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Scope of Opportunities

This pandemic has brought a very big change in the working industries, jobs may have decreased but the scope of work has been increased.

And it is a huge opportunity for IT industries, as they proved that even thought the situation of the world is quite not good. Work can be done from home. Everything is available on cloud to work on and perform the necessary tasks.

There are powerful servers for cloud to perform any kind of task, including storage and even GPU processing.

Now the point is, after the pandemic there will be a huge scope for IT industries to excel and bring up more and more ways on for how work can be done from anywhere. Provide solutions to other industries also for establishing them on cloud, so that:

- Their data is never lost and backup is always
- And it can be accessed from anywhere for them to work on.

Talking about the security on cloud, your data can be stored in an encrypted format, to make it readable to your organization only. Still the concern of security will rise up for obvious reasons like hacking and more.

Cloud processing can be fast as Optic Fiber Connection for high speed internet is available in most parts of the world. Optic Fiber Connection provide enough speed to get going. And soon 5G will also be available, 5G compatible phones are already present in the market.

Work from Home is now the biggest factor in every sector, from Film Industries to Fitness to Food Ordering.

Efficient usage of time and resources could be an important factor to consider.

Cloud Computing is very enhanced in terms of functioning, and these are features available that uses machine learning, Artificial Intelligence which has self-learning capabilities that can adapt to the work state and perform general tasks automatically for certain companies as required.

There is a lot to look upon and work. And anyone can learn it online using n number of courses available for every kind of field.

It is both an opportunity and need for people to get engaged with and learn a lot and keep working on with their passion.

Stay Safe, Stay at Home

Tarun Taunk
Editor-In-Chief

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COVID-19 pandemic demands for an immediate transformation of HR and pay policies

In a bid to mitigate the economic impact of the global pandemic, Paysquare, the industry leader in payroll processing solutions recommends swift HR and payroll policy changes to enterprises. With authorities across the globe enforcing a work from home framework, enterprises lurk in confusion and uncertainty regarding the operations of their business-critical processes. For a large chunk of businesses, the unprecedented crisis is taking a toll on their HR and payroll processes resulting in a loss of employee productivity. Paysquare, amid the prevailing pandemic and its economic side effects, has activated its disaster recovery measures to eliminate any service disruption to its esteemed clientele. ''Enterprises at present are not only staring at massive disruptions of their revenue-generating processes but are also battling with low employee morale and productivity. Since work from home as a concept is new for a large segment of businesses, it is necessary for organisation heads to invest in remote HR and payroll ecosystem. Paysquare in the midst of the current global crisis reiterates its commitment to offer comprehensive support to enterprises in deploying a rewarding remote payroll infrastructure,'' said Rakesh Jain, CEO and Founder, Paysquare. With employees restricted to their homes, dedicated payroll portals will not only infuse motivation in them but will also facilitate in accessing essential documents like salary slips, leave records etc. from the comfort of their residences. ''We highly recommend enterprises to invest in cloud-powered, robust and most of all secure payroll platforms to leverage uninterrupted payroll processes including monitoring employee attendance and work hours to minimize productivity loss,'' added Jain. Paysquare nurtures a legacy of employing highly proficient experts with extensive knowledge of local and global payroll norms. The industry leader has also set new benchmarks in leveraging cutting-edge technologies including Artificial Intelligence and Chatbots to offer the best service delivery experience to enterprises. In a work from home scenario, the chances of a confidential data breach including revenue and salary figures surge exponentially. As a frontrunner in the industry, Paysquare has implemented a multi-layer security mechanism including strict compliances for its employees to ensure data security of its clientele. ''Our value-added services like ESS(Employee Self Service) portals, employee performance management tools warrants unparalleled transparency, boosting employee confidence and satisfaction in these challenging times,'' said Jain.

Canon India stands united in the battle against COVID-19; extends CSR support to its adopted villages and SOS Village India

Pledging its support towards India's fight against coronavirus (COVID-19) pandemic, Canon India, one of the leaders in the imaging space, today announced plethora of initiatives to empower the people of its adopted villages and SOS village homes. To ensure that the community members are fully equipped, safe and motivated to win the COVID-19 battle, the company is providing essential food and sanitation items across the villages. Reaffirming its philosophy of 'Kyosei' which embodies the spirit of 'living and working together for the common good', all the Canon employees PAN India are enthusiastically coming together and contributing to PM CARES Fund as well.

As a part of the support, Canon India is providing 3000 food packets in its adopted villages. The food packets include essential ration items such as rice (5 kg), flour (5 kg), pulses (1 kg), salt (1 kg), sugar (1 kg) and cooking oil (1 kg). More than 12,000 people including the daily wagers and Below Poverty Line (BPL) families in the villages are expected to be benefited from the concerted efforts of the company. Canon India's NGO partner – Humana People to People is supporting in the procurement of food packets, packaging and distribution within the villages. In addition to this, to provide sanitation support to children of SOS Children's Villages of Faridabad and Hyderabad, Canon India is distributing essential items such as sanitizers, liquid soap, cotton masks and other home cleansing products. Through this, the organization aims to support 500 children in these SOS villages for a period of one month, covering the 21 days lockdown period as well.

Speaking about this endeavor of Canon India, Mr. Kazutada Kobayashi, President & CEO of Canon India said, "With the COVID-19 pandemic, the entire world is going through challenging times indeed. In such an unprecedented and crucial situation, it is pertinent that we stand strong and show the best of humanity to combat this battle. With 'Kyosei' at the heart of our CSR operations, it has been our consistent endeavor to work together as one family and empower the less privileged ones. At Canon, we consider our adopted villages and SOS Village Family homes as our extended families. Hence, re-enforcing the commitment towards our adopted communities, we want to ensure their well-being and equip them to fight through these difficult times. Furthermore, it was also delighting to see Canon India employees come forward and contribute their bit towards the PM CARES fund, supporting the government's relief efforts. Keeping our spirits high, Canon India family will make all efforts to bring a positive difference and emerge as winners in this fight against the pandemic."

As a way forward, the organization aims to continue supporting and safeguarding the communities in these villages in the times to come as well by supplying essential commodities.

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UI Path global Portal Solution by Rise Tech Software PVT.LTD for State Govt.s

The ongoing Global Pandemic Covid-19 is impacting our country as well as the entire world currently. At the outset, we would like to thank the Government agencies and other stakeholders who are making round-the-clock, untiring efforts for controlling the outbreak and responding to this healthcare emergency.

Risetech Software Pvt ltd, Jaipuralso deployed its Core Software Development team, which has expertise in cutting-edge technology areas, to help the Government agencies in combating the Covid menace. The State Health Department has to quickly update data on about the Quarantined People on the COVID-19 National Health Portal. This includes any inbound traveler who arrived in the last 2-3-month period and any first level contacts of a COVID-19 positive person. This task is time consuming and requires a lot of manual effort considering the large number of people being quarantined in the state. Risetech Software team, with its expert skills on UiPath Robotic Process Automation, quickly developed and deployed the Software Robots remotely for the State Health department. The Software Robot extracts the data from the Statewide response excel sheets and update the comprehensive records of quarantined people on a COVID-19 National Health Portal.

These software robots typically updates these records around 8-10 times faster than as manually done and without any errors. This automation helps the state relieve the overworked teams engaged to carry out this activity. And it would give The National Health Department better visibility on the details of quarantined people faster than before, so they could plan and react in a more agile way.

Risetech Software team has developed many more automations using UiPath RPA platform which can help Government Authorities in responding to various scenarios in Covid-19 situation eg

- Bulk Lockdown e-pass Generation using Software bots
- Extracting latest statewide Medicine MIS status 7 Statewide Healthcare Infrastructure details from the Web based application
- Automated WhatsApp based outbound messages to key officers

Risetech Software team can quickly engage with and discuss different Robotic Process Automations with Govt agencies and deliver very impactful software robots. There are many such repetitive tasks in any department's application software operations which can be accelerated using UiPath RPA.

Manoj Tiwari Dir. Rise Tech Software Pvt Ltd

Article published on UI path global Portal. Solution developed by RISE TECH SOFTWARE PVT.LTD.for State Govt.s using UI paths Bots and Studio related to monitoring of Quarantined citizens by Govt.

https://www.uipath.com/resources/covid-automations/bots-update-quarantine-stats During this pandemic situation where it's hard for everyone to be calm I feel there should be few key points that one must follow. Firstly, make a schedule to follow for each day as you have been following on all normal working day this will keep things systematic and defined. Secondly, give 3/4 days in a week for doing Yoga or Exercise as per your inner core pleasant outburst. Divide your work into hourly phases as time for kids, wife and hobby. Time for team, time for self assessment and knowledge updation.

Lastly, try to keep oneself busy as to how you can resize company and put in more innovation and invention with upgration in knowledge. Always keep positive Energy recharged to do all kind of work and avoid all negatives and negative vibes from yourself and family.

Advantage of this COVID situation on the IT industry is very well observed. In the coming time focus of work will be from Home which needs Laptops, VPN solutions etc and work accomplishments will focus on Video conferencing. Hence most important things to keep into consideration will be to provide full security via cyber security solutions will inhibit. So all this has enhanced the scope of IT industry. All multinationals are focusing on these above parameters. In the field of Education IT sector is making full dedication to provide secured and safe online classes , modules and e- contents. Focus will be automation and benefit to Hospitals, production industries as well. Banking sector has too been declared as an emergency sector (BFSI) so to automate it's working also is prime focus of IT. industry.

OPPO stands in solidarity, pays tribute to warriors fighting against COVID-19

Uniting with the nation in the war against COVID-19, OPPO has paid tribute to the real warriors battling at the frontline against the pandemic in India. OPPO has rolled out 'Hope is a form' – a digital campaign to salute the brave-hearts working tirelessly at the forefront to serve the nation. The campaign symbolizes hope in the form of frontline warriors such as doctors, nurses, delivery agents, housekeeping staff etc. who are stepping out of their own homes to make our lives safer and simpler amid this public health crisis.

For more details visit as ut https://bit.ly/3aPbv5E

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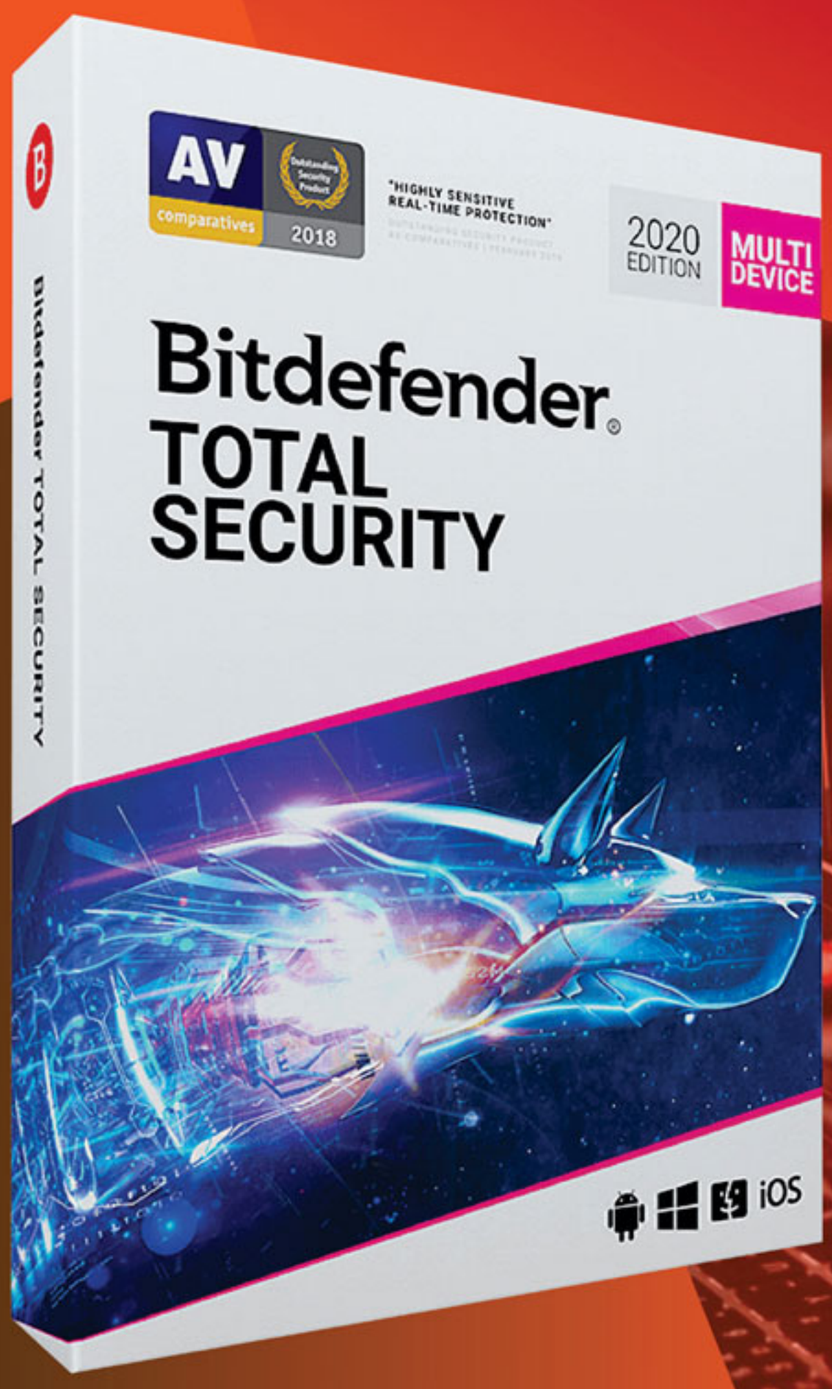

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Gautam Adani says Indian economy will bounce back from lows inflicted by COVID-19

Billionaire Gautam Adani on Wednesday exuded confidence that the Indian economy would bounce back from the downturn caused by the COVID-19 outbreak, saying it might take time but it is possible.

International agencies from the World Bank to IMF have projected that the Indian economy will grow at its slowest pace since the 1991 economic reforms.

"Global economic history is full of major ups and downs. India's domestic economy has always stood as a great shield in protecting the country from global economic headwinds.

"I have no doubts that the nation will be able to rise above this crisis. It might take time but there is ample optimism to show that it is possible," he wrote in a blog on Linkedin.

The outbreak of pandemic has led to the government imposing a nationwide lockdown that has shut factories and businesses, suspended rail and air travel and restricted movement of people and goods. The result is a severe disruption in the economy.

While the International Monetary Fund (IMF) has projected economic growth of 1.9 per cent in 2020-21, the World Bank sees India's growth at 1.5- 2.8 per cent as the coronavirus outbreak severely disrupts the economy.

Gautam Adani

The Asian Development Bank sees India's GDP growth slipping to 4 per cent in the current fiscal, while S&P Global Ratings has further slashed its economic growth forecast for the country to 3.5 per cent from a previous downgrade of 5.2 per cent.

Fitch Ratings puts its estimate for India's growth at 2 per cent in FY21, while Moody's Investors Service has slashed its estimate of India's GDP growth during 2020 calendar year to 2.5 per cent, from an earlier estimate of 5.3 per cent.

"However alarming the post-Coronavirus world might seem to appear, it does not pull me down. Instead, by looking around I get great hope and confidence to bounce back," Adani wrote in the blog titled 'How COVID-19 helped rediscover hope and goodness'.

For more details visit as ut https://bit.ly/2xltbbv

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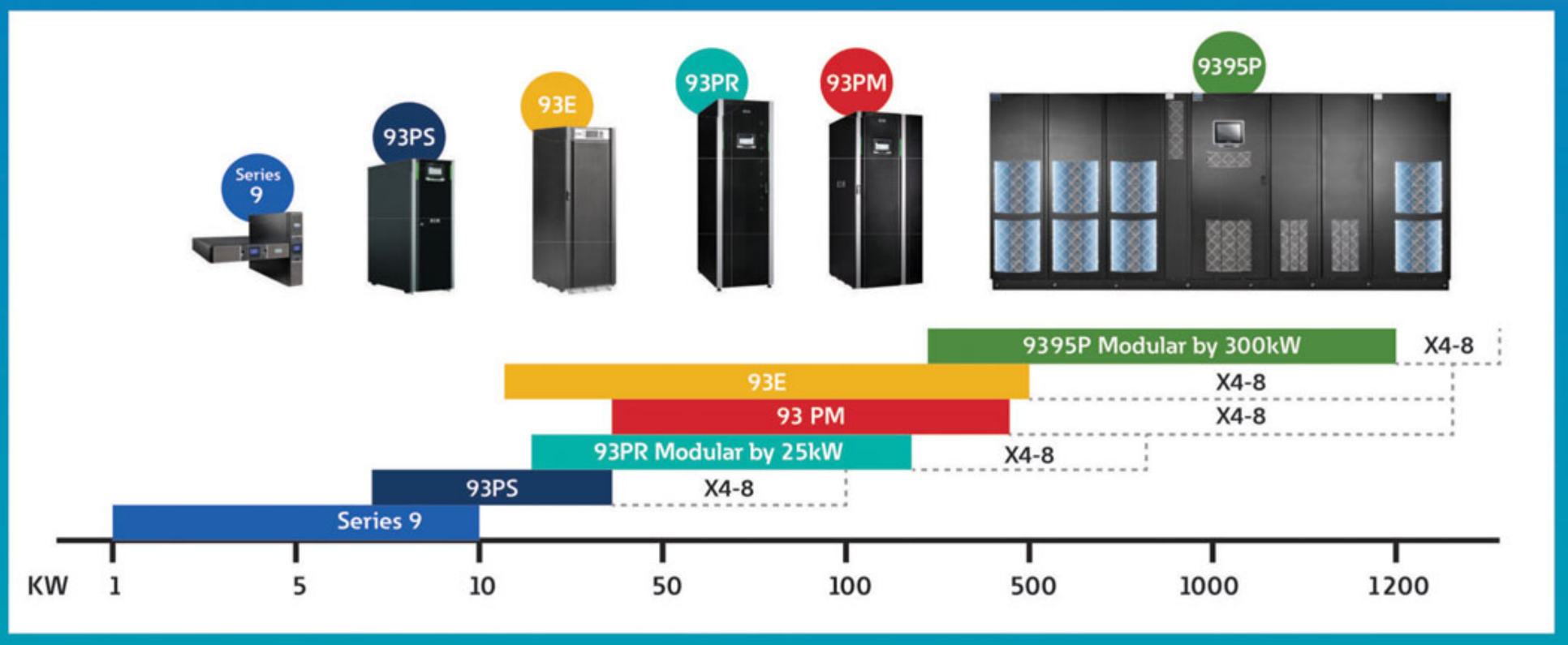

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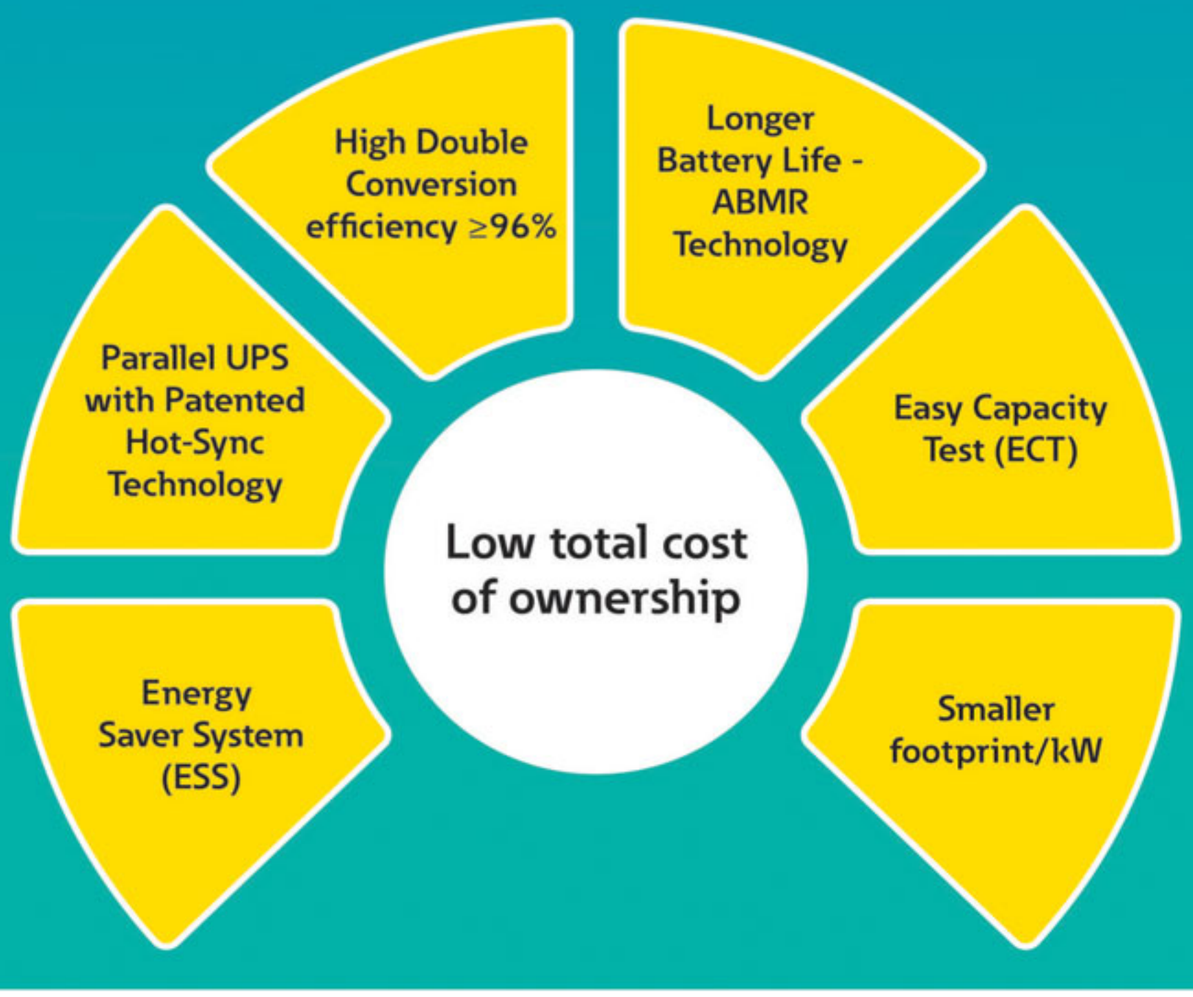

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Konica Minolta India appoints Tai Nizawa as its Managing Director

Konica Minolta India has further strengthened its leadership ranks by appointing Tai Nizawa as its Managing Director. An industry veteran with over 30 years of rich experience in the printing industry, Mr. Nizawa has been associated with Konica Minolta since 1987. Having moved to this role after working as te Managing Director at Konica Minolta Vietnam, Mr. Nizawa has also worked with the brand in Osaka, Germany, New Zealand, Tokyo, Netherlands, UAE, and the US. Speaking on his appointment, *Tai Nizawa, Managing Director, Konica Minolta Business Solutions Pvt Ltd,* said, "On the back of its robust and technologically superior value proposition, Konica Minolta has emerged as a frontrunner in the global printing industry. It is an honor to be working with this forward-looking company for the past 3 decades. I am now looking forward to bringing the expertise and knowledge garnered over the years to further strengthen the fast-growing business in India." Throughout his prolific career, Mr. Nizawa has held several pivotal positions and has been instrumental in devising strategies that have led to the decided growth of Konica Minolta. In his current role as the Managing Director at Konica Minolta Business Solutions Pvt Ltd, Mr. Nizawa will be responsible for creating a strategic roadmap and leading day-to-day operations for the Indian business. He will be based out of the Gurgaon-Cybercity office.

Hikvision launches LED display product line

Hikvision, the world's leading provider of innovative security products and solutions, has launched a full range of LED displays, providing seamless, high-definition and colorful imaging. Developed and manufactured internally, Hikvision's LED displays offer indoor fine pitch LED, indoor fixed LED, outdoor LED, and transparent LED technologies to cover a wide range of customization needs.

Hikvision has years of experience in providing monitoring screen displays for surveillance centers, and launching the new LED display product line also marks the entry of Hikvision into the global, commercial digital signage market, and yet another milestone in the company's continuous expansion from the security field into new business areas.

The new LED displays from Hikvision are designed specifically to meet the growing market demand from enterprise and public safety organizations, advertising companies, and the entertainment industry. The new LED displays were engineered to become the ideal option for monitoring centers, meeting rooms, indoor and outdoor advertising screens, live spectator events, and a host of other scenarios.

With outstanding image rendering technology, Hikvision's LED displays bring users true-to-life images and video with exquisite, high-definition picture. Equipped with the unique Pix Master image processing technology, the displays offer improved image sharpness, dynamic contrast, saturation, and enhanced clarity from all directions.

Other features include:

Remote control: Users can operate the displays remotely with an easy-to-use multi-function card;

One-click color-temperaturemode-switching: Support for one-click switching amongmultiple color-temperature modes changes the picture to suit virtually any application;

Automatic dehumidification: This feature reduces the rate of malfunctioninglights by 30% on average, effectively lengthening the lifespan of each display;

Blue light filtering: With over 90% of blue light converted to low-energy light,viewers will benefit from effective and responsible eye protection.

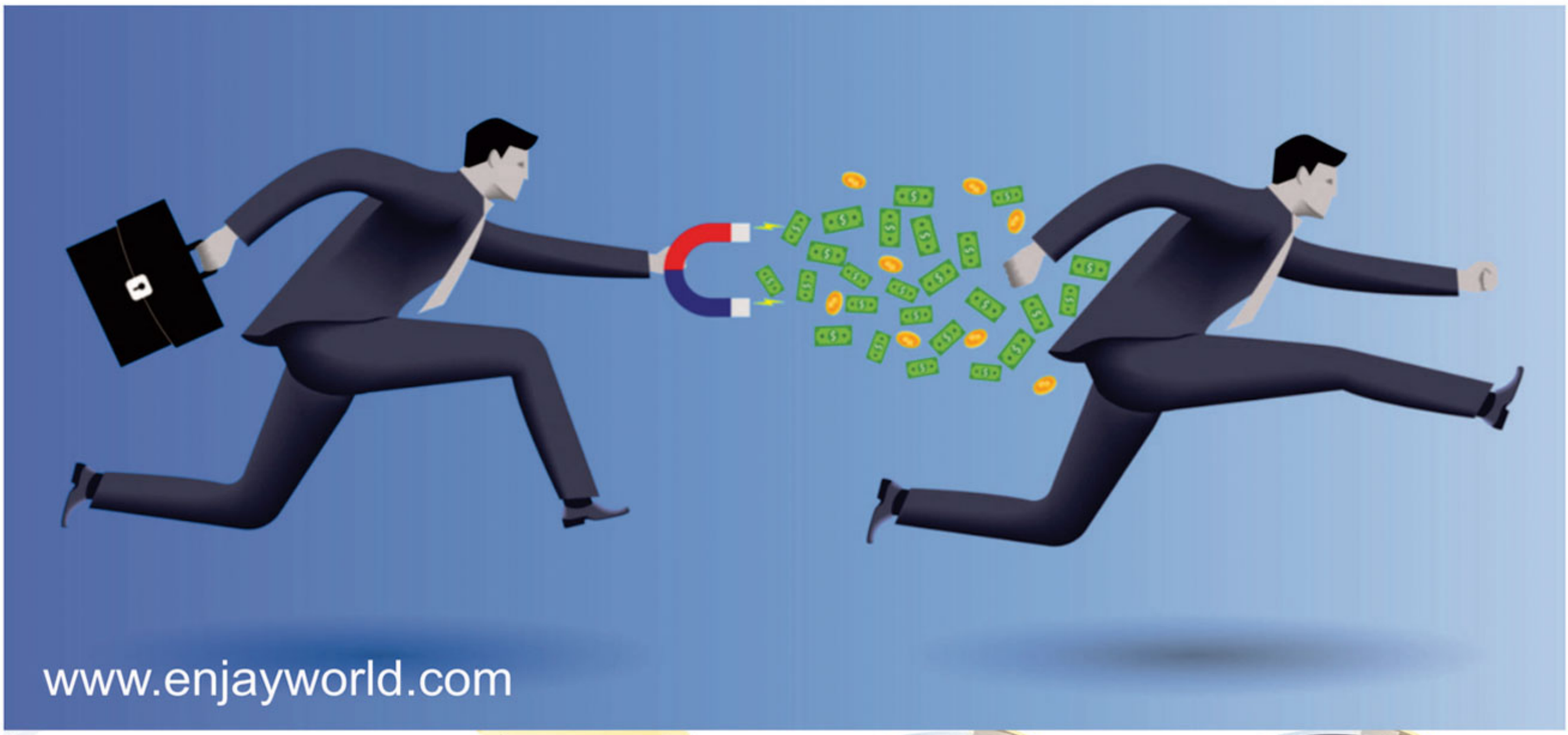
Additionally, Hikvision's LED displays simplify splicingseveral screens together due to its standardized structure, which enables easyinstallation and maintenance and supportscommon 1080p

and 4K resolutions withaccurate proportion.

About Prama Hikvision India

Prama Hikvision is the India's leading security and surveillance solution provider. In addition to the security industry, the company extends its reach to Smart Home Products and Solutions, Industrial Automation, and Robotics to achieve its long-term vision. The endeavour is to provide superior pre- sales and post-sales service through collaboration with local distributors and its allied partners.

Building on a growing global footprint, Prama Hikvision India is committed to provide high quality products with agile technical support serving a large network of dealers and system integrators across India, through its 51+ branches and a motivated workforce of 2700 + employees. It has a 'Make in India' manufacturing facility near Mumbai. For more information, please visit us atwww.hikvisionindia.com.



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India has been among the best performing regions consistently since the past few years – Mr. C Sukumaran – Canon India

Canon

Delighting You Always

In an exclusive interview with ITVoice, Mr. C Sukumaran, Director – Consumer System Products Division &Image Communication Products Division – Canon, reveals his strategies for business in India.

ITVoice Media :- Kindly brief us about your assigned role and responsibilities

Mr. C Sukumaran :- I have been a part of Canon India since the past 20 years, having initially joined in 2000 as a Senior Account Manager. Over the years, I have managed teams regionally and nationally across both B2B and B2C segments, which has provided immense scope of learning and honed my go-to-market strategies and customer relationship management skills. In 2016, I took over the leadership role for spearheading the Consumer System Products division, covering a vast range of all-purpose printers, both inkjet and laser catering to home segment and SME segment.

About six months ago, I took a new leap in my career trajectory, by taking over as the Director for Imaging Consumer Products division. Being one of the leaders in the photography space, it is a matter of pride for me to work for the Canon's camera business in India. As part of my new profile, I will be responsible for the supervision and development of the ICP business along with the CSP business in India. Aided by my strong marketing and sales experience, I will be playing an instrumental role towards strengthening the market presence of the camera business in India and strategize to take Canon India to new heights.

I truly believe that India has immense potential for both imaging and printing business, given the population demography of the country. I am confident of taking the business to newer heights in terms of service, growth, market share and profitability. One of my key focus will be to understand customer feedback at all steps and provide our products, solutions and service approach, in line their expectations, thereby delivering 'Customer Delight'. We will continue providing quality products to our consumers by introducing and promoting ground-breaking technologies across product categories.

ITVoice Media :- What is company vision to increase the market share?

Mr. C Sukumaran :- India being a young nation presents tremendous opportunities for us in the field of imaging. For Canon, India has been among the best performing regions consistently since the past few years. Moreover, the brand has been winning customer's trust, owing to continuous innovation and enhancement across our product propositions.

Furthermore, from a printing business perspective, the increasing entrepreneurship in the country, especially the emergence of small businesses in tier-2, 3 & 4 cities has been a key imperative for our B2B business growth. In line with these opportunities, we will continue to focus on high-quality products, providing a great customer experience and after-sales support and expand our reach across regions in India, along with integrating B2B and B2C business in every domain.

ITVoice Media :- Please share the strategies company opt for the growth plan.

Mr. C Sukumaran :- We are a customer centric business and our strategy is based on consumer buying patterns and insights, hence we have what is called a 'full lineup strategy'.

Mr. C Sukumaran, Director – Consumer System Products Division & Image Communication Products Division

We want to cater to all of the demands in the market, so we have mirrorless and DSLR, which combined makes an EOS hierarchy, thereby aiming to plug the gap and suit customer demands across product options and price bands

We have a range of printersvarying from INR 2k-20k in order to cater to the diverse needs and different buying capacities of consumers

ITVoice Media :- What is the vision of the channel?

Mr. C Sukumaran :- Channel Partners are considered as one of the most key elements of Canon's ecosystem in India. They are an extension to our overall brand presence and therefore considered as our extended family. Given this, we work closely with our channel partners and Value-Added Resellers in all the major cities for our product portfolio and large consumer base. We plan to reach out to tier I tier IIand tier III markets through sustained marketing campaign, easy upgrade offers and add-on solutions.

ITVoice Media :- Is the company launching any new product for ICP and CSP division? Please share the details.

Mr. C Sukumaran :- Our business in India is stronger than ever and we are deeply committed to serve our customers by constantly investing in products, people, processes and channels. This year we expanded our camera category by launching three new flagship products EOS 1DX Mark III and EOS 850D, while last year we added three new printers PIXMA G2070, G5070 and G6070 to our inkjet category. As one of leaders in the imaging space, we are constantly analyzing and monitoring the market demands and will keep binging in new products through the year, based on our market intelligence.

ITVoice Media :- Any new plans to gain revenue and increase sales in the global Camera Technology market.

Mr. C Sukumaran :- Photography industry is reconfiguring itself by manifesting in the form of growing interest in higher functionality compact and digital SLR cameras. In order to continuously develop this category, our constant endeavoris to promote the imaging culture globally and especially in India. Moreover, we are aiming to broaden the user base including acquisition of new users, by delivering innovative and quality products across our product portfolio, focusing on tiers of users i.e. entry, amateur and professionals.

ITVoice Media :- Growth plans for Consumer printer division.

Mr. C Sukumaran :- The Consumer System Products division has been one of the highest contributing businesses to Canon India. We continue to be the industry leaders specializing in crafting consumer centric technological innovations. With our Laser printer portfolio, we will extensively focus on strengthening our reach to the B2B and B2G segment.

Reactions of IT Industries on dealing with covid-19 pandemic views of "Mr. Kailash Gupta Director ETSC Computers Pvt. Ltd." shared with IT Voice

Q.1 What efforts are being put to stay relevant in this lock down period?

A.1 Since businesses other than essential items are not operating due to prevailing Covid-19 lockdown from office ; hence the only way to stay relevant is to Work from Home . While some of businesses are using technology to continue their business ; however those who didn't have such option or planning are keeping in touch with their suppliers and customers through their mobile /personal laptops . At ETSC since our CRM operations and other office applications are on cloud hence we are able to move our operations to Work from home for most of our functional areas.

Q.2 How relevant is work from home for the IT Industry?

A.2 Work from Home is very relevant to IT industry provided your business model allows this .If one is in IT and ITES model or cloud business than its very much relevant to work from home. However for Hardware industry wherein major part of business is supply chain management ; its not relevant . Since we have transformed to new business model (Cloud solutions offering as part of Business Continuity Plan for all types of businesses) ; hence work from Home is very relevant.

Q.3 How different sectors of the economy are bearing the brunt of the corona virus outbreak?

A.3 Tourism ; Hospitality ; Restaurant industry ; jewelry , exporters ; aviation ; manufacturing industry of non essential items are bearing the brunt of corona virus outbreak.

Q.4 If work from home suits you then are you interested to give this opportunity to rural areas so they can work from home for your organization?

A.4 It depends on the skill sets ; in our case since communication skills and technological skills are essential part of our business model hence if such skills are available ; we are open to this.

Q.5 What are the other empowerment possibilities with less resources?

A.5 We have to empower people with various collaboration tools and cloud technologies to adopt to to new business culture ; since lock-down our team is going through various upskilling webinars and also using them in day to day working for efficient operations.

Mr. Kailash Gupta, Director OF ETSC Computers

Q.6 What is the effect which you face nationally/globally due to Covid-19 Virus?

A.6 It's a global pandemic and obviously due to its scale and geographical spread ; its going to have very adverse effect on world economy and since the impact longevity is uncertain hence it will have far worse implications in times to come . It will take years to come back to normal . Nationally ; since we are far more proactive and in control of situation as compared to many other countries hence India will be the obvious choice for global investments and that can be seen as the huge opportunity and blessing in disguise to bounce back as fastest recovering economy in the world.

Q.7 What is your message for IT Industries?

A.7 As per my view; all in IT industry should re- look and rework on their business models and adopt to new normal of work from Home or hybrid working and have a good Business Continuity plan , as such situations may bounce again and we should be better prepared to handle them both from operational but from business revenue point of view . We are going through hard times and as per Darvin's theory ; its the survival of the fittest time and its high time we prepare ourselves to survive not only in current times but in future tides as well .

VXL Software offers 6-month licences to help organisations pivot easily to homeworking

VXL is helping organizations shift rapidly to homeworking, by offering a low-cost, 6-month license for software which easily converts current desktops and laptops – including home PCs – into secure corporate endpoints. The rapid and unexpected shift to homeworking has been a challenge for many organizations. Although employees can work from home, often it's by using unmanaged home computers – creating all kinds of security issues. VXL Software has announced that it can help organizations, via a new 6-month license which enables organizations to adapt rapidly, helping them to get through this unprecedented upheaval. Using one of VXL Software's two homeworking solutions – one for virtualized Windows environments and one for virtualized Linux environments – organizations can instantly convert a home PC into a totally secure corporate endpoint. The user can access corporate data and applications, but that access is securely ringfenced. Frank Noon, VP Worldwide Sales at VXL Software, says that "Simplicity is key. Our Fusion SecureDesktop Windows solution runs as an application, while our CloudDesktop On the Go Linux solution boots from a USB drive. In either case, the host device is totally untouched – and for the duration of the session, people work as they would normally via a secure, managed connection. When they quit, they are returned to their home PC. There's no data crossover."

For more details visit as ut https://bit.ly/3f0uWfk

Reactions of IT Industries on dealing with covid-19 pandemic views by "Munish Ceo ZNet Technologies

Munish Jadoun
CEO, ZNetTechnologies

Q.1 What efforts are being put to stay relevant in this lockdown period?

We at ZNet Technologies, have prepared ourselves for multiple emergency scenarios, including enabling remote working, with secure access to emails, phones, files and the necessary systems and controls to support our customers.

We have powerful and time-tested infrastructure and have built in functionalities needed to manage disaster and business continuity challenges remotely. We have robust plans to provide continued service and do not foresee any issues in meeting our customers' needs.

We are prepared with scripted protocols that can be proactively activated for the multiple scenarios we have seen in other regions dealing with more advanced stages of the virus.

Our customer and partner support is available 24X7 and our support and technical teams are working at full capacity from home.

We have established and maintained open lines of communication with sales and account teams so that they can report customer context and concerns from the front. We are also active socially and are monitoring our social media channels to listen in to our customers' feedback.

We have implemented 10 steps to maintain business continuity at ZNet Technologies during COVID-19. We hope, following them, can help other businesses too.

Preparing a framework for pandemic preparedness.

Ensuring safety of employees and their families.

Embracing the digital lifestyle.

Monitoring the situation closely.

Real- time listening to detect shifting customer sentiment.

Reviewing financial implications.

Reviewing HR practices and policies.

Establishing a communication program.

Reassessing our IT actions.

Reconsidering the security factor.

Q.2 How relevant is work from home for the IT Industry?

Work from home or telecommuting is highly relevant for all the industries across different sectors in this time of coronavirus pandemic, when employees should stay home to stop the spread of virus. There are various benefits of remote working:

Better work-life balance

Better focus leading to increased productivity

Less stress related to commuting, managing homes while one is away etc.

It is highly relevant for IT industry as it inculcates various habits needed in an IT employee to work and succeed in his/her career.

– IT employees learn to be self-motivated and become self-disciplined.

– No commuting adds to stress -free productivity and they focus and concentrate more without office-life interruptions like loud co-workers, water cooler side chatting, etc.

– IT employees learn more, become independent and more apt with communication tools as they use new business continuity software and tools like Microsoft Teams for video conferencing, Acronis for safe data backup and more.

Q.3 How different sectors of the economy are bearing the brunt of the corona virus outbreak?

As per an article by Bloomberg, Coronavirus Could Cost the Global Economy $2.7 Trillion. The exact impact on the Indian economy is not known yet but there are a number of sectors that are badly impacted by the coronavirus pandemic. They include:

Aviation sector: as most domestic and international flights have been cancelled.

Hospitality: Hotels and restaurants are bearing the brunt as travel has been restricted to prevent the spread the COVID-19 and multiplexes have been asked to shut by the government.

Apparel: This sector has been affected because export is banned and because people are notcoming to buy clothes from stores or malls due to lockdown.

Consumer Durables and Electronics: Lockdown has prevented people from visiting stores and buying electronic and consumer durables. Secondly, supply is hit because India imports few electronic components and many mobile handsets from China.

Seafood and Poultry: People have shunned meat due to unsubstantiated social media messages that asked people to avoid poultry to stop the spread of coronavirus further. However, there are no reports to prove the authenticity of these messages.

Q.4 If work from home suits you then are you interested to give this opportunity to rural areas so they can work from home for your organization?

Yes, many in our organization are already working from rural areas as they went home before lock down. During hiring, we value and consider the skillset that a person brings to the table, rather than his location.

Q.5 What are the other empowerment possibilities with less resources?

Organizations with less security resources can make use of enterprise -grade file sync and share technology to remain productive and safe in these challenging times.

To help maintain business continuity of our customers with remote working, we offer low-cost/free business continuity software like Alibaba Cloud's DingTalk, Hangouts Meet by Google, and Microsoft Teams. Teams is a part of Office 365. It gives unlimited chat, built-in group, and one-on-one audio or video calls, 10 GB of team file storage, and 2 GB of personal file storage per user. They also get real-time collaboration with the Office apps for the web, including Word, Excel, PowerPoint, and One Note.

Alibaba Cloud's DingTalk offers real-time multi-language translation, remote video conferencing and other functions, with which team in any country can communicate in real-time and exchange knowledge.

Q.6 What is the effect which you face nationally/globally due to Covid 19 Virus?

Though we are coping well, we expect a significant slowdown in growth during this financial year due to the coronavirus upheaval.

There has been a reduction in technology spending from both customers and partners across the globe. That's basically because many are delaying decision making till the things settle down.

Travel restrictions have affected our sales – both national and international. It has also affected our marketing too as many IT events are now cancelled or have been postponed, affecting our marketing strategies.

However, we are optimistic that things will become normal soon and we feel that it's a bit early to assess the exact damage as the situation is still an evolving one.

Q.7 What is your message for IT Industries?

However hard we wish; external circumstances are beyond the control of human beings.

But we can control our thoughts, our perspective and we can certainly work towards surviving these challenging times with optimism!

We, the IT community, can overcome this phase of turmoil with each other's co-operation and support. We are all in this together.

During a period of unprecedented volatility, connecting with one another is more important than ever, no matter where we might be. We need to keep safety and precautionary measures in check, to ensure that we can sail through the hard times. It has never been more important to focus on the positives and the ways in which this change can benefit us.

This time has made us understand and appreciate the little things in life and these moments are allowing us to see what's really important!

I am optimistic that these tough times will pass, and I have trust in us, humankind. Together, we will conquer this hardship.

Reactions of IT Industries on dealing with covid-19 pandemic views of "Mr.Sundeep Tambi founder Esonic Computech" shared with IT Voice

EKIN

Q.1 What efforts are being put to stay relevant in this lock down period?

We have adopted Work from home culture. We have complete training of our team and Partner. In touch with old customer to see if they are interested to work again.

Back office team is trying to acquire new customer.

Q.2 How relevant is work from home for the IT Industry?

Very much relevant. In future you can adopt culture of work from home and save office expense cost. I think every IT organization have sufficient job for 1-2 month.

Q.3 How different sectors of the economy are bearing the brunt of the corona virus outbreak?

Let's stick to IT. None of us are economist to comment on this type of question. Further, everyone have sufficient time to read news where all information is given into detail.

Q.4 If work from home suits you then are you interested to give this opportunity to rural areas so they can work from home for your organization?

Good idea. We would like to train them and have process to monitor them. They can do wonders. Please enable.

Mr.Sundeep Tambi founder of Esonic Computech

Q.5 What are the other empowerment possibilities with less resources?

We need to learn to work with less resource. Work from Home, is one.

Q.6 What is the effect which you face nationally/globally due to Covid-19 Virus?

It is positive effect into business and personal life.

Q.7 What is your message for IT Industries?

Life time opportunities for IT Industry. Make changes before lockdown is over. You can be much better company.

Biostar Announces The A10n-9830e Soc Motherboard

BIOSTAR, a leading brand of motherboards, graphics cards, and storage devices, today announces the A10N-9830E SoC motherboard that comes with an in-built Quad Core AMD FX-9830P Processor

The popularity of Lan parties in the past few years has grown immensely, and it has opened up the need for compact, powerful and easily transportable computers. BIOSTAR aims to cater to this growing demand by delivering powerful yet affordable Mini-ITX motherboards to the global market and the A10N-9830E SoC motherboard is one of the exceptional products to match this criteria equipped with the capability to run 32GB of 2400 MHz DDR4 Memory on dual channels to deliver higher performance, higher DIMM capacities and improved data integrity that runs on lower power consumption, PCIe M.2 16Gb/s which is the latest storage interface, delivering the highest bandwidth with lower latency and it is about 3 times faster compared to SATA III 6Gb/s.

BIOSTAR

Small in its form yet amazing performance output, the BIOSTAR A10N-9830E SoC motherboard is easily one of the best SoC motherboards in the market. Ideal for gamers and casual home users, the A10N-9830E has a built-in Quad Core FX-9830P AMD Bristol Ridge processor and integrated AMD Radeon™ R7 graphics that offers strong performance, power efficiency and graphics to make the ideal light gaming PC in a compact and lightweight Mini-ITX form factor.

Additionally, the A10N-9830E SoC motherboard also comes equipped with USB 3.2 Gen1 which delivers compelling performance boosts and can be used to connect multiple devices without worrying about compatibility. It is capable of data transfer speeds up to 5Gbps and backward compatible with all existing USB products, Super LAN Surge Protection, providing LAN with more advanced antistatic protection capabilities by adding an integrated chip to strengthen electrical stability and prevent damage from lightning strikes and electrical surges, SATA III 6Gbps that provides incredible data boost which is 2x faster than the SATA 3G, and has higher bandwidth to retrieve and transfer HD media and HDMI output port which supports the new 4K2K resolution enables high-definition image display with four times the resolution of full HD, 4K2K display expresses bright and highly detailed content that fills the entire screen with lifelike images for users to enjoy casual content consumption from high quality streaming sources like YouTube or Netflix through the HDMI connector.

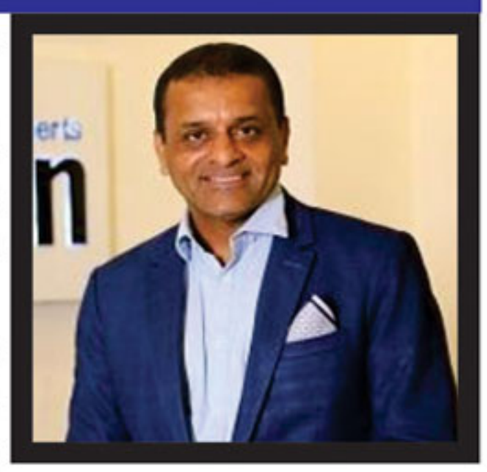
BIOSTAR has yet again produced an outstanding product maintaining their usual international manufacture standards and even though its small form the A10N-9830E SoC motherboard is highly versatile with some of the most desirable features built into it and is a great addition for many use cases due to its affordability and the built in CPU, GPU makes the deal that much sweeter.

For more details visit as ut https://bit.ly/2WcfF2x

How IT Companies are Helping Channel Community to Leverage Industry Relevant Solutions to Face COVID Pandemic Head-on

The COVID-19 outbreak poses unprecedented challenges to businesses, governments, and societies around the world. Companies are reacting in different ways to ensure business continuity. The IT industry leaders share their suggestions on how they are aiding channel community to leverage industry-relevant solutions to face COVID pandemic head-on.

Vikas Bhonsle
CEO at Crayon Software Experts India



"As we all know we are in the middle of an unprecedented global medical crisis that's redefining the way we are leading our lives.

At Crayon we have taken strong measures to ensure the safety of our employees. We have implemented remote working policy and our teams are staying connected by using collaborative tools to ensure business continuity of our customers as well as partners. Challenging times like this requires innovative and next gen technological solutions that define newer business models; a new normal.

Being a software and cloud solution organization, we at Crayon are extending all help possible to our business networks. We are making representations to the largest software publishers to relook the terms of our contracts with them and help businesses by financial concessions during the prolonged lockdown. We are making the entire gamut of our services around software and cloud available to our customers at attractive techno commercial value propositions. As the workforces are being disrupted, we are helping organizations quickly adopt new working models, by connecting employees and providing special access to solutions that maintain productivity and ensure business continuity. We have created an environment in the cloud where customers can host their desktops and continue working as usual. We have stepped up our capacity to address customers' need to reduce costs by optimizing their infrastructure on-premise or on the cloud and come up with better investment planning. On account of this service, our customers are seeing a dramatic shift in their cost.

I strongly believe people, businesses and the government need to work together to overcome this tough medical and economic emergency. Let's pledge to maintain social distancing and stay safe," said Vikas Bhonsle,CEO at CrayonSoftware Experts India Private Limited.

Satish Kumar
V Ceo At Everestims Technologies

"At EverestIMS we call this the new "Digital Normal". Any good business relationship is based on trust and mutual give and take. Today the COVID 19 virus is testing the boundaries of these relationships as financial considerations stretch cooperation to its breaking point. The channel community depends upon interaction, information sharing, discussion, demos and a host of interactive elements that form their arsenal.However this has been halted completely due to the nature of the current pandemic. Realizing their need, IT Companies have rapidly pivoted and focused efforts towards digital solutions that promote business continuity through online/virtual touch-points and experiences.

These span web-sessions, VPN, video conferencing, etc., as the basic lattice. Many have quickly packaged their software into downloadable, trial or subscription versions. This makes it easy for Channels to fulfill a customer request online rather wait for a person or demo to be sent (after the curfew) is over. Many have also nimbly switched to Cloud based subscriptions making it easier for customers to get on-board without having to wait. On the hardware front many companies have quickly offered certain business essentials on rental. Items like laptops, routers, printers and other essential are easily available on rent, thus ensuring that the workforce is fully equipped to work from distant locations. Essentially IT companies have slowly been creating the "Digital Normal". For us at EverestIMS this is a two-pronged system where our product suite allows businesses to maintain a high level of continuity through 1 – ensuring that their own backend infrastructure is up and running, and 2 – that they are able to engage with customers and stakeholders on a continuous basis. These two crucial factors are paramount to keeping the show running and we are confident of supporting the channel community strongly on these fronts." said Satish Kumar V CEO, EverestIMS Technologies.

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iTVoice®
Vikas Gupta - 9027307508
vikas@itvoice.in
Shantanu Chatterjee- 7597921470
shantanu@itvoice.in

Shibu Paul
Vice President at International Sales at Array Networks

"Enterprises across the world are struggling to follow remote work practices to limit the spread of COVID 19 and to ensure that operations are disrupted to a minimum. VPN security has become paramount with everyone working remotely. The key to success at work from home now lies in prioritizing communication. Therefore we look forward to training and developing our channel eco-system to be the facilitators for this digital transformation. The focal point will be to engage with highly skilled selected partners who can evangelize customers.

Business Intelligence has helped us optimize our work and focus on productive trends. Array's channel program is devised to select partners and continuously trains them on leading-edge solutions. Recently we offered our full-fledged support towards enabling corporate workforce to work from home (WFH) amid the coronavirus threats by offering complimentary Virtual Secure Access Gateway (vxAG) and Direct Desktop Business Continuity Planning license for 30 days to all enterprises who securely wished to plan work from home for their employees.

Our mantra is to work with handpicked channel partners, train them and help them create build sustainable and profitable business models. Our strategy is to empower our partners by offering industry-relevant solutions that partners can successfully leverage in the Indian market."

Ritesh Deodar
Country Manager at Milestone System

We are experiencing unprecedented challenges in the face of the COVID-19 virus worldwide. Milestone is closely monitoring the COVID-19 developments around our markets and has taken actions to secure the well-being of our employees, the business interest of our partners, and customers. We are following guidelines from local authorities and those of the World Health Organization and are taking all necessary precautions.

Our additional measures include:

Remote working: our teams are fully equipped and set up to work remotely. They have been doing this successfully since the local and national lockdown announcements.

Support: sales and technical support is operating within their normal hours to ensure our partners get the help they need, when they need it.

Online training: we have upscale our online training capabilities and capacity.

Community Webinars: While the current global situation makes it difficult for in person meetings, now is the perfect time to invest in oneself and take the time for a 'virtual coffee' together with our team and spend 30 minutes finding what is currently going on in the industry.

Enabling New Revenue Opportunities with Care™

To give our partner community a helping hand in this difficult time, we've also launched a new Care Campaign. This includes upgrade offers, extra support, and lucrative offers for Care coverage to extend a helping hand.

Murugesan R
Senior Director, Sales at Private Networks at R&M

"In the present scenario, channel partners have a prominent responsibility in creating and expanding business opportunities across the globe. Digitization is changing the world in a way we never thought possible. We have realized that connectivity is the top priority and that there is no digitization without cables, connectors, distributors, and racks. R&M expects the demand for bandwidth to continue to increase in local data networks. To be prepared for upcoming traffic, data center professionals must now plan to support increased bandwidth by implementing optical fiber that enables simplified network transformation.

R&M supports the channel ecosystem with quality products for the creation of high-performance infrastructures in these trying times. Conducting Partner programs help us to enrich our channel partners with the knowledge of new products and updates done for the existing products. This helps us to collect feedback from the customers and have a clear understanding of market demands. Considering the current and future scenarios of the Indian market, we design effective partner programs that not only help us to increase our business figures but also accelerate the growth of our channel partners."

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Fanvil is an established VoIP desktop phone developer and manufacturer from China. Fanvil has grown into one of the largest and most popular brands of VoIP phones around the world after recognizing the global demand for VoIP based telecommunication solutions. Fanvil produces devices for small and medium sized businesses, as well as large mission-critical enterprise environments. It is set to become a leading global IP voice and video terminal manufacturer, by providing cost efficient and innovative IP voice and video products. Fanvil VoIP devices encompass quality, style and value for money.

India Distributor
VoIC Networks Pvt. Ltd.

VoIC Networks Pvt. Ltd
A-1247, 2nd Floor, G. D. Colony,
Mayur Vihar, Phase-III, Delhi - 110096
Tel: +91-9910022335 | +91-8800831252
Email: contact@voicnetworks.com
Web: www.voicnetworks.com

Fanvil Technology Co., Ltd
4F, Block A, Building 1#, GaoXinQi Hi-Tech Park (Phase-II),
67th District, Bao'An, Shenzhen, China
Tel: +86-755-2640-2199 Fax: +86-755-2640-2618
Email: sales@fanvil.com support@fanvil.com
Web: www.fanvil.com