SPACE FIELDS
Spinny
SWIFT
SWIGGY
TATA 1mg
TESSOLVE
A HERO ELECTRONIX VENTURE
Tracxn
uniphore
upGrad
Vedantu
VERSE
Urban Company
vivriti CAPITAL
whatfix
WOW! momo
XPRESSBEES
delivering happiness
yellow.ai
zenoti
GROW A LITTLE EVERY DAY
zepto
ZERODHA
zeta
ZETWERK
ZOHO
zomato

India's Startup Boom Reaches
New Heights

India's startup ecosystem continues to accelerate, reinforcing its position as the world's third-largest startup hub after the United States and China. In FY26, the country achieved a landmark milestone with more than 55,200 startups officially recognized under the Startup India initiative—the highest annual addition since the program's launch in 2016.

The growth reflects rising entrepreneurial momentum across sectors including fintech, artificial intelligence, deeptech, clean energy, agritech, and aerospace. Increasing participation from Tier-2, Tier-3 cities and rural regions highlights the expanding reach of innovation beyond metropolitan centers. Supported by government initiatives, venture capital investments, incubators, accelerators, and a thriving digital economy, India is rapidly emerging as a global innovation powerhouse, fostering job creation, technological advancement, and long-term economic growth

ACKO TECHNOLOGY AND SERVICES PVT. LTD. (ACKO)

ACKO is India's leading digital-first insurance company, transforming the insurance sector through technology, data analytics, and customer-centric innovation. By eliminating intermediaries and leveraging AI-driven processes, ACKO offers seamless insurance products, faster claims settlement, personalized coverage, and an enhanced digital customer experience.

USP

ACKO's key differentiator lies in its fully digital, paperless insurance platform that combines AI, automation, and data intelligence. Its direct-to-customer model reduces costs, accelerates claim processing, enables customized insurance products, and delivers a frictionless experience with superior operational efficiency and transparency

Founder:
VARUN DUA

Year of Establishment:
2016

Location:
BENGALURU

Sector Focused:
INSURANCE COMPANY

ATHER ENERGY LIMITED

Ather Energy is one of India's leading electric mobility companies, focused on designing and manufacturing intelligent electric scooters and charging infrastructure. The company combines advanced engineering, connected vehicle technology, software innovation, and sustainable transportation solutions to accelerate India's transition to electric mobility.

USP

Ather's key strength lies in its vertically integrated EV ecosystem, combining smart electric scooters, connected software, over-the-air updates, and the Ather Grid charging network. Its focus on product innovation, user experience, performance, and indigenous technology differentiates it in the competitive EV market.

Founder:
TARUN MEHTA

Year of Establishment
2013

Location:
BENGALURU

Sector Focused:
AUTOMOTIVE ELECTRIC VEHICLES MOTORCYCLE

BHARATPE TECHNOLOGIES PRIVATE LIMITED

BharatPe is a leading Indian fintech company focused on empowering merchants through digital payments, credit solutions, and financial services. It enables businesses to accept UPI payments via a single QR code while providing access to loans, banking, and value-added services.

USP

BharatPe's key differentiator is its merchant-first ecosystem that combines interoperable UPI payments, easy credit access, and financial management tools on a unified platform. Its strong focus on small businesses and underserved merchants has accelerated digital financial inclusion across India.

Founder:
SHASHVAT NAKRANI

Year of Establishment:
2018

Location:
NEW DELHI

Sector Focused:
FINTECH

BILLDESK INDIAIDEAS.COM LTD.

BillDesk is one of India's pioneering digital payments and transaction processing companies. It provides payment aggregation, recurring payments, bill collection, merchant payment solutions, and banking technology services, enabling secure and seamless digital transactions for businesses, financial institutions, and government organizations.

USP

BillDesk's key strength lies in its robust payment infrastructure, extensive banking partnerships, and high transaction reliability. The platform processes billions of transactions annually, offering secure, scalable, and compliant payment solutions while supporting recurring payments, collections, and enterprise-grade digital commerce ecosystems.

Founder:
M. N. SRINIVASU

Year of Establishment:
2000

Location:
MUMBAI

Sector Focused:
FINTECH & ONLINE PAYMENTS

BLACKBUCK - (ZINKA LOGISTICS SOLUTIONS LIMITED)

Founder:
RAJESH YABAJI

Year of Establishment:
2015

Location:
BENGALURU

Sector Focused:
LOGISTICS & FINTECH

BlackBuck is India's leading digital platform for trucking and logistics, connecting shippers with truck operators through technology-driven solutions. The company offers freight matching, fleet management, vehicle financing, fuel services, toll payments, and digital tools that improve efficiency across the transportation ecosystem.

USP

BlackBuck's key differentiator is its integrated digital ecosystem built specifically for the trucking industry. By combining logistics, telematics, payments, fuel management, FASTag services, financing, and fleet intelligence on a single platform, it enhances operational efficiency, visibility, and profitability for transport operators.

BOAT (IMAGINE MARKETING LIMITED)

Co-Founder:
AMAN GUPTA

Year of Establishment:
2016

Location:
NEW DELHI

Sector Focused:
ELECTRONICS & SMART DEVICES

boAt is one of India's leading consumer technology brands, offering audio products, smartwatches, gaming accessories, and wearable devices. Known for its youth-focused approach, boAt combines stylish design, affordability, and technology innovation to serve millions of consumers across India.

USP

boAt's key strength lies in delivering feature-rich, aspirational technology products at accessible price points. Its strong brand identity, deep understanding of Indian consumer preferences, extensive retail presence, and celebrity-driven marketing strategy have helped it become a market leader in audio and wearables.

BOOKMYSHOW - (BIGTREE ENTERTAINMENT PRIVATE LIMITED)

Founder:
ASHISH HEMRAJANI

Year of Establishment:
1999

Location:
MUMBAI

Sector Focused:
ENTERTAINMENT TECHNOLOGY, ONLINE TICKETING, EVENTS

BookMyShow is India's leading entertainment destination platform, enabling consumers to discover and book movie tickets, live events, sports, concerts, theatre performances, and experiences. The company has transformed entertainment access through a seamless digital ecosystem serving millions of users nationwide.

USP

BookMyShow's key differentiator is its comprehensive entertainment ecosystem that integrates ticketing, event discovery, venue management, marketing, and audience engagement. Its strong technology platform, extensive partner network, and pan-India reach make it the preferred destination for entertainment experiences.

BROWSERSTACK SOFTWARE PRIVATE LIMITED

Founder:
RITESH ARORA

Year of Establishment:
2011

Location:
MUMBAI

Sector Focused:
SOFTWARE TESTING, CLOUD COMPUTING, DEVOPS, DEVELOPER TOOLS

BrowserStack is a leading cloud-based software testing platform that enables developers and enterprises to test websites and mobile applications across thousands of real browsers, devices, and operating systems. It helps organizations accelerate software releases while ensuring quality, performance, and reliability.

USP

BrowserStack's key differentiator is its extensive real-device cloud infrastructure, enabling instant testing across thousands of browser-device combinations without requiring physical hardware. Its seamless integration with CI/CD pipelines, automation frameworks, and developer tools helps enterprises improve software quality while reducing testing time and costs.

CARDEKHO (GIRNARSOFT PVT. LTD.)

Founder:
AMIT JAIN

Year of Establishment:
2008

Location:
JAIPUR

Sector Focused:
AUTOTECH, AUTOMOTIVE MARKETPLACE, VEHICLE

CarDekho is one of India's leading automotive technology platforms, helping consumers research, buy, sell, finance, and insure vehicles. The company offers comprehensive automotive information, digital retail solutions, used-car transactions, financing services, and insurance products through an integrated ecosystem.

USP

CarDekho's key differentiator is its end-to-end automotive ecosystem that combines vehicle discovery, comparison, financing, insurance, dealership solutions, and used-car transactions on a single platform. Its strong data-driven approach, extensive dealer network, and customer-centric services simplify the entire vehicle ownership journey.

CARS24 SERVICES PVT. LTD. (CARS24)

Founder:
VIKRAM CHOPRA

Year of Establishment:
2015

Location:
GURUGRAM

Sector Focused:
AUTOMOTIVE INDUSTRY

CARS24 is a leading AutoTech platform that simplifies the buying, selling, financing, and ownership of pre-owned vehicles. Through technology-driven processes, the company offers instant vehicle valuation, seamless transactions, vehicle inspections, financing solutions, and end-to-end support for customers and dealers.

USP

CARS24's key differentiator is its fully integrated digital platform that enables quick vehicle sales, transparent pricing, instant payments, financing, insurance, and ownership transfer. Its data-driven valuation engine, extensive inspection network, and customer-centric experience have transformed India's used-car market.

CHARGEBEE TECHNOLOGIES PVT. LTD.

Chargebee is a leading subscription management and revenue growth platform that helps businesses automate billing, invoicing, payments, revenue recognition, and customer lifecycle management. Serving SaaS, e-commerce, and digital businesses globally, it enables organizations to scale recurring revenue models efficiently.

Founder:
KRISH SUBRAMANIAN

Year of Establishment:
2011

Location:
CHENNAI

Sector Focused:
FINTECH AND SaaS

USP

Chargebee's key differentiator is its comprehensive subscription and revenue management platform that integrates billing, payments, analytics, taxation, and compliance across global markets. Its flexibility, automation capabilities, and seamless integration with major business applications help companies accelerate growth and optimize recurring revenue operations.

COINDCX- NEBLIO TECHNOLOGIES PVT. LTD.

CoinDCX is one of India's leading cryptocurrency exchanges, providing a secure platform for trading, investing, and managing digital assets. The company offers access to multiple cryptocurrencies, blockchain-based financial services, investor education, and Web3 innovation while promoting responsible crypto adoption.

Founder:
SUMIT GUPTA AND NEERAJ KHANDELWAL

Year of Establishment
2018

Location:
MUMBAI

Sector Focused:
CRYPTOCURRENCY, BLOCKCHAIN

USP

CoinDCX's key differentiator is its focus on security, regulatory compliance, and user accessibility. Through advanced trading infrastructure, institutional-grade custody, educational initiatives, and a broad range of digital assets, it enables both retail and institutional investors to participate confidently in the crypto economy.

CRED - DREAMPLUG TECHNOLOGIES PVT. LTD.

CRED is a leading fintech platform that rewards users for responsible financial behavior, particularly timely credit card bill payments. The company has expanded into lending, payments, wealth management, and commerce, creating a premium financial ecosystem for creditworthy consumers across India.

Founder:
KUNAL SHAH

Year of Establishment:
2018

Location:
BENGALURU

Sector Focused:
FINTECH, DIGITAL PAYMENTS

USP

CRED's key differentiator is its exclusive, trust-based membership model focused on financially responsible consumers. By combining rewards, payments, credit solutions, and financial services within a premium digital experience, CRED has built a highly engaged community and a unique consumer finance ecosystem.

CUREFIT HEALTHCARE PVT. LTD. (CULT.FIT)

Cure.fit, now known as Cult.fit, is a leading health and wellness platform offering fitness training, nutrition guidance, mental wellness services, healthcare solutions, and sportswear. Through a technology-driven ecosystem, it promotes preventive healthcare and healthy lifestyles for consumers across India.

Founder:
MUKESH BANSAL

Year of Establishment
2016

Location:
BENGALURU

Sector Focused:
FITNESS COMPANY

USP

Cult.fit's key differentiator is its integrated wellness ecosystem that combines physical fitness centers, digital workout content, nutrition programs, healthcare services, and community engagement. Its omnichannel approach enables users to seamlessly access personalized health and wellness solutions across online and offline platforms.

GO DIGIT GENERAL INSURANCE LTD (DIGIT INSURANCE)

Digit Insurance is a leading digital-first insurance company transforming general insurance through technology, simplicity, and customer-centric innovation. The company offers motor, health, travel, property, and commercial insurance products while leveraging digital processes to simplify policy purchase, claims management, and customer service.

Founder:
KAMESH GOYAL

Year of Establishment:
2016

Location:
BENGALURU

Sector Focused:
INSURANCE COMPANY

USP

Digit's key differentiator is its transparent, technology-driven insurance platform focused on ease of use and rapid claims settlement. By simplifying insurance products, enabling paperless processes, AI-powered assessments, and customer-friendly experiences, Digit has redefined insurance accessibility and efficiency in India.

DREAM11- SPORTA TECHNOLOGIES PRIVATE LIMITED

Dream11 is India's leading fantasy sports platform, enabling users to create virtual teams and participate in skill-based sports contests across cricket, football, basketball, kabaddi, and other sports. The company has played a pioneering role in shaping India's online sports gaming ecosystem.

Founder:
HARSH JAIN

Year of Establishment:
2008

Location:
MUMBAI

Sector Focused:
FANTASY SPORTS

USP

Dream11's key differentiator is its data-driven fantasy sports platform that combines real-time sports analytics, user engagement, and skill-based competition. Its extensive sports portfolio, scalable technology infrastructure, and strong sports partnerships have helped build one of the world's largest fantasy sports communities.

DROOM TECHNOLOGY PVT. LTD. (DROOM)

Droom is an AI-driven online automobile marketplace that facilitates the buying, selling, financing, and insurance of new and used vehicles. The platform leverages technology, data science, and digital tools to simplify vehicle transactions while improving transparency, convenience, and customer trust.

USP

Droom's key differentiator is its proprietary automotive technology stack, including AI-powered pricing, vehicle inspection, history reports, and trust-building tools. Its end-to-end digital marketplace enables seamless vehicle discovery, evaluation, financing, insurance, and ownership transfer, creating a comprehensive automotive commerce ecosystem.

Founder:
SANDEEP AGGARWAL

Year of Establishment
2014

Location:
GURUGRAM

Sector Focused:
E-COMMERCE PLATFORM

FACEOFF TECHNOLOGIES PVT. LTD.

FaceOff Technologies is a pioneering deep-tech company building Digital Trust Infrastructure for the AI era. Through its Adaptive Cognito Engine (ACE), the company delivers identity verification, deepfake detection, behavioral analytics, fraud prevention, and AI governance solutions, helping organizations establish trust across digital ecosystems.

USP

FaceOff's key differentiator is its multimodal trust platform that combines deepfake detection, synthetic identity defense, behavioral biometrics, liveness verification, orchestration intelligence, and quantum-safe security. Its AVATAAR framework enables continuous trust assessment, helping enterprises deploy AI securely, responsibly, and at scale.

Founder:
DR. DEEPAK KUMAR SAHU

Year of Establishment:
2024

Location:
NEW DELHI

Sector Focused:
AI TRUST INFRASTRUCTURE

FRACTAL ANALYTICS PRIVATE LIMITED

Fractal is a global AI and analytics company that helps enterprises transform decision-making through artificial intelligence, machine learning, data engineering, and advanced analytics. Serving industries such as healthcare, consumer goods, financial services, and retail, Fractal enables organizations to achieve measurable business outcomes.

USP

Fractal's key differentiator is its ability to combine deep AI expertise, domain knowledge, and scalable technology platforms. Through solutions such as decision intelligence, generative AI, predictive analytics, and AI-powered business applications, it helps enterprises accelerate innovation and data-driven transformation at scale.

Founder:
SRIKANTH VELAMAKANNI

Year of Establishment:
2000

Location:
MUMBAI

Sector Focused:
ARTIFICIAL INTELLIGENCE COMPANY

FRESHWORKS INC.

Freshworks is a global software-as-a-service (SaaS) company providing customer engagement, IT service management, CRM, and employee experience solutions. Its cloud-based platform helps organizations streamline support operations, improve customer satisfaction, enhance productivity, and accelerate digital transformation through AI-powered automation.

USP

Freshworks' key differentiator is its easy-to-deploy, user-friendly SaaS platform that combines customer service, sales, marketing, and IT operations in a unified ecosystem. By integrating AI-driven automation, analytics, and omnichannel engagement, it enables businesses to deliver exceptional experiences while reducing operational complexity and costs.

Founder:
SHAN KRISHNASAMY

Year of Establishment:
2010

Location:
CHENNAI, HEADQUARTERS SAN MATEO

Sector Focused:
SAAS, CRM, AI

GAMES24X7 PVT. LTD.

Games24x7 is one of India's leading online gaming companies, operating popular platforms such as RummyCircle and My11Circle. The company leverages artificial intelligence, data science, and advanced technology to create engaging, skill-based gaming experiences for millions of users across India.

USP

Games24x7's key differentiator is its AI-driven gaming ecosystem that combines predictive analytics, responsible gaming practices, personalization, and scalable technology infrastructure. Its strong focus on skill-based gaming, user engagement, innovation, and data-led decision-making has established it as a leader in India's online gaming industry.

Founder:
BHAVIN PANDYA

Year of Establishment:
2006

Location:
MUMBAI

Sector Focused:
ONLINE GAMING COMPANY

GROWW- NEXTBILLION TECHNOLOGY PVT. LTD.

Groww is one of India's leading investment and wealth management platforms, enabling users to invest in stocks, mutual funds, ETFs, IPOs, and other financial products. Through a simple digital interface, it promotes financial inclusion and empowers millions to build wealth.

USP

Groww's key differentiator is its user-friendly, mobile-first investment platform designed for both new and experienced investors. By simplifying investing, offering seamless onboarding, transparent pricing, educational content, and a broad range of financial products, Groww has accelerated retail participation in India's capital markets.

Founder:
LALIT KESHRE

Year of Establishment:
2016

Location:
BENGALURU

Sector Focused:
FINTECH STOCK BROKING

GUPSHUP TECHNOLOGY INDIA PVT. LTD. (GUPSHUP)

Gupshup is a leading conversational engagement platform that enables businesses to connect with customers through messaging, chatbots, voice, and AI-powered interactions. The company helps enterprises automate customer communications, improve engagement, and deliver personalized experiences across digital channels.

USP

Gupshup's key differentiator is its comprehensive conversational AI and messaging platform that supports billions of interactions across channels such as WhatsApp, SMS, RCS, voice, and social media. Its scalable CPaaS infrastructure and AI-driven automation help enterprises accelerate customer engagement and digital transformation.

Founder:
BEERUD SHETH

Year of Establishment
2004

Location:
MUMBAI

Sector Focused:
CONVERSATION CLOUD PLATFORM

ICERTIS INC.

Icertis is a global leader in AI-powered Contract Lifecycle Management (CLM), helping enterprises manage, automate, and optimize contracts across procurement, sales, legal, and compliance functions. Its platform transforms contracts into strategic business assets, improving governance, efficiency, and commercial outcomes.

USP

Icertis' key differentiator is its AI-driven Contract Intelligence platform that goes beyond document management to extract business value from contractual relationships. By integrating analytics, automation, compliance monitoring, and enterprise workflows, it enables organizations to reduce risk, accelerate revenue, and improve operational performance.

Founder:
SAMIR BODAS

Year of Establishment:
2009

Location:
PUNE

Sector Focused:
INTERNET SOFTWARE AND SERVICES

INCRED FINANCIAL SERVICES LTD. (INCRED)

InCred Finance is a technology-driven financial services group providing personal loans, education loans, SME financing, wealth management, and consumer lending solutions. By combining data analytics, risk intelligence, and digital processes, the company improves access to credit for individuals and businesses.

USP

InCred's key differentiator is its AI-enabled lending and risk assessment platform that delivers faster, more inclusive credit decisions. Its combination of technology, analytics, customer-centric products, and strong underwriting capabilities enables efficient loan disbursement while maintaining robust risk management and compliance standards.

Founder:
BHUPINDER SINGH

Year of Establishment
2016

Location:
MUMBAI

Sector Focused:
FINANCIAL SERVICES

INMOBI PTE. LTD.

InMobi is a global technology company specializing in mobile advertising, consumer engagement, and AI-driven marketing solutions. Through its advertising platforms and consumer technology products, the company helps brands reach audiences effectively while enabling publishers to monetize digital experiences across global markets.

USP

InMobi's key differentiator is its AI-powered advertising and consumer intelligence platform that delivers personalized experiences at scale. By combining data analytics, machine learning, privacy-focused targeting, and deep mobile ecosystem expertise, it enables brands and publishers to maximize engagement, performance, and revenue growth.

Founder:
NAVEEN TEWARI

Year of Establishment:
2007

Location:
BENGALURU

Sector Focused:
DIGITAL ADVERTISING AND CONSUMER TECHNOLOGY

INNOVACCER INC.

Innovaccer is a leading healthcare technology company that enables healthcare providers, payers, and government organizations to unify patient data and improve clinical outcomes. Its AI-powered healthcare platform supports care coordination, population health management, analytics, and value-based care transformation.

USP

Innovaccer's key differentiator is its healthcare data activation platform that consolidates fragmented patient information into a unified view. By combining AI, analytics, automation, and interoperability, it helps healthcare organizations enhance care delivery, reduce costs, improve patient engagement, and drive better health outcomes.

Founder:
ABHINAV SHASHANK

Year of Establishment:
2014

Location:
NOIDA

Sector Focused:
HEALTHTECH AI SECTOR

JUPITER- AMICA FINANCIAL TECHNOLOGIES PRIVATE LIMITED

Jupiter is a digital-first financial services platform designed to simplify money management for consumers. Through a mobile-centric experience, it offers savings accounts, payments, budgeting tools, expense tracking, credit products, and wealth management services, helping users make smarter financial decisions.

USP

Jupiter's key differentiator is its customer-centric digital banking experience that combines intuitive design, personalized insights, and financial management tools in a single platform. By leveraging data analytics and automation, it helps users track spending, optimize savings, and improve overall financial wellness.

Founder:
JITENDRA GUPTA

Year of Establishment:
2019

Location:
BENGALURU

Sector Focused:
FINTECH

JUSPAY TECHNOLOGIES PRIVATE LIMITED

Juspay is a leading payments technology company that provides payment infrastructure solutions for merchants, banks, and financial institutions. Its platform powers digital payments, checkout experiences, tokenization, UPI transactions, and payment orchestration, enabling secure and seamless transactions at scale.

Founder:
VIMAL KUMAR

Year of Establishment
2012

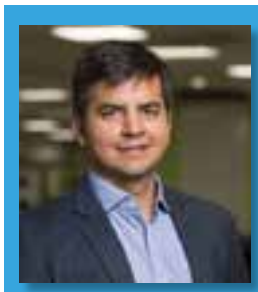
Location:
BENGALURU

Sector Focused:
FINTECH

USP

Juspay's key differentiator is its full-stack payment orchestration platform that optimizes transaction success rates, reduces payment failures, and enhances customer experience. Its expertise in UPI, tokenization, open-source innovation, and large-scale payment processing makes it a trusted partner for enterprises and banks.

KRUTRIM SI DESIGNS PRIVATE LIMITED



Krutrim is India's AI-first technology company focused on building indigenous artificial intelligence models, AI cloud infrastructure, and AI-powered applications. Developed to support Indian languages and use cases, Krutrim aims to strengthen India's sovereign AI ecosystem and global AI competitiveness.

Founder:
BHAVISH AGGARWAL

Year of Establishment:
2023

Location:
BENGALURU

Sector Focused:
RESEARCH SERVICES, LLMS, AI COMPUTING

USP

Krutrim's key differentiator is its vertically integrated AI ecosystem spanning foundation models, AI cloud infrastructure, compute platforms, and Indian-language AI capabilities. Its focus on sovereign AI, localized innovation, and scalable AI infrastructure positions it as a strategic player in India's AI future

LEADSQUARED SOLUTIONS PRIVATE LIMITED

LeadSquared is a leading sales execution and customer engagement platform that helps organizations streamline lead management, marketing automation, sales processes, and customer onboarding. Its cloud-based solutions enable businesses to improve productivity, accelerate conversions, and deliver superior customer experiences.

Founder:
NILESH PATEL

Year of Establishment
2011

Location:
BENGALURU

Sector Focused:
BUSINESS SOFTWARE SECTOR

USP

LeadSquared's key differentiator is its end-to-end sales execution platform that combines CRM, workflow automation, lead management, field-force tracking, and analytics. Designed for high-velocity businesses, it helps enterprises automate customer journeys, improve sales efficiency, and drive revenue growth across multiple industries.

LENSKART SOLUTIONS PVT. LTD.

Lenskart is India's leading eyewear company, offering prescription glasses, sunglasses, contact lenses, and vision-care solutions through an omnichannel retail model. By combining technology, manufacturing, and customer-centric innovation, it has transformed the eyewear buying experience for millions of consumers.

Founder:
PEYUSH BANSAL

Year of Establishment:
2010

Location:
GURUGRAM

Sector Focused:
EYEWEAR INDUSTRY

USP

Lenskart's key differentiator is its technology-enabled eyewear ecosystem featuring AI-powered face mapping, virtual try-on, home eye check-ups, and vertically integrated manufacturing. Its seamless online-to-offline model delivers affordable, customized, and high-quality vision solutions while enhancing customer convenience and accessibility.

DELIGHTFUL GOURMET PVT. LTD. (LICIOUS)

Licious is India's leading fresh meat and seafood brand, delivering high-quality, hygienically processed products directly to consumers. Through a vertically integrated supply chain, cold-chain logistics, and technology-driven operations, the company ensures freshness, quality, convenience, and consistent customer experience.

Founder:
ABHAY HANJURA

Year of Establishment:
2015

Location:
BENGALURU

Sector Focused:
FOODTECH, D2D

USP

Licious' key differentiator is its farm-to-fork business model that controls sourcing, processing, storage, and delivery. By eliminating intermediaries and maintaining strict quality standards through advanced cold-chain infrastructure, it delivers fresh, traceable, and premium meat and seafood products directly to customers.

LIVSPACE PTE. LTD.

Livspace is a leading home interiors and renovation platform that connects homeowners with designers, contractors, and furnishing solutions. Leveraging technology, design expertise, and project management capabilities, the company delivers customized end-to-end interior solutions for residential and commercial spaces.

Founder:
ANUJ SRIVASTAVA

Year of Establishment:
2014

Location:
BENGALURU

Sector Focused:
INTERIOR DESIGN

USP

Livspace's key differentiator is its technology-enabled design-to-delivery platform that integrates visualization, design consultation, manufacturing, procurement, and project execution. By offering transparent pricing, personalized designs, quality assurance, and seamless project management, it simplifies the traditionally fragmented home interior industry.

MAMAEARTH
HONASA CONSUMER PVT. LTD.

Mamaearth is one of India's leading beauty and personal care brands, offering products across skincare, haircare, baby care, and wellness categories. Built on a digital-first model, the company combines innovation, natural ingredients, and consumer trust to serve millions of customers.

USP

Mamaearth's key differentiator is its toxin-free, nature-inspired product portfolio supported by strong digital engagement and direct-to-consumer distribution. Its focus on ingredient transparency, sustainability initiatives, customer-centric innovation, and rapid product development has helped establish a strong brand presence across India.

Founder:
VARUN ALAGH

Year of Establishment:
2016

Location:
GURUGRAM

Sector Focused:
BEAUTY AND PERSONAL CARE (BPC) SECTOR

MEDIBUDDY PRIVATE LIMITED

MediBuddy is India's leading digital healthcare platform offering teleconsultation, diagnostics, medicine delivery, health check-ups, hospital services, and wellness solutions. The company leverages technology to provide accessible, affordable, and integrated healthcare services, connecting patients with healthcare providers across India.

USP

MediBuddy's key differentiator is its comprehensive digital healthcare ecosystem that integrates consultations, diagnostics, pharmacy, insurance support, and preventive care on a single platform. Its technology-driven approach, extensive healthcare network, and seamless patient experience enable convenient and accessible healthcare delivery at scale.

Founder:
SATISH KANNAN

Year of Establishment:
2013

Location:
BENGALURU

Sector Focused:
HEALTHTECH

MEESHO
FASHNEAR TECHNOLOGIES PVT. LTD.

Meesho is one of India's leading e-commerce platforms, empowering small businesses, entrepreneurs, and individual sellers to reach customers nationwide. Through a technology-driven marketplace, it enables affordable online shopping while creating income opportunities for millions of merchants across India.

USP

Meesho's key differentiator is its asset-light, seller-centric marketplace model focused on value-conscious consumers in Tier-2, Tier-3, and emerging markets. By offering low-cost access to digital commerce, logistics support, and extensive product variety, it democratizes online retail and entrepreneurship at scale.

Founder:
VIDIT AATREY

Year of Establishment:
2015

Location:
BENGALURU

Sector Focused:
E-COMMERCE MARKETPLACE AND A SOCIAL COMMERCE PLATFORM

MERCURYAI INNOVATIONS
INDIA PVT. LTD.

MercuryAI is a unified AI platform that enables developers and enterprises to access, compare, and orchestrate multiple leading large language models through a single API and dashboard. The platform supports AI agents, business automation, content generation, and enterprise AI deployments.

USP

MercuryAI's key differentiator is its multi-model orchestration capability, providing seamless access to leading AI models including GPT, Gemini, Claude, and Llama through one platform. This unified approach simplifies AI adoption, reduces costs, accelerates deployment, and enables intelligent model selection for diverse workloads.

Founder:
LAKSHAY CHAUHAN

Year of Establishment:
2025

Location:
NEW DELHI

Sector Focused:
ARTIFICIAL INTELLIGENCE

MOBIKWIK- ONE MOBIKWIK
SYSTEMS LIMITED

MobiKwik is one of India's leading fintech platforms, offering digital payments, mobile wallets, UPI services, merchant payments, credit products, and financial services. The company enables consumers and businesses to transact seamlessly while expanding access to digital financial solutions across India.

USP

MobiKwik's key differentiator is its integrated digital financial ecosystem combining payments, wallets, credit, BNPL, and merchant solutions on a single platform. Its strong focus on financial inclusion, convenience, and technology-driven innovation helps millions of users access secure and efficient financial services.

Founder:
BIPIN PREET SINGH

Year of Establishment:
2009

Location:
GURUGRAM

Sector Focused:
FINTECH

MOGLIX BUSINESS SOLUTIONS
PVT. LTD.

Moglix is one of Asia's leading B2B commerce and supply chain technology companies, serving manufacturing and infrastructure sectors. The company provides industrial procurement, supply chain management, inventory optimization, and digital procurement solutions, helping enterprises improve efficiency and reduce operational costs.

USP

Moglix's key differentiator is its technology-driven B2B commerce ecosystem that integrates procurement, supply chain visibility, inventory management, and industrial sourcing on a single platform. Its extensive supplier network, data-driven insights, and digital procurement capabilities enable enterprises to streamline complex supply chains at scale.

Founder:
RAHUL GARG

Year of Establishment:
2014

Location:
NOIDA

Sector Focused:
E-COMMERCE COMPANY

MONEYVIEW- WHIZDM INNOVATIONS PVT. LTD.

Moneyview is a leading fintech platform offering personal loans, credit products, money management tools, and financial services through a mobile-first ecosystem. Leveraging advanced analytics and technology-driven underwriting, the company helps individuals access fast, convenient, and affordable financial solutions.

USP

Moneyview's key differentiator is its AI-powered credit assessment and digital lending platform that enables quick loan approvals with minimal documentation. By utilizing alternative data, automated underwriting, and seamless customer experiences, it expands financial access while maintaining strong risk management and operational efficiency.

Founder:
PUNEET AGARWAL

Year of Establishment:
2014

Location:
BENGALURU

Sector Focused:
FINANCIAL SERVICES

MOBILE PREMIER LEAGUE (MPL)

MPL is one of India's leading skill-based gaming and esports platforms, offering a wide range of mobile games across fantasy sports, puzzles, arcade, and competitive gaming categories. The company leverages technology to deliver engaging entertainment experiences to millions of users.

USP

MPL's key differentiator is its diversified gaming ecosystem that combines skill-based competitions, esports, real-money gaming, and digital engagement on a single platform. Its scalable technology infrastructure, strong user community, and broad game portfolio have established MPL as a major player in India's gaming industry.

Founder:
SAI SRINIVAS KIRAN GARIMELLA

Year of Establishment
2018

Location:
BENGALURU

Sector Focused:
ONLINE GAMING

NYKAA- FSN E-COMMERCE VENTURES LIMITED

Nykaa is India's leading beauty, wellness, and fashion platform, offering a wide range of cosmetics, skincare, personal care, and lifestyle products. Through its omnichannel retail strategy, the company combines digital commerce, physical stores, and content-driven consumer engagement to deliver premium shopping experiences.

USP

Nykaa's key differentiator is its content-led commerce model that integrates product discovery, expert advice, influencer engagement, and seamless shopping. Supported by a strong portfolio of owned brands, omnichannel presence, and deep consumer insights, Nykaa has established itself as a trusted beauty and lifestyle destination.

Founder:
FALGUNI NAYAR

Year of Establishment:
2012

Location:
MUMBAI

Sector Focused:
BEAUTY AND PERSONAL CARE SECTOR

MYNTRA DESIGNS PVT. LTD.

Myntra is India's leading fashion and lifestyle e-commerce platform, offering apparel, footwear, beauty products, accessories, and home décor from global and domestic brands. Through technology-driven personalization and a vast product portfolio, it delivers engaging shopping experiences to millions of consumers.

USP

Myntra's key differentiator is its fashion-focused digital ecosystem that combines AI-driven recommendations, trend discovery, influencer-led content, and a premium brand portfolio. Its strong focus on personalization, customer experience, and omnichannel innovation has made it a preferred destination for fashion shoppers.

Founder:
MUKESH BANSAL

Year of Establishment:
2007

Location:
BENGALURU

Sector Focused:
E-COMMERCE LIFESTYLE RETAIL

NAVI TECHNOLOGIES LTD.

Navi is a technology-driven financial services company offering personal loans, home loans, health insurance, mutual funds, and digital financial products. Through a mobile-first approach, the company simplifies financial services by delivering fast, transparent, and accessible solutions to consumers across India.

USP

Navi's key differentiator is its fully digital, paperless financial ecosystem that enables instant loan approvals, seamless insurance purchases, and simplified investments. Leveraging advanced technology, automation, and customer-centric design, it reduces friction in financial services while enhancing speed, accessibility, and user experience.

Founder:
SACHIN BANSAL

Year of Establishment:
2018

Location:
BENGALURU

Sector Focused:
FINTECH INSURANCE

NEWME TRADING PVT. LTD.

NEWME is a fast-growing fashion-tech brand focused on Gen Z consumers, offering trendy apparel and lifestyle products through a digital-first business model. Leveraging technology, data insights, and rapid product launches, the company delivers affordable fashion aligned with evolving youth preferences.

USP

NEWME's key differentiator is its ultra-fast fashion model designed specifically for Gen Z shoppers. By utilizing real-time consumer insights, agile supply chains, rapid design cycles, and digital engagement strategies, it quickly transforms emerging trends into affordable products with faster market responsiveness.

Founder:
SUMIT JASORIA

Year of Establishment:
2022

Location:
NEW DELHI

Sector Focused:
E-COMMERCE RETAIL TECHNOLOGY

NEYSA NETWORKS PRIVATE LTD.

Founded in 2024 by Sharad Sanghi and headquartered in Mumbai, Neysa Networks is an AI Acceleration Cloud company focused on democratizing artificial intelligence. Built in India for the world, Neysa delivers scalable AI infrastructure, cloud platforms, and high-performance computing solutions for enterprises and developers.

USP

Neysa's unique strength lies in its AI-native cloud architecture that combines GPU-powered infrastructure, AI platforms, and managed services under one ecosystem. By simplifying AI adoption and reducing deployment complexity, Neysa enables organizations to accelerate innovation, optimize costs, and scale AI workloads efficiently.

Founder:
SHARAD SANGHI

Year of Establishment:
2024

Location:
MUMBAI

Sector Focused:
AI ACCELERATION

NOBROKER TECHNOLOGIES SOLUTIONS PVT. LTD.

NoBroker is India's leading property technology platform that connects buyers, sellers, tenants, and property owners directly without brokerage fees. The company also offers home services, rental assistance, property management, loans, and legal solutions through a technology-driven ecosystem.

USP

NoBroker's key differentiator is its brokerage-free real estate marketplace that eliminates intermediaries and reduces transaction costs. By combining property discovery, verification, rental services, home maintenance, financial products, and digital automation, it simplifies the entire real estate journey for consumers.

Founder:
AKHIL GUPTA

Year of Establishment
2014

Location:
BENGALURU

Sector Focused:
REAL ESTATE
DIGITAL MARKETPLACE

OFBUSINESS INNOVATIVE TECHNOLOGIES PVT. LTD.

OfBusiness is a leading B2B commerce and financing platform that helps small and medium enterprises procure raw materials, manage supply chains, and access working capital. By integrating commerce and credit, the company enables businesses to improve efficiency, growth, and profitability.

USP

OfBusiness' key differentiator is its integrated commerce-plus-credit model that combines industrial procurement, supply chain solutions, and embedded financing on a single platform. Leveraging technology, data analytics, and sector expertise, it helps SMEs optimize procurement costs while improving access to timely business financing.

Founder:
ASISH MOHAPATRA

Year of Establishment:
2015

Location:
GURUGRAM

Sector Focused:
B2B COMMERCE
SUPPLY CHAIN

OLACABS.COM-ANI TECHNOLOGIES PVT. LTD.

Ola is one of India's largest mobility platforms, providing ride-hailing services across multiple vehicle categories. The company has expanded into electric mobility, logistics, and mobility technology, leveraging digital innovation to transform urban transportation and improve accessibility for millions of users.

USP

Ola's key differentiator is its integrated mobility ecosystem that combines ride-hailing, electric vehicles, driver-partner enablement, and digital transportation services. Its strong technology platform, extensive market reach, and focus on sustainable mobility have positioned it as a leading force in India's transportation sector.

Founder:
BHAVISH AGGARWAL

Year of Establishment:
2010

Location:
BENGALURU

Sector Focused:
MOBILITY PLATFORM

ONECARD- FPL TECHNOLOGIES PRIVATE LIMITED

OneCard is a technology-driven credit card platform that offers mobile-first credit experiences for digitally savvy consumers. Through its app-based ecosystem, the company enables users to manage spending, track rewards, control card settings, and access personalized financial insights seamlessly.

USP

OneCard's key differentiator is its metal credit card combined with a fully digital, app-first experience. By offering real-time spend tracking, instant controls, personalized rewards, and transparent financial management tools, it delivers a modern and customer-centric alternative to traditional credit card products.

Founder:
ANURAG SINHA

Year of Establishment:
2019

Location:
PUNE

Sector Focused:
FINTECH
CREDIT CARDS
DIGITAL BANKING

OXYZO - FINANCIAL SERVICES LIMITED

Oxyzo is a technology-driven financial services company providing working capital, supply chain finance, equipment financing, and business loans to small and medium enterprises. By leveraging data analytics and digital processes, it helps businesses access timely credit and accelerate growth.

USP

Oxyzo's key differentiator is its integrated financing model that combines deep supply-chain insights with technology-enabled credit assessment. Its ability to understand business cash flows, industry dynamics, and procurement ecosystems enables faster loan approvals, improved risk management, and customized financing solutions for enterprises.

Founder:
RUCHI KALRA

Year of Establishment:
2016

Location:
GURUGRAM

Sector Focused:
FINANCIAL SERVICES

OYO- ORAVEL STAYS LTD.

Founder:
RITESH AGARWAL

Year of Establishment
2012

Location:
GURUGRAM

Sector Focused:
HOSPITALITY
TRAVELTECH

OYO is one of the world's leading hospitality technology companies, offering standardized hotel, vacation rental, and accommodation solutions. Through its technology-driven platform, OYO helps property owners improve occupancy, operational efficiency, and customer experience while providing affordable stays to travelers.

USP

OYO's key differentiator is its asset-light hospitality model that combines technology, branding, revenue management, and operational support for partner properties. By standardizing quality, optimizing pricing through data analytics, and expanding rapidly across markets, OYO has transformed budget and mid-scale hospitality.

PAYU PAYMENTS PVT. LTD.

Founder:
ANIRBAN MUKHERJEE

Year of Establishment:
2002

Location:
GURUGRAM

Sector Focused:
FINTECH
DIGITAL PAYMENTS

PayU is a leading fintech company providing payment gateway solutions, merchant acquiring services, embedded finance, lending, and digital payment infrastructure. Serving businesses across multiple industries, PayU enables secure, seamless, and scalable online transactions while supporting the growth of the digital economy.

USP

PayU's key differentiator is its comprehensive payment ecosystem that combines payment processing, risk management, fraud prevention, subscription billing, and embedded financial services. Its strong merchant network, high transaction reliability, local payment expertise, and scalable infrastructure make it a preferred fintech partner.

PERFIOS SOFTWARE SOLUTIONS PVT. LTD.

Founder:
SABYASACHI GOSWAMI

Year of Establishment:
2008

Location:
BENGALURU

Sector Focused:
SaaS-BASED B2B
FINTECH SOFTWARE
COMPANY

Perfios is a leading B2B fintech company that provides financial data aggregation, analytics, underwriting, and decisioning solutions for banks, NBFCs, insurance companies, and financial institutions. Its technology enables faster credit assessment, risk evaluation, and digital customer onboarding at scale.

USP

Perfios' key differentiator is its AI-driven financial data intelligence platform that transforms complex financial information into actionable insights. By automating credit underwriting, fraud detection, income analysis, and compliance workflows, it significantly improves operational efficiency, decision accuracy, and customer experience for financial institutions.

PRAYOSHA FOOD SERVICES PVT. LTD.

Co-Founder:
PRATHIV PATEL

Year of Establishment:
2011

Location:
AHMEDABAD

Sector Focused:
FOODTECH,
HOSPITALITY
TECHNOLOGY

Petpooja is a leading restaurant management and POS technology platform serving restaurants, cafés, cloud kitchens, and food chains. Its cloud-based solutions help businesses manage billing, inventory, orders, kitchen operations, analytics, and customer engagement, improving efficiency and profitability.

USP

Petpooja's key differentiator is its comprehensive restaurant operating system that integrates POS, inventory management, online ordering, payment processing, and business analytics. Its easy deployment, extensive third-party integrations, and industry-specific features enable food businesses to streamline operations and enhance customer experiences.

PHONEPE PVT. LTD.

Founder:
SAMEER NIGAM

Year of Establishment:
2015

Location:
BENGALURU

Sector Focused:
FINANCIAL SERVICES
DIGITAL PAYMENTS

PhonePe is India's leading digital payments and financial services platform, enabling UPI transactions, merchant payments, bill payments, insurance, investments, and lending services. Leveraging a robust technology infrastructure, the company has played a significant role in accelerating India's digital payment revolution.

USP

PhonePe's key differentiator is its comprehensive financial ecosystem built around UPI, offering seamless payments, merchant acceptance, insurance, mutual funds, and financial products through a single platform. Its scale, reliability, extensive merchant network, and user-friendly experience have made it a dominant fintech player.

PHYSICSWALLAH PVT. LTD.

Founder:
ALAKH PANDEY

Year of Establishment:
2020

Location:
NOIDA

Sector Focused:
EDTECH

PhysicsWallah is one of India's fastest-growing education technology companies, offering affordable online and offline learning solutions for students preparing for competitive examinations such as JEE, NEET, UPSC, and other academic programs. It serves millions through technology-enabled education platforms.

USP

PhysicsWallah's key differentiator is its mission of delivering high-quality education at affordable prices. By combining engaging teaching methodologies, multilingual content, hybrid learning models, extensive reach, and technology-driven platforms, it has democratized access to competitive exam preparation across India.

PINE LABS PVT. LTD.

Pine Labs is a leading merchant commerce platform that provides payment acceptance, point-of-sale solutions, buy-now-pay-later services, merchant financing, and digital commerce technologies. Serving businesses across multiple sectors, the company helps merchants enhance customer experiences and drive digital transactions.

Founder:
RAJUL GARG

Year of Establishment:
1998

Location:
NOIDA

Sector Focused:
FINTECH (MERCHANT COMMERCE AND PAYMENTS PLATFORM)

USP

Pine Labs' key differentiator is its comprehensive merchant ecosystem that combines payment processing, smart POS devices, embedded finance, loyalty programs, and digital commerce solutions. Its extensive merchant network, innovative fintech offerings, and omnichannel capabilities enable businesses to seamlessly manage customer transactions and engagement.

POCKET FM PVT. LTD.

Pocket FM is a leading audio entertainment platform offering audiobooks, podcasts, serialized audio stories, and original content across multiple languages. Leveraging technology and creator-driven ecosystems, the company delivers immersive storytelling experiences to millions of listeners in India and globally.

Founder:
ROHAN NAYAK

Year of Establishment:
2018

Location:
BENGALURU

Sector Focused:
MEDIATECH AUDIOBOOKS

USP

Pocket FM's key differentiator is its audio-first storytelling platform that transforms long-form content into engaging serialized experiences. Through AI-driven recommendations, multilingual content, creator monetization, and a vast library of original shows, it has pioneered a new category in digital entertainment.

PORTER- SMARTSHIFT LOGISTICS SOLUTIONS PRIVATE LIMITED

Porter is a leading logistics technology platform that provides on-demand intra-city transportation and delivery services for businesses and individuals. Through its technology-driven marketplace, the company connects customers with a wide network of drivers and commercial vehicles, enabling efficient logistics operations.

Founder:
PRANAV GOEL

Year of Establishment:
2014

Location:
BENGALURU

Sector Focused:
LOGISTICS SERVICE PROVIDER

USP

Porter's key differentiator is its asset-light logistics platform that offers instant access to vehicles ranging from two-wheelers to trucks through a single application. By leveraging real-time tracking, route optimization, and scalable logistics solutions, it simplifies last-mile and intra-city transportation for enterprises and consumers.

POSTMAN TECHNOLOGIES INDIA PVT. LTD.

Postman is the world's leading API collaboration platform, helping developers design, build, test, document, monitor, and manage APIs throughout their lifecycle. Used by millions of developers and enterprises globally, it simplifies software development and accelerates digital transformation initiatives.

Founder:
ABHINAV ASTHANA

Year of Establishment
2014

Location:
BENGALURU

Sector Focused:
API DEVELOPMENT

USP

Postman's key differentiator is its end-to-end API platform that unifies API development, testing, governance, documentation, and collaboration in a single environment. Its extensive ecosystem, developer-friendly interface, automation capabilities, and enterprise-grade controls enable organizations to build and scale modern applications faster.

PRACTO TECHNOLOGIES PVT. LTD.

Practo is a leading digital healthcare platform connecting patients, doctors, hospitals, clinics, and diagnostic centers through a unified ecosystem. The company offers online consultations, appointment booking, health records management, and healthcare software solutions, making quality healthcare more accessible and efficient.

Founder:
SHASHANK ND

Year of Establishment:
2008

Location:
BENGALURU

Sector Focused:
HEALTHTECH TELEMEDICINE

USP

Practo's key differentiator is its integrated healthcare ecosystem that combines patient discovery, telemedicine, appointment scheduling, electronic health records, and healthcare practice management. By bridging the gap between patients and healthcare providers, it enhances accessibility, convenience, operational efficiency, and healthcare outcomes.

PRISTYN CARE- GHV ADVANCED CARE PRIVATE LIMITED

Pristyn Care is a healthcare technology company focused on delivering surgical care through a network of hospitals, clinics, and specialist doctors. The company streamlines patient journeys using technology, offering consultations, diagnostics, treatment coordination, and post-surgery support across multiple specialties.

Founder:
HARSIMARBIR SINGH

Year of Establishment:
2018

Location:
GURUGRAM

Sector Focused:
HEALTHCARE

USP

Pristyn Care's key differentiator is its end-to-end surgery care model that combines technology, experienced surgeons, cashless insurance assistance, and personalized patient support. By managing the complete treatment lifecycle, it improves healthcare accessibility, convenience, transparency, and patient outcomes across India.

PROBO MEDIA TECHNOLOGIES PVT. LTD.

Probo is a leading opinion-trading and prediction market platform that allows users to participate in real-world event-based markets across sports, finance, entertainment, and current affairs. The platform leverages technology to create interactive, knowledge-driven engagement and decision-making experiences.

Founder:
ASHISH GARG

Year of Establishment:
2021

Location:
GURUGRAM

Sector Focused:
FINTECH, GAMING TECHNOLOGY

USP

Probo's key differentiator is its prediction-market model that transforms opinions and knowledge into actionable market participation. By enabling users to forecast outcomes on real-world events through a transparent and data-driven platform, it creates a unique blend of information, engagement, and user interaction.

QURE.AI TECHNOLOGIES PRIVATE LIMITED

Qure.ai is a global healthcare AI company that develops artificial intelligence solutions for medical imaging and diagnostics. Its AI-powered platforms assist healthcare professionals in detecting diseases from X-rays, CT scans, and other imaging modalities, improving diagnostic accuracy and patient outcomes.

Founder:
PRASHANT WARIER

Year of Establishment:
2016

Location:
MUMBAI

Sector Focused:
HEALTHTECH RADIOLOGY

USP

Qure.ai's key differentiator is its clinically validated AI technology that enables rapid, accurate analysis of medical images for conditions such as tuberculosis, lung diseases, stroke, and fractures. Its scalable solutions help healthcare providers improve early detection, optimize workflows, and expand access to quality diagnostics.

REBEL FOODS PVT. LTD.

Rebel Foods is the world's leading internet restaurant company, operating multiple food brands through a cloud kitchen model. The company leverages technology, data analytics, and digital ordering platforms to deliver food efficiently while expanding virtual restaurant brands across global markets.

Founder:
JAYDEEP BARMAN

Year of Establishment:
2011

Location:
MUMBAI

Sector Focused:
FOOD & BEVERAGE

USP

Rebel Foods' key differentiator is its cloud kitchen platform that enables multiple restaurant brands to operate from shared infrastructure. By combining technology, centralized operations, demand forecasting, and brand innovation, it achieves scalability, cost efficiency, faster expansion, and enhanced customer reach.

RAPIDO- ROPPEN TRANSPORTATION SERVICES PRIVATE LIMITED

Rapido is India's leading bike-taxi and urban mobility platform, providing affordable and convenient transportation solutions. The company connects passengers with bike riders, auto-rickshaws, and cab services through a technology-driven marketplace, helping address last-mile connectivity and urban commuting challenges.

Founder:
ARAVIND SANKA

Year of Establishment:
2015

Location:
BENGALURU

Sector Focused:
MOBILITY AND TRANSPORTATION

USP

Rapido's key differentiator is its bike-first mobility model, offering faster and cost-effective transportation in congested urban environments. By leveraging a large captain network, real-time matching technology, and multimodal transport options, it enhances accessibility, reduces travel time, and improves commuting efficiency.

RAZORPAY SOFTWARE PVT. LTD.

Razorpay is a leading fintech company providing payment gateways, banking solutions, payroll management, lending, and financial infrastructure for businesses. Its technology platform enables enterprises, startups, and SMEs to accept payments, automate financial operations, and manage digital transactions seamlessly.

Founder:
HARSHIL MATHUR

Year of Establishment:
2014

Location:
BENGALURU

Sector Focused:
FINTECH

USP

Razorpay's key differentiator is its comprehensive financial ecosystem that combines payment acceptance, business banking, payouts, payroll, lending, and financial automation on a single platform. Its developer-friendly APIs, scalable infrastructure, and innovation-driven approach help businesses streamline financial operations and accelerate growth.

RIVIGO SERVICES PVT. LTD.

Rivigo is a technology-driven logistics and supply chain company focused on transforming freight transportation in India. By leveraging data analytics, automation, and digital logistics platforms, the company improves fleet utilization, delivery efficiency, and supply chain visibility for enterprises across industries.

Founder:
GAZAL KALRA

Year of Establishment
2014

Location:
GURUGRAM

Sector Focused:
LOGISTICS AND TRUCKING COMPANY

USP

Rivigo's key differentiator is its technology-enabled logistics network that optimizes freight movement through real-time tracking, route intelligence, and operational automation. Its innovative relay trucking model improved driver welfare while reducing transit times, helping businesses achieve faster, more reliable, and cost-efficient logistics operations.

RUPEEK FINTECH PRIVATE LIMITED

Rupeek is India's leading technology-driven gold loan platform that enables customers to access secured loans against gold through a convenient digital process. By combining fintech innovation with doorstep service, the company simplifies borrowing while improving access to formal credit.

Founder:
SUMIT MANIYAR

Year of Establishment:
2015

Location:
BENGALURU

Sector Focused:
FINTECH
NBFC TECHNOLOGY

USP

Rupeek's key differentiator is its doorstep gold loan model, allowing customers to pledge gold securely without visiting a branch. Leveraging technology, digital verification, quick approvals, and transparent processes, it delivers faster loan disbursement, convenience, and enhanced customer experience compared to traditional lenders.

SARVAM AI PRIVATE LIMITED

Sarvam AI is a leading Indian artificial intelligence startup focused on building foundation models, generative AI platforms, and language technologies for India. The company develops AI solutions optimized for Indian languages, enterprises, government applications, and large-scale digital transformation initiatives.

Founder:
VIVEK RAGHAVAN

Year of Establishment:
2023

Location:
BENGALURU

Sector Focused:
ARTIFICIAL
INTELLIGENCE

USP

Sarvam AI's key differentiator is its focus on sovereign AI and multilingual foundation models tailored for India's linguistic diversity. By building AI infrastructure, Indic language models, speech technologies, and enterprise-grade AI solutions, it enables inclusive and scalable AI adoption across sectors.

SHADOWFAX TECHNOLOGIES PVT. LTD.

Shadowfax is one of India's leading logistics and delivery platforms, providing last-mile, same-day, and express delivery services for e-commerce, retail, FMCG, and healthcare sectors. Its technology-driven network connects businesses with delivery partners, enabling fast, reliable, and scalable logistics operations nationwide.

Founder:
ABHISHEK BANSAL

Year of Establishment:
2015

Location:
BENGALURU

Sector Focused:
LOGISTICS
HYPERLOCAL DELIVERY

USP

Shadowfax's key differentiator is its asset-light logistics model powered by AI-driven route optimization, real-time tracking, and a vast crowdsourced delivery network. The platform efficiently handles hyperlocal and long-distance deliveries, helping enterprises achieve faster fulfillment, lower costs, and superior customer experiences.

SHIPROCKET (BIGFOOT RETAIL SOLUTIONS PVT. LTD.)

Shiprocket is India's leading e-commerce enablement platform that helps online sellers manage shipping, fulfillment, payments, customer engagement, and cross-border commerce. Through a technology-driven ecosystem, the company empowers businesses of all sizes to scale operations and deliver superior customer experiences.

Founder:
SAAHIL GOEL

Year of Establishment:
2017

Location:
NEW DELHI

Sector Focused:
LOGISTICS AND
SHIPPING SECTOR

USP

Shiprocket's key differentiator is its integrated commerce platform that combines logistics aggregation, order fulfillment, payment solutions, customer communication, and international shipping. By connecting merchants with multiple courier partners through a single interface, it simplifies e-commerce operations and accelerates business growth.

SKYROOT AEROSPACE PVT. LTD.

Skyroot Aerospace is India's leading private space technology company developing cost-effective launch vehicles for small satellites. The company designs, manufactures, and operates next-generation rockets, enabling easier access to space while supporting commercial, scientific, and government space missions globally.

Founder:
PAWAN KUMAR
CHANDANA

Year of Establishment:
2018

Location:
HYDERABAD

Sector Focused:
SPACE TECHNOLOGY
AND AEROSPACE

USP

Skyroot Aerospace's key differentiator is its innovative, low-cost satellite launch platform powered by advanced propulsion systems, 3D-printed rocket components, and modular launch vehicles. As the first Indian private company to successfully launch a rocket, it is accelerating India's commercial space ambitions.

SPACEFIELDS PRIVATE LIMITED

SpaceFields is a deep-tech aerospace startup specializing in advanced solid rocket propulsion technologies for space, defense, UAV, and commercial aerospace applications. Incubated at IISc Bengaluru, the company develops indigenous propulsion systems that support India's growing space economy and strategic capabilities.

Chairman:
APURWA MASOOK

Year of Establishment:
2011

Location:
BENGALURU

Sector Focused:
SPACE TECHNOLOGY
AND AEROSPACE

USP

SpaceFields' key differentiator is its indigenous solid propulsion expertise, encompassing advanced propellants, rocket motors, and next-generation propulsion systems. By combining cutting-edge engineering, proprietary technologies, and defense-grade manufacturing capabilities, it strengthens India's self-reliance in aerospace and national security applications.

SPINNY- VALUEDRIVE TECHNOLOGIES PRIVATE LIMITED

Spinny is a leading full-stack used-car platform that enables customers to buy and sell pre-owned vehicles through a transparent and technology-driven process. The company offers vehicle inspection, certification, financing, insurance, and doorstep services, creating a seamless automotive ownership experience.

Founder:
NIRAJ SINGH

Year of Establishment:
2015

Location:
GURUGRAM

Sector Focused:
RETAIL MOTOR VEHICLES

USP

Spinny's key differentiator is its end-to-end managed marketplace model, where every vehicle undergoes rigorous quality checks before sale. By controlling sourcing, inspection, pricing, financing, and after-sales support, Spinny delivers trust, convenience, and transparency in the highly fragmented used-car market.

STANAIR TECHNOLOGIES PRIVATE LIMITED

STAN is a gaming-focused social community platform that enables gamers, esports enthusiasts, and creators to connect, engage, and monetize their communities. The platform combines gaming, live interactions, creator engagement, and digital rewards, creating a vibrant ecosystem for India's growing gaming audience.

Chairman:
PARTH CHADHA

Year of Establishment:
2022

Location:
BENGALURU

Sector Focused:
GAMING AND ESPORTS

USP

STAN's key differentiator is its gamer-first social platform that merges community building, creator monetization, esports engagement, and digital rewards. By enabling direct interaction between gamers and creators while fostering highly engaged gaming communities, STAN is building India's dedicated social network for gamers.

SWIFT LOGISTICS PVT.LTD.

Swift is an e-commerce enablement platform that helps brands, retailers, and D2C businesses streamline online selling operations. The company provides technology-driven solutions for fulfillment, logistics, customer experience, marketplace integration, and digital commerce, enabling businesses to scale efficiently.

Founder:
VIVEK KUMAR

Year of Establishment:
2021

Location:
GURUGRAM

Sector Focused:
E-COMMERCE AND LOGISTICS TECHNOLOGY

USP

Swift's key differentiator is its integrated commerce infrastructure that combines logistics, fulfillment, technology, and marketplace connectivity into a unified platform. By simplifying complex e-commerce operations and accelerating order execution, it helps brands improve customer satisfaction while driving profitable growth.

SWIGGY PVT. LTD.

Swiggy is India's leading on-demand convenience and commerce platform, offering food delivery, grocery services, quick commerce, dining experiences, and logistics solutions. Through technology-driven operations and a vast delivery network, Swiggy connects consumers, restaurants, merchants, and businesses across India.

Founder:
SRIHARSHA MAJETY

Year of Establishment:
2014

Location:
BENGALURU

Sector Focused:
FOOD DELIVERY

USP

Swiggy's key differentiator is its integrated convenience ecosystem that combines food delivery, Instamart quick commerce, hyperlocal logistics, and merchant enablement on a single platform. Its extensive delivery infrastructure, operational excellence, and customer-centric innovation enable fast, reliable, and scalable services.

TATA 1MG TECHNOLOGIES PVT. LTD. (TATA 1MG)

Tata 1mg is India's leading digital healthcare platform offering online medicine delivery, diagnostic testing, teleconsultation, and healthcare information services. Backed by the Tata Group, the company leverages technology to improve healthcare accessibility, affordability, and convenience for millions of consumers.

Founder:
PRASHANT TANDON

Year of Establishment:
2015

Location:
GURUGRAM

Sector Focused:
HEALTHCARE

USP

Tata 1mg's key differentiator is its integrated healthcare ecosystem that combines e-pharmacy, diagnostics, telemedicine, and trusted medical information on a single platform. Its strong brand credibility, nationwide reach, quality assurance, and technology-driven healthcare services enable seamless patient experiences and better health outcomes.

TESSOLVE SEMICONDUCTOR PVT. LTD.

Tessolve is a leading semiconductor engineering and product development company providing end-to-end solutions across chip design, validation, testing, packaging, and embedded systems. The company serves global semiconductor, automotive, industrial, consumer electronics, and communication technology markets with advanced engineering expertise.

Founder:
SRINI RAJAM

Year of Establishment:
2004

Location:
BENGALURU

Sector Focused:
SEMICONDUCTOR

USP

Tessolve's key differentiator is its comprehensive semiconductor lifecycle capability spanning design-to-production services. By combining chip design, silicon validation, testing infrastructure, and product engineering under one roof, it enables faster time-to-market, reduced development risk, and optimized product performance for customers.

TRACXN TECHNOLOGIES LTD.

Tracxn is a leading global market intelligence platform that tracks startups, private companies, emerging technologies, and investment trends. Its data-driven research platform helps venture capital firms, private equity investors, corporates, and financial institutions identify opportunities and make informed decisions.

Founder:
NEHA SINGH

Year of Establishment
2013

Location:
BENGALURU

Sector Focused:
MARKET INTELLIGENCE AND RESEARCH

USP

Tracxn's key differentiator is its extensive startup intelligence database combined with human-curated research and advanced analytics. Covering millions of companies across sectors and geographies, it enables investors and enterprises to discover emerging innovations, track markets, and accelerate strategic decision-making.

UNIPHORE SOFTWARE SYSTEMS PVT. LTD.

Uniphore is a leading enterprise AI company specializing in conversational AI, customer experience automation, speech recognition, and business process intelligence. Its AI-powered platform helps organizations enhance customer interactions, improve agent productivity, and automate workflows across contact centers and enterprises.

Founder:
UMESH SACHDEV

Year of Establishment:
2008

Location:
CHENNAI

Sector Focused:
AUTOMATION COMPANY

USP

Uniphore's key differentiator is its multimodal AI platform that combines voice, video, emotion, knowledge, and generative AI capabilities. By understanding conversations and customer intent in real time, it enables personalized experiences, operational efficiency, and intelligent automation across enterprise customer engagement ecosystems.

UPGRAD EDUCATION PVT. LTD.

upGrad is a leading lifelong learning and professional education platform offering online degree programs, certifications, executive education, and workforce training. Collaborating with global universities and industry partners, the company helps learners acquire in-demand skills and advance their careers in a digital economy.

Founder:
RONNIE SCREWVALA

Year of Establishment:
2015

Location:
MUMBAI

Sector Focused:
EDTECH

USP

upGrad's key differentiator is its industry-aligned learning ecosystem that combines academic rigor, mentorship, career support, and practical skill development. Through partnerships with top universities and enterprises, it delivers outcome-driven education that enhances employability, career progression, and professional growth at scale.

VEDANTU INNOVATIONS PVT. LTD.

Vedantu is a leading online learning platform that delivers live interactive classes for K-12 students, competitive examinations, and skill development. Leveraging technology-enabled education, the company connects students with expert teachers, making quality learning accessible, personalized, and engaging across India.

Founder:
VAMSI KRISHNA

Year of Establishment:
2014

Location:
BENGALURU

Sector Focused:
EDUCATIONAL TECHNOLOGY

USP

Vedantu's key differentiator is its live online teaching model that enables real-time teacher-student interaction, personalized learning, and instant doubt resolution. Through AI-driven insights, adaptive learning tools, and engaging content, it enhances student outcomes while making high-quality education accessible at scale.

VERSE INNOVATION PVT. LTD.

VerSe Innovation is a leading AI-driven technology company and the parent of popular digital platforms such as Dailyhunt and Josh. The company delivers personalized content, news, entertainment, and creator-led experiences to millions of users across multiple Indian languages.

Founder:
UMANG BEDI

Year of Establishment:
2007

Location:
BENGALURU

Sector Focused:
DIGITAL MEDIA AND ADTECH

USP

VerSe Innovation's key differentiator is its AI-powered content discovery engine that personalizes news, videos, and entertainment for users in diverse Indian languages. Its deep understanding of regional audiences, creator ecosystems, and digital advertising enables large-scale user engagement and monetization.

URBAN COMPANY LTD.

Urban Company is a leading technology-enabled services marketplace connecting customers with skilled professionals for beauty, wellness, cleaning, appliance repair, and home maintenance services. Operating across India and international markets, the platform delivers trusted, convenient, and high-quality services at customers' doorsteps.

Founder:
ABHIRAJ SINGH BHAL

Year of Establishment
2014

Location:
GURUGRAM

Sector Focused:
CONSUMER SERVICES AND TECHNOLOGY

USP

Urban Company's key differentiator is its tech-driven service ecosystem featuring professionally trained partners, standardized service delivery, transparent pricing, quality assurance, and customer ratings. Its strong focus on trust, reliability, and seamless booking has transformed the fragmented home-services industry.

VIVRITI CAPITAL LTD.

Vivriti Capital is a technology-enabled financial services company focused on providing customized debt solutions to mid-market enterprises and financial institutions. The company bridges the credit gap for underserved businesses by offering structured finance, lending, and capital market solutions across sectors.

USP

Vivriti Capital's key differentiator is its data-driven credit platform that combines technology, risk analytics, and innovative financing structures. By addressing the financing needs of mid-sized enterprises often overlooked by traditional lenders, it enables faster capital access, improved financial inclusion, and sustainable growth.

Founder:
DEEPINDER GOYAL

Year of Establishment:
2017

Location:
CHENNAI

Sector Focused:
FINTECH

WHATFIX PVT. LTD.

Whatfix is a leading digital adoption platform that helps organizations improve software adoption, employee productivity, and user engagement. Its no-code platform provides in-app guidance, contextual learning, workflow automation, and analytics, enabling enterprises to maximize technology investments and accelerate digital transformation.

USP

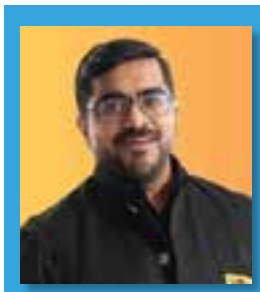
Whatfix's key differentiator is its interactive in-application guidance and digital adoption capabilities that help users learn software while working. By combining personalized onboarding, workflow assistance, self-service support, and actionable analytics, it significantly improves software utilization, productivity, and user experience across enterprises.

Founder:
KHADIM BATTI

Year of Establishment
2014

Location:
BENGALURU

Sector Focused:
DAP AND SAAS



WOW MOMO FOODS PVT. LTD.

Wow! Momo is India's leading homegrown quick-service restaurant brand specializing in momos, fast food, and innovative culinary offerings. The company operates a large nationwide retail network and multiple food brands, serving millions of customers through dine-in, takeaway, and delivery channels.

USP

Wow! Momo's key differentiator is its ability to transform a traditional street food into a scalable national QSR brand through continuous product innovation. By introducing diverse momo variants, omnichannel distribution, and strong brand recall, it has created a unique category in India's food market.

Founder:
SAGAR DARYANI

Year of Establishment:
2008

Location:
KOLKATA

Sector Focused:
FOODTECH

XPRESSBEES- BUSYBEES LOGISTICS SOLUTIONS PRIVATE LIMITED

XpressBees is one of India's leading logistics and supply chain companies, providing express parcel delivery, e-commerce logistics, cross-border shipping, warehousing, and fulfillment services. Its technology-driven network supports businesses across sectors with reliable, scalable, and efficient logistics solutions nationwide.

USP

XpressBees' key differentiator is its extensive technology-enabled logistics infrastructure that combines last-mile delivery, reverse logistics, fulfillment, and cross-border capabilities. Through advanced automation, real-time tracking, and nationwide reach, it enables faster deliveries, improved customer experience, and seamless supply chain operations.

Founder:
AMITAVA SAHA

Year of Establishment
2015

Location:
PUNE

Sector Focused:
LOGISTICS TECHNOLOGY

YELLOW.AI- YELLOW MESSENGER PVT. LTD

Yellow.ai is a leading enterprise conversational AI platform that enables businesses to automate customer and employee interactions through intelligent virtual assistants. Its AI-powered solutions support customer service, sales, marketing, and workforce automation across multiple industries and communication channels globally.

USP

Yellow.ai's key differentiator is its dynamic AI agent platform that combines conversational AI, generative AI, voice automation, and multilingual capabilities. By delivering human-like interactions across channels, it helps enterprises improve customer experience, increase operational efficiency, and scale support with lower costs.

Founder:
VINEET SUKUMAR

Year of Establishment:
2016

Location:
BENGALURU

Sector Focused:
GENERATIVE AI

ZENOTI SOFTWARE PVT. LTD.

Zenoti is a leading cloud-based software platform designed for the beauty, wellness, spa, salon, fitness, and med-spa industries. The company helps businesses manage appointments, payments, marketing, customer engagement, inventory, and operations through a unified digital platform.

USP

Zenoti's key differentiator is its all-in-one, AI-powered management platform tailored specifically for the beauty and wellness industry. By integrating operations, customer experience, analytics, payments, and marketing automation, it enables businesses to improve efficiency, increase revenue, and enhance customer loyalty.

Founder:
SUDHEER KONERU

Year of Establishment:
2010

Location:
BELLEVUE

Sector Focused:
CLOUD COMPUTING

ZEPTO- KIRANAKART TECHNOLOGIES PVT. LTD.

Zepto is one of India's fastest-growing quick commerce platforms, delivering groceries, daily essentials, electronics, and household products within minutes. Through a network of dark stores and technology-driven logistics, the company is redefining convenience, speed, and customer experience in urban retail.

Founder:
AADIT PALICHA

Year of Establishment:
2021

Location:
MUMBAI

Sector Focused:
QUICK COMMERCE INDUSTRY

USP

Zepto's key differentiator is its ultra-fast delivery model powered by strategically located dark stores, advanced demand forecasting, and optimized logistics. By enabling deliveries in minutes rather than hours, it delivers exceptional convenience, high customer retention, and a superior quick-commerce experience.

ZERODHA BROKING LIMITED

Zerodha is India's largest retail stockbroking platform, offering trading and investment services across equities, derivatives, commodities, mutual funds, bonds, and ETFs. Through technology-driven platforms and investor education initiatives, it has democratized investing and transformed India's financial services landscape.

Founder:
NITHIN KAMATH

Year of Establishment
2010

Location:
BENGALURU

Sector Focused:
FINANCIAL SERVICES

USP

Zerodha's key differentiator is its low-cost discount brokerage model combined with powerful technology platforms such as Kite and Coin. By eliminating traditional brokerage barriers, providing transparent pricing, and promoting financial literacy, it has made investing more accessible, affordable, and efficient for millions.

ZETA SERVICES INC.

Zeta is a next-generation banking technology company that provides cloud-native banking, payments, and card-processing solutions to financial institutions. Its modern technology stack enables banks and fintechs to launch innovative financial products, modernize legacy systems, and accelerate digital transformation.

Founder:
BHAVIN TURAKHIA

Year of Establishment:
2015

Location:
BENGALURU

Sector Focused:
BANKING TECHNOLOGY

USP

Zeta's key differentiator is its cloud-native, API-first banking platform that unifies core banking, payments, card issuance, and digital banking capabilities. By replacing legacy infrastructure with scalable modern architecture, it helps financial institutions innovate faster, reduce costs, and deliver superior customer experiences

ZETWERK MANUFACTURING BUSINESSES PVT. LTD.

Zetwerk is a global manufacturing marketplace that connects businesses with a large network of manufacturing partners. The company provides end-to-end production solutions across engineering, fabrication, electronics, precision components, renewables, aerospace, and industrial sectors, enabling efficient and scalable manufacturing operations.

Founder:
AMRIT ACHARYA

Year of Establishment:
2018

Location:
BENGALURU

Sector Focused:
MANUFACTURING

USP

Zetwerk's key differentiator is its technology-driven manufacturing platform that digitizes sourcing, production, quality control, and supply chain management. By leveraging a distributed manufacturing network and data-driven execution, it helps enterprises reduce costs, accelerate production timelines, and improve operational efficiency.

ZOHO CORPORATION PVT. LTD. (ZOHO)

Zoho is a global technology company offering a comprehensive suite of cloud-based business applications for CRM, finance, HR, collaboration, analytics, customer service, and IT management. Serving millions of users worldwide, Zoho helps organizations streamline operations and accelerate digital transformation.

Founder:
SRIDHAR VEMBU

Year of Establishment:
1996

Location:
CHENNAI

Sector Focused:
SOFTWARE APPLICATIONS

USP

Zoho's key differentiator is its deeply integrated ecosystem of over 55 business applications built on a unified technology platform. By providing affordable, privacy-focused, and scalable software without relying on external acquisitions, Zoho delivers seamless business automation and exceptional value to organizations.

ZOMATO - ETERNAL LTD.

Zomato is one of India's leading food technology platforms, connecting customers with restaurants through food delivery, dining, restaurant discovery, and quick-commerce services. The company leverages technology, logistics, and data analytics to enhance customer experiences while empowering restaurant partners and merchants.

Founder:
DEEPINDER GOYAL

Year of Establishment:
2008

Location:
GURUGRAM

Sector Focused:
ON-LINE FOOD DELIVERY PLATFORM

USP

Zomato's key differentiator is its integrated food and commerce ecosystem that combines restaurant discovery, food delivery, dining services, and quick commerce through Blinkit. By leveraging extensive consumer insights, logistics infrastructure, and technology innovation, it delivers convenience, engagement, and scalable growth.

KALINGA DIGITAL MEDIA

INDIA'S LEADING
TECH MEDIA HOUSE
FOR OVER 27 YEARS

Kalinga Digital Media (KDM), India's leading tech media house for over 27 years, publishes VARINDIA, Brand Book, and SPO India, serving the IT, telecom, and cybersecurity sectors. Known for organizing 1,000+ national and global events like the Star Nite Awards and Infotech Forum, KDM connects 10,000 IT partners and a million B2B/B2C subscribers through its Partner Connect model.

Its research arm, VARINDIA Research, delivers critical market insights via the Channel Leadership Survey, empowering 1,000+ corporate clients worldwide.

PUBLISHING EXCELLENCE
Publishes VARINDIA, Brand Book, and SPO India trusted voices in the tech industry.

EVENTS THAT DRIVE IMPACT
Organized 1,000+ national & global events including Star Nite Awards and Infotech Forum

STRONG PARTNER NETWORK
Connects 30,000 IT partners and reaches over. 1 million B2B/B2C subscribers through the Partner Connect model.

RESEARCH THAT EMPOWERS
VARINDIA Research delivers critical market insights through the Channel Leadership Survey, empowering 1,000+ corporate clients worldwide.

OUR PUBLICATIONS

Services to the industry:

Anniversary Issue	**Channel Awards Nite**	**Enterprise Customer Summit**	**SME Summit**	**Up-Country Event**
27th Year	25th Edition	24th Edition	15th Edition	17th Edition
Tech Summit	**VAR Summit**	**Cyber Security Summit**	**Brand Book**	
15th Edition	16th Edition	10th Edition	15th Edition	

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ANAND ESWARAN	CEO	VEEAM SOFTWARE
ANOOP GUPTA	CO-FOUNDER & CEO	SEEKOUT
ARVIND KRISHNA	CHAIRMAN & CEO	IBM CORPORATION
GEORGE KURIAN	CEO	NETAPP INC.
JAY CHAUDHRY	CEO AND FOUNDER	ZSCALER INC.
JAYSHREE ULLAL	PRESIDENT & CEO	ARISTA NETWORKS
LEENA NAIR	GLOBAL CEO	CHANEL (LUXURY BRAND, TECH-ENABLED LEADERSHIP)
NAVAL RAVIKANT	CO- FOUNDER & CEO	ANGELLIST
NEAL MOHAN	CEO	YOUTUBE
NIKESH ARORA	CHAIRMAN AND CEO	PALO ALTO NETWORKS INC.
PADMASREE WARRIOR	FOUNDER, CEO & PRESIDENT	FABLE
PARAG AGRAWAL	CEO	PARALLE
RAVI KUMAR S.	CEO	COGNIZANT TECHNOLOGY
REVATHI ADVAITHI	CEO	FLEX (FLEXTRONICS)
SANJAY MEHROTRA	PRESIDENT & CEO	MICRON TECHNOLOGY INC.
SANJAY POONEN	CEO	COHESITY
SATYA NADELLA	CHAIRMAN AND CEO	MICROSOFT CORPORATION
SHANTANU NARAYEN	CHAIRMAN & CEO	ADOBE INC.
SRIDHAR RAMASWAMY	CEO	SNOWFLAKE
STEVE SANGHI	CEO & PRESIDENT	MICROCHIP TECHNOLOGY INC.
SUNDAR PICHAI	CEO	ALPHABET INC. & GOOGLE LLC
THOMAS KURIAN	CEO	GOOGLE CLOUD
VINOD KHOSLA	FOUNDER	KHOSLA VENTURES
VIVEK RANDIVE	FOUNDER	TIBCO SOFTWARE

INDIAN TECH DIASPORA : GLOBAL IMPACT

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PRESIDENT & COO
SERVICE NOW

ANAND ESWARAN
CEO
VEEAM SOFTWARE

ANOOP GUPTA
CO-FOUNDER & CEO
SEEKOUT

ARVIND KRISHNA
CHAIRMAN & CEO
IBM CORPORATION

GEORGE KURIAN
CEO
NETAPP INC.

JAY CHAUDHRY
CEO AND FOUNDER
ZSCALER INC.

JAYSHREE ULLAL
PRESIDENT & CEO
ARISTA NETWORKS

LEENA NAIR
GLOBAL CEO - CHANEL
(LUXURY BRAND, TECH-
ENABLED LEADERSHIP)

NAVAL RAVIKANT
CO- FOUNDER & CEO
ANGELLIST

NEAL MOHAN
CEO
YOUTUBE

NIKESH ARORA
CHAIRMAN AND CEO
PALO ALTO NETWORKS
INC.

PADMASREE WARRIOR
FOUNDER, CEO &
PRESIDENT- FABLE

PARAG AGRAWAL
CEO
PARALLE

RAVI KUMAR S.
CEO
COGNIZANT
TECHNOLOGY

REVATHI ADVAITHI
CEO
FLEX (FLEXTRONICS)

SANJAY MEHROTRA
PRESIDENT & CEO
MICRON TECHNOLOGY
INC.

SANJAY POONEN
CEO
COHESITY

SATYA NADELLA
CHAIRMAN & CEO
MICROSOFT CORPORATION

SHANTANU NARAYEN
CHAIRMAN & CEO
ADOBE INC.

SRIDHAR RAMASWAMY
CEO
SNOWFLAKE

STEVE SANGHI
CEO & PRESIDENT
MICROCHIP
TECHNOLOGY INC.

SUNDAR PICHAI
CEO- ALPHABET INC.
& GOOGLE LLC

THOMAS KURIAN
CEO
GOOGLE CLOUD

VINOD KHOSLA
FOUNDER
KHOSLA VENTURES

VIVEK RANDIVE
FOUNDER
TIBCO SOFTWARE

INDIAN TECH TALENT THE W

In an era defined by AI, quantum computing, and autonomous systems, Indian-origin talent has become the most transformative force in global technology — not merely participating in the digital revolution, but architecting it.

Sundar Pichai, Satya Nadella, Arvind Krishna, Shantanu Narayen, and Sanjay Mehrotra lead the world's most influential technology companies. Beyond the boardroom, Indian researchers are driving foundational breakthroughs at Google DeepMind, OpenAI, Anthropic, and Meta AI. Indian entrepreneurs have built over 100 unicorns globallyacross healthtech, spacetech, robotics, and deeptech. India's UPI has become the global benchmark for digital financial inclusion.

The diaspora connects Silicon Valley with Bengaluru and London with Hyderabad — creating powerful knowledge corridors and investment flows that accelerate innovation globally.

With the world's largest youth population and a rapidly maturing startup ecosystem, India is no longer the world's back office.

It is the world's innovation engine.

AMIT ZAVERY, PRESIDENT & COO-SERVICE NOW

The Architect of Enterprise AI Transformation

Amit Zavery's track record is extraordinary — at Google Cloud, he grew annualized revenue from $7 billion to over $41 billion while improving operating margins by more than 70 percentage points. At Oracle, he led a 4,500-person organisation generating over $6 billion annually. Now as ServiceNow's President, CPO, and COO, he brings three decades of enterprise technology leadership — spanning platform development, AI, security, and cloud infrastructure — to redefine how enterprises transform through agentic AI at scale.

ANAND ESWARAN, CEO-VEEAM SOFTWARE

Redefining Data Resilience for the Agentic AI Era

With a remarkable career spanning SAP's $5.4 billion global services business, Microsoft's global enterprise commercial division leading 24,000 professionals, and RingCentral as President and COO, Anand Eswaran brings unmatched enterprise depth to Veeam. At VeeamON 2026, he unveiled the DataAI Command Platform — consolidating data security, governance, compliance, privacy, and resilience into a single unified trust layer — boldly repositioning Veeam from backup software leader to the defining AI trust infrastructure for the agentic enterprise era.

ANOOP GUPTA, CO-FOUNDER & CEO-SEEKOUT

From Bill Gates' Advisor to AI Talent Pioneer

A Stanford professor, Carnegie Mellon PhD holder, and Distinguished Scientist at Microsoft Research who reported directly to Bill Gates — Anoop Gupta's journey is extraordinary. He founded VXtreme, one of streaming media's earliest pioneers, acquired by Microsoft in 1997, before co-founding SeekOut in 2017. Under his leadership, SeekOut achieved 3X revenue growth, reaching a $1.2 billion valuation — revolutionising AI-powered talent acquisition and making diversity-driven hiring a global enterprise standard.

ARVIND KRISHNA, CHAIRMAN & CEO - IBM CORPORATION

Reinventing a 110-Year-Old Tech Giant for the AI Age

Over a 30-year IBM career, Arvind Krishna orchestrated the $34 billion Red Hat acquisition — the largest software deal in history — defining the hybrid cloud market. Under his leadership in 2026, IBM posted its strongest first-quarter free cash flow in over a decade, while committing $10 billion to quantum computing and pledging the world's first fault-tolerant quantum computer by 2029. Krishna is boldly transforming IBM from a legacy enterprise into the definitive AI and quantum powerhouse of the next decade.

GEORGE KURIAN, CEO-NETAPP INC

Turning Data Storage Into Intelligent Infrastructure

Since taking NetApp's helm in 2015, George Kurian has redefined the company's identity with a bold declaration: "We are the intelligent data infrastructure company. Period." His defining achievement — transforming NetApp by recognising cloud not as a threat but as an opportunity — repositioned a traditional storage company into a hybrid cloud powerhouse. Through deep partnerships with AWS, Microsoft, and Google Cloud, Kurian built seamless multi-cloud data mobility — making NetApp indispensable to enterprises navigating the AI-driven data era.

JAY CHAUDHRY, CEO AND FOUNDER-ZSCALER INC.

The Zero Trust Visionary Who Reinvented Cybersecurity

A serial entrepreneur who founded five successful security companies SecureIT, CipherTrust, CoreHarbor, AirDefense, and Zscaler — all acquired by industry giants, Jay Chaudhry is uniquely extraordinary. Zscaler surpassed $2 billion ARR, trusted by over 40% of Fortune 500 companies. Now pioneering Zero Trust for agentic AI — securing autonomous agents at unprecedented scale — Chaudhry has built the definitive cybersecurity platform for the AI age, with ARR growing 25% year-over-year in 2026.

JAYSHREE ULLAL, PRESIDENT & CEO - ARISTA NETWORKS

The Networking Genius Powering the AI Data Centre Revolution

Under Jayshree Ullal's visionary leadership, Arista Networks delivered $9 billion in revenue in 2025 — a remarkable 28.6% year-over-year growth — while shipping a cumulative 150 million ports. Q1 2026 accelerated further with 35.1% year-over-year revenue growth and an extraordinary net promoter score of 89. Ullal has transformed Arista from a niche networking company into the indispensable AI networking infrastructure backbone powering the world's most demanding hyperscale data centres and cloud environments.

LEENA NAIR, GLOBAL CEO - CHANEL

Redefining Luxury Leadership With Human-Centred Vision

The first Indian-origin, first woman of colour to lead a major global luxury brand, Leena Nair's appointment as Chanel's Global CEO was history-making. After three decades at Unilever — achieving 50/50 gender balance across global leadership and driving $50.7 billion in revenues — she brought people-first leadership to fashion. Under her stewardship, Chanel delivered $19.7 billion in revenues, growing 16% year-on-year — proving compassionate, purpose-driven leadership is the most powerful competitive advantage in the luxury era.

NAVAL RAVIKANT, CO- FOUNDER & CEO-ANGELLIST

The Philosopher-Investor of Silicon Valley

Naval Ravikant, Co-Founder of AngelList, is one of Silicon Valley's most influential angel investors and entrepreneurs. A Dartmouth College graduate, he co-founded AngelList, transforming startup fundraising through online syndicates and rolling funds, and previously served as its CEO before becoming Chairman. With 294 investments to his name, including stakes in Uber, Twitter, and Notion, Ravikant is equally renowned for his philosophical insights on wealth, happiness, and decision-making, inspiring entrepreneurs worldwide.

NEAL MOHAN, CEO- YOUTUBE

Turning YouTube Into a $60 Billion Global Media Empire

Under Neal Mohan's leadership, YouTube crossed $60 billion in combined advertising and subscription revenue in 2025 — officially surpassing Netflix — with advertising revenue growing 11% to $9.9 billion in Q1 2026 alone. His strategic mastery of Shorts monetisation, connected TV dominance, and AI-powered creator tools has transformed YouTube from a video platform into the world's most powerful digital media and entertainment ecosystem — redefining how billions consume content globally.

NIKESH ARORA, CHAIRMAN AND CEO-PALO ALTO NETWORKS INC

The Architect of AI-Powered Cybersecurity Platformisation

Born in Ghaziabad, India, Nikesh Arora's journey from IIT Varanasi to Google's Chief Business Officer to SoftBank's President and COO is extraordinary. Since joining Palo Alto Networks in 2018, he has led a major transformationmaking it the world's leading AI cybersecurity company and security partner of choice for enterprises and governments globally. His bold platformisation strategy and $130 billion market capitalisation have redefined how enterprises consolidate cybersecurity — making fragmented point solutions obsolete.

PADMASREE WARRIOR, FOUNDER, CEO & PRESIDENT - FABLE

From Cisco CTO to AI-Powered Reading Revolutionary

An IIT Kanpur and Cornell alumna, Padmasree Warrior pioneered wireless networks and semiconductor technologies at Motorola, then as Cisco's CTO launched over 100 products in cloud, cybersecurity, and IoT driving tens of billions in revenue. She scaled NIO from startup to NYSE IPO in just three years before founding Fable — using AI-powered personalisation to deliver 3x engagement versus traditional reading apps — proving technology can transform even the most human of experiences

ORLD'S INNOVATION ENGINE

PARAG AGRAWAL, CEO- PARALLE

Rebuilding the Internet's Infrastructure for the AI Agent Era

From IIT Bombay and Stanford PhD to Twitter's CTO and CEO — Parag Agrawal's journey from high-profile exit to visionary founder is extraordinary. His startup Parallel Web Systems is building a machine-optimised web infrastructure — enabling AI agents to search the internet with far greater accuracy than ever before. Backed by Sequoia, Kleiner Perkins, and Index Ventures, Parallel reached a $2 billion valuation in just two years — serving 100,000+ developers including Harvey, Clay, and Notion.

RAVI KUMAR S., CEO-COGNIZANT TECHNOLOGY

Engineering Cognizant's AI-First Transformation

A former nuclear scientist at Bhabha Atomic Research Centre turned technology executive, Ravi Kumar S brings extraordinary depth to Cognizant. Under his leadership, Cognizant achieved record deal bookings of $26.9 billion — up 16% year-over-year. His bold $1 billion AI investment and Synapse initiative — committed to training one million people in emerging technologies — combined with his recognition in Time AI 100 2025 — define him as a transformative force reshaping enterprise AI adoption globally.

REVATHI ADVAITHI, CEO-FLEX (FLEXTRONICS)

Reimagining Manufacturing as the Backbone of the AI Economy

Starting her career as a shop floor supervisor in Oklahoma, Revathi Advaithi's rise to CEO of a $26 billion global manufacturing giant is one of tech's most inspiring journeys. Her prescient bet on power, compute, and cooling infrastructure for AI data centres is now generating 35% year-over-year growth — expected to contribute $6.5 billionof Flex's fiscal 2026 revenue — earning her Fast Company's Modern CEO of the Year for 2025.

SANJAY MEHROTRA, PRESIDENT & CEO - MICRON TECHNOLOGY INC.

The Memory Chip Pioneer Who Built a Trillion-Dollar AI Empire

A BITS Pilani and UC Berkeley alumnus who co-founded SanDisk and holds over 70 patents in non-volatile memory and flash systems, Sanjay Mehrotra is a semiconductor legend. Under his leadership, Micron set record revenue, gross margin, EPS, and free cash flow in fiscal 2026 — declaring that "memory has become a strategic AI asset." On May 26, 2026, Micron crossed the historic $1 trillion market capitalisation milestone — cementing his legacy as the architect of America's AI memory revolution.

SANJAY POONEN, CEO - COHESITY

From Doubling VMware to Dominating Data Protection

A Harvard Baker Scholar and Dartmouth summa cum laude graduate, Sanjay Poonen brings a rare combination of technical depth, global sales leadership, and strategic vision — having doubled VMware's revenue from $6 billion to $12 billion while architecting landmark cloud partnerships with AWS, Microsoft, Google, and Oracle. At Cohesity, he rose from seventh to first in data protection within two years, building a customer base of 12,000 organisations including 85% of Fortune 500 companies — targeting a $5 billion AI-powered data empire.

SATYA NADELLA, CHAIRMAN AND CEO -MICROSOFT CORP.

The Quiet Visionary Who Rebuilt Microsoft for the AI Century

Satya Nadella has successfully led Microsoft through two defining transformations — first from PCs to cloud, then to AI — building a company with a market capitalisation exceeding $3.7 trillion. His prescient early bet on OpenAIpositioned Microsoft at the absolute pinnacle of the generative AI race. In 2026, he declared AI must be a **"scaffolding for human potential" — redefining how the world's largest software company shapes the future of human-AI collaboration.

SHANTANU NARAYEN, CHAIRMAN & CEO - ADOBE INC.

The Architect of Adobe's 25x Creative Revolution

Over 18 remarkable years, Shantanu Narayen transformed Adobe from a boxed software company into a subscription-powered, AI-forward enterprise — growing revenue from under $1 billion to over $25 billion. His legendary pivot from perpetual licences to cloud subscriptions — initially controversial — ultimately delivered a nearly 20-fold increase in market capitalisation. His final keynote at Adobe Summit 2026 set a bold vision for agentic AI — ensuring his legacy defines the next generation of creative intelligence.

SRIDHAR RAMASWAMY, CEO-SNOWFLAKE

Turning Data Into the World's Most Powerful AI Asset

An IIT Madras and Brown University PhD graduate, Sridhar Ramaswamy spent 15+ years at Google as SVP of Ads & Commerce — architecting its multi-billion-dollar advertising engine — before co-founding privacy-first search engine Neeva, acquired by Snowflake in 2023. Now leading Snowflake's agentic AI revolution at Summit 2026, he is redefining how enterprises work — declaring AI is changing the very nature of information work and positioning Snowflake as the world's definitive data and AI intelligence platform.

STEVE SANGHI, CEO & PRESIDENT -MICROCHIP TECHNOLOGY INC.

The Semiconductor Legend Who Built 121 Profitable Quarters

Under Steve Sanghi's extraordinary leadership, Microchip Technology delivered 121 consecutive profitable quarters — growing from $89 million in annual sales at IPO to a $5.4 billion revenue run rate — with stock appreciating over 285-fold. A strategic consolidator, he successfully acquired and integrated over 20 companies between 2010 and 2021. Returning as CEO in 2024 to lead Microchip's recovery, Sanghi remains the semiconductor industry's most enduring and disciplined value creator.

SUNDAR PICHAI, CEO-ALPHABET INC. & GOOGLE LLC

Making Google the Undisputed Full-Stack AI Powerhouse

When Google and Apple struck a landmark deal to power future Siri features on Gemini in January 2026, Alphabet crossed a $4 trillion market capitalisation for the first time — a defining validation of Pichai's decade-long AI-first vision. Q1 2026 delivered 81% net income growth and $20 billion in Google Cloud revenue — with Pichai declaring at Google I/O 2026 that Alphabet is now firmly in its "agentic Gemini era" — transforming every product to be radically more helpful for everyone, everywhere.

THOMAS KURIAN, CEO-GOOGLE CLOUD

The Architect Who Built Google Cloud Into the World's #1 AI Platform

Born in Kerala, twin brother of NetApp CEO George Kurian, Thomas Kurian graduated summa cum laude from Princeton before spending 22 years at Oracle leading a team of 35,000 as President of Product Development. Joining Google Cloud in 2019 when it ranked #9 in Cloud Wars, his relentless customer-first philosophy elevated it to #1. At Google Cloud Next 2026, he declared enterprises are now entering the agentic era — transforming $20 billion quarterly cloud revenue into the world's most complete enterprise AI platform.

VINOD KHOSLA, FOUNDER-KHOSLA VENTURES

The Visionary Who Bet on AI Before the World Understood It

Nearly 25 years after topping the inaugural Forbes Midas List, Vinod Khosla reclaimed the #1 position in 2026 — powered by his prescient $50 million OpenAI investment in 2019, years before ChatGPT captured the world's attention. An IIT Delhi and Stanford MBA alumnus who co-founded Sun Microsystems, his firm now manages $15 billion across 1,500+ investments — backing OpenAI, DoorDash, Impossible Foods, and Anthropic — making him the most consequential venture capitalist of the AI era.

VIVEK RANDIVE, FOUNDER-TIBCO SOFTWARE

"Mr. Real Time" Who Automated Wall Street and Shaped the Digital Age

Arriving in America at 17 with just two months' savings, Vivek Ranadivé earned degrees from MIT and Harvard before founding Teknekron — creating the "trading floor of the future" that digitised all of Wall Street. His 1997 founding of TIBCO Software pioneered real-time computing serving over 4,000 global customers across finance, aviation, and government. He also became the first person of Indian descent to co-own an NBA franchise — proving technology vision transcends industry boundaries.

Make in India: Manufacturing India's Future

The Make in India initiative has emerged as one of the most transformative economic programs in independent India, reshaping the country into a global manufacturing, innovation, and investment destination. Launched to attract domestic and foreign investment, the initiative leverages India's skilled workforce, growing consumer market, and favorable demographics to strengthen industrial growth, create jobs, and reduce import dependence. Through policy reforms, digital governance, and strategic incentives, India is steadily positioning itself as a preferred destination for global manufacturing.

A key achievement of the initiative has been the remarkable expansion of the electronics and mobile manufacturing sector. In 2014, India had only two mobile phone manufacturing units. Today, the country hosts more than 200 manufacturing facilities, making it the world's second-largest mobile phone producer. Nearly 99% of mobile phones used in India are now manufactured domestically. This transformation has created a robust electronics ecosystem spanning smartphones, IT hardware, components, and accessories, while significantly boosting exports and reducing import reliance.

The Production Linked Incentive (PLI) scheme has played a critical role in accelerating this growth. Backed by an allocation of ₹1.97 lakh crore across 14 strategic sectors, including electronics, automobiles, pharmaceuticals, and advanced manufacturing, the scheme has attracted significant domestic and foreign investment. The initiative has contributed to record levels of Foreign Direct Investment (FDI), strengthening India's position as a competitive global manufacturing hub. Under Make in India 2.0, the government has expanded its focus to 27 priority sectors and identified strategic products for local manufacturing, creating opportunities for innovation, employment generation, and industrial self-reliance.

India's defense and aerospace sectors have also witnessed significant progress. Once heavily dependent on imports, the country is now producing sophisticated defense equipment and exporting to more than 100 countries. Landmark projects such as INS Vikrant symbolize India's growing capabilities in indigenous defense production. Simultaneously, major infrastructure investments under the PM GatiShakti National Master Plan, with an allocation exceeding ₹11 lakh crore, have improved logistics efficiency, reduced transportation costs, and enhanced connectivity across industrial corridors, ports, airports, and manufacturing clusters.

Another major milestone is India's growing semiconductor ecosystem. Through the India Semiconductor Mission (ISM), investments exceeding ₹1.60 lakh crore have been committed to establishing semiconductor fabrication and packaging facilities. Complementing these efforts, the Design Linked Incentive (DLI) Scheme promotes domestic chip design and innovation. Supported by a ₹76,000 crore semiconductor package, several fabrication units and chip design centers have already been approved, with global and domestic players investing in India's semiconductor future. These initiatives are expected to generate thousands of high-skilled jobs while strengthening India's technological sovereignty and supply chain resilience.

Supporting these industrial achievements are significant reforms aimed at improving the ease of doing business. The National Single Window System, streamlined approval processes, labor law rationalization, and enhanced digital governance have created a more transparent and investor-friendly ecosystem. These measures have reduced bureaucratic hurdles and improved operational efficiency for businesses of all sizes, particularly MSMEs. Aligned with the vision of Atmanirbhar Bharat and the "Made for the World" philosophy, Make in India is fostering self-reliance, innovation, and global competitiveness. With strong policy support, expanding infrastructure, rising exports, and growing investor confidence, India is firmly on course to become a leading global manufacturing powerhouse and achieve its long-term economic aspirations, including becoming a developed nation by 2047.

acer

MAX Series

AMARA RAJA
Gotta be a better way

BPE Strategic Power Solutions

CP PLUS

CYBER EVOLVE

CYBLE

datasafeguard
Privacy Management

DELL Technologies

DHRUVA SPACE

druva

EXATRON

EXIDE

FACEOFF
OPINION MATTERS

freshworks

HAVELLS

Hewlett Packard Enterprise

hp

IDfy

Infosys®

INNEFU

innspark

InstaSafe
Cloud. Secure. Instant.

Jio

LAVA

Lenovo

ManageEngine

MATRIX
TELECOM | SECURITY

Netweb
TECHNOLOGIES

NOISE

POLYCAB

SAFE

SAMSUNG

Scalefusion

Secureye

SECRITE

sparsh
feel secure

STL

TAC
Security

Tally
POWER OF SIMPLICITY

TATA CONSULTANCY SERVICES

TEJAS NETWORKS

TVS ELECTRONICS

vehere

VERSA NETWORKS

VVDN TECHNOLOGIES

wipro

ZEBRONICS

ZOHO
Work. Online

ACER INDIA PVT. LTD.

Name - **HARISH KOHLI**
Designation - **President & M. D.**
Website - **www.acer.com**

Key Products: Laptops (Aspire, Swift, TravelMate, Predator, Nitro), desktops, monitors, gaming devices, tablets, AI PCs, and consumer electronics.

USP: Acer India combines global innovation with local manufacturing under the Make in India initiative. The company focuses on affordable, high-performance computing solutions, AI-enabled PCs, gaming systems, and enterprise devices while expanding domestic production, sustainability initiatives, and technology accessibility across consumer, education, and commercial segments.

ALPHAMAX TECHNOLOGIES PVT. LTD.

Name - **PRASHANT MISHRA**
Designation - **Director**
Website - **www.alphamax.co.in**

Key Products: Networking solutions, GPON OLTs, Wi-Fi access points, CAT6 cables, network switches, PM-WANI connectivity solutions, tablets, monitors, server racks, and IT infrastructure products.

USP: Alpha Max Technologies is a Make in India-focused networking and IT infrastructure company specializing in reliable, cost-effective connectivity solutions. With expertise in public Wi-Fi, PM-WANI deployments, enterprise networking, and turnkey digital infrastructure, the company combines local manufacturing, innovation, and quality-driven engineering to support Digital India initiatives and bridge connectivity gaps across urban and rural markets.

AMARA RAJA ENERGY & MOBILITY LIMITED

Name - **JAYADEV GALLA**
Designation - **CMD**
Website - **www.amararaja.com**

Key Products: Automotive batteries (Amaron), industrial batteries, telecom power solutions, energy storage systems, lithium-ion battery packs, EV battery technologies, chargers, and renewable energy storage solutions.

USP: Amara Raja is one of India's leading energy storage and mobility solutions companies, driving the Make in India vision through advanced battery manufacturing and clean energy innovation. Renowned for its Amaron brand, the company is expanding into lithium-ion cells, EV batteries, and energy storage systems, supporting India's transition toward sustainable mobility, energy security, and self-reliant manufacturing.

BPE INDIA PVT. LTD.

Name - **AMITANSU SATPATHY**
Designation - **Founder & Group M. D.**
Website - **www.bpee.com**

Key Products: Uninterruptible Power Supplies (UPS), lithium-ion energy storage systems, data center power solutions, inverters, batteries, power conditioners, EV charging infrastructure, and critical power management systems.

USP: BPE is a leading Make in India power technology company specializing in mission-critical power backup and energy management solutions. With strong expertise in UPS systems, data center infrastructure, energy storage, and EV charging technologies, BPE combines indigenous innovation, advanced manufacturing, and reliability to serve enterprises, healthcare, banking, telecom, government, and industrial sectors across India and global markets.

ADITYA INFOTECH LTD.

Name - **ADITYA KHEMKA**
Designation - **M. D.**
Website - **www.cpplusworld.com**

Key Products: CCTV cameras, IP cameras, network video recorders (NVRs), digital video recorders (DVRs), video management software, access control systems, biometric devices, AI-powered surveillance solutions, and smart security products.

USP: CP Plus is India's leading Make in India video security and surveillance brand, offering indigenous, AI-enabled security solutions for homes, enterprises, smart cities, and critical infrastructure. With large-scale local manufacturing, advanced R&D capabilities, and a nationwide service network, the company delivers reliable, scalable, and cost-effective surveillance technologies while supporting India's vision of technological self-reliance and digital security.

CYBEREVOLVE TECHNOLOGIES PVT. LTD.

Name - **RAHUL YADAV**
Designation - **Founder & CEO**
Website - **: www.cyberevolve.com**

Key Products: AI-native SIEM platform, SOC automation solutions, UEBA (User and Entity Behavior Analytics), SOAR (Security Orchestration, Automation & Response), threat detection, behavioral analytics, and cyber defense platforms including Socleus and Iryne.

USP: CyberEvolve is a Make in India cybersecurity innovator focused on AI-native security operations. Its platform combines real-time threat intelligence, behavioral analytics, automated investigation, and machine-speed response to help enterprises detect, investigate, and mitigate cyber threats faster. By integrating AI, automation, and human expertise, CyberEvolve enables organizations to strengthen cyber resilience, reduce security complexity, and improve operational efficiency.

CYBLE TECHNOLOGIES PRIVATE LIMITED

Name - **BEENU ARORA**
Designation - **Co-Founder & CEO**
Website - **www.cyble.com**

Key Products: Threat Intelligence Platform, Attack Surface Management (ASM), Dark Web Monitoring, Digital Risk Protection (DRP), Brand Intelligence, Vulnerability Intelligence, and AI-powered cybersecurity solutions.

USP: Cyble is a Make in India cybersecurity company specializing in AI-driven threat intelligence and digital risk protection. Its platform provides real-time visibility into cyber threats across the dark web, deep web, and open internet, enabling organizations to proactively identify vulnerabilities, monitor attack surfaces, and mitigate risks. Cyble's global threat intelligence capabilities help enterprises, governments, and critical infrastructure organizations strengthen cyber resilience and accelerate threat response.

DATA SAFEGUARD INDIA PRIVATE LIMITED

Name - **SUDHIR RANJAN SAHU**
Designation - **Founder & CEO**
Website - **www.datasafeguard.ai**

Key Products: ID-PRIVACY® (Privacy Automation Platform), ID-REDACT® (AI-Powered Data Redaction), ID-FRAUD® (Synthetic Fraud Detection), ID-MASK®, ID-AML®, Data Privacy Management, Compliance Automation, and AI-driven Digital Trust Solutions.

USP: Data Safeguard is a Make in India privacy-tech company focused on AI-powered data privacy, DPDP compliance, and synthetic fraud prevention. Its proprietary CCE® AI engine enables enterprises to automate privacy governance, detect synthetic identities, protect sensitive data, and strengthen digital trust. Built for India's evolving regulatory landscape, its solutions help organizations achieve privacy-by-design, compliance automation, and proactive risk management at scale.

DELL TECHNOLOGIES INDIA PVT. LTD.

Name - **MANISH GUPTA**
Designation - **President & M. D.**
Website - **www.dell.com**

Key Products: Laptops (Latitude, Inspiron, XPS), desktops, workstations, servers (PowerEdge), data storage solutions, hyperconverged infrastructure, cloud solutions, cybersecurity products, AI infrastructure, and enterprise IT services.

USP: Dell Technologies is a leading Make in India technology company offering end-to-end digital transformation solutions across client devices, data centers, cloud, AI, and cybersecurity. With local manufacturing capabilities, a strong partner ecosystem, and innovation-driven infrastructure, Dell empowers enterprises, government organizations, and SMBs to accelerate digital adoption, enhance operational efficiency, and build resilient, future-ready IT environments.

DHRUVA SPACE PRIVATE LIMITED

Name - **SANJAY NEKKANTI**
Designation - **CEO & Co-Founder**
Website - **www.dhruvaspace.com**

Key Products: Satellite platforms, CubeSats, nanosatellites, satellite subsystems, space-grade solar panels, orbital deployment services, ground station solutions, mission operations, and end-to-end space engineering services.

USP: Dhruva Space is a pioneering Make in India space technology company delivering end-to-end satellite solutions, from design and manufacturing to launch integration and mission operations. As one of India's leading private space enterprises, it specializes in small satellite platforms, space infrastructure, and innovative space services, supporting commercial, scientific, and government missions while advancing India's self-reliance and global competitiveness in the rapidly growing space economy.

DRUVA SOFTWARE PVT. LTD.

Name - **JASPREET SINGH**
Designation - **Founder & CEO**
Website - **www.druva.com**

Key Products: Druva Data Resiliency Cloud, cloud backup and recovery, ransomware protection, disaster recovery, SaaS application backup, endpoint data protection, cyber recovery, and cloud-native data governance solutions.

USP: Druva is a Make in India-born global SaaS leader in cloud data protection and cyber resilience. Built on a 100% cloud-native architecture, its platform simplifies backup, recovery, ransomware protection, and data governance across enterprise workloads. Druva enables organizations to secure critical data, reduce infrastructure complexity, accelerate recovery from cyberattacks, and strengthen business continuity through scalable, cloud-first innovation.

EXATRON SERVERS MANUFACTURING PVT. LTD.

Name - **TOM SEBASTIAN**
Designation - **CEO**
Website - **www.exatron.in**

Key Products: Enterprise servers, AI servers, storage systems, high-performance computing (HPC) platforms, workstations, cloud infrastructure solutions, data center hardware, and customized IT infrastructure products.

USP: Exatron is a pioneering Make in India hardware manufacturer specializing in enterprise servers, AI computing platforms, and data center infrastructure. As one of India's first indigenous server manufacturing companies, it focuses on delivering customized, high-performance, and cost-effective computing solutions. By combining local innovation, advanced manufacturing, and global quality standards, Exatron supports India's digital transformation, data sovereignty, and self-reliance in critical IT infrastructure.

EXIDE INDUSTRIES LTD.

Name - **AVIK KUMAR ROY**
Designation - **M. D. & CEO**
Website - **www.exideindustries.com**

Key Products: Automotive batteries, industrial batteries, inverter batteries, solar batteries, lithium-ion battery solutions, energy storage systems, EV batteries, UPS batteries, and power backup solutions.

USP: Exide Industries is one of India's largest and most trusted energy storage companies, supporting the Make in India vision through advanced battery manufacturing and innovation. With a strong presence across automotive, industrial, renewable energy, and electric mobility sectors, Exide combines extensive manufacturing capabilities, nationwide service support, and investments in lithium-ion technologies to drive India's transition toward sustainable energy and self-reliant mobility solutions.

FACEOFF TECHNOLOGIES PVT. LTD

Name - **DR. DEEPAK KUMAR SAHU**
Designation - **FOUNDER & CEO**
Website - **www.faceoff.world**

Key Products: Adaptive Cognito Engine (ACE), deepfake detection, liveness detection, behavioral biometrics, AI-driven identity verification, synthetic identity detection, fraud prevention solutions, digital trust platforms, and continuous authentication technologies.

USP: FaceOff Technologies is a Make in India digital trust and identity security company focused on combating deepfakes, synthetic identities, and AI-driven fraud. Its proprietary Adaptive Cognito Engine (ACE) leverages behavioral biometrics, liveness detection, and advanced AI analytics to deliver real-time identity verification and fraud prevention. The company helps enterprises, governments, and financial institutions strengthen digital trust, enhance cybersecurity, and secure customer interactions in an increasingly AI-driven world.

FRESHWORKS TECHNOLOGIES PRIVATE LIMITED

Name - **GIRISH MATHRUBOOTHAM**
Designation - **Founder & CEO**
Website - **www.freshworks.com**

Key Products: Freshdesk, Freshservice, Freshsales, Freshchat, Freshmarketer, Freshcaller, Freshteam, Freddy AI, and customer and employee experience software solutions.

USP: Freshworks is a globally recognized SaaS company founded in India, delivering AI-powered customer engagement and IT service management solutions. Its easy-to-use, affordable, and scalable cloud platform helps organizations modernize customer support, sales, marketing, and employee experiences. As a Make in India success story, Freshworks combines innovation, AI, and automation to enable businesses worldwide to improve productivity, customer satisfaction, and digital transformation outcomes.

HAVELLS INDIA LTD.

Name - **ANIL RAI GUPTA**
Designation - **Chairman & M. D.**
Website - **www.havells.com**

Key Products: Switchgear, cables and wires, LED lighting, fans, water heaters, air conditioners, home appliances, solar solutions, industrial electrical products, and smart home solutions.

USP: Havells India is one of the country's leading Make in India electrical and consumer appliance manufacturers, known for innovation, quality, and extensive domestic manufacturing capabilities. With a strong portfolio spanning electrical infrastructure, energy-efficient lighting, smart appliances, and renewable energy solutions, Havells combines advanced technology, robust R&D, and a vast distribution network to deliver reliable products that support India's infrastructure growth, sustainability goals, and self-reliance vision.

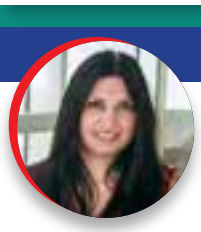
HEWLETT PACKARD ENTERPRISE

Name - **BHAWNA AGARWAL**
Designation - **SVP & M. D.**
Website - **www.hpe.com**

Key Products: HPE ProLiant Servers, HPE GreenLake cloud platform, storage solutions, networking (Aruba), AI and HPC infrastructure, hybrid cloud solutions, data management platforms, cybersecurity solutions, and enterprise IT services.

USP: Hewlett Packard Enterprise (HPE) India is a leading provider of enterprise technology solutions, helping organizations accelerate digital transformation through hybrid cloud, AI, edge computing, and data-centric infrastructure. Supporting the Make in India vision through local partnerships and innovation initiatives, HPE delivers scalable, secure, and intelligent IT platforms that enable enterprises, government agencies, and service providers to modernize operations, enhance resilience, and drive business growth.

HP INDIA SALES PVT. LTD.



Name - **IPSITA DASGUPTA**
Designation - **SVP & M. D.**
Website - **www.hp.com**

Key Products: Personal computers (HP Pavilion, EliteBook, ProBook, OMEN), laptops, desktops, printers, multifunction devices, workstations, gaming systems, peripherals, and AI-enabled computing solutions.

USP: HP India actively supports "Make in India" by significantly increasing local PC manufacturing. Their USP combines HP's cutting-edge technology with local partners like Dixon and VVDN, delivering enhanced, domestically produced devices. Committed to India's digital transformation, HP aims for one in three PCs sold in India to be locally made by 2031, driven by the PLI scheme. Expanding production of laptops, desktops, and all-in-one systems, HP leverages local expertise and procurement to serve diverse Indian customers, strengthening its market leadership and contributing to India's global value chain vision.

HIMACHAL FUTURISTIC COMMUNICATIONS LTD.

Name - **MAHENDRA NAHATA**
Designation - **M. D.**
Website - **www.hfcl.com**

Key Products: Optical fiber cables, telecom networking equipment, 5G radio solutions, broadband access products, Wi-Fi systems, defense communication systems, surveillance solutions, and fiber connectivity infrastructure.

USP: HFCL is a leading Make in India telecommunications and technology company specializing in next-generation digital network infrastructure. With strong capabilities in optical fiber manufacturing, 5G technologies, broadband solutions, and defense communications, HFCL delivers indigenous, innovation-driven products for telecom operators, enterprises, and government agencies. Its focus on R&D, local manufacturing, and network modernization supports India's vision of digital connectivity, technological self-reliance, and global competitiveness.

INTEGRATED IDENTITY SOLUTIONS PVT. LTD.

Name - **ASHOK HARIHARAN**
Designation - **Co-Founder & CEO**
Website - **www.idfy.com**

Key Products: Digital identity verification, KYC and KYB solutions, background verification, fraud detection, AML screening, document verification, video KYC, risk intelligence, and AI-powered trust and compliance platforms.

USP: IDfy is a leading Make in India digital trust and identity verification company helping businesses onboard customers securely and combat fraud. Its AI-powered platform combines identity verification, risk assessment, compliance automation, and fraud intelligence to deliver seamless customer experiences. Serving banking, fintech, e-commerce, gaming, and enterprise sectors, IDfy enables organizations to build trust, reduce fraud risks, and accelerate digital transformation at scale.

INFOSYS TECHNOLOGIES PVT. LTD.

Name - **SALIL PAREKH**
Designation - **CEO & MD**
Website - **www.infosys.com**

Key Products: Infosys Topaz (AI-first services), Infosys Cobalt (cloud platform), Finacle banking solution, Infosys Equinox (digital commerce), Infosys BPM, cybersecurity services, digital transformation, consulting, and enterprise IT services.

USP: Infosys is a global leader in digital services and consulting, delivering AI, cloud, cybersecurity, and enterprise transformation solutions to organizations worldwide. Founded in India, the company is renowned for innovation, engineering excellence, and large-scale digital modernization. Its platforms, including Finacle and Infosys Topaz, help enterprises accelerate growth, improve operational efficiency, and navigate the rapidly evolving digital economy.

INNSPARK SOLUTIONS PVT. LTD.

Name - **PROF. PRABAHARAN POORNACHANDRAN**
Designation - **Founder and Director**
Website - **www.innspark.in**

Key Products: Innspark offers a Unified Big Data Security Analytics Platform combining SIEM, SOAR, UEBA, XDR, and NBADProduct Name : Innspark Enterprise Security Monitoring System (SIEM + SOAR + UEBA + XDR + NBAD) for enterprise threat detection.

USP: Innspark is India's fastest-growing DeepTech cybersecurity companyInnspark Solutions Pvt Ltd, the fastest-growing Deeptech company in India's cybersecurity landscape, delivering scalable, award-winning SIEM, SOAR, UEBA, and NDR solutions across on-premise, cloud, and hybrid environmentsIt offers scalable SIEM, SOAR, UEBA, and NDR solutions for on-premise, on-cloud, and hybrid-cloud environments, serving financial, logistics, healthcare, and manufacturing industries, embodying India's "Atmanirbhar Bharat" vision for indigenous cybersecurity innovation.

RELIANCE JIO INFOCOMM LTD.

Name - **MATHEW OOMMEN**
Designation - **President**
Website - **www.jio.com**

Key Products: 4G and 5G mobile services, JioFiber broadband, JioAirFiber, JioCloud, JioTV, JioCinema, JioPhone, enterprise connectivity solutions, IoT platforms, and AI-enabled digital services.

USP: Reliance Jio is India's leading digital services and telecommunications company, driving the Make in India vision through indigenous 4G/5G technologies, digital infrastructure, and connected services. With one of the world's largest telecom networks, Jio has transformed digital access through affordable connectivity, broadband, cloud, AI, and enterprise solutions. Its innovation-led ecosystem supports Digital India, accelerates digital inclusion, and strengthens India's position as a global technology powerhouse.

LENOVO INDIA PVT. LTD.

Name - **SHAILENDRA KATYAL**
Designation - **M. D.**
Website - **www.lenovo.com**

Key Products: ThinkPad laptops, ThinkBook laptops, Yoga and IdeaPad PCs, desktops, workstations, tablets, smartphones (Motorola), servers, storage systems, AI PCs, and data center infrastructure solutions.

USP: Lenovo India is a leading technology and Make in India participant, manufacturing PCs, laptops, and enterprise solutions locally to support India's digital transformation. Renowned for innovation across personal computing, AI-enabled devices, and data center infrastructure, Lenovo combines global technology leadership with local manufacturing capabilities. Its strong focus on quality, sustainability, and intelligent transformation helps enterprises, governments, and consumers embrace a smarter, connected future.

MATRIX COMSEC PVT. LTD.

Name - **GANESH JIVANI**
Designation - **CEO & M. D.**
Website - **www.matrixcomsec.com**

Key Products: IP video surveillance systems, network cameras, access control systems, biometric attendance solutions, telecom and unified communication platforms, video management software, and enterprise security solutions.

USP: Matrix Comsec is a leading Make in India technology company specializing in security and telecom solutions. With strong in-house R&D and indigenous manufacturing capabilities, the company designs and produces advanced video surveillance, access control, biometric, and communication systems. Matrix serves enterprises, government agencies, and critical infrastructure sectors with innovative, reliable, and scalable solutions that enhance security, productivity, and operational efficiency while supporting India's self-reliance vision.

INNEFU LABS PRIVATE LIMITED

Name - **TARUN WIG**
Designation - **C0-FOUNDER & CEO**
Website - **www.innefu.com**

Key Products: Prophecy® Cyber Defense Platform, AI-driven Security Information and Event Management (SIEM), User and Entity Behavior Analytics (UEBA), Threat Intelligence, Fraud Detection, Cybersecurity Analytics, and National Security Solutions.

USP: Innefu Labs is a leading Make in India cybersecurity and AI company specializing in advanced threat detection, cyber defense, and intelligence analytics. Its indigenous AI-powered platforms help enterprises, financial institutions, defense organizations, and government agencies detect sophisticated cyber threats, insider risks, and fraud in real time. By combining artificial intelligence, big data analytics, and cybersecurity expertise, Innefu strengthens India's digital security and technological self-reliance.

INSTASAFE TECHNOLOGIES PRIVATE LIMITED

Name - **SANDIP PANDA**
Designation - **CO-FOUNDER & CEO**
Website - **www.instasafe.com**

Key Products: Secure Access Service Edge (SASE), Zero Trust Network Access (ZTNA), Cloud Firewall, Secure Web Gateway (SWG), Cloud Access Security Broker (CASB), VPN replacement solutions, and identity-centric cybersecurity platforms.

USP: InstaSafe is a Make in India cybersecurity company pioneering Zero Trust and SASE-based security solutions for enterprises. Its cloud-native platform enables secure access to applications, users, and devices from anywhere while reducing reliance on traditional VPNs. By combining identity-driven security, continuous verification, and simplified deployment, InstaSafe helps organizations strengthen cyber resilience, support hybrid workforces, and accelerate secure digital transformation.

LAVA INTERNATIONAL LIMITED

Name - **SUNIL RAINA**
Designation - **MD & CEO**
Website - **www.lavamobiles.com**

Key Products: Smartphones, feature phones, tablets, smartwatches, laptops, accessories, and contract electronics manufacturing services.

USP: Lava International is one of India's leading homegrown mobile device manufacturers and a strong advocate of the Make in India initiative. The company designs, engineers, and manufactures smartphones and electronic devices in India, with a focus on indigenous R&D, quality, and affordability. Its commitment to local innovation, domestic manufacturing, and employment generation has positioned Lava as a key contributor to India's growing electronics and technology ecosystem.

MANAGEENGINE (A DIVISION OF ZOHO CORPORATION PVT. LTD.

Name - **RAJESH GANESAN**
Designation - **CEO**
Website - **www.manageengine.com**

Key Products: IT Service Management (ServiceDesk Plus), Active Directory Management (ADManager Plus), Network Monitoring (OpManager), Identity & Access Management, SIEM (Log360), Endpoint Management, PAM360, Analytics Plus, and Unified IT Operations Platforms.

USP: ManageEngine is a globally recognized Make in India IT management and cybersecurity software provider offering comprehensive solutions for IT operations, security, identity management, and digital transformation. Developed by Zoho Corporation, its products help enterprises monitor, manage, secure, and optimize their IT infrastructure from a unified platform. The company combines innovation, affordability, scalability, and strong customer support to serve organizations across more than 190 countries.

NETWEB TECHNOLOGIES INDIA LTD.

Name - **SANJAY LODHA**
Designation - **CMD**
Website - **www.netwebindia.com**

Key Products: High-Performance Computing (HPC) systems, AI servers, GPU clusters, private cloud infrastructure, data center solutions, storage systems, enterprise servers, and supercomputing platforms.

USP: Netweb Technologies is a leading Make in India provider of high-end computing solutions, specializing in supercomputing, AI infrastructure, and enterprise data center technologies. The company designs and manufactures indigenous HPC systems, AI servers, and cloud platforms tailored to Indian requirements. With strong R&D capabilities and a focus on innovation, Netweb supports scientific research, government initiatives, enterprises, and AI-driven digital transformation while advancing India's technological self-reliance.

NEXXBASE MARKETING PVT. LTD. (NOISE)

Name - **GAURAV KHATRI**
Designation - **Co-Founder**
Website - **www.gonoise.com**

Key Products: Smartwatches, wireless earbuds, smart rings, fitness trackers, Bluetooth audio devices, power accessories, and AI-enabled wearable technology.

USP: Noise is one of India's leading homegrown wearable technology brands and a strong supporter of the Make in India initiative. The company designs and manufactures innovative smart wearables focused on health, fitness, and connected lifestyles. Known for its affordable pricing, stylish designs, and rapid product innovation, Noise has emerged as a market leader in smartwatches and audio devices, serving millions of consumers across India.

SAFE SECURITY SERVICES PVT. LTD.

Name - **SAKET MODI**
Designation - **Co-Founder & CEO**
Website - **www.safe.security**

Key Products: SAFE One Platform, Cyber Risk Quantification (CRQ), Third-Party Risk Management (TPRM), Continuous Threat Exposure Management (CTEM), Security Controls Assessment, Cyber Insurance Enablement, and AI-driven Cyber Risk Management Solutions.

USP: SAFE Security is a globally recognized Make in India cybersecurity company that transforms cyber risk into business risk intelligence. Its AI-powered SAFE One Platform enables enterprises to quantify, prioritize, and manage cyber risk in financial terms, helping boards and security teams make informed decisions. By combining automation, continuous risk monitoring, and predictive analytics, SAFE Security strengthens cyber resilience and aligns cybersecurity investments with business outcomes.

SCALEFUSION (PROMOBI TECHNOLOGIES PVT. LTD.)

Name - **HARISHANKAR KANNAN**
Designation - **CEO**
Website - **www.scalefusion.com**

Key Products: Unified Endpoint Management (UEM), Mobile Device Management (MDM), Endpoint Security, Zero Trust Access (OneIdP), Kiosk Lockdown Solutions, Remote Monitoring & Management (RMM), and Enterprise Device Management Platforms.

USP: ScaleFusion is a Make in India enterprise mobility and endpoint management company that helps organizations securely manage, monitor, and protect devices across distributed environments. Its unified platform combines device management, identity access, endpoint security, and remote support capabilities, enabling enterprises to strengthen cybersecurity, improve operational efficiency, and support modern digital workplaces. ScaleFusion serves customers globally across industries including healthcare, logistics, retail, education, and manufacturing.

SEQRITE (ENTERPRISE SECURITY DIVISION OF QUICK HEAL TECHNOLOGIES LIMITED)

Name - **KAILASH KATKAR**
Designation - **CHAIRMAN & MD**
Website - **www.seqrite.com**

Key Products: Endpoint Security, XDR (Extended Detection and Response), EDR (Endpoint Detection and Response), Zero Trust Network Access (ZTNA), Data Privacy Solutions, SIEM, Threat Intelligence, Mobile Device Security, and Managed Security Services.

USP: Seqrite is a leading Make in India cybersecurity company delivering enterprise-grade security solutions for businesses, government agencies, and critical infrastructure organizations. Backed by Quick Heal's extensive threat research capabilities, Seqrite offers AI-powered threat detection, endpoint protection, cyber risk management, and Zero Trust security. Its indigenous cybersecurity technologies help organizations strengthen resilience, protect digital assets, and support India's vision of self-reliance in cyber defense.

STERLITE TECHNOLOGIES LTD.

Name - **ANKIT AGARWAL**
Designation - **M. D.**
Website - **www.stl.tech**

Key Products: Optical fiber cables, optical connectivity solutions, data center networking, 5G infrastructure solutions, enterprise network services, broadband network equipment, software-defined networks, and digital infrastructure solutions.

USP: STL is a leading Make in India digital network solutions company specializing in optical networking, broadband infrastructure, and 5G connectivity. With strong capabilities in fiber manufacturing, network design, and digital integration, STL enables telecom operators, enterprises, cloud providers, and governments to build high-speed, scalable, and resilient networks. Its innovation-led approach and global footprint support India's vision of digital inclusion, connectivity, and technological self-reliance.

POLYCAB INDIA PVT. LTD.

Name - **INDER T JAISINGHANI**
Designation - **Chairman & M. D.**
Website - **www.polycab.com**

Key Products: Wires and cables, FMEG (Fast Moving Electrical Goods), switches, switchgear, fans, LED lighting, solar products, conduits, pumps, and electrical infrastructure solutions.

USP: Polycab India is one of the country's largest Make in India electrical solutions companies, renowned for its leadership in wires and cables manufacturing. With extensive domestic manufacturing facilities, strong R&D capabilities, and a nationwide distribution network, Polycab delivers high-quality electrical and energy solutions for residential, commercial, industrial, and infrastructure sectors. Its focus on innovation, reliability, and sustainability supports India's growing infrastructure and industrial development.

SAMSUNG INDIA ELECTRONICS LTD.

Name - **JAY Y. LE**
Designation - **President and CEO**
Website - **www.samsung.com**

Key Products: Smartphones (Galaxy Series), tablets, televisions, refrigerators, washing machines, air conditioners, monitors, memory solutions, smart appliances, wearables, and AI-powered consumer electronics.

USP: Samsung India is one of the largest contributors to the Make in India initiative, operating one of the world's biggest mobile manufacturing facilities in Noida. The company combines advanced R&D, local manufacturing, and innovation across smartphones, consumer electronics, and digital appliances. With a strong focus on AI, 5G, smart devices, and exports, Samsung plays a vital role in strengthening India's electronics manufacturing ecosystem and global competitiveness.

SECUREYE SERVICES PVT. LTD.

Name - **MANOJ GUPTA**
Designation - **M. D.**
Website - **www.secureye.com**

Key Products: CCTV cameras, IP surveillance systems, video door phones, biometric attendance systems, access control solutions, alarm systems, video management software, AI-powered security solutions, and smart surveillance products.

USP: Secureye is a prominent Make in India electronic security and surveillance company offering a comprehensive portfolio of CCTV, biometric, and access control solutions. With strong indigenous manufacturing capabilities, extensive R&D, and a nationwide distribution network, Secureye delivers reliable and affordable security technologies for homes, businesses, enterprises, and government organizations. The company plays a key role in strengthening India's self-reliance in electronic security and smart surveillance infrastructure.

SPARSH- SAMRIDDHI AUTOMATIONS PVT. LTD.

Name - **SANJEEV SEHGAL**
Designation - **Founder & M. D.**
Website - **www.sparshsecuritech.com**

Key Products: CCTV cameras, IP cameras, Network Video Recorders (NVRs), Digital Video Recorders (DVRs), video analytics, access control systems, video management software, thermal cameras, and AI-powered surveillance solutions.

USP: Sparsh is a leading Make in India video surveillance and security technology company, specializing in indigenous CCTV and AI-driven security solutions. With strong in-house R&D and local manufacturing capabilities, the company develops trusted surveillance products for smart cities, critical infrastructure, enterprises, and government agencies. Sparsh focuses on innovation, cybersecurity, data sovereignty, and reliable security technologies, supporting India's vision of self-reliance in electronic security and surveillance.

TAC INFOSEC LIMITED

Name - **TRISHNEET ARORA**
Designation - **Founder & CHAIRMAN**
Website - **www.tacsecurity.com**

Key Products: ESOF (Enterprise Security in One Framework), Vulnerability Management, Cyber Risk Quantification, Attack Surface Management (ASM), Penetration Testing, Security Assessment Services, and AI-powered Cybersecurity Solutions.

USP: TAC Security is a leading Make in India cybersecurity company specializing in vulnerability management and cyber risk assessment. Its proprietary ESOF platform provides enterprises with unified visibility into security vulnerabilities, cyber risks, and compliance posture across digital assets. Leveraging AI, analytics, and continuous monitoring, TAC Security helps organizations proactively identify threats, prioritize remediation, strengthen cyber resilience, and improve overall security governance in an increasingly complex threat landscape.

TALLY SOLUTIONS PVT. LTD.

Name - **TEJAS GOENKA**
Designation - **M. D.**
Website - **www.tallysolutions.com**

Key Products: TallyPrime, TallyPrime Server, accounting software, GST compliance solutions, inventory management, payroll management, business reporting, banking integration, and enterprise resource planning (ERP) solutions for SMEs.

USP: Tally Solutions is a pioneering Make in India software company and one of the country's most trusted business management technology providers. Its flagship product, TallyPrime, simplifies accounting, inventory, taxation, payroll, and compliance for millions of businesses. Known for ease of use, reliability, and continuous innovation, Tally empowers SMEs to digitize operations, improve financial management, and achieve regulatory compliance while supporting India's growing digital economy.

TATA CONSULTANCY SERVICES

Name - **K. KRITHIVASAN**
Designation - **CEO & M. D.**
Website - **www.tcs.com**

Key Products: TCS BaNCS, TCS AI WisdomNext™, TCS MasterCraft™, TCS OmniStore™, cloud transformation services, AI and analytics solutions, cybersecurity services, enterprise applications, consulting, and digital transformation platforms.

USP: TCS is India's largest IT services and consulting company and a global leader in digital transformation. A flagship Tata Group enterprise, TCS delivers innovative solutions across AI, cloud, cybersecurity, banking, retail, manufacturing, and enterprise technology. With deep domain expertise, extensive global delivery capabilities, and a strong focus on innovation and sustainability, TCS helps organizations accelerate growth, enhance resilience, and drive business transformation at scale.

TEJAS NETWORKS INDIA PVT. LTD.

Name - **ANAND ATHREYA**
Designation - **CEO & M. D.**
Website - **www.tejasnetworks.com**

Key Products: Optical networking equipment, 4G/5G radio access networks (RAN), broadband access solutions, packet transport networks, fiber broadband products, telecom software, and network management systems.

USP: Tejas Networks is a leading Make in India telecommunications and networking company specializing in indigenous telecom equipment and broadband infrastructure. Backed by the Tata Group, the company designs and manufactures advanced optical, wireless, and 5G networking solutions for telecom operators, enterprises, utilities, and government agencies. Its strong R&D capabilities, innovation-driven approach, and focus on self-reliant telecom technologies support India's digital connectivity and telecommunications sovereignty goals.

TVS ELECTRONICS LTD.

Name - **SRILALITHA GOPAL**
Designation - **M. D.**
Website - **www.tvs-e.in**

Key Products: Point-of-Sale (POS) systems, thermal printers, barcode scanners, keyboards, banking automation solutions, electronic manufacturing services (EMS), self-service kiosks, payment devices, and IT peripherals.

USP: TVS Electronics is a leading Make in India electronics manufacturing and technology solutions company with decades of expertise in IT products, payment technologies, and enterprise automation. The company combines indigenous manufacturing, engineering excellence, and extensive service capabilities to deliver reliable solutions for retail, banking, logistics, healthcare, and government sectors. Its strong focus on innovation, quality, and digital transformation supports India's growing technology and electronics ecosystem.

VEHERE INTERACTIVE PVT. LTD.

Name - **PRAVEEN JAISWAL**
Designation - **Founder & COO**
Website - **www.vehere.com**

Key Products: Network Intelligence Platform (NIP), Cyber Threat Intelligence, Deep Packet Inspection (DPI), Lawful Interception Systems, Network Forensics, AI-driven Cybersecurity Analytics, Threat Detection, and National Security Solutions.

USP: Vehere is a leading Make in India cybersecurity and network intelligence company specializing in cyber defense, lawful interception, and threat intelligence solutions. Its AI-powered platforms help telecom operators, enterprises, law enforcement agencies, and government organizations detect cyber threats, monitor network activity, and strengthen national security. With indigenous innovation, advanced analytics, and global deployments, Vehere contributes significantly to India's cyber resilience and digital sovereignty objectives.

VERSA NETWORKS INDIA PVT. LTD.

Name - **KUMAR MEHTA**
Designation - **Founder and CDO**
Website - **www.versa-networks.com**

Key Products: Secure Access Service Edge (SASE), Software-Defined WAN (SD-WAN), Zero Trust Network Access (ZTNA), Secure Web Gateway (SWG), Cloud Firewall, CASB (Cloud Access Security Broker), and Unified SASE Platforms.

USP: Versa Networks is a leading provider of AI-driven Secure Access Service Edge (SASE) solutions that integrate networking and security into a single cloud-native platform. Through its India operations, the company supports enterprises in securing hybrid workforces, multi-cloud environments, and distributed networks. Its unified architecture delivers enhanced visibility, Zero Trust security, operational simplicity, and scalable digital transformation capabilities for organizations across industries.

VVDN TECHNOLOGIES

Name - **PUNEET AGARWAL**
Designation - **CEO**
Website - **www.vvdntech.com**

Key Products: Electronics Manufacturing Services (EMS), networking and Wi-Fi products, 5G solutions, data center hardware, AI and cloud infrastructure, IoT devices, CCTV cameras, EV charging solutions, and product engineering services.

USP: VVDN Technologies is a leading Make in India electronics engineering and manufacturing company offering end-to-end product development, design, and large-scale manufacturing services. With advanced R&D capabilities and state-of-the-art manufacturing facilities, VVDN develops solutions across networking, telecom, AI, cloud, automotive, and IoT sectors. Its strong focus on indigenous innovation, localization, and technology-led manufacturing supports India's vision of becoming a global electronics and technology powerhouse.

WIPRO LTD.

Name - **SRINIVAS PALLIA**
Designation - **CEO & MD**
Website - **www.wipro.com**

Key Products: AI and Generative AI solutions, cloud transformation services, cybersecurity solutions, IT consulting, digital engineering, business process services, enterprise applications, infrastructure services, and industry-specific digital platforms.

USP: Wipro is one of India's leading global technology services and consulting companies, driving digital transformation through AI, cloud, cybersecurity, engineering, and business solutions. As a Make in India success story with a strong global presence, Wipro combines deep industry expertise, innovation, and sustainability-focused practices to help enterprises modernize operations, improve resilience, accelerate growth, and navigate the rapidly evolving digital economy.

ZEBRONICS INDIA PRIVATE LIMITED

Name - **PRADEEP DOSHI**
Designation - **Founder & Director**
Website - **www.zebronics.com**

Key Products: IT peripherals, gaming accessories, speakers, headphones, smartwatches, monitors, power banks, keyboards, mice, CCTV solutions, projectors, laptops, and consumer electronics.

USP: Zebronics is a leading Make in India consumer electronics and IT peripherals brand known for delivering innovative, affordable, and technology-driven products. With a diverse portfolio spanning audio devices, wearables, gaming products, displays, and smart electronics, the company combines local manufacturing, strong distribution, and continuous innovation to serve millions of consumers. Zebronics plays a significant role in strengthening India's electronics ecosystem and promoting self-reliant technology manufacturing.

ZOHO CORPORATION PVT. LTD.

Name - **SHAILESH KUMAR DAVEY**
Designation - **Co-Founder & CEO**
Website - **www.zoho.com**

Key Products: Zoho One, Zoho CRM, Zoho Workplace, Zoho Books, ManageEngine, Zoho Creator, Zoho Desk, Zoho People, Zoho Analytics, and AI-powered business applications.

USP: Zoho Corporation is one of India's most successful Make in India software companies, offering a comprehensive suite of cloud-based business applications used by organizations worldwide. Renowned for its product innovation, privacy-first approach, and rural development model, Zoho delivers affordable and scalable solutions across CRM, finance, HR, collaboration, and IT management. Its strong focus on indigenous R&D and self-reliance has made it a global SaaS leader originating from India.

ADVERTISEMENT INDEX

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COMPANY	PAGE NO.
ACER INDIA PVT. LTD.	57
ACMA COMPUTERS LTD.	208
ADITYA INFOTECH LTD. (CP PLUS)	61
ALCATEL LUCENT ENTERPRISE	63
ALPHA MAX TECHNOLOGIES PVT. LTD.	65
BM INFOTRADE PVT. LTD.	209
BRAND BOOK	235, 250, 273
COMMSCOPE INDIA PVT. LTD.	67
CYBLE INFOSEC INDIA PVT. LTD.	69
DATA SAFEGUARD INDIA PVT. LTD.	71
DATAMATION CONSULTANTS PVT. LTD.	213
DELL INDIA PVT.LTD.	3, 73
DIAMOND INFOTECH PVT. LTD.	214
D-LINK (INDIA) LTD.	77
DYNABOOK INDIA	79
E SQUARE SYSTEM & TECHNOLOGIES PVT. LTD.	217
ENGENIUS NETWORKS PVT. LTD.	81
ESDS SOFTWARE SOLUTION LTD.	83
FACEOFF TECHNOLOGIES PVT. LTD.	93, 109
FORTINET TECHNOLOGIES INDIA PVT. LTD.	85
GURUSONS COMMUNICATIONS PVT. LTD.	219
HAIER APPLIANCES (INDIA) PVT. LTD.	91
HARITASA ELECTRONICS SOLUTIONS PVT. LTD.	221
HEWLETT PACKARD ENTERPRISE INDIA PVT. LTD.	286, 287

COMPANY	PAGE NO.
I2K2 NETWORKS PVT. LTD.	223
INDIAN RENEWABLE ENERGY DEV AGENCY LTD	12
INFLOW TECHNOLOGIES PVT. LTD.	225
INGRAM MICRO INDIA PVT.LTD.	227
INNSPARK SOLUTIONS PVT. LTD.	87
INSTASAFE TECHNOLOGIES PVT LTD	89
INTENSITY GLOBAL TECHNOLOGIES LTD.	229
IRIS GLOBAL SERVICES LTD.	231
IVALUE INFOSOLUTIONS LTD.	233
LENOVO INDIA PVT. LTD.	95
NATIONAL INTERNET EXCHANGE OF INDIA (NIXI)	99
NEMETSCHEK INDIA PVT. LTD.	97
NTPC LIMITED	4
NUTANIX TECHNOLOGIES INDIA PVT. LTD.	211
PAR DATA SYSTEMS PVT. LTD.	234
PENTAGON SYSTEM AND SERVICES PVT. LTD.	237
PRAMA INDIA PVT. LTD.	103
QUALYS SECURITY TECHSERVICES PVT. LTD.	101
RAH INFOTECH PVT. LTD.	239
RASHI PERIPHERALS LIMITED	241
REDINGTON LIMITED	288
SATCOM INFOTECH PVT. LTD.	245
SEAGATE TECHNOLOGY (INDIA) PVT. LTD.	215
SECURONIX INDIA PVT. LTD.	105
SONICWALL TECHNOLOGY SYSTEMS INDIA PVT. LTD.	107
SUPERTRON ELECTRONICS (SEPL)	249
TECH DATA ADVANCED PVT. LTD.	247
TOSHIBA INDIA PVT. LTD.	111
TP-LINK INDIA PVT. LTD.	113
VARONIS SYSTEMS (INDIA) PVT. LTD.	115
VERSA NETWORKS INDIA PVT. LTD.	117

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Reduce planning time with purpose-built configurations.

Perform Better
Reliable compute for demanding business workloads.

Manage Smarter
Streamline operations with integrated management tools.

Scale Confidently
Support evolving business and technology needs.

For Organizations Building at Speed

- Faster time to value
- Greater efficiency
- Lower operational complexity
- A Scalable IT foundation

For Partners Driving Growth

- Shorter sales cycles
- Faster customer onboarding
- Simplified solution design

UNLOCK NEXT™

With Redington, HPE Smart Choice becomes easier to adopt, easier to position, and faster to deliver — helping businesses and partners move from opportunity to outcome with greater certainty and pace.

UNLOCK NEXT

THE NEXT TECHNOLOGY WON'T BE DISTRIBUTED. IT WILL BE UNLOCKED.

Redington connects brands, partners and platforms to unlock growth across Cloud, AI, Cybersecurity, Software, Infrastructure and Services.

- CLOUD
- AI
- CYBERSECURITY
- SOFTWARE
- INFRASTRUCTURE
- SERVICES
- SUSTAINABILITY

CHANNEL PARTNERS

OEM PARTNERS

ENTERPRISES & SMBs

Redington

ORCHESTRATING ECOSYSTEMS. ACCELERATING GROWTH.

PLATFORMS & SOLUTIONS

MARKET EXPANSION

LOGISTICS EXCELLENCE

#1 TECHNOLOGY DISTRIBUTOR IN INDIA & MEA

$13.4B+	40+	75,000+	~440	163
CONSOLIDATED REVENUE	MARKETS	CHANNEL PARTNERS	BRANDS	WAREHOUSES

FORTUNE INDIA 500 COMPANY

TRUSTED HERITAGE | GLOBAL REACH | STRONG PARTNERSHIPS | SUSTAINED GROWTH

Redington

India & MEA's #1 Technology Distributor

Orchestrating Ecosystems. Accelerating Growth.

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