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## Data Leap due to all the technology transition in the Pandemic

Everyone is now adapting to technological changes or are first time users/ new to technology, adapting to all the kinds of new gadgets and devices.

But later in the next year, the amount of garbage data that is gathered could be a huge concern.

Data Management would be a huge task for all the Hardware Product-based Companies as well as software service-based companies.

More the number of devices means more the storage and data.

Technology has brought a huge impact in everyday life of a person, and people are now getting more and more into it.

Data management is all about the lifecycle of data, from its creation to its expiration, and the controlled workflow of data on every stage of it.

Data management minimizes or may eliminate the risks and costs of regulatory non-compliance, legal complications, and security hacks. With the help of data management, you can have a managed and anywhere access if it whenever its needed, in its accurate form and also eliminating any kinds of miscommunication amongst peers of the particular data of that group or a project or the company.

Data is treated as an asset by almost all the product and software service-based companies.

Gathering data and analysing could you make a lot of good and improved future decisions, including marketing decisions, optimize business operations and also reducing some of

the management costs, in turn with the sole purpose of purpose of increasing revenue and profits and also customer reach.

Lack of knowledge in data management could also cause a ruckus in the company's workflow, hence leading to faults and bad decisions sometimes.

So, hiring data scientists and analysts could be an expense but that's only for reducing and cutting down costs of other criteria in a fundamental work. Data scientists and analysts may also handle some data management tasks, especially filtering out the raw data and converting it to meaningful information.

There are a lot of Database Management Systems in the market offering a large variety of functions and features, to both corporate houses and individuals.

Information is like the building block of modern business. The sheer volume of information and data presents an obvious challenge of its management, security and maintenance.

The unique needs of any company or organization practicing data management and analysis may require a mix of some or all of these approaches. Familiarity with management areas provides data managers with the background they need to build solutions and service providing products to end users customized for their environments.

*Tarun Taunk*  
Editor-In-Chief



# Teradata Named a Cloud Database Management Leader in the 2020 Gartner Magic Quadrant for Cloud Database Management Systems



Teradata Vantage Also Ranked Highest in Three Out of Four Use Cases in the 2020 Gartner Critical Capabilities for Cloud Database Management Systems for Analytical Use Cases

Teradata (NYSE: TDC), the cloud data analytics platform company, today announced it has been recognized as a Leader in the 2020 Gartner Magic Quadrant for Cloud Database Management Systems, issued November 23, 2020, by analysts Donald Feinberg, Merv Adrian, Rick Greenwald, Adam Ronthal and Henry Cook. Gartner evaluates vendors placed in the Magic Quadrant for Cloud Database Management Systems on completeness of vision and ability to execute following detailed research.

In tandem, Teradata Vantage – the company’s hybrid multi-cloud data analytics software platform – was also recognized with the highest scores in three out of four use cases in the 2020 Gartner Critical

Capabilities for Cloud Database Management Systems for Analytical Use Cases, issued November 24, 2020, by analysts

Henry Cook, Donald Feinberg, Merv Adrian, Rick Greenwald, and Adam Ronthal.

Among the 16 vendors evaluated, Teradata ranked highest in three out of four analytical uses cases –Traditional Data Warehouse, Logical Data Warehouse, and Data Science Exploration/Deep Learning–

and ranked second in Operational Intelligence.

“Teradata is committed to providing the best enterprise data analytics in the cloud – period. This means offering our customers a modern data analytics platform that can handle the large and complex workloads

that Teradata is known for, and flexible deployment options that don’t limit choice or lock them in,” said Steve McMillan, CEO, Teradata. “We’re the only data warehouse and analytics provider with hybrid multi-cloud offerings across the top three public cloud vendors, providing the same software, features, and experience regardless of environment. This recognition from Gartner validates the strength of our cloud position and further underscores the commitment to our customers to meet them wherever they are on their cloud journey.”

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# Supertron Foundation Wins CSR Times Award for 2nd Time in a Row in 2019 & 2020



Supertron Foundation, a CSR div. of Supertron Elec. Pvt Ltd, wins #CSR Award for second time in a row in 2019 & 2020 in a row for the project of Computer Empowerment Centre. The project reduces the gap of digital divide as the children from economically challenged and marginalized sections of the #society get an opportunity to work with computers and use them for their day to day learning.

Supertron Foundation executes its social projects through various NGOs associated with these under privileged. Supertron Foundation has set up 30 Computer Empowerment Centers in and

around Kolkata Govt. and non Govt. schools and idea behind to form digital classroom to schools specially to underprivileged students from slum areas. The computer empowerment centre provides them computer games, cartoons & motivational videos/movies in projector screen along with classroom studies. Supertron Foundation extended support in terms of ready cooked food to the daily wagers and their family during Covid-19 lockdown days. Foundation provided relief to the villagers after cyclone Amphan affected areas of Sundaerban of W.B. Foundation also distributed smart phone to these students to continue their online classes during this pandemic situation.

## ZinQ Technologies launches On-Ear Bluetooth Headphone



ZinQ Technologies, the fast-growing lifestyle gadgets, and accessories startup has today announced the launch of Super Bass On-Ear Bluetooth Headphones namely- Erupt 4155 for its growing consumers. Priced at Rs. 899, the wireless headphone can be purchased through the e-commerce platform- Amazon.

The headphone is equipped with a high-quality microphone that ensures the voice is

clearly and precisely transmitted. The headphone is backed by a 300mAh Li-polymer battery that offers a battery life upto 100 hours on a single charge and can provide a playback time upto 8 hours. In terms of connectivity options, users can connect this

headphone with Bluetooth. Alternatively, the headphone also comes with an aux cable that enables wired functionality.

Commenting on the launch, Mr. Arnav Mutneja, Founder, ZinQ Technologies said, " We are glad to announce that with this Bluetooth headphone, one can experience a superior sound output which makes listening to music much more fun and enjoyable. The product has been designed for Laptop, Tablet, Smartphone users who could enjoy noise proof and the ultimate music and can make calls on the go, without ever worrying about running out of charge".

Recently, the company has also announced the launch of its wide range of products right from headphones, cooling pads and power-banks during the festive season.

[For more details visit us at https://bit.ly/3aLRhgS](https://bit.ly/3aLRhgS)

## NETGEAR Introduces Its Latest Orbi Tri-band Mesh Router RBK853 with Wi-Fi 6 in India

~ The new Orbi AX6000 Wi-Fi Mesh System (RBK853) Delivers Gigabit Wi-Fi everywhere in the Home ~

**NETGEAR**

New Delhi: December 17, 2020: NETGEAR, the leading provider of mesh Wi-Fi systems that power today's smart homes and small

businesses, has introduced its latest line-up of Wi-Fi 6 Orbi Mesh, AX6000 Tri-band Mesh System (RBK853) in India. Joining the flagship Orbi Wi-Fi 6 AX6000 Tri-band Mesh System (RBK852), new Orbi Mesh System, with its award-winning features and an attractive price point is designed to make a robust whole home Wi-Fi 6 mesh that will be accessible to more households in India.

The award-winning Orbi mesh system RBK853 is NETGEAR's industry-leading portfolio of Wi-Fi 6 network product offerings. The new mesh system makes the ideal upgrade for the customer who wishes to get the benefits of both the Wi-Fi performance and coverage of a tri-band mesh and the capacity to handle multiple devices with Wi-Fi 6 for their home but at a more attractive price point. Tri-band mesh Wi-Fi provides a network of wireless router and satellites with a dedicated data connection from the router to satellite to ensure the best performance and reach through the

entire home.

With the latest generation Wi-Fi 6 technology, these powerful mesh Wi-Fi systems are designed to keep all connections strong, in every room, all the time. The upgraded Wi-Fi will provide households with the bandwidth to address the demands of today's automated smart home even when running multiple 4K/8K UHD streaming and online gaming. In an environment where streaming of ultra-high-definition video to multiple screens puts greater demands on home networks, the new Orbi Wi-Fi 6 mesh systems (RBK853) provides great coverage.

Speaking at the launch, Marthesh Nagendra, Country Manager India, ME & SAARC, NETGEAR said, "With the latest addition to the Wi-Fi 6 router series, we are now on the verge of making India more equipped with the Wi-Fi 6 technology. With higher speeds and greater security in their home will experience better coverage and elimination of dead zones resulting in increased productivity levels."



[For more details visit us at https://bit.ly/3aHQnSB](https://bit.ly/3aHQnSB)



# Pantum Celebrates 10th Anniversary with End-of-Year Facebook Campaign



Pantum will launch its tenth anniversary Facebook campaign on December 6 to strength its connections with more clients. As

its last activity of the year, the company invites customers and partners to share their stories and some old photos from ten years ago with Pantum, and will award several lucky users with best-selling printer models as thank you prizes. In 2020, Pantum has already held 10 campaigns, gaining exposure to more than 2 million and attracting more than 6,000 participants.

Pantum India launches Facebook campaigns

For this last campaign, Pantum has invited three customers who previously won Pantum printers to share their stories.

Rinku Sultania (housewife)

"I'm very grateful to Pantum for this printer because it has been extremely helpful for the entire family," said Rinku. "My children have been taking online classes at home some time now, and my husband often needs to work from home, too. The P2500W has brought us a lot of convenience, as we no longer need to go to the store to print. It's small and easy to use, and I love the design. If I need to print my children's homework, I can do it directly from my

mobile phone. It's great for the home."

Just like Rinku said, the P2500W is small but smart, simple but fast. As large as an A4 paper, it offers A4 printing speeds of 22 pages per minute (PPM), with a monthly volume of 2,000 pages. The one step installation and mobile phone printing functions seamlessly realize home printing.

Vijendra Singh (young professional in a small enterprise)

"I'm very lucky to have won such an amazing printer during Pantum's promotional activity," said Vijendra. "I work in advertising, so I often need to print proposals and scan contracts. The M6502NW is fast and smooth. When I'm really pressed for time, I use my mobile phone to print. It perfectly serves our small office of a few people. If you have a small office like ours, then I definitely recommend this printer."

The M6502NW is designed for small and medium-sized enterprises. As a three-in-one printer, its A4 printing speed reaches 22 PPM and can print 2,000 pages per month. With features such as one-click installation and mobile phone printing, this model stands out in its category for its unbeatable value-for-money.

[For more details visit us at https://bit.ly/3rvAEfi](https://bit.ly/3rvAEfi)

## Sophos Announces 4 New Open Artificial Intelligence Developments



**Sophos AI Advances the Practices and Language that Will Transform the Cybersecurity Industry with Much-needed Transparency and Openness**

MUMBAI, India – Dec. 17, 2020 – Sophos, a global leader in next-generation cybersecurity, today announced four new open Artificial Intelligence (AI) developments to help broaden and sharpen the industry's defenses against cyberattacks, including datasets, tools and methodologies designed to advance industry collaboration and cumulative innovation. This move accelerates a key Sophos objective to open its data science breakthroughs and make the use of AI in cybersecurity more transparent, all with the aim of better protecting organizations against all forms of cybercrime.

While it is common practice to share AI methodologies and findings in other industries, cybersecurity has lagged in this effort, creating a noisy understanding of how AI truly provides protection against cyberthreats. Sophos and its team of SophosAI data scientists are catalyzing this change toward openness, so that IT managers, security analysts, CFOs, CEOs, and others making security buying or management decisions, can discuss and assess AI benefits from a level and well-informed playing field.

"With SophosAI's new initiative to open its research, we can help influence how AI is positioned and discussed in cybersecurity

moving forward. Today's cacophony of opaque or guarded claims about the capabilities or efficacy of AI in solutions makes it difficult to impossible for buyers to understand or validate these claims. This leads to buyer skepticism, creating headwinds to future progress at the very moment we're starting to see great breakthroughs," said Joe Levy, chief technology officer, Sophos. "Correcting this through external mechanisms like standards or regulation won't happen quickly enough. Instead, it requires a grassroots effort and self-policing within our community to produce a set of practices and language that will advance the industry in a disruptive, open and transparent manner."

It is difficult to overstate the criticality of this shift given the immense potential of how AI can benefit cybersecurity. Sophos evidence shows that defenders are increasingly facing human adversaries who are constantly upping their game, launching highly contextualized Business Email Compromise (BEC) forgery campaigns or relentlessly developing new ransomware attacks. Scalable and effective defenses against these and most other types of cyberattacks require assistance from AI. Openness and peer review among those applying AI to address these security threats stimulate innovation and discoveries, driving the entire industry forward.

Sophos is providing datasets, tools and methodologies in four important areas:

SOREL-20M Dataset for Accelerating Malware Detection Research

[For more details visit us at https://bit.ly/3q3Dmbq](https://bit.ly/3q3Dmbq)



# IceWarp Recognised as India's Most Admired Brand & Leader 2020 by White Page International

**IceWarp**® IceWarp, a pioneer for developing email communications and collaboration solutions, has been

felicited as Most Admired Brand 2020. And Pramod Sharda, CEO, IceWarp India & Middle East has been recognized as Inspirational Business Leader 2020, in the 8th edition of the annual listing by White Page International. Being a global consulting firm White Page International aims to showcase the exhilarating journey of the elite brands in India across different categories and industries.

The nominees initially evaluated a preliminary list of 1000 brands where 100 winners were chosen by the research team of White Page International across 13 industries and many sub-categories, with respect to Market studies, Industry whitepapers, Category Reports, and more across Automotive, BFSI, Information Technology, and Retail, etc.

Speaking on the recognition, Pramod Sharda – CEO, IceWarp

India & Middle East said, "We are delighted to receive this recognition by White Page International, it is a result of our capabilities, hard work, and dedication. We thank our stakeholders, partners, and customers for being with us on this journey. This recognition will be a stepping stone for us in achieving our vision of providing our customers with better solutions and hope to achieve more such milestones in the future." Working with various companies; be it Small, Mid-size, or Enterprise-level, IceWarp solutions has proven to be one of its kind and most secure platform for its customers. During the Pandemic it has become a challenging task for businesses to always stay connected with the customers and partners. Hence, there has been a rapid shift from the digital world to a digital-only world across industries. In this scenario, IceWarp is such a brand that has successfully enabled and addressed every demand of the end customers whether new or existing ones to keep up with this new mantra of being "Always-Connected".

[For more details visit us at https://bit.ly/2M4VHFj](https://bit.ly/2M4VHFj)

## Building supply chain resilience is a priority for two-thirds of organizations after COVID-19 disruption



77% of organizations recognize the need for change and are accelerating investments in supply chain sustainability over the next three years.

More than 80% of organizations have reported their supply chains being negatively impacted by the COVID-19

crisis, with a vast majority struggling across all aspects of their operations. This is according to new research from the Capgemini Research Institute, "Fast forward: Rethinking supply chain resilience for a post-COVID-19 world." The pandemic has forced organizations to prioritize supply chain resilience, with two-thirds (66%) stating that their supply chain strategy will need to change significantly in order to adapt to the new normal. Only 14% of organizations are expecting a return to business-as-usual.

There is growing awareness that supply chains need to be more flexible and agile so they can react and adapt quickly to potential disruption. In fact, 68% of organizations said the current crisis has forced them to adapt their business models, while increasing supply chain resilience post COVID-19 is cited as a priority for 62%.

Over the past year organizations have struggled to quickly respond to increasing disruptions and restore their operations to a steady, reliable state. Organizations surveyed across retail, consumer products, discrete manufacturing and life sciences reported multiple challenges across their supply chains. The majority have found challenges across all aspects of their operations, including shortages of critical parts/materials (74%), delayed shipments and longer lead times (74%), difficulties in

adjusting production capacity in response to fluctuating demand (69%), and difficulties planning amid volatile levels of customer demand (68%).

From a sector perspective, only 30% of life sciences organizations in the survey reported a negative business impact due to the crisis, compared to over 80% of organizations in other sectors (retail, consumer products, discrete manufacturing). Furthermore, 68% of consumer products and retail consumers prefer locally produced items in the wake of this crisis, and sustainability is influencing the purchase preferences of 79% of customers[1].

The obstacles presented by the pandemic, however, also provide an opportunity for organizations to build a more resilient, flexible and agile supply chain that is ready to withstand future disruption and global crises.

Few organizations have the capability to withstand another crisis. As many as 55% of organizations have taken between three to six months to recover from supply chain disruptions this year, while another 13% expect to take six to twelve months to do so. Inevitably, this means few organizations are prepared for any further potential disruption that may lie ahead. Capgemini's research finds that to cope with a similar crisis in the future, businesses must focus on seven key capabilities for crisis-resilience; identifying the areas that need the most significant, and urgent, improvement is critical for building a resilient supply chain. Only a minority (less than 4%) demonstrate strengths across all of these areas, covering both planned actions and the current state of organizational preparedness.

Capgemini's report explains that a resilient supply chain is one that has:

[For more details visit us at https://bit.ly/3mTSIS9](https://bit.ly/3mTSIS9)



# FDI India sees highest influx and demand of foreign debt in the manufacturing sector this year



FDI India, a one-of-its-kind startup consultancy firm, has seen immense demand for foreign debt largely from companies in the manufacturing sector that are now exploring alternative lending avenues for business growth through the most credible route in the aftermath of COVID-19. The company attributes this surge in growth to the government's dedicated initiatives like 'Make in India' and 'Atmanirbhar Bharat' and sector-specific incentives to various manufacturing companies; giving a rise to innumerable companies in sectors such as Auto Components, Textile & Garments, Pharmaceuticals, Electronic Systems, Chemicals etc.

India is on the pathway to emerge as a global manufacturing hub with the sector estimated to reach US\$1 trillion by 2025. Under the Make in India initiative, the Government aims to increase the share of the manufacturing sector to the country's GDP to 25% by 2025. Amidst the pandemic, India received the highest ever inflow of Foreign investment driven by the measures taken by the government on the fronts of FDI policy reforms, investment facilitation, and ease of doing business; resulting in heightened interest from foreign investors globally.

FDI India, with the largest network of global investors from across 15 countries, has been at the forefront in providing consultancy to hundreds of Indian businesses with a wide range of services including Financial Planning & assistance, connecting them to the right foreign investors and project planning. Dedicatedly serving 27+ sectors including Manufacturing, Pharmaceuticals, Solar and Hydro Plants, Construction, Hospitality, Education, Mining and Metal, Food Processing Sectors, etc, the company enables thriving Indian businesses to obtain soft loans with a minimum ticket size of INR 50 Cr at 3.25% per annum on reducing balance.

Commenting on the same, Mr. Vishal Yadav, CEO & Founder, FDI India, said "We are seeing a significant rise in the number of businesses from the manufacturing sector reaching out to us especially in the last 6 months. Businesses are seen looking for a credible route, the reforms brought in by the government with respect to the FDI have cemented India as a preferred investment destination among global investors. Through FDI India, we are aiming to transform the face of FDI facilitation services in order to help the businesses with financial strength. With our interactive platform, we are handholding businesses in the investment lifecycle right from pre-investment to after-care enabling financial strength to them".

## Kaspersky reveals global Advanced Persistent Threats and Cybersecurity predictions for India in 2021



Kaspersky researchers have shared their vision on Advanced Persistent Threats (APTs) in 2021, laying out how the

landscape of targeted attacks will change in the coming months. The turmoil experienced in 2020 will bring along many structural and strategic changes, not just in our daily lives but in the realm of targeted attacks too, not in the least due to the now broadened attack surface. New attack vectors, such as the targeting of network appliances and the search for 5G vulnerabilities, will happen alongside multi-stage attacks and positive actions against activities enabling cyberattacks, such as zero-day sales.

The forecast was developed based on the changes that Kaspersky's Global Research and Analysis Team (GReAT) witnessed during 2020 and have been published to support the cybersecurity community with some guidelines and insights. The latter, along with a series of industry and technology threat predictions, have been created to help prepare for the challenges that lie ahead.

\*Global APT Threats

APT threat actors will buy initial network access from cybercriminals: One of the key, and potentially most dangerous, trends that Kaspersky researchers anticipate is the change in threat actors' approach to the execution of attacks. Last year targeted ransomware attacks reached a new level through the use of generic malware as a means to get an initial foothold in targeted networks. Connections between these and well-established

underground networks such as Genesis, which typically trade in stolen credentials, were observed. Kaspersky researchers believe that APT actors will start using the same method to compromise their targets.

As a result, organizations should pay increased attention to generic malware and perform basic incident response activities on each compromised computer to ensure that generic malware has not been used as a means of deploying more sophisticated threats. More countries using legal indictments as part of their cyber-strategy: Kaspersky's previous predictions of 'naming and shaming' of APT attacks carried out by hostile parties has come true, and more organizations will follow suit. Exposing toolsets of APT groups carried out at the governmental level will drive more states to do the same, thereby hurting actors' activities and developments by burning the existing toolsets of their opponents in an effort to retaliate.

More Silicon Valley companies will take action against zero-day brokers: Following the scandalous cases where zero-day vulnerabilities in popular apps were exploited for espionage on a variety of different targets, more Silicon Valley corporations are likely to take a stance against zero-day brokers in an effort to protect their customers and reputation.

Increased targeting of network appliances: With remote work, organizational security has become a priority, and more interest towards exploiting network appliances such as VPN gateways will emerge.

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# Zebra Technologies Wins Three Good Design® Awards for Design and Innovation



Zebra Technologies Corporation (NASDAQ: ZBRA), an innovator at the front line of business with solutions and partners that deliver a

performance edge, today announced that its MC9300 ultra-rugged mobile computer, RS5100 single finger Bluetooth ring scanner, and DS9308 barcode scanner have been awarded the prestigious Good Design® Award Winner accolade in the Product Design Commercial and Industrial category.

Started in 1958, the annual Good Design® Awards is Australia's oldest and most prestigious international awards program for design and innovation. It celebrates the best new products and services in the Australian market, excellence in architectural design, engineering, fashion, digital and communication design, design strategy, social impact design and young designers.

More than 55 Good Design® Awards jurors evaluated each entry according to a strict set of design criteria which covers 'good design', 'design innovation' and 'design impact'.

The award-winning Zebra products were selected by the jury from amongst 835 submissions globally, and they include:

MC9300 ultra-rugged mobile computer – Designed to help the

front line of warehouses, manufacturers, logistics providers and back-of-store retail environments capture their edge, Zebra's flagship MC9300 is arguably the world's best-selling Android enterprise mobile computer in the market today.

RS5100 single finger Bluetooth ring scanner – The RS5100 next-generation ring scanner is designed for use in customer-facing areas, warehouses, and distribution centers. Its ergonomic, lightweight, and rugged design offers comfort to front-line workers and enables hands-free scanning to ensure maximum productivity.

DS9308 barcode scanner – The DS9300 series is ideal for brick-and-mortar retail stores and hospitality businesses (amongst others), which have limited space at their checkout counters.

"Since 2003, Zebra has sold more than 3.2 million MC9000 mobile computers worldwide. We have enhanced the MC9300 – our most powerful handheld platform and most rugged device in its class – to meet evolving market needs," said Joe White, Senior Vice President and General Manager, Enterprise Mobile Computing Business Unit, Zebra Technologies. "We are thrilled that the MC9300 has been recognized for its design and innovation by such a prestigious award."

[For more details visit us at https://bit.ly/2KTeenE](https://bit.ly/2KTeenE)

## Ambrane introduces range of Fast Charging Solutions in India



Ambrane, India's leading electronic gadgets brand, upgrades its product portfolio,

introduces range of fast charging solutions in India. The portfolio includes – Wireless Charger, Smart Cable, Wall Charger, introduced under the "Make in India" initiative.

The range of fast charging solutions with its intelligent charging technology, shall deliver unprecedented mobile charging speed and efficiency improvements compared to earlier versions. The versatile charging solution, shall enable consumers to enjoy their devices uninterrupted with high safety standards.

Priced at Rs.1,499/- the WC-38 Qi-enabled Wireless Charger with 10W fast charging allows hassle-free, convenient charging at the home or office. The charger comes with a non-slippery surface that protects the phone from damage caused by slipping also led ring lite for charging indicator. Moreover, the inductive charging technology protects the device from over fluctuation of voltage, current and temperature. The Wireless Charger comes with a 365 days warranty.

The best in class, 3A Smart cables help charge the device 3X faster than standard chargers. High-quality cable with premium-grade construction provides more flexibility and comes with 10000+

bend cycles. The cables are available in Micro USB, Type C and IOS version too. Dual output, ACP-11 and ACP-29 wall chargers are enabled with 3.0 Quick Charge. The charger comes with multilayer protection and offers a reliable charging experience. Compatible with all types of cables, the wall charger can be used with all kinds of mobile phones, neckband, speaker and other. The 3A Smart cables are priced for Rs. 299/- and Wall chargers for Rs. 999/-. Cables & Chargers comes with a 180 days warranty.

"We are proud to expand our portfolio with Fast charging solutions. Made exclusively in India, our indigenous technology for electronic gadgets is designed to meet the usage patterns of Indian customers." says Mr. Ashok Rajpal – Director, Ambrane India.

Ambrane mobile accessories along with eCommerce platforms such as Amazon and Flipkart are also available in retail stores – Croma, Reliance Retail, Walmart, Go Mobile and many more.

Continuing on the launch trajectory, Ambrane plans to introduce a diversified range of new generational mobile accessories. Maintaining the reputation of top Indian brand in the lifestyle accessories category, Ambrane is planning to double their consumer base in next one year.

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# Iris Global Supplies 1,000 Mobiles for BTS Telco Tower Company, facilitates new partner's difficult deal

The New Delhi headquartered India's fast growing IT Distribution Company "Iris" known wide and large as the "Distributor of Choice" by partners who like them for their business flexibility and their personal touch has enabled the supply of 1,000 Samsung mobiles. Iris's help came a big way, by structuring their deals, perfectly end to end. In it's yet another endeavor IRIS has expanded operation by venturing in the field of supplying mobile devices to India's leading BTS Telco Tower Company.

Mr Sanjiv Krishen, Chairman, Iris Group, said that the company has received an order of supplying 1,000 such Samsung Mobile Phones to be handed over to the company employees of India's largest Telecom Tower company – Indus Towers through our newest partner "Awesome Entertainments", who are well known for their event management services & capabilities specially for large corporate.

Iris assessed and helped them by extending credit and opening their warehouse at midnight to meet the urgent critical delivery

deadlines of their customer. with the deal, Welcoming the new partner with their invincible personal touch they have completed the supply promptly and efficiently.

Mr Puneet Singh, Managing Director of Awesome Entertainment confirmed "Iris Global has been instrumental in successful completion of project deliverables for our important client Indus Towers. Extra Mile support in terms of delivery, risk management and target achievement from Iris Global has helped in cementing valuable relationship with our esteemed client." India has a total of 7,36,654 such BTS towers but so far around 96,212 BTS been installed in the country.

Hence, the potential for expansion in this line of business is sizable. Replying to the volley of questions, Mr Krishen revealed that the initial order is around Rs 2 Crore.



## Dell Technologies: "Now is the time for Hybrid Cloud"



The IT revolution has been on the top-of-mind in India for some time. A major objective has been to find ways to leverage cloud as an operating model to enable easy managing, scaling and sharing of compute, storage, networking

and data protection. The fast track toward digital transformation heightened the demand for private and public cloud models.

Even before these unprecedented times, too many organizations made decisions related to cloud workload transitions without a longer-term plan or vision of what was being sought. Solutions were made point-by-point around individual software and problems, but such investments often do not result in the best overall solution. However, the need for consistent operations and infrastructure across clouds is paramount, so organizations are quickly finding that hybrid cloud models are the right strategy when it comes to longer-term costs, scalability and security.

In a crisis, there is the possibility that similar quick and ill-considered ad hoc-style solutions will be even riskier. While quick

decisions are key, it's equally important to think about those decisions in the context of your overall IT infrastructure for the future.

Aiming for a flexible hybrid cloud

In general, public cloud is a one-size-fits-all solution that does not meet the needs of all workloads. While organizations may have moved fast – and often pushed forward into multiple clouds – they now find themselves in a cloud sprawl. The complexity of managing many requirements across data security and privacy can get expensive. Therefore, the goal is to take to the public cloud only those workloads that benefit most from it. Organizations must understand that a well-defined hybrid cloud approach should be able to provide the visibility required to prevent challenges that lead to a complex hybrid cloud environment. The key to this is management consistency. In fact, a recent study[1] found that organizations expect to reduce the number of security breaches, application outages, and other events affecting their public cloud-resident data by 30% on average, if they have Cloud Management Consistency. [For more details visit us at https://bit.ly/37MHyoM](https://bit.ly/37MHyoM)

## Fujitsu Develops Virtual Router Acceleration Technology to Deliver Ultra-High-Speed Packet Processing Performance



Server virtualization, which concentrates multiple applications and the infrastructure functionality of network processing in a general-purpose server environment, is

spreading beyond datacenters to the field of edge computing, including wireless base stations and Mobile Edge Computing (MEC)(1). The technology also proves useful in areas including societal infrastructure with applications like traffic management, and in entertainment, where it can be used to deliver viewers content like sporting events. As data volumes increase and

systems become increasingly complex, however, the CPU resources required for packet processing in a virtual network increase. This reduces the number of applications that can run on a single server, and leads to lower server aggregation rates.

To resolve this issue, Fujitsu Laboratories has now developed technology to accelerate packet address control, which had been a performance bottleneck, while also offloading the processing of router functions in the virtual network to field programmable gate arrays (FPGAs)(2).

[For more details visit us at https://bit.ly/2WJOnAW](https://bit.ly/2WJOnAW)



# Stratbeans introduces cloud-based assessment platform to ensure compliance training and evaluate employee performance in the BFSI sector



Stratbeans, a leading AI-driven learning solutions provider, has developed a cloud-based assessment platform for the banking, financial services, and Insurance Sector (BFSI). The platform helps to streamline the employees' assessment process and introduce a more systematic approach for faster and more accurate decisions on

employee training plans. The solution helps to certify the manpower in various fields to boost the organization's overall efficiency, technology adoption, change-overs, and knowledge management. After the assessment, the platform links up two value added options for upgrading the competency of employees. First, is a coaching environment using live role play, and the second is competency augmenting recommendations, to strengthen the skill, knowledge, and behavior triad.

The BFSI sector has grown in importance by supporting all the other sectors in the current environment, making it imperative for BFSI organizations to evolve their employee training programs and practices. BFSI, comprising all Banking, Insurance, and Non-Banking Financial Institutions, represents a major chunk of the multi-billion dollar Indian economy. The banking industry, per se,

holds a place of pride in contributing nearly 7.7% to the national GDP. Besides that, banks are the prime employment generators for almost 1.5 million people in the country. Since its contribution to economic growth is so high, it becomes even more important that mandatory compliance training is provided to the teams effectively.

Commenting on the same, Praseon Nigam, CTO & Co-founder, Stratbeans, stated, "The banking sector is in midst of a technological revolution, witnessing fast-paced changes in products and services, requiring customer education and compliance with regulatory frameworks. Interestingly the pace of change is increasing in the entire BFSI domain and in order to train employees adequately, it is important to understand the evolving training needs and competency gaps. It is equally, if not more, important to give learners an advanced platform with an engaging user experience. Through our platform, we are giving an opportunity to all employees to contribute to the capability development on one hand, and on the other, we are giving organizations powerful tools to correctly evaluate employee performance and link it to desired competency level for required business outcomes."

[For more details visit us at https://bit.ly/2M8QrRb](https://bit.ly/2M8QrRb)

## HPE eHealth Centers Provide Free Tuberculosis Screening Services to Over 50,000 Patients in India



Hewlett Packard Enterprise (HPE) today announced that it has provided free tuberculosis (TB) screening services to more than 50,000 patients, as at

November 2020, through its nine eHealth Centers (eHCs) located across Assam, Chandigarh, and Uttar Pradesh.

Last year, in support of the government's target to make India TB-free by 2025, HPE signed the TB pledge with USAID to utilize its network of eHealth Centers to screen 50,000 symptomatic patients for TB. The aim was to target the "missing TB" cases, namely people who unknowingly carry and spread the disease. The diagnosed patients are referred to the nearest DOT (Directly Observed Therapy) center.

"The Government of India has been continuously working to end tuberculosis across the country by 2025, five years ahead of the global Sustainable Development Goal targets of 2030. To accelerate this journey, the collaborations between government agencies and private sector are extremely critical. We congratulate HPE for reaching the milestone of 50,000 TB screenings via their network of e-Health Centers. We look forward to working with USAID, The Union and other stakeholders contributing towards a TB Free India," said Dr Kuldeep Singh Sachdeva, Deputy Director General – Central TB

Division, Ministry of Health and Family Welfare, Government of India.

"As an organization we stand as being a force for good in communities where we live and work," said Som Satsangi, MD – India, HPE. "By providing free diagnostic services to suspected TB patients through our innovative cloud-enabled eHealth Centers, which bring affordable healthcare to remote areas of the country, we are delivering on our commitment to work towards a TB-free India."

"USAID is pleased to learn that HPE, a Platinum Member of the Corporate TB Pledge, a joint initiative of USAID and the Ministry of Health and Family Welfare, has been able to test 50,000 people for TB over the past year. This is a commendable achievement and we hope more companies follow the path that HPE and other companies are taking to help India reach its goal of ending TB in 2025," said Sangita Patel, USAID/India Health Office Director.

"It is a great moment for the Corporate TB Pledge (CTP) initiative to have its Platinum partner, HPE, achieve the momentous milestone of 50,000 TB screening. The USAID-supported CTP initiative provides a platform to corporations to contribute towards the larger TB-elimination initiative and this milestone is an inspiration to its members and every corporate in the country.

[For more details visit us at https://bit.ly/3pt7NGz](https://bit.ly/3pt7NGz)



# RBL Bank Selects AWS as Its Preferred Cloud Service to Drive Digital Transformation



*Leverages AWS to accelerate its cloud migration and create more personalized consumer experiences*

Amazon Web Services announced today that RBL Bank, one of India's fastest-growing private sector banks, has selected AWS as its

preferred cloud service to further drive its digital transformation efforts. RBL Bank has migrated more than 60 mission-critical applications to AWS, including retail assets, branch and business banking operations, human resources, and customer-facing websites from its on-premises data center to AWS. The bank plans to migrate more than 25 additional applications to AWS by the end of 2020, to further modernize its IT infrastructure, drive operational efficiencies, and innovate new services. Leveraging AWS's broad and deep portfolio of cloud services, including database, serverless, and containers enable the bank to enhance speed to market of new consumer services, automate processes, and deliver a richer customer experience.

RBL Bank chose AWS for its commitment to security and highly reliable global infrastructure that will help the bank scale its IT infrastructure to better manage peak demand periods and seamlessly serve its over 8.7 million customers across the country. Before migrating to AWS, RBL Bank would forecast its IT resources and capacity requirements months in advance. With

AWS, RBL Bank scales its infrastructure based on demand, instantly scaling up and down in alignment with the usage of its services, consuming resources in a cost-efficient manner.

Speed of deployment was crucial to ensure the bank could continue to offer services and solutions seamlessly to its customers through its cloud migration. An ambitious project termed "30-in-30" aimed to complete the migration of 30 critical applications to AWS in 30 working days, and the team achieved 30 applications in just 25 days. To move quickly and automate the migration of its workloads, RBL Bank used CloudEndure Migration, which simplifies, expedites, and reduces the cost and time required for cloud migration through a highly automated lift-and-shift solution.

RBL Bank is using AWS serverless computing, including AWS Lambda, to run code without provisioning or managing servers and AWS Fargate, which provides serverless computing for containers to easily develop and deploy new applications, without needing to procure, deploy, and operate new servers. Amazon DynamoDB, a fully managed database built for the cloud, and Amazon Simple Storage Service (Amazon S3) will enable the bank to store and process banking transactions faster, automating workflows and analyzing data with high performance and built-in security.

[For more details visit us at https://bit.ly/38EYLj0](https://bit.ly/38EYLj0)

## Fortinet Again Named as a Leader in the 2020 Gartner Magic Quadrant for Network Firewalls



"We believe Fortinet delivers the broadest and most complete security platform in the industry.

We have pioneered the Security-driven Networking approach, integrating security into every element of the network and enabling

customers to protect any edge, at any scale. Fortinet has been named a Leader in this year's Gartner Magic Quadrant for Network Firewall. Fortinet also recently announced its placement as a Leader in the 2020 Gartner Magic Quadrant for WAN Edge Infrastructure. We credit our continued successes to our ongoing commitment to innovation, unique and flexible security platform, and approach to securing the entire attack surface – whether on-prem or in the cloud."

News Summary

Fortinet® (NASDAQ: FTNT), a global leader in broad, integrated and automated cybersecurity solutions, today announced it has been recognized as a Leader in the 2020 Gartner Magic Quadrant for Network Firewalls. This marks the 11th time Fortinet has been recognized in the Gartner Magic Quadrant for Network Firewalls for completeness of vision and ability to execute.

Fortinet's FortiGate Next-generation Firewalls (NGFWs) are an integral component of Fortinet's Security Fabric platform, which provides broad visibility and protection across the entire attack surface. Fortinet FortiGate NGFWs protect any edge and at any scale because they are powered by purpose-built Security Processing Units (SPUs) resulting in the industry's highest

Security Compute Rating. Fortinet continues to drive innovation with its Secure SD-WAN offering as well, with advanced routing and industry's most flexible security options via an integrated NGFW or SASE-based cloud-delivered security.

Fortinet believes its placement in the Leaders quadrant is largely due to the company's ongoing commitment to offer a Security-driven Networking approach, which integrates security into every element of the network and enables customers to:

**Manage operational and security risks for better business continuity:** Digital transformation offers tremendous opportunities for businesses to create value and realize efficiencies. However, it also creates new security risks, such as expanding the attack surface for would-be cyber adversaries. With Fortinet NGFWs, customers can achieve full visibility into their networks, applications, and potential threats. Fortinet offers the industry's highest Security Compute Rating through the power of the company's purpose-built Secure Processing Units (SPUs – e.g. NP7) to deliver optimal user experience at any scale.

**Reduce Cost and Complexity:** As the digital attack surface expands, security teams must also expand their defense capabilities. Fortinet NGFWs allow customers to build defense in depth through segmentation, dynamic trust, and advanced security inspection to keep operations running. FortiGate NGFWs protect business applications with AI-powered and ML-powered FortiGuard services, eliminating the need of point products and resulting in optimal total cost of ownership (TCO).

[For more details visit us at https://bit.ly/3nLmB30](https://bit.ly/3nLmB30)



# Technology Observations and trends predictions for 2021 by leading IT product and services companies:

**Kumar Vembu, Founder and CEO, GOFRUGAL**

“In the pre-pandemic era, Technology was in the hands of the employees especially in MSME business. The COVID-19 pandemic has forced digital transformation on business in every industry. 2021 is an inflection point where business of all sizes, especially the MSMEs, should provide access to their technologies and tools to their customers, suppliers and service providers. Technology that not only promotes self-service to every stakeholder in business but also empowers every stakeholder in business with real time insights. Integration and interoperability are key ingredients for success. Businesses will adopt SaaS platforms that are secure, open, agile, intelligent, cognitive, elastic and scalable.



Technologies that helps consumers enjoy self service experience like express-checkout counters, kiosk, RFID, endless aisle and technologies that help in offering personalized experience such as computer vision, AI/ML will get mainstream during 2021. The push for the adoption will come from the consumers who are exposed to the best of experiences and they will start demanding the same from their local businesses.

In summary, 2021 will result in significant improvement in customer experience driven by self-service and personalization through open platforms.”

## Algorithmic decision-making will increasingly incorporate counterfactuals – Ramprakash Ramamoorthy, product manager, Zoho & ManageEngine Labs



As it currently stands, many AI models’ decisions are solely made based on correlation, much like the decision-making of a three-year-old child. However, these models are progressing to include causal techniques and counterfactuals. As an example, many banks use AI-models to make lending decisions. One bank’s AI model may reject a loan application due to a low credit score. However, a better model would account for causal techniques and also enable counterfactual inference over the loan applicant’s data points. In essence, the model will show what other variables the applicant can include to receive the loan. Additionally, causation and counterfactuals help to prevent preconceived biases from arising from the datasets. The incorporation of counterfactuals will become increasingly prevalent in algorithmic decision-making.

## Increasing utilisation of analytics by non-IT departments –Rakesh Jayaprakash, product manager, ManageEngine

Now that organisations realize the effectiveness of analytics platforms in measuring productivity, its usage is expected to penetrate to not just IT but other departments that have traditionally not relied on analytics applications. For example, data from HR applications combined with employee performance metrics can be used to measure the influence of employee welfare initiatives on employee productivity.

This focus on analytics brings an interesting dynamic to the way organisations work and also introduces a set of challenges in data governance and maintenance. Since this will be a new area of focus for most departments, organisations will take a conservative approach in terms of deciding individual stake holders from various departments who will have access to the consolidated data. IT will play a pivotal role in facilitating fine-grained access levels before moving to a higher trust model where individual teams have complete access to all relevant data that is necessary for their efficient functioning.



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Digital transformation is no more a trend but a necessity to be ahead of the competition by improving efficiency, reducing costs and enhancing customer delight. Encompassing a wide range of technologies including Cloud, Big Data, AI/ML and blockchain, it enables businesses to automate processes and focus on innovation. The digital solutions market today is valued around USD 469.8 billion and is growing at a CAGR of 16.5% to reach USD 1009.8 billion by 2025. We see Internet of Things (IoT) devices penetrating the market at a faster rate and this is going to be at the front and center of next-generation data analytics. Digital solutions, data engineering, cloud infrastructure, low code application development, smart test automation and AI-based text analytics are revolutionizing the way businesses work and will continue to be areas to watch out for in 2021. We also see mid-market solution providers pivoting around technology solutions such as Mendix, Striim, Mulesoft, Denodo etc. through partnerships to speed up market adoption of these technologies across different verticals."

## "Digitise and upgrade the parking infrastructure using IOT software to become intelligent mobility hubs." -Mr.Chirag Jain Founder & CEO, Get My Parking

*IT Voice-What is the vision and USP of Get My Parking as compared to other players in the same domain?*

**Mr.Chirag Jain**-Get My Parking (GMP) was founded in 2015 by Chirag Jain and Rasik Pansare. We are a global leader providing an end-to-end Interoperable Smart Parking Platform that connects all parking and mobility stakeholders who were until now operating in silos. We digitise and upgrade the parking infrastructure using IOT software to become intelligent mobility hubs.

Our vision is to make every parking transaction a sub-conscious experience. With a strong foundation of the team, technology, and partnerships, we are creating a future-proof parking platform to connect the parking industry internally as well as with urban mobility players

**USP:**

- Plug-N-Play ready to deploy platform
- Touchless Parking Solutions
- Retrofits with the existing system
- Speedy Customisations
- White-label Solution
- Low Cost Offering

*IT Voice-What are the changes in policies and strategies, the company has initiated to successfully run this model?*

**Mr.Chirag Jain**-As a company we have been through multiple turns in our business journey. That required a lot of agility as an organisation. We were successful in doing that due to the setting of right company culture. Starting from recruitment to induction and regular upskilling, we make sure our team is flexible, quick to learn and adapt. We have also ingrained few critical values like resilience and transparency. Resilience has helped the company to overcome the chaotic and challenging path of being pioneers in an unorganised sector. Transparency in all sorts of communication has helped the team to maintain information parity across teams and fast decision making.

*IT Voice-Businesses are facing a hard time in India, how much has it affected your company?*

**Mr.Chirag Jain**-As people in India and around the world stay put in their homes, the parking industry has invariably taken a hit. We also had witnessed a temporary decline in transactions on our platform. During the peak of lockdown, there was a decrease between 50% to 70% in commuters who used monthly parking facilities. In contrast, the transient parking facilities are seeing a reduction of 95% compared to what it was last year. Educational and work establishments like universities, schools, and offices have shifted to

virtual learning and working arrangement. Therefore, parking, transit, and other mobility services have been hit hard. But after the unlock began and people started moving again, safety and hygiene became number one priority in all public places. People started expecting touchless services including at parking. Hence technology players like us saw a huge rise in demand to help upgrade traditional parking lots into touchless parking. In the last 3 months our sales team has seen more interest and action globally than ever before.

*IT Voice-What are your business expansions?*

**Mr.Chirag Jain**-We have performed extensive deployments in Europe and Asia for some of the largest parking operators that operate across thousands of locations. Now, we are expanding our footprints with focus on the American market and middle east asia. We also see promising leads in Asia Pacific.

This latest expansion move is supported by our partnership with ParkTrans, an American smart city solution provider that brings the latest global technology to its American clients. We are also creating a global sales network with freelance consultants as well as sales enterprise partners.

*IT Voice-What is the company's client base?*

**Mr.Chirag Jain**-Our smart parking platform is designed for every stakeholder in the parking and mobility ecosystem. We have been able to deliver business growth and diversified value growth to our customers who include some of the leading parking operators globally with multi-billion dollar turnover.

Globally, GMP has over 2200 active smart parking deployments with active work orders in 17 countries. Our smart parking platform has launched 7 different white label parking apps around the world in different languages and markets. Our platform has processed over 50 Million Parking Transactions till date and counting. In India, in terms of active deployments we are present in 11 cities including Delhi NCR, Bangalore, Hyderabad, and Mumbai. In terms of static parking data, GMP is the largest aggregator and distributor of parking information, with comprehensive data of over 9000 parking lots of 50 cities in India. We have also done multiple government and smart city projects.



Mr.Chirag Jain, Founder & CEO OF Get My Parking



# “Eolstocks.com aims to create the best in breed technology platform (paperless and touchless business transactions).” - Mr. Apoorv Bhatt, CEO & Co-Founder, Eolstocks.com

*IT Voice-What is the USP of eolstocks.com as compared to other players in the same domain?*

**Mr. Apoorv Bhatt**-We are India's 1st B2B Online Liquidation platform for “non-moving and slow-moving” inventory. Our USP is that we focus on slow moving stocks and help SMEs control their working capital better. Our android/ iPhone app enables faster liquidation of inventory and is powered by intelligent technology, robust infrastructure, and an intuitive design.

Our 20+ years of experience in process optimization and user experience enables our customers to work in simpler and smarter ways. The easy-to-use application lets them discover buyers or sellers, connect directly and do business on their own terms.

We do not have a direct competitor in India as of yet. UDAAN is the closest to being a competitor, but then it is a pure play B2B online distribution platform and caters to fast moving stocks.

*IT Voice-What is the key mission and vision of the company.*

**Mr. Apoorv Bhatt**-Eolstocks.com was started in 2018 with an aim to help retailers and wholesalers with easy inventory liquidation. Today, we empower 200+ small and medium businesses in India by helping them better manage their working capital. Eolstocks.com aims to create the best in breed technology platform (paperless and touchless business transactions) for seamless trade across the globe.

Our team boasts 20+ years of experience in the mobile phones general trade market and we are led and mentored by the best of the talents. We are committed to help retailers/ wholesalers mitigate risks and have better opportunities. We drive positive, sustainable change for our customers.

Started in a tier-2 city of India, we now operate in 6+ cities across the country with just a team of 15. Our business offers a personal touch like none other and we continue to stay in touch with our customer base, which is growing by 20% every year.

*IT Voice-Businesses are facing a hard time in India right now, how much has it affected your company?*

**Mr. Apoorv Bhatt**-The world is facing unprecedented times and India is no different. Some of the businesses are hit hard and struggling hard to survive. We are 2 years into our business, yet we are really doing well. After a couple of weeks of lockdown, our business started picking up and we in fact started growing, because businesses were compelled to conduct transactions online. Where other businesses are cutting costs, we are on our growth spree. Not sure for how long we will be able to detach ourselves from the overall economic conditions, but as of now it is looking good.

*IT Voice-What are the key trends impacting the industry you cater to?*

**Mr. Apoorv Bhatt**-As of now, eolstocks.com caters to the electronics industry. Cell phones have emerged as the default communication, education and work related device in recent times. Hence, we see our role only growing up bigger in times to come.

Smartphone market will continue to grow and India is emerging as one of the top manufacturing hub and one of the largest mobile phone consumption market. As a result, the domestic and export market both will fuel the growth. Not just smartphone, for bottom of the pyramid, feature phones too will continue to grow though with passage of time, the boundaries of this classification of feature vs smart phone will continue to diffuse.

*IT Voice-Have you worked on any key projects under COVID-19? Please throw light on that.*

**Mr. Apoorv Bhatt**-At the onset of Covid-19, we were as unprepared as any other business or start-up was in India. We heavily rely on the mobile phones sector for the business and we were unsure as to how it will perform in the crisis. During the lockdown period, we talked to many of our customers and took inputs from them as to how they see their business post lockdown and how we can help.

Many of our customers expressed interest in receiving covid-19 essential products with their pending shipments. Some of them just wanted to buy essentials for now. After the lockdown was lifted for businesses, we shipped these essentials to our customers. Our technology enabled us to a great extent, since it's easy to add new product categories on the platform.

However, once the businesses were normalized for us, we discontinued this, since this was a deviation from our business model of inventory liquidation.

*IT Voice-What are your key milestones till now?*

**Mr. Apoorv Bhatt**-We have 70+ Crores GMV till date. Everyday 20-30 L worth of transactions happen on our platform. We have more than 200 + Active Customers and 2K+ products listed on our app.

We have presence in 6 cities across the country- Ahmedabad, Surat, Vadodara, Mumbai, Chandigarh and Bhopal. We have an extensive 3PL network of service providers as well to provide logistics and customer support across the country. We have shipped more than 80k+ units to 70+ cities or towns in India till now.

We recorded a 50% growth in 2019-2020. We are gearing up to scale our solution across multiple categories/ sectors by next month.



Mr. Apoorv Bhatt, CEO & Co-Founder OF Eolstocks.com



The Fortinet logo is displayed in white text on a dark blue background. The letter 'O' is replaced by a red square with a white grid pattern.

## Build a Small Business Cyber Security Plan in 4 Steps



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Take a look at how to “Build a Small Business Cyber Security Plan in 4 Steps” at [www.fortinet.com/solutions/small-business](http://www.fortinet.com/solutions/small-business) and make sure that your customers are getting what they need to protect themselves.

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