# EXPO

**DAY 2** 

17-19 JAN 2024 PRAGATI MAIDAN, NEW DELHI



From L to R: Mr. Dhruv Behl, Director, Exhibitions India Group; Mr. Nilachal Mishra. Partner and Head of Government & Public Services, KPMG in India; Mr. Sergey Cheremin, Minister of the Government of Moscow, Head of Department for External Economic and International Relations of Moscow; Lt Gen Gurmit Singh, PVSM, UYSM, AVSM, VSM (Retd.), Hon'ble Governor, State of Uttarakhand, and Ms. Chandrika Behl, Managing Director, Exhibitions India Group.

### 31<sup>st</sup> Convergence India & 9<sup>th</sup> Smart Cities India Welcomes Participants and Delegates across Diverse Segments of Technologies

he 31st edition of the Convergence India Expo and the 9th Smart City Expo is a true representation of 'Brand India', 'Make in India', and 'Digital India' as it offers a unique platform for domestic players and startups to showcase their strengths and abilities to a diverse international audience. With the theme, 'Innovation Driving Sustainability: Realise the Power of Tomorrow - Today', the 3-day expo marks India's growing prominence as a global force and showcases its evolving landscape of modernisation and holistic development by displaying cutting-edge technologies and solutions.

With the three grand pavilions dedicated to Convergence India, Smart Cities and Startup India, the event is a dynamic space for exhibitors and visitors.

On display are emerging and disruptive technologies and innovations in IoT, AI, blockchain, Big Data, Telecom/Satcom, E-commerce solutions, Cloud, Embedded Tech, and Fintech, besides the latest technologies and solutions in green buildings, energy, transport, clean



environment, etc.

Once again, several international players have chosen Convergence India and Smart Cities India as their platform of choice for showcasing their capabilities in the space. The Pavilion, helmed by the Republic of Armenia, attracted a large footfall. It is showcasing 6 startups and Enterprise Armenia - the National Investment Promotional Agency- promoting the latest B2B solutions in the tech space. The country is looking to highlight its potential as an attractive investment destination



# LET's MEET Success of TECHNOLOGY & INNOVATION



### OUR PRIMARY SERVICES



**Customer Experience** 



Cybersecurity



Artificial Intelligence



**Cloud Solution** 



**Fintech** 



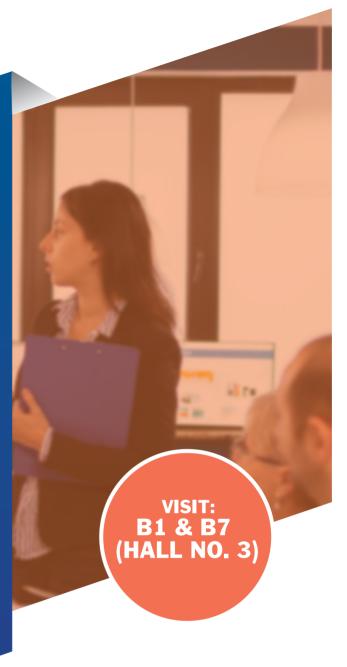
Digital Transformation



Blockchain



Metaverse





#### About us:

We're a Premier IT, Fintech, Management and Consultancy firm Dedicated to empowering Businesses with strategic solutions and define the future. We are working to develop technology through innovation and transformation with Blockchain and Al to offer next-generation Solutions for India and Overseas.

#### **OUR GROUP COMPANIES:**







• www.singhtek.com +91 946 1800 909

and a potential partner to build business relations between Indian and Armenian companies.

Earlier, the event was inaugurated by Lt. Gen. Gurmit Singh, Hon'ble Governor, State of Uttarakhand, who said, "In the advent of technology, innovation stands tall behind the Sustainability Revolution. The Smart Cities project in India is a beacon of hope illustrating that we can build cities that are not only fast but also sustainable."

The ceremony was also graced by Mr. Sergey Cheremin, Minister of Government of Moscow and Head of the Department for External Economic and International Relations of Moscow. He observed, "India and Russia share a common goal of providing state-of-the-art infrastructure and technological support in domains like Artificial Intelligence, Big Data, Robotics, Healthcare, Digital Technologies, and Creative Industries at the helm of the Digital Revolution. India and Russia's constructive and progressive dialogue revolves around prospects of new logistics route, State support measures, and the construction of green corridors." A Thought Leadership report -Building blueprints of tomorrow: Emerging themes, was also launched by Knowledge Partner KPMG during the inauguration. During the three days,

the expo will also host 50 conference sessions to facilitate discussions among the Union/ State governments, industry representatives, innovators, think tanks, and academia on the concerns, the latest innovations, and market trends impacting India's digital revolution and the urban landscape. The first day was packed with 12 highpowered conference sessions and 54 thought leaders. The inaugural session on 'Building a sustainable future with 6G' set the tone for the event as RK Upadhyay, CEO of C-DoT. observed, "The government has decided to promote 6G in a big way by setting up a technology innovation group. The Bharat 6G Vision document has provided a framework for how India should move and become one of the important players in the 6G space. C-Dot has set up the Bharat 6G Alliance, which brings all stakeholders together."

The conference sessions in the Smart Cities Pavilion delved into ideas such as 'India Smart Cities 2024: The Way Forward' and discussed the challenges and opportunities of the changing cityscapes in the country. To this end, Mr Rajat Kumar Saini, IAS, CEO & MD, NICDC, shared, "A sizeable competition exists between domestic and international players in the logistics domain.



From L to R: Dhruv Behl, Director, Exhibitions India Group; Suneel Vora, Partner, KPMG in India; Dr. R. K. Upadhyay, CEO, C-DoT; Vikram Tiwathia, DDG, Cellular Operators Association of India; TR Dua, DG, Digital Infrastructure Providers Association; Amit Marwah, Head of Marketing & Corporate Affairs, Nokia India; Radhika Gupta, Head of Data Acquisition, GSMA Intelligence, and Chandrika Behl, Managing Director, Exhibitions India Group.



From L to R: Akhilesh Avanish, Partner, KPMG in India; Raushan Kumar Singh, CEO, Bhopal Smart City Development Corporation Ltd.; Rajat Kumar Saini, IAS, CEO & MD, NICDC, and Aswathy Dilip, Managing Director, ITDP India.

Private Public Partnership model in the said aspect has seen exceptional results." The Startup Stage also saw interesting discussions on diverse topics impacting the Startup ecosystem in India. For example, Mr Shireesh Joshi, Chief Business Officer of Open Network for Digital Commerce (ONDC), stated, "Rather than believing that one organisation has to do everything, it is advisable to develop a specialised model that provides precise solutions." ■



From L to R: Mr. Dhruv Behl, Director, Exhibitions India Group; Ms. Sarah Varghese, Partner & KPMG Global Head of Cities, KPMG in Saudi Arabia; Mr. Sergey Cheremin, Minister of the Government of Moscow, Head of Department for External Economic and International Relations of Moscow; Lt Gen Gurmit Singh, PVSM, UYSM, AVSM, VSM (Retd.), Hon'ble Governor, State of Uttarakhand; Mr. Nilachal Mishra. Partner and Head of Government & Public Services, KPMG in India, and Ms. Chandrika Behl, Managing Director, Exhibitions India Group, releasing the KPMG Thought Leadership Report entitled 'Building blueprints of tomorrow: Emerging themes'.



#### MESSAGES BY HON'BLE MINISTERS OF THE GOVT. OF INDIA



#### Rajeev Chandrasekar

Union Minister of State for Skill Development & Entrepreneurship, and Electronics & IT

"The Ministry of Skill Development & Entrepreneurship is committed to develop skilled workforce by empowering the youth of India with the skills and knowledge that meet the needs of the Indian economy. The MSDE is doing this by partnering with the existing network of skill development centres, universities, academia, industry and international organisations."



Durga Shanker Mishra Chief Secretary, Govt. of Uttar Pradesh

"Over the last few years, the State government has worked relentlessly to attract industry and investment and make Uttar Pradesh a hub of production. The State has been investing in infrastructure projects and create ecosystem for ese of doing business in its pursuit to become a key contributing State towards India's dream of becoming a \$5 trillion economy."



CA Rajat Agarwal Executive Director, ITPO

"Technology update, innovations and innovative solutions are not only improving the quality of life of millions of Indians but also revolutionising how industries do business."



SCAN TO READ THE FULL MESSAGES BY THE HON'BLE MINISTERS



B.V.R. Subrahmanyam Chief Executive Officer, Niti Aayog

"As a result of the findings of the Export Preparedness Index (EPI) released by the Aayog, State governments are now improving the policy ecosystem, introducing export promotion policies and district-level export action plans, improving India's global footprint even more."



There Is More To Life Than Struggling To Manage Your



#### UNV

- 100% Flow capture with Fingerprint
- Realtime Monitoring
- Realtime Tabulation
- Performance Monitoring
- Network Auditing
- Network Forensics
- Truly Universal, Implement with any routers, firewalls, switches, applications & servers.



#### **SWAN**

- Centralized Policy based Routing
- Multi-link load balancing
- Edge controller Secure VPN
- Reducing the Overall CAPEX
- Secure Management
- Topology discovery
- Connection Status
- Load balance
- QoS BW Share/Control



#### MWAN

- Managed WAN, LAN, Wifi & Security
- Performance Monitoring With Zero Touch Provisioning
- Manages Devices behind NAT
- Group Configuration & Historic Data for AI/ML
- Multi-tenancy



For More Info:



www.systrome.com



info@systrome.com



#### MESSAGES BY HON'BLE MINISTERS OF THE GOVT. OF INDIA



Pradeep Singh Kharola CMD. ITPO

"The two expos provide meaningful engagement between industry leaders, innovators, entrepreneurs, investors, and tech and infra fans across the globe. They lay the foundation stone for sustainable cities and modernised production value chains that help to create a smart infrastructure."



Prof. Abhay Karandikar Secretary, Ministry of Science & Technology

"The Department of Science and Technology (DST) has been working towards the promotion of cutting edge emerging technologies in various sectors focusing on research, development and innovation in clean energy, smart grids, building energy efficiency, alternate fuels, etc."



Kunal Kumar

Joint Secretary and Mission Director,

Smart Cities Mission, MoHUA

"The year 2024 is the year of reckoning for the Mission, when all 100 Smart Cities should showcase their achievements of the past 8 years to prove themselves worthy of the trust reposed on them by their citizenry."



A. Dhanalakshmi Joint Secretary, Department of Science & Technology

"We have a special drive for startups and R&D activities in the new and emerging areas in the university ecosystems of the NER, Jammu, Kashmir, and other States by providing basic infrastructure for scientific facilities"

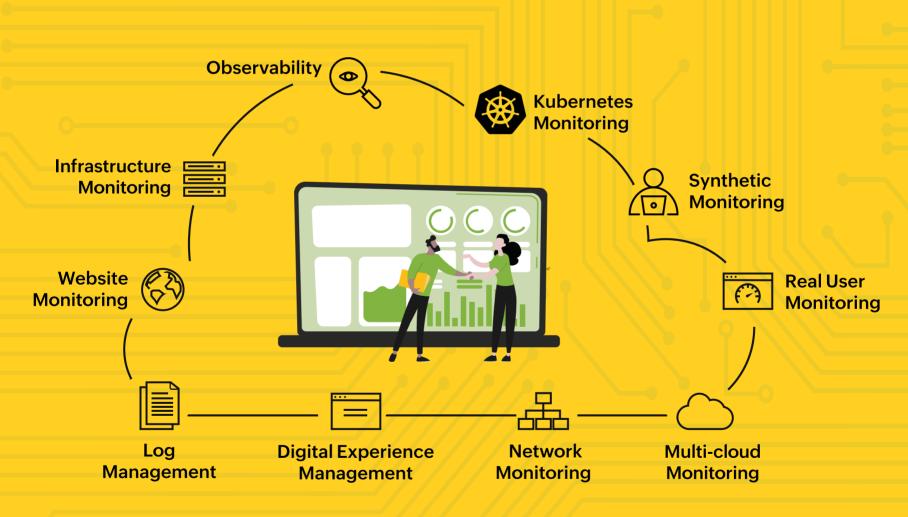


Dr. Vivek Joshi
Secretary, Department
of Financial services,
Ministry of Finance

"Fintech has transformed the financial sector by providing innovative solutions and thereby revolutionised the whole payment architecture.
India's journey of fintech has been driven by visionary government initiatives on creation of Digital Public Infrastructure."



# Al-Powered Full Stack Monitoring Platform





### ALi Corp to Mass Produce Next-Gen System-on-Chip

Li Corporation is a leading fabless System-on-Chip (SoC) design company for digital multimedia, a Pay and Retail set-top-box (STB) market vendor, and a smart connectivity and smart mobility SoC-based solution provider. With a global footprint with 400+ operators worldwide, ALi has maintained a lead in the broadcasting STB market. Its cost-sensitive and stable hardware SoC and software platform have provided customers with the bestin-the-market product offerings regarding cost-to-performance and reliability.

ALi recently announced the launch of F6P, the company's next-generation DVB-S2X/C STB SoC, to target the SAARC,

Africa and LATAM markets. The new F6P SoC is equipped with the latest S2X satellite demodulator, supports highefficiency video coding (HEVC) and ethernet, and achieves low power consumption and superior EMC/ ESD performance. It is designed to meet the conditional access system (CAS) requirements of various global PayTV operators. Along with ALi's complete backwards-compatible software development kit, ODMs can shorten their development time and easily customise their applications. Although equipped with rich functions and features, F6P is carefully architected and designed to be cost-effective.

According to Sean Cheng, CEO of ALi Corporation, "The company has long been a leading innovator

ALi

for retail and pay TV STB SoC design. F6P leverages previously successful design components to make it highly cost-effective. Both operators and retailers can

accelerate their time-to-market and provide their customers with an enriched viewing experience. This next-generation DVB-S2X/C SoC, F6P, is expected to reach the designated markets as early as Q1, 2024"

For more information, please visit ALi Booth #D72 in Hall 5 at Pragati Maidan, New Delhi, during Convergence India 2024. ■

Along with ALi's complete backwards-compatible software development kit, ODMs can shorten their development time and easily customise their applications







n today's hyper-competitive business landscape, stagnation is synonymous with decline. Customers demand seamless experiences, employees crave efficient workflows, and datadriven insights are the gold standard for decision-making. To thrive in this environment, businesses must embrace digital transformation, and NetSuite Cloud ERP has emerged as a powerful engine for this critical journey.

#### **The Inefficiency Trap**

Traditional systems and paperbased processes are significant impediments to progress. Manual data entry errors create discrepancies and hinder accurate reporting, while fragmented workflows slow down operations, frustrating employees. Meanwhile, they need more visibility into critical metrics to make informed decisions. These and other roadblocks across legacy systems hamper growth and development. They stifle innovation, hinder growth, and leave businesses vulnerable to disruption.

#### **NetSuite to the Rescue**

NetSuite Cloud ERP has emerged as a game-changer. Its unified platform integrates all your core business functions – from finance and accounting to inventory management, customer relationship management (CRM), and beyond. This centralised data hub provides real-time visibility into the entire operation, empowering the organisation to:

- Automate manual tasks, freeing up valuable time and resources for strategic initiatives.
- Streamline workflows across departments, boosting efficiency and productivity.
- Gain real-time insights with comprehensive reporting and analytics, enabling data-driven decision-making.
- Enhance customer experiences with personalised interactions and improved service levels.

- Scale your business with a cloud-based solution that adapts to your growth.
- · Beyond Efficiency
- The benefits of NetSuite Cloud ERP extend far beyond mere operational improvements.
   It fosters a culture of agility and innovation, allowing the organisation to:
- Respond to market changes with flexible and adaptable processes.
- Embrace new technologies like artificial intelligence and machine learning to gain a competitive edge.
- Attract and retain top talent by providing a modern and efficient work environment.

#### **The Cost of Inaction**

In today's digital age, delaying your digital transformation with NetSuite Cloud ERP is a costly gamble. Competitors are already reaping the benefits of increased efficiency, improved customer satisfaction, and accelerated growth. Therefore, an organisation

cannot afford to lag.

#### The Time to Act is Now

Investing in NetSuite Cloud ERP is an investment in your future. It is a commitment to growth, innovation, and resilience. Don't let the inertia of outdated systems hold you back. Unlock your business's potential with NetSuite Cloud ERP and embrace digital transformation.

#### **SoftCore NetSuite Solutions**

SoftCore Solutions is a leading NetSuite solution provider that can help you chart your course to success. SoftCore Solutions understands that NetSuite Cloud ERP is not just software but a strategic investment in your future. They are your trusted partner in unlocking the full potential of this powerful platform, helping your business thrive in today's competitive environment.

Remember, the digital wave is cresting. Will you ride it or be swept away? The choice is yours. ■

## **ELEVATION: 17340ft POPULATION: JIMNY**

Somewhere along the intimidating Himalayan range, you may find the new Jimny parked at an elevation that rivals the Everest Base Camp. Beyond treacherous mountain trails, narrow passages and dangerous ditches, few off-roaders make it this far off the grid. However, much like the ones who drive it, the Jimny never turns its back on adventure.

34°04'32.3"N 77°49'56.8"E



Scan to see the Jimny in its true element



NOW AVAILABLE IN CSD

CREATE. INSPIRE.











6 AIRBAGS

WIRELESS ANDROID AUTO AND APPLE CARPLAY CONNECTIVITY



entre for
Development of
Telematics (C-DOT),
the premier
Telecom R&D
centre of the Department of
Telecommunications, Ministry of
Communications, Government
of India is showcasing the live
demonstration of a wide array
of its home-grown Telecom
technologies and cutting-edge
innovations in Stall D170, Hall 5 at
Convergence India Expo, Pragati
Maidan, New Delhi.

C-DOT, since its inception in 1984 has been steadfast in its commitment towards bringing the digital transformation of every nook and corner of the country with its targeted research endeavours focused on enhancing seamless and secure connectivity for wider reach enabling diverse applications for both rural and urban landscape.

C-DOT has indigenously developed a multitude of technologies in various areas spanning Optical, Switching, Wireless, Cyber Security, Network Management, 4G/5G, AI/ML & M2M/IoT based solutions and Quantum Technologies.

C-DOT has made significant strides in the emerging dimension of Quantum Communication with its wholly indigenous Quantum Key Distribution (QKD) and Post-Quantum Cryptography (PQC) based solutions that are ideally suited to shielding the critical communication networks against the threats from futuristic Quantum Computers possessing tremendous computational speeds that might make the existing

encryption techniques ineffectual.

C-DOT is exhibiting its prowess in the area of Cyber Security with its end-to-end sophisticated technology framework for ensuring the sound health of the cyber space by monitoring the Internet traffic, identifying and mitigating the threats and vulnerabilities till the last node of the network in an efficacious manner.

C-DOT's 4G and 5G technologies developed in collaboration with the partners of the indigenous ecosystem is a testament to the Hon'ble Prime Minister's vision of "Aatmanirbhar Bharat". Swadeshi 4G fueled by C-DOT's Core is being deployed in the pan India BSNL network.

C-DOT's missionary zeal to translate technology advancements into citizencentric initiatives is reflected in its Integrated Alert System for Disaster Management that has been operationalised in all states and UTs by the National Disaster Management Authority (NDMA). The framework bolstered by the home-grown Cell Broadcast technology has significantly reduced the loss of lives and property during various disasters.

C-DOT has also been actively working towards adopting technological breakthroughs in the novel realms of AI/ML and IoT/M2M to develop wide-ranging applications.

C-DOT reiterates its firm resolve towards making India 'Aatmanirbhar' in Telecom space by aligning its technology research programs with the emerging requirements of Telecom networks and market dynamics.



### **EZYKam+** Indoor & Outdoor 4G Cameras

NO Wi-Fi • NO WIRE • NO WORRY





Human Detection 3MP HD Video



SD Card Support 256GB

















### Intelligence & Versatility in Industrial Automation



Thangathurai Balasubramaniam Managing Director

#### Tell us about Ionicks' philosophy and vision.

Ionicks is where 'Intelligence meets Versatility' in industrial automation. We are more than a company that builds industrial automation equipment. It is a philosophical force reimagining the landscape of how industries operate. Our core vision revolves around two fundamental pillars - Intelligence and versatility.

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

Ionicks has developed electža an IoT-powered multi-purpose industrial control system that provides ease of automation at an affordable price with data-driven features.

#### Please tell us about your focus areas for the future.

Ionicks believes that the future of industrial automation lies in embedding 'intelligence' into every facet of the process. This means equipment that is not just about muscle and motion but

about gathering data, analysing it in real time, and making informed decisions to optimise performance and prevent issues.

Therefore, we will focus on the hyper-connected infrastructure of industries where diverse sectors are deeply intertwined through ubiquitous data sharing and seamless communication between intelligent devices, systems and platforms.

#### Can you highlight some challenges faced by the industry?

Some critical challenges the IoT industry faces include vulnerability to cyberattacks, data privacy protection, and a lack of device security standards. lonicks is, therefore, taking care to eliminate these threats in the product designing stage itself. Configuring the devices and network with robust encryption protocols and monitoring the data for any unusual changes in its pattern helps us to achieve the same. Encryption and authorisation are also being used in API implementation.

#### Should the government introduce any modifications in the regulatory framework that would help further promote the industry?

While the Government of India has introduced several policy initiatives to boost the development and growth of the IT/ICT industry in the country, specific issues could be addressed to further the industry's growth and make it more competitive.

Mandatory baseline security standards: Implement consistent security protocols across all IoT devices to minimise vulnerabilities and strengthen overall ecosystem

Data privacy regulations: Enact clear and comprehensive data privacy regulations that specify data collection, usage, and storage guidelines, along with user control mechanisms.

Transparent data practices: Require manufacturers to disclose data collection practices, data sharing arrangements, and user privacy options readily for informed consumer choices.

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

At Convergence India 2024, we will display the electža system that monitors and controls the connected devices using Canbus and Modbus communication methods. It can perform multiple automation using pre-defined templates. We have integrated electža with IoT technology. enabling remote monitoring of industrial operations. Al can be implemented using the collected data to help with production analysis and predictive maintenance.

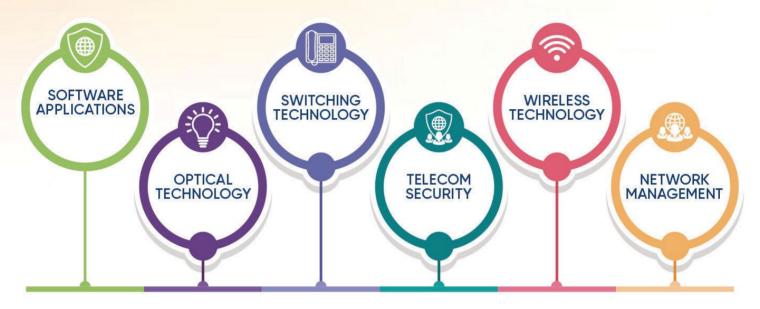
#### Adding local intelligence to non-living things will have a sizable impact on human living standards



www.convergenceindia.org 14 | 31<sup>th</sup> Convergence India Expo



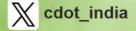
### ARCHITECTING DIGITAL AATMANIRBHAR BHARAT WITH INDIGENOUS TELECOM SOLUTIONS





CENTRE FOR DEVELOPMENT OF TELEMATICS (C-DOT) IS
TELECOM R&D CENTRE OF THE DEPARTMENT OF TELECOMMUNICATIONS,
MINISTRY OF COMMUNICATIONS, GOVERNMENT OF INDIA.

C-DOT is participating in Convergence India 2024, from 17th – 19th January 2024 at Pragati Maidan, New Delhi. Please visit us at # D170, Hall 5 for live demonstration of our products.





#### **Keith Electronics**

# Spearheading Technological Advancements in Electronics



Ankit Chopra
Managing Director
Keith Electronics
Pvt Ltd

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

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

partnerships, and embracing technological evolution to fuel growth and progress.

#### Flagship Offerings

Keith Electronics proudly announces its latest flagship offerings—the Fujikura 33S and 44S splicing machine models. These cutting-edge splicers epitomise a quantum leap in precision, efficiency, and reliability, designed explicitly to cater to the burgeoning demands of the telecommunications and optical fibre industry.

The Fujikura 33S and 44S splicing machines are paragons of innovation, integrating state-of-the-art technology to elevate splicing performance to unprecedented heights. Infused with advanced features, these models promise enhanced operational efficiency, precision, and durability, ensuring seamless integration into the rapidly expanding fibre optic landscape. These machines represent Fujikura's commitment to continuous improvement and customer-centric innovation. providing Indian customers with unparalleled tools to streamline

their fibre optic splicing operations.

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

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

Looking ahead, Keith Electronics aims to expand its footprint in burgeoning technology sectors. The company is committed to enhancing IoT integration, providing robust support for 5G infrastructure, and delivering cutting-edge connectivity

solutions to meet the escalating demands of an increasingly digitally connected world.

Keith Electronics advocates for regulatory frameworks that foster innovation and facilitate more accessible advanced technologies. The company firmly believes that supportive policies can drive industry growth and accelerate the seamless integration of cuttingedge solutions.

During the annual exhibitions, Keith Electronics is prominently showcasing its latest offerings, spotlighting the Fujikura 33S and 44S splicing machines alongside the advanced OTDR AQ7280 series and all other Fujikura splicing machines and Yokogawa OTDRs. These displays underscore the company's unwavering commitment to pushing boundaries and leading the charge in technological advancements within the electronics industry.

#### Conclusion

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

The company is a beacon of innovation and technological prowess in the Indian electronics industry. Its relentless pursuit of excellence, coupled with visionary leadership under Ankit Chopra, ensures that it continues redefining technological advancements' boundaries, catering to the evolving needs of an increasingly connected world.









Vivek Devangan(IAS) Chairman & Managing Director

EC Limited is a
Maharatna company
under the Ministry
of Power. Spanning
over five decades,
the journey of REC is a story of
phenomenal growth that reflects
the nation's power sector's
success. Since its inception in
1969, REC has played a pivotal role
in financing rural electrification
schemes by energising agricultural
pump sets, optimising irrigation,
and making the green revolution a

great success.

Since then, REC has ventured into other segments, constantly expanding its horizons and making its presence felt in every direction. Today, the organisation is a leading NBFC, committed to surpassing the records it has scripted over the years. As of September 2023, the net worth of REC stood at Rs. 63,117 crore.

#### **Key Programmes**

With the faith placed by the Ministry of Power, REC has played a vital role in implementing schemes such as the Deendayal Upadhyaya Gram Jyoti Yojana (DDUGJY), under which 100% village electrification was achieved in April 2018. Following the success of DDUGJY, the organisation embarked on the crucial mission of electrifying more than 3 crore households under the Pradhan Mantri Sahaj Bijli Har Ghar Yojana (Saubhagya). As a result, the country has achieved universal household electrification, bringing hope, light and opportunities to millions of citizens.

REC continues to play a nodal role in implementing the government's Reforms-based & Results-Linked Revamped Distribution Sector Scheme (RDSS) that enhances the distribution companies' (DISCOMs) operational efficiency and financial stability.

In the meantime, REC is at the forefront of supporting the Government of India's ambitious targets of achieving net-zero emissions as part of a larger vision to enable the transition to green energy across the nation. REC's current loan portfolio under renewable energy is around Rs. 30,000 crore, and committed efforts are underway to sustainably grow it by 10 times, expanding the green loan book to Rs. 3 lakh crore by 2030. In this regard, REC conducted one-on-one discussions with the developers of green projects such as solar, wind, PSPs, e-mobility, RE manufacturing, green ammonia/hydrogen, and battery

#### **Adding Logistics to Portfolio**

Apart from being the accelerator of the country's power sector, REC has expanded into the non-power infrastructure and logistics sectors, which are crucial for the development of India. Within the first year of this expansion, the corporation has already sanctioned

more than Rs. 85,700 crore towards various projects spanning metro, ports, airports, oil refineries, highways, steel infrastructure, healthcare, educational institutions, IT infrastructure, and fibre optics.

Owing to the consistent operational and business excellence, REC was conferred the status of 'Maharatna' in September 2022. This is the highest recognition for a Central Public Sector Enterprise (CPSE), granting the organisation more freedom and financial independence. From the corporation's humble beginnings to being the sector leader today, REC's commitment towards nation-building constitutes its core value.

#### Conclusion

Along with exponential growth, India is leading the world by example with its ambitious commitment towards transitioning to net zero emissions by 2070. This transition to clean and green energy is expected to lead to significant investments in the power sector. Going ahead, REC will play a pivotal role in fulfilling the considerable funding requirement in the power sector and continue to build a brighter and more sustainable future for India.

t Bestor India, we take pride in being a brand that caters to every segment of society. Our primary focus revolves around enhancing the productivity of tech-savvy individuals, a mission that lies at the core of our values. We are dedicated to providing solutions that elevate the efficiency and effectiveness of techsavvy individuals across diverse backgrounds.

#### **Key Focus Areas**

We continually innovate to develop products that seamlessly integrate into the lives of our users,

simplifying tasks and boosting overall productivity. Our solutions are designed with the end user in mind, ensuring an intuitive and user-friendly experience that aligns with the expectations of today's tech-savvy generation. From corporate professionals to students, entrepreneurs to homemakers, Bestor aims to be the go-to brand for everyone seeking to enhance productivity. When you choose Bestor, you select a brand that provides products and services and a commitment to your success.

#### **Innovation at the Core of Bestor**

Our commitment to delivering cutting-edge products and services

without compromising affordability sets us apart. Our mission is simple yet powerful: To innovate for the tech-savvy community while ensuring accessibility through budget-friendly offerings. Our dedicated team of experts work tirelessly to bring innovative solutions that resonate with the evolving needs of the tech-savvy demographic.

Our solutions are meticulously crafted to seamlessly integrate into the digital lifestyles of our users, enhancing their experiences with the latest technology. We firmly believe that innovation should not come at a premium. Therefore, we make it a priority to offer

budget-friendly solutions without compromising on quality.

Our commitment is not just to meet expectations but to exceed them. Bestor products and services are designed to not only meet the needs of our tech-savvy users but to surpass them, providing exceptional value for every penny spent.

#### **Key Pillars of Our Vision**

• Productivity enhancement: Our products are meticulously crafted to empower individuals across every segment. From professionals to students, entrepreneurs to homemakers, our solutions are designed to enhance productivity and streamline daily tasks.



- Tech-savvy transformation: We believe in democratising technology. Bestor products are engineered to make technology accessible to everyone. We want to contribute to a future where individuals of all backgrounds and expertise can embrace and benefit from the latest technological advancements.
- User-friendly innovation: Our products are designed with a user-centric approach, ensuring that even the most cutting-edge technologies are approachable and easy to integrate into daily life.
- Diverse segment inclusivity: Whether you are a seasoned professional, a student, a tech enthusiast, or someone exploring

the digital realm for the first time, Bestor products cater to your unique needs.

#### **Key Features of the Product**

Professional Home Setup: We understand the importance of a conducive work environment, even in the comfort of your home. Our product is designed to help individuals create a professional and productive workspace that mirrors the efficiency of a traditional office.

**Affordability:** Recognising many customers' financial constraints, we have reasonably priced our product. At Bestor, quality and functionality should not come at a premium.



#### Our solutions are crafted to seamlessly integrate into the digital lifestyles of our users, enhancing their experiences with the latest technology

Innovative Design: We have developed an innovative design that caters to the specific needs of those adapting to a workfrom-home lifestyle. From ergonomic considerations to space optimisation, our product is designed to enhance the remote work experience.

#### Adaptable to Diverse Needs:

We understand that the needs of individuals working from home vary. Our versatile and flexible product caters to various professions and work requirements.

#### **Key Features**

Super Technology certification by HDMI: Our latest product boasts cutting-edge technology, certified by HDMI, ensuring top-notch performance and an immersive user experience.

Inbuilt Intel Chip: Powered by an inbuilt Intel Chip, our device takes efficiency and productivity to new heights, catering specifically to the needs of high-end professionals. 12-in-1 Docking Station: Elevate your work experience with the convenience of a 12 in 1 Docking Station. This feature-rich docking

station is designed to meet the diverse requirements of modern professionals, providing seamless connectivity and enhanced functionality.

**Productivity amplified:** Experience a new level of productivity with our innovative solution. Whether you are working from home, in the office, or on the go, our product is designed to enhance your work efficiency.

#### **Bestor at Convergence India**

Bestor is committed to making a positive impact without burdening your wallet. Our product exemplifies this commitment by providing a cost-effective option for those navigating the challenges of working from home. We are thrilled to announce that at the upcoming Mobile India expo, Bestor will launch our latest innovation - a revolutionary product equipped with super technology, certified by HDMI, and featuring an inbuilt Intel Chip 12-in-1 Docking Station. We invite you to witness the unveiling of this game-changing product at booth A288 during the Mobile India expo. ■





#### Singhtek

### Revolutionising Financial Services





Sujit's A. Singh Director and Group CEO of Singhtek and Group Companies

#### What are the core focus areas of your business?

Ans.) We are a premier IT, Fintech, business consulting, and management group focused on developing technology through innovation and transformation using Blockchain and Al to offer next-generation solutions for the payments industry.

Our core values include innovation, customer-centricity, integrity, transparency, and collaboration. The focus areas are improving financial services, reducing costs, increasing accessibility, promoting financial inclusion, and disrupting traditional banking systems.

Singhtek is at the forefront of revolutionising industries through the transformative power of technologies, software and hardware. This includes payment services, alternative and digital payments, UPI cross-border payments, co-working space management, cybersecurity, and cybercrime investigation for fintech industries.

### Please discuss the company's range of services to your Fintech and banking clients in India and overseas.

We offer three primary products that cater to the financial requirements of our Fintech and banking clients: Payment Solution: In an ever-

changing landscape, we offer an innovative payment solution that sets new user experience and reporting services standards. We are India's most trusted payment service for e-commerce, trust & temple, school, and skill gaming merchants. The secure and efficient payment processing solution with advanced technology ensures fast and reliable transactions, keeping the merchant satisfied with robust fraud protection. We secure all financial information for our merchant. Whether it is an e-commerce store a subscription service, or anyone needing a seamless way to accept payments, we give them a hasslefree experience through integrated and customisable options to suit their business needs.

Card Swipe Machine (AndSwipe): A clean solution that facilitates fast movement, enabling more customers to purchase in a day without holding up the queue. Our user-friendly, portable machines offer reliability and efficiency, allowing the clients to focus on their business. And Swipe accepts all major credit & debit cards, UPI, EMI and many more options to enhance customer convenience while minimising cash handling. It can transform your business' working operations and provide better customer service. And Swipe POS offers a comprehensive solution that facilitates financial decisions by providing shopping trends based on customer purchases. Electronic invoicing, transaction logs, MIS reports, real-time management dashboard, support for multiple payment modes and varied reports with easy-to-understand GUI are some features of the AndSwipe POS solution

Sound Box (Justapay): Some of India's biggest Fintech start-ups are making deeper inroads into soundboxes, unveiling a new push to pocket-sized devices, becoming the new power. Its audible confirmation feature is particularly popular in marketplaces and cacophonous street corners, instilling trust and confidence in sellers and buyers regarding UPI payment transactions. The QR

We are at the forefront of revolutionising industries through the transformative power of technology by offering services that are dedicated to crafting customised software solutions tailored to unique needs



Code solution can be implemented anywhere. We are all set to disrupt the payment industry by ensuring the reach of a simplified payment solution.

#### What are the other products/ services offered by the company?

We provide application development services to startups, software companies and enterprises across 30+ industries. Our services are dedicated to crafting customised software solutions tailored to unique needs, and the clients range from web and mobile applications to database management and enterprise software. We transform ideas into efficient, user-friendly digital solutions per the latest industry standards and best practices. Meanwhile, we are working to enable real-time data exchange, automation, and customisation, making applications more dynamic and responsive. We ensure seamless API implementation with comprehensive documentation and top-notch support to help our clients stay competitive in the digital landscape.

We provide end-to-end solutions

to enable financial inclusion for banks and Fintech with payment hardware and software as per NABARD and RBI guidelines.

#### Are there any pilot projects that you are working on?

We are presently working on Skill Gaming Fraud Detection and Rural Digital Transformation. Both projects hold the capability to change the current industry scenario.

### How does Singhtek help startups and new-age companies?

We have products to help startups and new-age companies fulfil their technology, Cloud, and development needs.

#### How is the company helping overseas banks?

We are providing payment hardware and software as per their requirement. We are also promoting an NPCI UPI product for some nations' regulatory bodies and central banks to implement UPI infrastructure for their countries. This includes UPI cross-border payments and infrastructure supported by NPCI and Singhtek.



#### GX Group

# Quality Wifi Equipment

he fibre and broadband equipment market is growing as more and more people rely on fast and reliable Internet connections. However, with this growth come challenges and roadblocks that must be overcome. However, GX Group has emerged as a leading company in this field with its quality products to support the customers who choose their equipment.

The Challenges and Roadblocks of the Wi-Fi

#### Industry

The Wi-Fi industry faces numerous challenges and roadblocks that affect the quality and reliability of internet connections. Some of these challenges include:

- Interference: Interference from other devices, such as microwaves and cordless phones, can disrupt Wi-Fi signals and degrade the connection quality.
- Coverage: Ensuring reliable coverage throughout a large area is challenging, especially in buildings with multiple walls and
- Bandwidth: The demand for

high-bandwidth activities, such as streaming videos and online gaming, is increasing. This strains Wi-Fi networks, leading to slower speeds and connection drops.

• Security: As the importance of Wi-Fi for sensitive activities like online banking and personal communication continues to grow, protecting the network from security threats becomes crucial.

#### **Quality of Products and** Support as an encouragement for Customers

Customers are likelier to choose equipment from a company that offers high-quality products and

reliable support. GX Group has built a reputation for excellence in these areas, making them the competent choice for fibre and broadband equipment.

**Quality Products: GX Group** understands the importance of providing equipment that meets customers' needs. They invest in research and development to constantly improve their products and stay ahead of the competition. By incorporating cutting-edge technology and industry-leading standards, GX Group ensures that its equipment delivers exceptional performance,



reliability, and security.

Reliable Support: No matter how good the equipment is, customers may still need help with technical issues or require assistance during installation or configuration. GX Group goes the extra mile to offer reliable support and excellent customer service. Their highly trained and knowledgeable team is readily available to help customers with any questions or concerns. This level of support not only ensures a smooth experience for customers but also builds trust and loyalty.

#### New Launch - Moksha Series

GX Group has recently launched their new Moksha series, which includes a range of WiFi 6 products and 5G capable devices. These cutting-edge technologies provide users with enhanced connectivity and faster internet speeds, revolutionising how we connect and communicate.

Understanding WiFi 6: WiFi 6, also known as 802.11ax, is the latest generation of wireless technology that offers significant improvements over its predecessor, WiFi 5 (802.11ac). It is designed to meet the growing demands of modern networks,

providing faster speeds, increased capacity, and better performance in high-density environments.

Enhanced Speed and Capacity: One of the critical features of WiFi 6 is its ability to deliver faster Internet speeds. It utilises advanced techniques like orthogonal frequency-division multiple access (OFDMA) and multi-user multiple input and multiple outputs (MU-MIMO) to increase efficiency and reduce latency. This enables various devices to connect simultaneously without slowing down the network.

Improved Range and Coverage:
Another advantage of WiFi 6 is its improved range and coverage. It utilises a more efficient modulation scheme called higher-order quadrature amplitude modulation (QAM), allowing better signal transmission over longer distances. Additionally, WiFi 6 supports beamforming, a technique that focuses the wireless signal directly towards the connected devices, enhancing the coverage and reducing interference.

Reduced Network Congestion:
Network congestion has become
a significant issue in today's
digital age, where multiple
devices are simultaneously
connected to the Internet. WiFi
6 addresses this problem by
introducing a new feature called
target wake time (TWT). TWT
allows devices to negotiate when
and how often they will wake
up to transmit or receive data,
reducing power consumption and
optimising network traffic.

The Intersection of WiFi 6 and 5G: Besides WiFi 6 capabilities, the Moksha series also includes 5G capable devices. Integrating WiFi 6 and 5G technologies blurs the lines between cellular and WiFi networks, providing users with seamless connectivity and uninterrupted data flow.

#### The Moksha series by GX Group

leverages WiFi 6 technology to offer blazing-fast Internet speeds, ensuring seamless streaming, gaming, and browsing experiences. Whether you are streaming high-definition content or engaging in online multiplayer games, the Moksha series provides a superior level of performance.

#### **Conclusion**

GX Group has positioned itself as a competent broadband manufacturer, consistently delivering innovative products that cater to the evolving needs of consumers and businesses. With their latest offerings, including WiFi 6-enabled devices, 5G routers, network switches, and fibre termination devices, GX Group is spearheading the connectivity revolution.





Anshuman Das CEO, Muvi

uvi is a leading

streaming solutions company with a suite of SaaS-based product offerings from ondemand to live streaming solutions. The products include Muvi One - a no-code streaming platform builder; Muvi Live - an end-to-end live streaming platform; Muvi Flex - secured video hosting; and Muvi Playout - a cloud playout solution. Muvi also offers Muvi Player SDKs, Muvi Offline, and Alie.

Muvi is on a mission to revolutionise how content is delivered and consumed. It is committed to offering a flexible, customisable, and secure streaming platform that empowers its clients to build and scale unique streaming experiences. Muvi is looking to become the go-to solution for businesses entering the digital streaming space. Through their comprehensive suite of on-demand and livestreaming products, Muvi can enable enterprises to stream, store, distribute, and monetise their content seamlessly and securely to audiences worldwide.

#### Innovations undertaken by the Company

Streaming innovation is one of Muvi's focus areas. Recently, Muvi implemented some innovations like: • Apple Vision Pro App: Helps you

 Apple Vision Pro App: Helps you create your own branded featurepacked Apple Vision Pro streaming app without coding.

- Muvi Offline: The offline streaming solution caters to areas where the Internet cannot be used, like airlines, cruise ships, offshore bases, and more!
- Launch Streaming Apps in 5 mins: You can create and launch your own-branded streaming apps for Android, Android TV, and more within 5 minutes.
- Muvi Minis: Create your ownbranded short video platforms like TikTok and YouTube Shorts without coding.

#### **Embracing new Technologies**

Post-pandemic, Muvi responded to emerging streaming trends with new products and features, including:

- Muvi One eLearning for creating video-based educational platforms
- Muvi Playout for launching online live TV or FAST channels
- Muvi Live Meetings for secure two-way video conferencing and webinars with up to 600 participants

#### **Soft Launch of a New Product**

Muvi has recently launched two products.

- Muvi Offline: It is an offline streaming solution that enables users to connect to their private wireless network and access content without the Internet. It is secure, instant, and robust.
- Muvi Player SDKs: Developerfocused SDK kits for video players allow developers to integrate performance-efficient and customisable HTML5 video players into all their projects across websites and apps.

#### Muvi at Convergence India Expo

At the Convergence India expo 2024, Muvi is going to showcase its comprehensive list of products, including Muvi One, Muvi Live, Muvi Flex, Muvi Playout, and Muvi Player SDKs.

• Muvi One - Muvi One is a featurerich, end-to-end no-code streaming platform that enables content owners, creators, and distributors to launch their own-branded multiscreen OTT streaming platforms like Netflix, Hotstar, Spotify, Prime Muvi continues to grow at a rapid pace, and this growth is propelled by innovation. We aim to bring scalability and flexibility without compromising video quality and security



Video and Music, Udemy or Byjus, offering on-demand video, audio or live streaming content, and the ability to monetise the same on various revenue model instantly.

- · Muvi Live Muvi Live allows individuals and companies to launch, manage, broadcast, share, and monetise their live streams instantly and securely (DRM). It supports live streaming from various sources like single or multi-cam setup, studio, stage or stadium setup, webcam or screen sharing, 3rd party live feeds, or live TV channel feeds. Millions of concurrent viewers can quickly start, share, and view live streams with low latency and lag. It also supports unique use cases like mobile-based live streaming and private video meetings, both 1-to-1 and private groups, allowing for massive flexibility and operability to its customers.
- Muvi Flex Muvi Flex is an enterprise-grade secure (DRM) cloud video hosting platform that offers a variety of advanced features like Cloud encoding, video security, and cross-device playback.
- Muvi Playout You can launch your Cloud-based linear TV and FAST channels through this

Cloud-based playout solution - Muvi Playout.

Additionally, visitors can ask for developer-focused offerings like Muvi Player SDKs, multidevice video player SDKs, and Alie, an advanced Al-based recommendation engine. Besides these, the company will be showcasing their apps and adding development solutions like:

- Muvi One App Solutions and Try Your Apps - create and launch your branded mobile and TV apps in just 5 minutes.
- Muvi Live mobile app for live streaming from mobile.

#### **Muvi for a better Tomorrow**

In a climate-conscious and sustainable development era, Muvi's solutions focus on delivering videos optimally without compromising video quality. Videos comprise 80% of Internet traffic and require considerable resources for servers and data centres to deliver. Optimising the video delivery ecosystem helps reduce the number of servers, data centres, and network infrastructure required to stream and deliver videos without compromising user experience and quality.

# Empowering Connectivity using Cutting-edge Solutions



Bibhuti Kumar Jha Country Manager India

stablished in 2009,
Shenzhen C-Data
Technology Co. Ltd.
is a global provider
of information and
communication products and
solutions. With over 10 subsidiaries
and divisions worldwide, the
company operates in 50+ countries
and regions.

#### Tailored Solutions for Diverse

C-Data's products are strategically designed to play a vital role in extending connectivity to rural areas. This ensures that the advantages of technology are accessible across the country.
C-Data offers outdoor OLT and OLT cabinets featuring optional 8-port GPON OLT and EYDFA modules, further enhancing the adaptability of our solutions. Additionally, the company will introduce a 1-port OLT, further expanding its range of innovative offerings.

In pursuing its corporate vision, "Connecting the World with Data Technology," C-Data remains dedicated to research and development, driving innovation and creating value. As we showcase our efficient and convenient products and services at the 31st Convergence India 2024 expo, we look forward to connecting with government enterprises and individual users, contributing to a connected world powered by C-Data's technology.

#### C-Data at Convergence India 2024

At the 31st Convergence India 2024 expo, C-Data is poised to take centre stage at Booth Number D288, showcasing a suite of groundbreaking products that epitomise the company's commitment to pushing the boundaries of innovation in the information and communication sector. The company will offer live demonstrations of the showcased products and take advantage of exclusive promotions, discounts, and giveaways available only at the event. It will also organise interactive sessions and workshops to delve deeper into C-Data's innovative solutions.

### FD1700S: Expandable OLT platform for medium- to large-scale operators

The FD1700, a plug-and-play OLT with modular advantages, offers adaptability to various scenarios. Supporting upgrades for 10G EPON and XGSPON, with a 100G uplink, it aligns seamlessly with

the needs of medium to largescale operators.

### FD1304E: Bridging the gap for operators and government project

The FD1304E stands out as an upgraded EPON product, offering 4-port expandability to meet the demands of small- to mediumsized operators and government projects.

#### FD1608S-B2: Elevating GPON connectivity with 4x10G uplink

The new generation B1/ B2 GPON OLT series, the FD1608S-B2, introduces a redesigned hardware framework for heightened reliability and stability. Boasting an upgraded firmware and software suite, it promises an enriched user experience. Including a 4X10G uplink and the streamlined impact structure and hotpluggable power modules ensures simplified deployment. This is an optimal solution catering to operators across varying scales.

#### FD612GD: Connecting homes with dual-band brilliance

Tailored for general household needs and boasting 2GE+1POTS+Dualband features, it is a testament to C-Data's focus on delivering efficient and convenient solutions.

#### FD614GS1-R550: Elevating home networking with Wi-Fi 6

The FD614GS1-R550 takes home networking to new heights with AX1500 Wi-Fi6 capabilities. Designed as a high-end product, it surpasses traditional dual-band models, catering to the evergrowing demands of modern households.■







Santosh K.
Business Development
Consultant

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

The AV Group has two companies: Antriksh and Vyomsai Technology Pvt. Ltd. The Group provides hardware and software technologies to converge the requirements for

MSOs and ISPs.

We have a unique advantage with knowledge across a broad spectrum of technologies for the control room, transport, and home CPE in both cable and broadband. We have created a niche for ourselves where we provide innovative solutions to automate the various systems and processes of the supply and support cycle of the stakeholders.

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

We are introducing our middleware platform for converged billing solutions for AAA/Radius and SMS in the software segment, mainly focused on MSO-ISPs. There will also be various new features on our StrataGem (AAA/Radius) platform focused on inventory management, ticket management, CRM and Ill billing. We are also introducing an LCO Portal for the various customers.

### We have created a niche for ourselves in innovative solutions to automate systems and processes

In the hardware segment, we introduce various products with unique features for routing, coherent optics, Mpls, and VxLan functions at challenging prices. We will also be updating our solutions on disaggregated BNG.

#### What will be the focus areas for the future?

We focus on providing solutions to cable and broadband companies to boost their competitiveness and provide real-time, hands-on data about their network. We want to offer an end-to-end hardware-to-software platform where the MSO or ISP can have his network and customer statistics at his fingertips in real-time.

We aim to focus on bringing all the network elements on a simple

dashboard to ease the ecosystem's troubleshooting process. We are working on cost-effective solutions to deliver more services on the same data pipes. Our efforts are focused on providing more wholesome products where the customer doesn't have to look for his network requirements elsewhere

### What are the challenges and roadblocks faced by the industry?

The major challenge faced by the industry is the dwindling ARPU, which in turn affects the capex flow toward innovations and upgradation. Another challenge is delivering the maximum services in the constricted data pipe available in the metro networks.



ynalog is a Make-In-India company driven by the need to serve the nation's defence forces and industrial sectors to create a longlasting impact through its products and solutions. Our products range from PCI add-on cards to industrial ethernet switches, communication gateways, and multi-port serial board solutions. We also offer technologically advanced goods and services to government organisations for the country's security.

#### **Product Portfolio**

Dynalog offers products for Industry 4.0 & IIOT applications to help manufacturers compute and achieve multiprotocol connectivity, empowering manufacturing to be more flexible

and intelligent and preparing companies for a digital future.

#### **Product: EP-100-AL**

Industrial-grade embedded box computers are ruggedised, highperformance computing solutions designed for diverse industrial applications. Built to withstand extreme temperatures, vibration, and dust, these computers offer reliable operation in demanding environments. EP-100-AL is a compact embedded box PC that combines powerful Intel Atom® processing with a rugged, fanless design. Versatile connectivity options make it ideal for industrial automation and edge computing. The durable aluminium chassis ensures reliable operation in challenging environments. With a compact form factor, the EP-100-AL excels in space-constrained deployments.

This robust solution is well-suited for applications in manufacturing, automation, and edge computing, where reliability, performance, and adaptability are paramount.

#### Features:

- Intel Atom® x5-E3940 Processor
- Sleek and stylish minicomputer
- Support up to 4K digital content by 2 displays
- Support PoE PD 802.3af 12.95W
- Diverse I/O: 1 USB 3.1 Type C, 1 USB 3.1 Type A, 2 USB 2.0 Type A, 1 LAN, 1 3.5mm Audio Jack
- 15-Year CPU Life Cycle Support Until Q4' 31 (Based on Intel IOTG Roadmap)

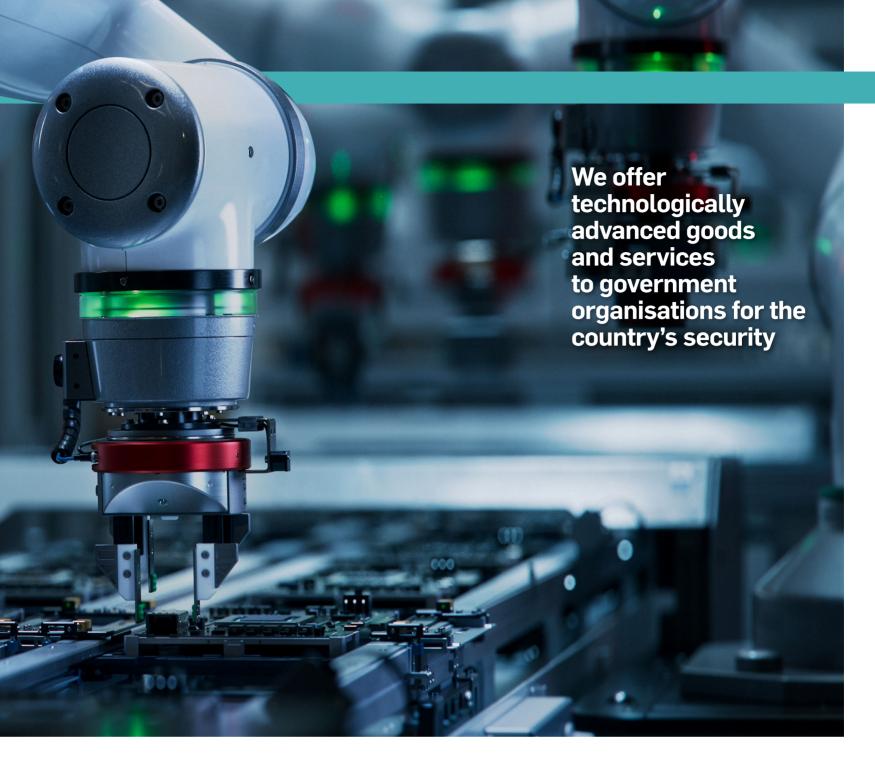
#### **Product: ECX700-AL**

Extreme ruggedised design-based ECX700-AL is a high-performance embedded box PC, featuring Intel Core™ processors for exceptional

processing power. With a compact and fanless design, it ensures reliability in extreme environments, including underwater operations. The ECX700-AL's versatility and robustness make it suitable for applications in very harsh locations like onboard vehicles, under water locations where devices need to be waterproof, and even defense applications. Its small form factor and rugged build make it an ideal choice for space-constrained installations, delivering a reliable and powerful solution for demanding industrial settings. This embedded computer confirms to IP67/ IP69K as well as MIL-STD-810G 514.6C-2.

#### Features:

- Intel® Atom® Processor E3900 Series Apollo Lake Quad Core CPU
- Intel® Gen9 Graphic Performance



- Extreme Ruggedized design to MIL-STD-810G 514.6C-2 & -40 ~ 70°C wide temperature
- Rich I/O help integrators meet the demand for various applications
- To fulfill wireless transmission, an external SIM slot reduces the difficulties to change SIMs, and the high gain antenna ensures the quality of the signal
- Various applications: Industrial automation, Outdoor application
- Waterproof & Dustproof design conforming to IP67/ IP69K
- Long-term Promise of 15-Year CPU Life Cycle Until Q4' 31 (Based on Intel IOTG Roadmap)

#### **Product: PCSF51**

PCSF51 industrial-grade motherboard is a versatile solution offering robust performance with support for Intel 10th Gen processors. Its compact design and feature-rich capabilities make it suitable for applications in gaming, digital signage, and industrial automation. With multiple expansion slots and extensive connectivity options, the PCSF51 excels in diverse environments where reliability and performance are critical. Whether powering gaming systems, driving digital displays, or supporting industrial automation processes, the PCSF51 motherboard stands out as a reliable and adaptable choice.

#### **Features:**

- AMD Ryzen<sup>™</sup> Embedded R2000 Series - Picasso
- Small form factor 1.8" SBC for space-limited applications
- Single Channel DDR4 Memory Down up to 4GB/8GB
- HDMI 1.4 resolution supports up

to 4096 x 2160 @ 24Hz

- Storage up to 128GB: eMMC 32GB/ 64GB/ 128GB
- 10-Year CPU Life Cycle Support Until Q2' 32 (Based on AMD Roadmap)

#### Product: Dyna-5000

Dynalog's Dyna-5000 is a cutting-edge 5G modem embodying the forefront of wireless communication technology. Designed to deliver high-speed, low-latency connectivity, the Dyna-5000 empowers users with seamless access to the transformative capabilities of 5G networks. With its compact form factor and advanced features, this modem is ideal for applications in Smart Cities, IoT deployments, and high-performance mobile communication devices. The

Dyna-5000 represents Dynalog's commitment to enabling the next generation of connectivity, providing a reliable and efficient solution for diverse industries embracing the power of 5G technology.

#### Features:

- Global 5G/4G/3G Cellular connections
- Supports Ethernet, Wi-Fi and 4G/5G internet with auto-failover
- The feature Link Manager supportsCellular WAN, Ethernet WAN, WLAN WAN link backup and ICMP detection
- Multiple VPN options available including DMVPN & IPsec/ OpenVPN /GRE/ L2TP/ PPTP/ DMVPN
- Metal enclosure with small footprint – DIN-rail + wall mount options

# Creating Competitive Ecosystem for IT Sector



Davit Sahakyan Deputy Minister. Ministry of High-Tech Industry of the Republic of Armenia

estled within the picturesque Caucasus region, Armenia, a small yet resilient state, boasts a storied history, a vibrant cultural tapestry, and an economy on the cusp of a technological revolution. This dynamic nation, home to just 3 million people, has embarked on a remarkable trajectory centred around technological innovation and entrepreneurship, leveraging its rich heritage, robust human capital, and proactive stance toward fostering innovation. In the global technology landscape, Armenia has emerged as a beacon of unprecedented growth within its Information Technology (IT) sector. The last few years have witnessed an extraordinary surge in various facets of Armenia's IT ecosystem, showcasing remarkable leaps in turnover, export figures, and the

sheer proliferation of IT companies. In just two years, from 2021 to the first 10 months of 2023, the turnover of IT companies in the country experienced a remarkable surge, increasing by nearly 124%. This substantial rise demonstrates an exceptional surge in revenue generation within the IT industry.

The surge in export figures, which soared by approximately 156% during the same period, was equally impressive. This exponential growth indicates a substantial increase in global engagement, showcasing Armenian IT companies' amplified presence in international markets. However. the most remarkable facet of this growth story lies in the proliferation of IT companies. Within the first 10 months of 2023, the number of companies in this industry saw a remarkable increase, signifying an industry expanding almost fivefold.

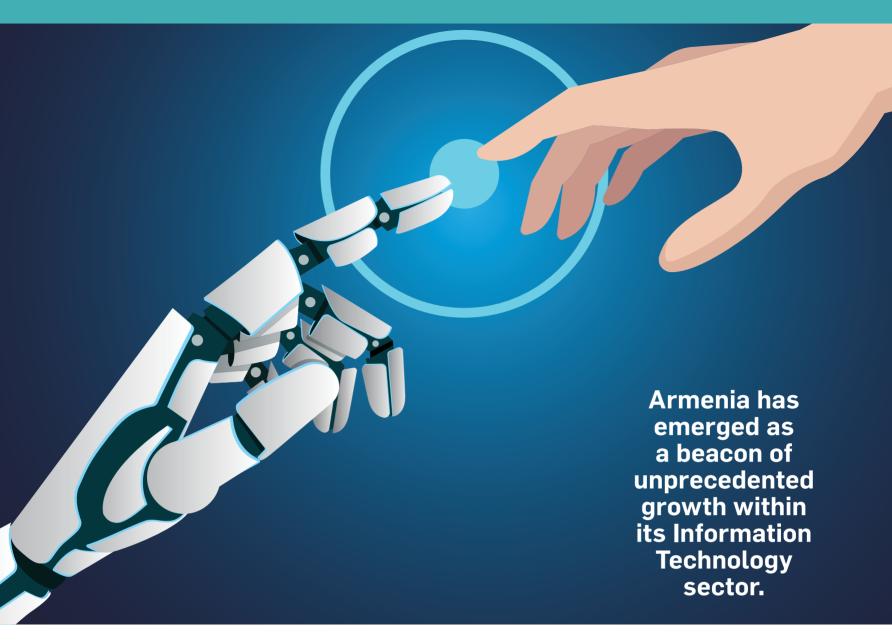
This surge in new enterprises highlights a vibrant ecosystem conducive to entrepreneurial ventures, fostering innovation and contributing significantly to economic growth.

The implications of this growth extend far beyond economic numbers. The burgeoning IT industry has become a catalyst for job creation, attracting and retaining talent, and promoting technological advancements within the country. It has also positioned Armenia as a competitive player in the global tech landscape. According to the Startupblink report "Global Startup Ecosystem Index 2023," Armenia has advanced three spots this year, securing the 57th position globally, building on the positive momentum from the previous year. Remarkably, Armenia maintains its status as the top-ranked country in the Caucasus region, surpassing its





www.convergenceindia.org 30 | 31<sup>th</sup> Convergence India Expo



closest contender, Georgia, with a total score more than that of Georgia. This substantial score gap signals Armenia's steadfast lead in the region, a trend likely to continue in the near future.

In 2023, Yerevan, the capital city of Armenia, continued its meteoric rise by leaping 23 spots to rank 221st globally, ascending to the 18th position in Eastern Europe. Notably, Yerevan stands tall as the highestranking city in the Caucasus region. As Armenia's sole ranked city, Yerevan's prominence significantly influences the country's global position within the tech landscape. The genesis of Armenia's technological evolution can be traced back to the early 2000s when the country strategically pivoted towards high technology and entrepreneurship development. Armed with a legacy of industrial excellence in semiconductors, defence

electronics, and nuclear energy, Armenia focused on leveraging its educational strengths, particularly in advanced AI and quantum computing, offered by the country's leading universities.

Armenia's meteoric ascent as a burgeoning tech hub is founded upon a multifaceted ecosystem that serves as fertile ground for innovation and technological advancements. Notably, the nation boasts a vibrant assembly of over 270 innovative companies spanning diverse sectors such as business software, edtech, fintech, and healthcare. These sectors, distinguished by their pioneering advancements and disruptive potential, have garnered considerable attention from investors, propelling Armenia to the vanguard of the regional startup landscape.

Venture capital activity in Armenia witnessed a significant upsurge during the past four years, marking a pivotal era in the country's startup ecosystem. Despite its modest size, Armenia boasts eight VC funds and three angel investor clubs. These entities are fervently nurturing nascent startups; however, the ecosystem still needs comprehensive infrastructure for securing substantial advanced-stage investments.

The venture capital terrain in Central Asia and the South Caucasus is undergoing an unprecedented metamorphosis, propelled by a remarkable surge in investment activity that signals a significant turning point in innovation and entrepreneurial ventures. As per the latest insights gleaned from Innotechnics, Venture Eurasia's report for the first half of 2023, the landscape witnessed an astounding sixfold upsurge in venture capital investment, reaching an impressive \$139 million. Within this sweeping

surge, Armenia emerged as an unexpected powerhouse, absorbing an astonishing 90% of the venture capital inflow into the region.

This remarkable evolution in the venture landscape underscores Armenia's burgeoning potential and the promising prospects for the broader Central Asia and South Caucasus region in fostering innovation and becoming a thriving hub for technological entrepreneurship. Armenia, a nation steeped in a rich cultural heritage and history, has emerged as a burgeoning technological hub, fostering a dynamic and rapidly growing startup ecosystem. At the heart of this success story lies a concerted effort by the government, particularly the Ministry of High-Tech Industry, to cultivate and bolster this flourishing landscape through a diverse range of initiatives, incentives, and strategic programmess. ■





Vijay Gupta CEO-JT Optics

n the dynamic landscape of information technology, the role of data centres in powering our digital world cannot be overstated. Jayani Technologies (JTOPTICS®) emerges as a key player, providing cutting-edge data centre infrastructure solutions with a distinctive touch of "Make in India" products. This article explores the innovative strides made by Jayani Technologies in revolutionising data centre technology and contributing to the nation's efforts towards self-reliance.

Jayani Technologies has swiftly risen as a frontrunner in data centre and telecom solutions, distinguishing itself through a commitment to excellence, innovation, and a "Make in India" ethos. Established with a vision to harness local talent and

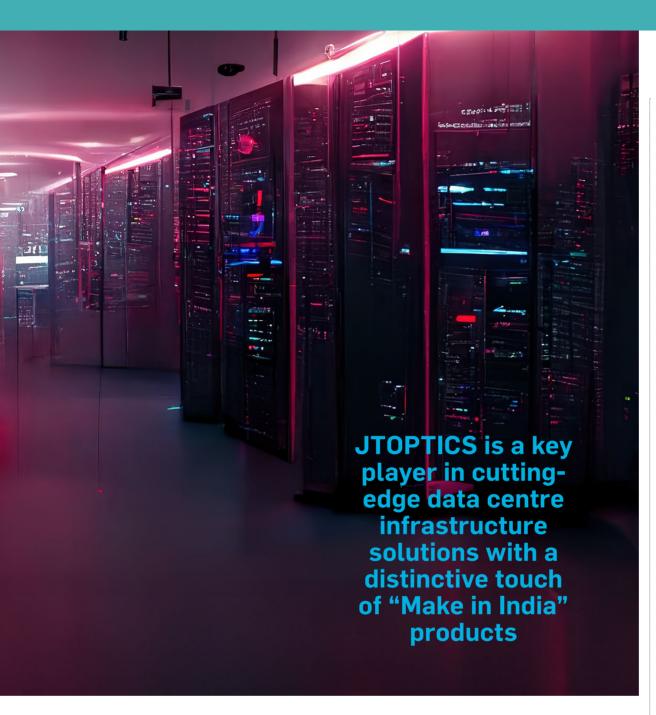
resources, Jayani Technologies has successfully carved a niche for itself nationally and internationally.

#### **Premium Optical Fibre Solutions**

Jayani Technologies Ltd., a subsidiary of Jayani Technologies LLP, was founded in the dynamic landscape of Hong Kong SAR. Since its establishment in 2011, the company has been a trailblazer in technological innovation. Headquartered in the bustling city of Mumbai, India, the company has consistently pushed the boundaries of excellence. We play a pivotal role in empowering modern communication networks through our specialised premium optical fibre solutions. Our cuttingedge networking components are designed to enhance connectivity and facilitate seamless data

transmission, ensuring unparalleled communication experiences.
Additionally, we are pioneers in engineering advanced electric vehicle (EV) components, shaping the future of ecofriendly transportation. At Jayani Technologies, our commitment to innovation, quality, and sustainability drives us to provide groundbreaking solutions in communication technology and sustainable mobility continually.

Based on the application requirements of the open optical network, especially the open data centre, JTOPTICS® has developed and produced many active and passive interconnection and connectivity products suitable for different networks. We strive to become a one-stop device integration solution provider in



the open optical network field. Our products include MPO & AOC cables, passive DAC cables, optical transceivers, active & passive optical components, high-density cabling products, etc.

#### Revolutionising Fibre Optic Connectivity

MPO cables have emerged as a game-changer in fibre optic connectivity. Characterised by their high-density connectors, MPO cables facilitate the transmission of multiple optical fibres within a single cable. This innovation significantly enhances data transfer speeds and reduces installation complexities. MPO cables are instrumental in achieving seamless and high-bandwidth connectivity within data centres, making them a cornerstone of modern infrastructure.

#### **High-Speed Direct Attach Connectivity**

Direct attach cables (DAC) provide a direct, cost-effective, high-speed solution for short-distance connectivity within data centres. They eliminate the need for transceivers, offering a plug-and-play alternative for connecting switches, servers, and storage devices. DAC cables are favoured for their low-latency and high-bandwidth capabilities, making them ideal for high-performance computing and storage applications.

#### **Active Optical Cables for Enhanced Performance**

Active optical cables (AOC) represent the convergence of optical fibre technology and electrical connectivity. These cables incorporate active

components to extend their reach while maintaining high data transfer rates. AOC cables find applications where traditional copper cables face limitations, providing a lightweight, flexible, high-performance alternative. They are particularly valuable for connecting equipment in data centres over longer distances without compromising speed.

#### Bridging the Gap in Communication

Optical transceivers play a pivotal role in enabling seamless communication within data centres. These compact devices integrate a transmitter and a receiver, facilitating the conversion of electrical signals into optical signals and vice versa. Optical transceivers are compatible with fibre optic

cables, providing the necessary interface for efficient data transfer. They are versatile, supporting diverse data rates and serving as the linchpin for connectivity in networking equipment.

#### **JT Pushing Boundaries**

The journey of Jayani Technologies began in 2011 in Mumbai, India, and is marked by innovation, dedication, and a commitment to delivering unparalleled technological solutions. Our mission is to not only meet the needs of the clients but exceed their expectations, fostering lasting partnerships and contributing to the advancement of technology on a global scale.

As we expand our horizons by opening an office in Hong Kong, we will reach new heights of success and make a lasting impact in the ever-evolving world of technology.

#### **Conclusion**

As data centres evolve and demand ever-higher performance, the role of advanced connectivity solutions such as MPO cables, DAC cables, AOC cables, and optical transceivers becomes increasingly critical. Besides contributing to the agility and scalability of modern data centre infrastructures, these technologies enhance data transfer speeds and efficiency. As we navigate the complexities of the digital age, these innovative connectivity solutions stand as a testament to the relentless pursuit of excellence in data centre connectivity.

Jayani Technologies stands at the forefront of innovation in the data centre industry, proving that world-class solutions can be engineered within the boundaries of our nation. Through its commitment to "Make in India" products, Jayani Technologies contributes to the growth of the domestic IT sector and reinforces India's position as a global technology hub. As we navigate the complexities of the digital age, Jayani Technologies serves as a beacon of self-reliance and technological prowess, shaping the future of data centre infrastructure solutions. ■

#### **Digisol**

# Promoting 'Made in India' on Global Stage



KR Naik Founder & Chairman. Digisol Systems

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

Digisol is the first Indian brand in IT networking solutions, providing innovative solutions with a dedication to enhancing the IT networking experience of its customers. The company believes in creating a creative, healthy, competitive, and reliable environment for profitable business growth.

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

Digisol is on a growth trajectory, providing active and passive networking solutions. The company is at the forefront of innovation in Wi-Fi 6 technology. We recognise the increasing demand for faster, more reliable, and efficient wireless connectivity and are committed to delivering cutting-edge solutions to meet

these evolving needs.

We look forward to bringing these innovations to market and setting new Wi-Fi performance and reliability standards. Some of the trending Wi-Fi 6 access points of Digisol that prove the above are DG-WM820AX, DG-WM640WI, DG-WM840AX & DG-WM600-X4.

These access points are based on Wi-Fi 6 technology and are actively working to enhance MU-MIMO capabilities, improving overall network efficiency and performance in crowded environments. We are incorporating OFDMA, a key feature of Wi-Fi 6 that simultaneously allows for improved data transmission to multiple devices, catering to the increasing number of IoT devices and smart home applications. Digisol also incorporates advanced encryption standards and security protocols to protect against emerging threats

and vulnerabilities. We are also developing Cloud-based solutions for managing and analysing Wi-Fi networks. This allows for remote monitoring, troubleshooting, and performance optimisation, ensuring a superior user experience.

#### What are the challenges and roadblocks faced by the industry?

While our industry plays a crucial role in advancing connectivity and technology, several factors present ongoing challenges:

- · The IT networking industry relies heavily on global supply chains for components and hardware. Disruptions, such as those caused by geopolitical tensions, pandemics, or natural disasters, can impact the timely availability of critical components, affecting production and delivery schedules.
- · With the increasing sophistication of cyber threats, ensuring the security of IT networks is a constant challenge.
- The industry's rapid evolution demands a workforce with up-todate skills, and competition for top talent is intense.
- · The industry is marked by intense competition, with domestic and international players vying for market share. Companies must differentiate themselves through innovation, quality, and cost-effectiveness to stay competitive.
- · Changes in trade policies, tariffs, and import/export regulations can impact the cost structure and market dynamics for IT networking products. Navigating these policy changes requires adaptability and





strategic planning.

Despite these challenges,
Digisol remains committed to
overcoming obstacles through
innovation, strategic partnerships
(loyalty programmes and
schemes for partners) and a focus
on quality. As the first Indian
Brand in IT networking, we take
pride in contributing to the growth
of the country's technology sector
and strive to address challenges
collaboratively with our industry
stakeholders.

#### What are the focus areas for the future?

We take pride in being at par with the upcoming versions of technology through our 'Made in India' products, and we have identified key focus areas to ensure continued success and growth:

Advanced Networking Technologies - We will continue to invest in R&D to embrace and integrate emerging technologies such as Wi-Fi 6, 5G, and beyond.

loT Integration - Our focus is on providing robust networking infrastructure that supports the increasing number of connected devices in smart homes, industries, and cities.

Cybersecurity Innovation -

Digisol is committed to delivering state-of-the-art security features, such as surveillance, in our networking products as cybersecurity threats evolve.

Customer-centric Approach - We will continue to deliver products that meet and exceed customer expectations. This includes providing reliable customer support, ensuring product durability, and incorporating user-friendly features.

Educational & Skill
Development Initiatives - We
contribute to the growth of a
skilled workforce through our
online platform, Digisol Institute
of Technical Training. We will
continue doing this through
collaborations with educational
institutions and industry partners.

Digisol aims to continue its journey as a leading player in the IT networking industry by focusing on these key areas, driving innovation, contributing to the digital transformation landscape, and providing high-quality, 'Made in India' technology solutions to customers worldwide.

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

Firstly, comprehensive data protection and privacy regulations are crucial in today's interconnected world. Clear quidelines will protect consumers and foster trust in IT networking solutions. Striking the right balance between innovation and data protection is essential for the industry's growth. Secondly, collaborating with regulatory bodies to establish and update cybersecurity standards is necessary. Clear guidelines on cybersecurity practices and compliance requirements will ensure that IT networking products meet the highest security standards, fostering consumer trust.

By advocating for these modifications, Digisol aims to contribute to its growth and the overall development and competitiveness of the Indian IT networking industry. These changes will create an environment that fosters innovation, sustainability, and the continued success of the government's' Made in India' initiative.

Please elaborate on the technologies on display at the

At the expo, we will present an extensive array of products, including access points, controllers, switches, OLTs, ONUs, media converters, PoE injectors, and more, falling under the Active category. Additionally, our showcase in the Passive category will encompass items such as CCTV cables, crimping tools, faceplates, splitters (box type, drawer type), keystones, LIU, patch panels, patch cords, pigtails, and others.

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

Digisol wants to be at the forefront of technology through continued technological innovation. Whether it is the next generation of Wi-Fi technology, cutting-edge security features, or advancements in IoT integration, we are dedicated to pushing the boundaries of what is possible. New and improved XPON ONUs, switches, access points, and other networking devices designed to enhance connectivity and performance are expected. Moreover, the world is turning towards AI, and we have the perfect technology to uncover its benefits; therefore, being in the IT sector gives us an upper hand.

# Connectivity with Cutting-edge Wireless Products

n an era where connectivity is paramount, Syrotech Networks takes centre stage by introducing a groundbreaking lineup of wireless products to revolutionise how we connect and communicate. This exclusive range, comprising wireless routers, indoor and outdoor access points, and Wi-Fi dongles, marks a significant leap in networking solutions.

#### SYROTECH'S WIRELESS PRODUCT RANGE: A GLIMPSE INTO THE FUTURE

#### Wireless Router: The Backbone of Seamless Connectivity

Syrotech's wireless router stands as the cornerstone of this innovative lineup. Crafted with precision and equipped with advanced technology, these routers redefine the concept of seamless connectivity. With enhanced speed and reliability, users can bid farewell to the frustration of lagging connections. The wireless router is not just a device but a gateway to a future where high-speed Internet is the norm.

#### Wireless Indoor and Outdoor Access Points: Extending Connectivity Beyond Boundaries

Syrotech Networks raises the bar with its wireless indoor and outdoor access points, ensuring connectivity knows no boundaries. These access points are strategically designed to cover various areas, transforming spaces into zones of uninterrupted connectivity. Whether it is a campus, gardens, hospitality, corporate, or expansive outdoor areas, Syrotech's access points create a network ecosystem that adapts to the unique demands of different environments.

#### Wi-Fi Dongle: Empowering Connectivity on the Go

For those on the move, Syrotech presents the Wi-Fi dongle – a portable powerhouse that brings connectivity to your fingertips. Ideal for professionals, students, and anyone requiring on-the-go Internet access, the Wi-Fi dongle is compact, efficient, and an absolute game-changer in the world of portable connectivity solutions.

#### APPLICATIONS THAT TRANSCEND BOUNDARIES

#### Education: Transforming Classrooms into Hubs of Learning

In education, Syrotech's wireless product range redefines the learning experience. Wireless routers ensure every student can access a fast and reliable Internet connection, enabling seamless virtual classes, research, and collaborative projects. The wireless indoor access points extend this connectivity to various areas within the campus, turning gardens, cafeterias, and common halls into potential learning spaces.

#### Corporate Spaces: Boosting Productivity in Every Corner

In the corporate world, efficient connectivity is synonymous with productivity. Syrotech's wireless indoor and outdoor access points create a network infrastructure that supports the dynamic nature of modern workplaces. From conference rooms to outdoor meeting spaces, the seamless connectivity ensures that communication is smooth, collaborations are efficient, and deadlines are met without a hitch.

#### Hospitality: Elevating Guest Experience

In hospitality, guest satisfaction hinges on a seamless and reliable Internet connection. Syrotech's access points extend connectivity to every corner of hotels, resorts, and event spaces, ensuring that guests can stay connected while enjoying a premium experience. Syrotech Networks enhances the overall guest experience through uninterrupted connectivity, from poolside relaxation to business conferences.

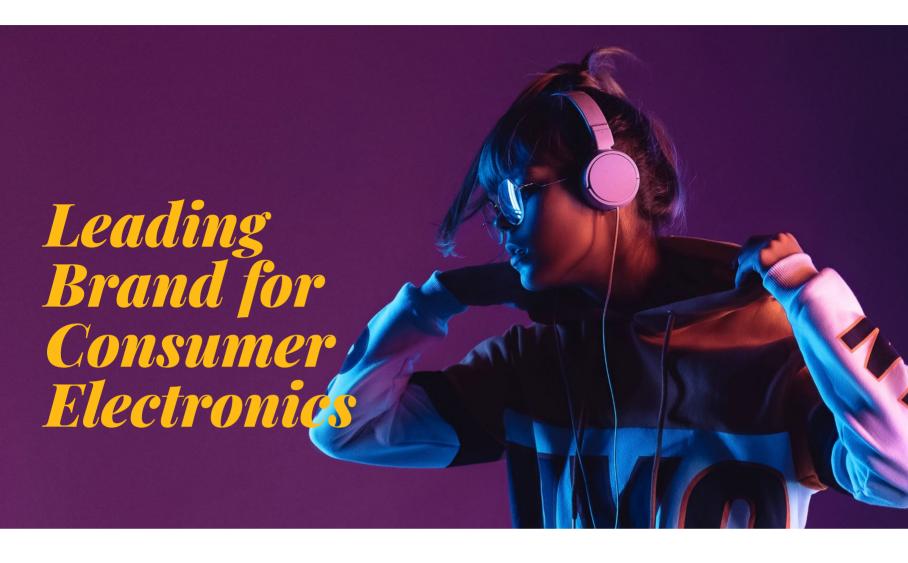
#### Travel and Remote Work: Wi-Fi Dongle – Your Gateway to the World

Syrotech's Wi-Fi dongle caters to the needs of travellers and remote workers. Whether you're on a business trip, exploring new destinations, or working remotely, the Wi-Fi dongle ensures you are always connected. Say goodbye to the limitations of traditional data plans and embrace a world where connectivity accompanies you wherever you go.

#### Experience the Future Today: Visit the Syrotech Networks Booth

To witness the future of connectivity, visit Syrotech's booth, where the wireless product range takes centre stage. Engage with live demonstrations, consult with experts, and experience the power of seamless connectivity firsthand. The expo is not just a showcase of products but an immersive experience demonstrating how Syrotech Networks is shaping the landscape of networking solutions with multiple products.







Lalit Arora Co-Founder, Ubon

#### Please tell us about UBON.

Made in India, the brand UBON is a leading player in the consumer electronics industry with a pan-India presence of over 250+ distributors in 3,000 cities. It connects millions of people with a solid offline presence and online business platforms with its diverse product line. UBON was founded in 1999 as a wholesale store selling earphones. Over the years, the company has identified gaps in the electronics industry and reinvented its brand to transition from a distributor outlet to a peripheral retailer.

In 2009, UBON invested in R&D to accommodate the continuously increasing demand from consumers for gadgets containing new capabilities and leading the way to modern product designs. The brand began producing screen guards in 2012 after spotting a vacuum product in the marketplace. Since then, the company has set up factories for charging devices, data cables, and power banks. Today, UBON has become a youth icon with lakhs of followers on different social media platforms, raising the level of product quality in the industry.

How has the company shaped its product portfolio to match the 'Make in India' initiative? We are honoured to be part of

India's growth story and are proud to fulfil the Hon'ble Prime Minister's call for 'Make in India'. With a commitment to excellence and providing the most innovative products, we have developed a range of stylish headphones, solar power banks, neckbands with dynamic sound and heavy bass, wireless portable speakers, smartwatches, and many more impressive electronic products. In India, UBON is the only company that manufactures pen drives, chargers, data cables, and extension boards. More than 70% of our products are made in India to support the 'Make in India' initiative.

Over the years, UBON has been recognised by many media houses. Awarded the 'Most Promising Brand of the Year' by the Economic Times and the 'Most Popular Brand of the Year' by Mobility in 2019, the 'Trendsetter Mobile Accessories and Leading Gadget Accessories Brand' by Mobility in 2021, and the 'Start-up Award 2022' by

Business Mint. UBON's vision is to become India's Number One brand in the field of gadget accessories and audio equipment by being innovative, sharing knowledge, and embracing the creative spirit of our people.

#### What are the products being offered by the company?

As India's most trusted digital lifestyle brand, UBON offers economical and durable products in mobile and audio accessories that address the needs of the 'connected' consumer and the people on the move. Our passion for technology, content, and service delivery, as well as the relentless pursuit of innovation, drives us to deliver ground-breaking new entertainment and excitement in a way no one else can.

Our portfolio includes neckbands, chargers, speakers, smart watches, power banks, earbuds, headphones, extension boards, selfie sticks, keyboards, mouse, etc.





Sudhir Kunder Chief Business Officer DF-CIX India

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

The fundamental principle upon which DE-CIX was established 27 years ago was to prioritise the accessibility of the Internet as a service rather than solely focusing on profit. Our primary goal is consistently offering our customers top-notch services, prioritising dependability, safety, and convenience. Our vision is for a world where "Digital Everywhere, for Everyone" is a reality, and this will advance the vision of Digital India. Our daily efforts are focused on improving our services and facilitating seamless interconnection, regardless of location. As India's inaugural legally compliant interconnection platform, our objective has consistently been to expand our services to a broader audience while upholding the utmost customer satisfaction.

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

The world is advancing at the rate of thought. We need to have a future-ready Internet infrastructure to satisfy the ever-increasing demand for effective connectivity. As a result, we are continuously working to enhance the quality of our Peering and DirectCLOUD Services and introducing novel innovations such as Microsoft Azure Peering Services (MAPS).

One of the unique selling points that we bring to the table is that

"all of our services can be accessed through a single access port." This is one of the things that sets us apart from our competitors.

#### Please tell us about your focus areas for the future.

We aim to establish our Point of Presence (PoPS) at strategically selected locations in India. These locations will have data centres constructed by well-regarded and dependable domestic and international organisations. An expanding economy presents a promising opportunity for our Internet Exchange and Cloud Exchange to offer specialised proposals to small and mediumsized businesses (SMBs), micro, small, and medium enterprises (MSMEs), and large companies.

DE-CIX Mumbai remains the largest Interconnection Platform in the Asia-Pacific region, amongst 29 countries and 153 exchanges in the last 29 months. We aim to achieve market leadership at DE-CIX Chennai, DE-CIX Delhi, and DE-CIX Hyderabad.

### What are the challenges and roadblocks faced by your industry?

One of the challenges we observed is a need for more awareness about the benefits of connecting IXPs to many new ISP business owners, SMEs, SMBs and other enterprises. All the telco operators, irrespective of size, would onboard IXPs to enhance serviceability for their customers and ecosystem with robust infrastructure development.

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

ROW is another major trembling block in rapid network expansion, and the exact needs to be addressed and resolved immediately.

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

The implementation of policies that promote collaboration



## Our vision is for a world where "Digital Everywhere, for Everyone" is a reality, and this will advance the vision of Digital India

among all parties involved in the initial establishment process, the creation of Interconnection Platforms, the provision of financial incentives, and a reassessment of obstacles such as right-of-way (ROW) for infrastructure builders. Meanwhile, policies that promote competitive access to leased lines can lower the cost of connecting to interconnection platforms.

To facilitate interconnection, it is imperative to devise a governance model centred around growth that is universally agreeable and fulfils all technical and security prerequisites. Incentive programmes are also necessary across all tiers of Internetinterconnected infrastructure ecosystems to ensure optimal utilisation and nationwide coverage of the connectivity solutions offered by each ecosystem.

There is also a need to promote the inclusion of non-traditional members, such as government networks, research and education networks, on Interconnected Platforms. Additionally, increasing awareness about the importance of all local carriers and content providers connecting to such platforms is the need of the hour.

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

We are excited to present our global services to a wide array of individuals coming in from various walks of life, and we plan to take advantage of this special opportunity to showcase our unique services at the show. We will showcase the Interconnection Platform, where Internet Exchange and Cloud Exchange coexist across a single access port, providing access to interconnection services like Peering, DirectCLOUD & MAPS.

#### What can we expect from DE-CIX in the coming future?

As an interconnection platform, we have connections with over 600 Internet service providers (ISPs). We continually add participants from various industry sectors, such as healthcare, finance, retail, logistics, and many more. Many national and international data centre providers are interested in establishing and expanding their presence in India, and DE-CIX has a strong presence in both populations. In addition to this, DE-CIX is also sufficiently represented in the majority of SAARC countries.

### INDIA'S LARGEST TECH & INFRA EXPO





# BUILDING A DIGITAL & SMART INDIA

SAVE THE DATE

MARCH 2025

ORGANISERS



