Co-Organisers
India Trade Promotion Organisation (ITPO) (A Government of India Enterprise) Department of Commerce
Center Of Excellence - IoT
Organiser
Exhibitions India Group
ISO 9001:2008 - ISO 14001:2004 - OHSAS 18001:2007

Internet of Things India expo 2018

EXPO NEWS

Convergence • Connecting • Convenience

NEW DELHI | 08 MARCH 2018 DAY 2

SHRI K J ALPHONS
Minister of State for Electronics & IT, Culture and Tourism
Government of India

Congratulations to India Trade Promotion Organisation (ITPO), a Government of India Enterprise and Exhibitions India Group for their efforts in organizing the 26th edition of Convergence India 2018 expo and the 2nd edition of Internet of Things 2018 expo from March 7-9, 2018 at Pragati Maidan, New Delhi.

I am pleased to note that the event this year highlights flagship missions of the Government such as 'Digital India', 'Make in India', 'Skill India', 'Startup India' and 'Smart Cities'.

India has tremendous potential to leverage the big opportunity unveiled by the Internet of Things (IoT) industry. Abundant availability of skilled human resource has been one of India's strength in IT/ITES sector. We can use the strength to make a deterministic difference in the growth and development of the IoT sector in the country.

Convergence India has over the years catalysed India's trade exchange and technology transfer. Its popularity and global appeal is evident from the participation of a large number of businesses from abroad.

On this occasion, I convey my best wishes for the success of the trade show.

SHRI NK SINHA (IAS)
Secretary
Ministry of Information & Broadcasting
Government of India

I am happy to know that India Trade Promotion Organisation and Exhibitions India Group is organizing the 26th Convergence India 2018 expo and the 2nd Internet of Things India 2018 expo from 7th to 9th March 2018 at Pragati Maidan, New Delhi. The thematic agenda for the expo aims to bring together varied participants and contributors, and presents an opportunity to learn from them.

Today, the broadcasting industry is looking for comprehensive 360 degree solutions, which are beyond just equipment or software. The industry is looking for partners who can offer the best solutions to address the needs of the emerging world of independent broadcasting. Additionally, media and broadcasting companies need to outline their course of action to lessen the cyber threat, while continuing to advance and grow their business.

I sincerely hope that the expo addresses the emerging issues around cyber security for media operations, offering Internet Protocol (IP) solutions, and spreading awareness on the significance of cyber security and other associated issues of the media.

SHRI AJAY SAWHNEY
(IAS)
Secretary
Ministry of Electronics & Information Technology (MeitY)
Government of India

I am glad to know that the 26th Convergence India 2018 expo and the co-located 2nd Internet of Things 2018 expo are being organized by India Trade Promotion Organisation and Exhibitions India Group during 7-9 March 2018 at Pragati Maidan, New Delhi.

The theme of the exhibition is relevant in the context of advancement in ICT, electronics manufacturing and the vision of the Digital India programme on three key areas - infrastructure, governance and services on demand, and digital empowerment of citizens. I congratulate the organisers for providing a platform for industry leaders and policy makers to interact, exchange information and contribute to the growth of ICT and the electronics manufacturing sector.

Trade shows such as Convergence India and IoT India promote specific ideas and working models in the country. I convey my best wishes for the success of the expos.

I am happy to hear that the 26th Convergence India 2018 expo and the 2nd Internet of Things 2018 expo are being organised by the India Trade Promotion Organisation (ITPO) and Exhibitions India Group from 7-9 March 2018 at Pragati Maidan, New Delhi.

The Department of Science and Technology is focused on establishing Research and Development (R&D)- industry-academia correlation. We have set up 23 SAIF (Sophisticated Analytical Instrument Facilities) across the nation, which will make the needed infrastructure accessible to industries or institutions at a very reasonable cost. We are forming a central portal where one can locate these equipment that have been supported by the government, and is available for use through a transparent channel.

I hope that Convergence India continues to empower our nation, create awareness among the masses, and provide a new identity to India in the international arena.

I extend my best wishes to the organisers and the participants.

PROF. ASHUTOSH SHARMA
Secretary, Department of Science and Technology, Ministry of Science and Technology, **Government of India**

SHRI R S SHARMA
Chairman
Telecom Regulatory Authority of India

I am pleased to learn that the 26th Convergence India 2018 expo and the 2nd Internet of Things 2018 expo are being organized by India Trade Promotion Organisation (ITPO) and Exhibitions India Group from 7-9 March 2018 at Pragati Maidan, New Delhi.

Telecommunications is the backbone of Digital India, which is a $1 trillion business opportunity. Mobility, analytics, cloud, Internet of Things and Machine to Machine (M2M) play a key role in implementing the Government's Digital India vision.

Digitization has untapped potential for telecommunication companies, with the push for Aadhar based services and financial inclusion. As digitization is becoming the way forward for every sector, the major task for telecom companies is to develop an ecosystem where digitization, connectivity and improving business environment continue to dominate. Telcos have great opportunity, with the available infrastructure and human resources, to seize this moment and build business in the process of making Digital India an astounding success.

I hope that forums such as these explore how telecommunication companies need to involve in the digital economy. We need to study the most important challenges the industry faces; from digital transformation strategies to bringing the customer to the centre of telcos' business models; and delivering 5G networks.

My best wishes to all participants and the organizers.

SHRI L C GOYAL
CMD
ITPO

I welcome you to the 26th edition of Convergence India 2018 expo and the 2nd edition of Internet of Things India 2018 expo. It has been a rewarding experience to work with exhibitions India Group to co- host the expos taking place in Pragati Maidan, New Delhi from 7-9 March 2018.

Gathering the best and brightest industry leaders, innovators, entrepreneurs, investors, and technology purveyors from across the globe, it is an important event in the field of telecommunications, broadcast & digital media technology and services.

I am confident, the expos will be immensely useful to further extend Digital India and Make in India campaigns globally and enhance India's share of exports through trade in goods and services.

The expos are expected to provide opportunities to the exhibitors to promote Brand India, apart from exploring possibilities of entering into joint ventures and business collaborations.

Further, the government's move to revamp Pragati Maidan into World class state-of-the-art, multi- purpose, environment friendly and energy efficient International Exhibitions & Convention Centre(IECC) will promote the country as a global event destination. The IECC, located in the core of one of Asia's Most vibrant cities, has the potential to make a significant contribution to the indian economy, driving even more commerce and employment opportunities to the nation.

I extend my warm greetings and best wishes to all tech-savvy associates, exhibitors, speakers, and visitors.

inxee

Internet of Things: The sweepstake technology of the millennial era is sweeping the world

We were not around to witness the great Renaissance that brought about a cultural upheaval across the globe, spanning over 14th to 17th century, but for millennial like us, the gradual and brainstorming foray of IoT into every aspect of our lives is going to be bigger and better for sure.

The Internet of Things (IoT) is expected to connect about 50 billion smart objects to the network by the year 2020. Applications and their enablement plays a critical role in harnessing this connectivity, growth and the data generated from these objects. Through these applications, data collected can trigger breakthroughs in decision making, operational efficiencies, safety and security and affect nearly every aspect of the customer experience. The Internet of Things is opening up a parallel world of 'thinglings' like the sound of this word, don't you? As siblings are related by a lineage of blood, thinglings can be all those things connected through internet. Voila!) that is going to bring about a tremendous transformation into our societies, our workplaces, our cities and our complete lives.

Wearable technology and the IoT are also an invigorating mix of Internet enablement and cutting-edge technologies. They seamlessly blend to create a vast avenue of opportunities that can serve a remarkable range of human needs. It also has the potential to give us all resources that are best suited in ambient computing to make business and government operations practically chaos-free.

So what really are these things we fondly address as "wearables" and what's with the term "IoT".

Wearables are basically electronic computers or sensors you can put on and that connects to your smart phones wirelessly or connects directly over the internet. The wearables as we see today focus majorly on lifestyle activities like staying fit and active or monitoring weight and pulse. The list goes far beyond usually seen heart rate monitors, Internet-enabled fitness bands or clip-ons. The term Internet of Things, or IoT, as is often referred to as, comprises machine-to-machine, human-to- machine and machine-to-human sensors connected over the cloud or Internet, the IoT can be utilized in connected cars, connected homes, connected offices, connected businesses, smart cities, smart industries and the environment to capture valuable data from all these sources. IoT objects can simply function without human-to-human or human-to-computer involvement that expands their scope of workability.

Consider the Internet of Things and wearables as a nest of concentric circles. The circle which is closest to you envelopes your body's area network : a set or system of sensors that are placed inside or over your body. As you start to move away from your body area network, immediate ambience creates a canopy that has numerous smart and connected things in it. All these off-the-cuff technologies are working in tandem to enhance your self-awareness hands-free and help keep you safe and sound.

This circle of IoT can be expanded to your businesses as well, encompassing all essentials in monitoring your goals. In a nutshell, the fundamental force driving emerging technologies as these, depend largely on the enhancement of the quality of life.

Remember that blockbuster animated movie 'Cars' which depicted a car as a humanized version of itself that can 'talk' to other cars, think on its own and even take decisions. This sci-fi situation might soon become a reality and believe me this would lead you to sigh in relief, considering the fact that humans lose more lives to road mishaps than to deadly cancers or AIDS. Things are changing at a cosmic pace and for good.

Consider this situation: You've had a hard day at office and feel drained of all energy. You reach home and take a de-stressing shower. While bathing your thoughts drift to the idea of having big scoops of butterscotch ice-cream kept in your home refrigerator to cool-off your head. So right after you get dressed, you reach out for your freezer and pull out the ice cream bucket. As soon as you close the refrigerator door, a connected wireless speaker urges, loudly, " Your most recent BMI / weight / height are..... You may like to reconsider your selection." The wireless speaker is programmed to report data collected from the bio-monitoring sensor fitted in your bathroom, clubbing it with the nutritional value of groceries present in your fridge as collected from RFID tags around them and then reporting it to you.

Now imagine this : You woke up late and need to rush to be in time to pick up a friend from the airport. You find your wallet and jacket and step out without your car keys in your pocket. Perfect way to waste at least half-an hour first searching for keys and then locking the front door! *Beep Beep Beep*. Your 'smart-door' delays automatic locking of front door for an extra 90 seconds, as you just left without your keys, which is sensed by the RF sensor fixed at the doorway, giving you the chance to duck back inside to get keys if urgent and save those precious seconds .

Amazing, isn't it? And this is not just any far-fetched silly dream, for the simple fact that the concept of IoT provides application writers (or App writers) with the power to connect objects not even vaguely related otherwise and start an entire new sort of functionality altogether. It's almost like providing a carte blanche to the IoT application writers.

Cut to next scenario: It's a happy weekend and you slept for eight hours, straight. You wake up rejuvenated and feel like going for a morning walk. But since you're not some habitual morning-walker, you're unaware of the parks and paths that would be best for you. But you need not worry as this particular mobile app has plenty of information about nearby parks and traffic-free roads that you may like to take. Additionally, it gives you a track of all those registered with the app and taking a morning walk already, with updates about whatever paths they're on. Who knows, you may end up finding someone to keep you company while taking the walk (tongue-in-cheek!).

The most evident alterations as a result of IoT-driven advancements are going to show up in the ways we communicate and control things, resulting in subsequent cost-cuttings. Basically, this would open up vast avenues for research and development unleashing innumerable inventions, acting as if it's sort of some Getafix's magic potion. However, we have to make sure this change is going to be a positive development and we are adequately equipped for the security and reliability issues, considering the vast amount of data that would be accessed for such an IoT-driven world. Optimistically, this won't lead to opening up of a doomed Pandora's Box. IOT

Grammar of IoT – Concerns related to interoperability in India!

DR YUGANK GOYAL
CEO
Riyanix Technologies Pvt. Ltd.

When inanimate objects begin communicating with each other, we call it internet of things. We all know this. embedded software, sensors, collection and exchanging data. The classic Hollywood flick, Matrix, helped us imagine a world where things behave on the commands of thought. If not thought, things have begun responding to our presence, motion and even physiological behaviors. Man and machines are in dialogue for the first time, and this, I contend, is the Gutenberg moment for India.

Globally, this is established. International Data Corporation estimates that by 2020, IoT will connect a mind-boggling 50 billion devices, taking the value to $3 trillion. In India, this is still rather low. The market stands at an annual revenue of mere $130 million. Sectors like finance, retail and healthcare, contributing a tiny $1.3 million of the total, are late adopters of IoT in the country, despite the enormous potential lying therein. Indeed, the government intends to build IoT industry to $15 billion by 2020, encouraging the market to grow at 28% CAGR.

One of the reasons for this is the lack of standardization. Just like communication challenges between people of different regions, IoT ecosystem needs to streamline its sensors and devices using common language or standard of implementation. And that is why, a partner-ecosystem needs to be built. Without firms connecting their ideas in an integrated fashion, significant costs become duplicative.

For instance, even though India has seen an enormous surge in innovation-led capability manifesting in new IoT startups emerging regularly, the IoT landscape in entrepreneurial India leaves too much to be desired. Entrepreneurs end up spending huge resources in building their own gateway and platforms. Their expertise and value lie in their idea of transforming an experience. Their product is built for that experience. But they end up manufacturing a whole range of ancillary products/solutions to ensure that their product does not face any compatibility issue and can be directly installed on any device.

What if the common architecture of IoT becomes manageable in number? This way, as long as the product is compatible to the small list of common architecture frameworks, it can be installed in any household/ industry. This way, the entrepreneur can focus her energies on the specific product itself, and not worry about interoperability, because that would already be present.

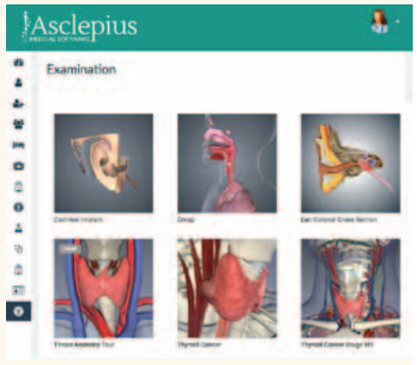
Consider gateway. Every IoT device requires a gateway. And gateway gets enabled through M2M technology using select vendors. Because entrepreneurs don't know which gateway is installed in user's homes, they will end up creating their own gateways, leading to inefficient allocation of resources. Suppose, however, that they know there are three-four gateways that are prevalent in the market, which have their own M2M compatibility already done; that would make their life so much simpler. All they need to do now, is to make a product compatible with those select gateways.

It's like, if you don't know which type of three-pin holes exist in the walls, you will have to make your charger with different type of pins. Because the architecture of pin-holes is limited, all charger-companies can make their products compatible with the existing type of pin-hole.

IoT in India suffers from this problem. In economics, we call it network externality, which means every additional user adds value to other users also. Like phones – value of my phone connection increases if others also have their phones. Research suggests IoT is hugely dependent on network externality. Common architecture's interoperability is the need of the hour. Indeed, nothing can trigger a high rate of IoT adoption in India more than the ease with which interoperability can be introduced. IOT

Asclepius: A modern medical institution management system

MARIOS GEORGIOU
CEO AND CO-FOUNDER
Asclepius Medical Cyprus



In this day and age, the technology of Internet of Things is the one that dominates our lives. Everything is digital, paper trails are left behind, artificial intelligence is taking over and our lives are made easier. With all these innovations from technology, health shouldn't be the one to be left behind. It should have been the first thing to be upgraded to adhere to the modern standards.

After visiting my mother to the hospital, I was amazed at the state of her patient file. A 20-year medical history, in a paper file, over stuffed with blood panels, examination results and notes from doctors. I hovered in the hospital for the next few days while my mother was recovering and I saw messengers with vials of blood going from doctor to lab and returning with results, old people standing in line to get an ID, then in another line to register, then a third line to book an appointment. I dug little deeper and unearthed things like lost blood panels, incorrect results attributed to the wrong people, and patient files stored in the basement in piles of unmanageable mess.

Thus, Asclepius was born. A modern Medical Institution Management system which integrates with all the machines in the hospital, holds medical history with the touch of a button, and makes registration and booking an appointment a breeze. With all of the records, visits and results stored in a secure cloud server, the doctor can use the software with its 3D models and self learning algorithms of Artificial Intelligence to deliver an accurate diagnosis, explaining in the mean time how the suggested treatment will work. With mechanisms preventing the doctor to prescribe a drug the patient is allergic to, to notifying the patients for their next appointment, Asclepius is a complete system that connects all of its users to each other for a complete patient history and a world without paper trails.

Dean Kamen once said: "Every once in a while, a new technology, an old problem, and a big idea turn into an innovation". I couldn't agree more! IOT

Industry 4.0 for brownfield factories

NINAD DESHPANDE
Head of Marketing, India
B&R Industrial Automation

Industry 4.0 and the concept of smart factory is a sizzling topic among organisations across industries. In India, too, many manufacturers are willingly following the road to Industry 4.0, and the route is leading them to greater profitability. Even though industries are cost sensitive, manufacturers are making fundamental changes to their manufacturing units in order to satisfy increasing demand for high-tech features. Globally, manufacturers' adopting Industry 4.0 approaches have witnessed improvement in production, productivity, efficiency, inventory management and waste reduction.

Challenges in manufacturing

The traditional production environments and machines are facing major challenges in the evolution towards Industry 4.0. The existing manufacturing units already have legacy systems and MES/ERP in place. One of the challenges for these brownfield factories is collation of data and moving it to IT layers. It is mostly handled manually by writing data from every machine and then feeding it in the system. Thus, factory operators do not have access to real time data, which restricts and delays decision-making.

Today, digitization is changing prevalent concepts, production techniques and enabling factories to achieve operational excellence. The challenges faced in the ease of adoption of Industry 4.0 are not only application of new technologies through improvement in mechanics and robotics, but also optimizing logistics, service and many more aspects. Connected processes form the core of this industrial revolution, providing seamless data exchange between machines and from machines to MES / ERP systems. Thus, unifying business and manufacturing operations.

Addressing needs of smart factory

Smart factory describes an environment where machinery and equipment are able to improve processes through automation and self-optimization. Vital to the smart factory is the technology, which makes data collection possible. Smart factory includes intelligent sensors and actuators, motion technology, robots and a robust machine-to-machine network for exchanging data. B&R industrial automation addresses how organizations can best meet the challenges of the future by reducing the amount of resources required to gather and communicate critical information across an organization and dynamically translate this data into actionable intelligence.

Industrial IoT for brownfield

Within most industrial sectors, manual recording of data from machines on the shop floor and entering it in a system for analytics is a common practice. This method is time-consuming, prone to human errors, not real-time and in a way expensive. In addition, this might always entail loss of information. It is possible to eliminate these errors with installation of automated systems for data acquisition on the shop floor. With automated systems for acquiring data from the shop floor, it is possible to eliminate these errors and acquire the data in real time. However, in many cases, it is not easy to obtain information from an existing machine for analytics and to use it for optimizations. Orange Box from B&R was developed with this is mind and to provide greenfield installation benefits to brownfield installation in a cost effective method.

Future and Beyond

Today, Indian manufacturers have initiated projects or at least thinking of moving towards Industry 4.0 readiness. Digitization is enriching every aspect of manufacturing and it is enhancing efficiency, accuracy, productivity and quality. Data driven decision-making is finding its way into manufacturing process. These new technologies are actual game changers and lead to higher profitability. IOT

End to end platform solutions from Eurotech Everyware IoT

ENRICO CALLERI
Sales Manager (IoT Products & Solutions) **SEMEA, Eurotech.**

Eurotech Everyware IoT is an end-to-end platform for the Internet of Things that offers an integrated hardware, software and cloud infrastructure for data management and analysis. It is based on open standards to allow flexibility and avoid vendor lock-in.

It is a modular IoT solution that offers maximum flexibility and a faster time to market. It provides integration both at the field- and data centre-level to reduce innovation costs.

With Eurotech IoT platform, customers can easily manage data both from an IIT and an OT perspective. Integrating Information Technology and Operations Technology lead to increased operational efficiency, deployment flexibility and infrastructure security.

Everyware IoT is based on open industry standards and on open and flexible hardware to allow inter operability with a large ecosystem of partners and avoid issues related to proprietary solutions.

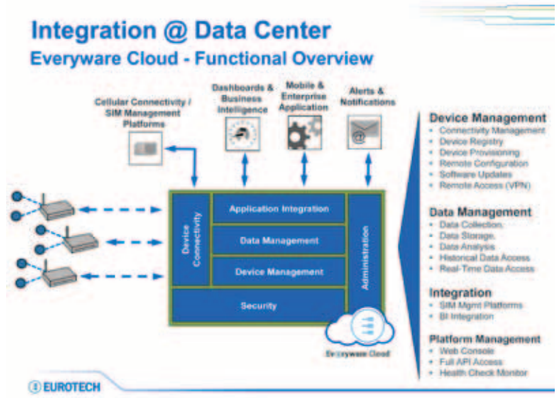
Eurotech IoT platform includes purpose built hardware for data collection and management and offers advanced device management functionalities thanks to its innovative software stacks.

New automotive products

With the introduction of DynaGATE 10-12 and DynaGATE 10-06, Eurotech expands its range of multi-service IoT Gateways, designed for automotive IoT applications. Both systems are carrier pre-certified, with an integrated LTE Cat 1 cellular, GPS, Wi-Fi, BLE, E-Mark and SAE/J1455 certifications and a -40 to +85ºC operating temperature.

Innovation in HPEC systems

With the announcement of CPU-162-23 and the launch of CPU-161-18, Eurotech strengthened its efforts in leading innovation in High Performance Embedded Computers. Those two COM Express boards come with Intel Xeon D-15xx family processors, bringing data centre computational capabilities to the field. Those modules become building blocks for rugged devices designed for embedded IoT applications, like the BoltCOR 30-17an IoT server able to collect and store a large amount of data to be analyzed directly in the field or transferred to the cloud for further analysis. All those products are designed to deliver reliable performances in the harshest environment, with soldered-down components and protected connectors. IOT



Safety first! Bringing digitisation to commuting safely on daily basis.

Eyedentify Systems Private Limited is an automotive IOT solutions company focussed on enhancing passenger and driver security in vehicles.

We develop high-quality products that help in ensuring in-vehicle security for drivers and commuters via intelligent features designed to deter offenders and alert authorities in real-time in case of an incident.

The idea was born when the founders were discussing their concerns when their family and friends are travelling in a taxi.

- How do we make people feel safe when riding in a cab or an unknown vehicle?
- How do we prevent unpleasant incidents from occurring?
- In the event of such incidents occurring, what is the solution?

These questions have occupied our minds for a long time. We mulled over various alternatives and believe we have arrived at the right answer.

Our current product, i-VOSS Live, proactively addresses these security concerns of both passengers and drivers in taxis and personal cars. The hardware that can detect tamper attempts, is integrated with the vehicle, and monitors the behaviour of the vehicle's occupants through various sensors, records the feed and sends alerts to seek external interference in case of emergencies.

The system comes with multiple panic buttons to enable any occupant to reach the button at a hand's stretch. To stop any unregistered driver to take to the wheels, the system asks for biometric validation before allowing the engine to start. The system also sends out an alert to a monitoring centre in case of an accident.

The product is customisable and can be used for fleet management services as well. Eyedentify offers solutions for cars, trucks, public & school buses. A range of sensors can be integrated with the device such as fuel sensor to detect fuel theft or a temperature sensor for cold supply chain logistics.

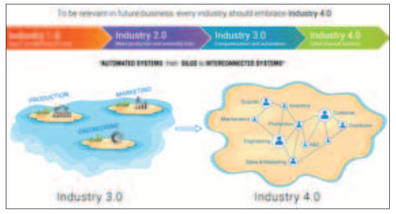
Eyedentify is working to create a single end-to-end solution that address all concerns of a fleet owner, passenger and the driver.

While occupant security is Eyedentify's primary focus, we aim to make transportation smarter & more efficient and this world a better place to live, work & commute. IOT

Insights and analytics enable to harness the real value of data

BHAVANI SHANKAR SURABHI
Head – IoT Services
Efftronics Systems Pvt. Ltd.

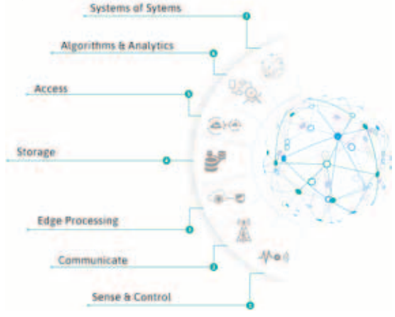
Industry 4.0 is a strategic approach initiated by Germany to fully leverage the potential of digital technologies like Internet of Things (IoT), big data and data analytics to improve their competitiveness and keep their market leadership in various industries and sectors.



With technological disruptions happening across the world at a rapid pace, the industry faces challenges to adapt themselves to the changes. Digital, now has to be integrated into every aspect of the company. But, leaders are unable to set a proper digital strategy and value outcomes to maximize the potential benefits of Industry 4.0.

Industry4.0 focuses on end-to-end digitalization and automation. IoT is going to play a major role in it. IoT has caused significant amount of excitement and panic across many industries. IoT is a network that has bridged the gap between digital and mechanical devices and us, the living beings. IOT is working towards a world where physical objects contain embedded technology that can sense, communicate, act by interacting with their internal state or external environment.

Eventually, IoT has become the foundation for the digital world and will evolve into system of systems with all physical things getting connected, sharing information with each other and new kind of services coming into being. The number of devices connected to the Internet has crossed the human population on earth. Estimates point out that by 2020, there will be a ballistic increase in the number of devices, and it will rise to 25 billion. These devices are concentrated more among the youth of the population, 4 billion people will be connected to the Internet by 2020 and for this number we need approximately 25 million applications generating 50 trillion GBytes of data. This is where the opportunity lies for companies.



There is a common misconception in the industry about IoT. Many believe IoT is all about sensors and data capturing. This is not entirely true. IoT is much more than that. Infact, sensors and physical devices are core to IoT but data in its raw form doesn't have value. Value comes when insights are drawn out of data, knowledgeable decisions are taken based on those insights and value actions are performed.

For India, this is going to be a boon because IoT will enable companies to make data driven decision making rather than by intuition. Digitalization with IoT backend solutions is going to make organizations achieve data driven decisions which improves value by multi-fold. Here, value is not static, rather dynamic in nature. As new insights are uncovered from data, value increases dynamically. Every organization needs to look at its consumption chain and needs to digitize the complete value chain.

Any industry which would like to have digital transformation, there is a fruitful approach through which they can start their digital journey and become a smart facility.

Step 1: Capture what is happening by understanding as-is process through design thinking. Capture information in terms of man, machine, method & material (4M)

Step 2: Identify value areas based on information captured rather than reactive needs

Step 3: Build Proof of Concepts (POCs) to verify the value outcomes

Step 4: Complete digitalization of consumption chain in view of 4M with IoT backend solutions

Step 5: Scale the solutions enterprise wise

Step 6: Reengineer the process in terms of digital

Step 7: Perform the business model redesign

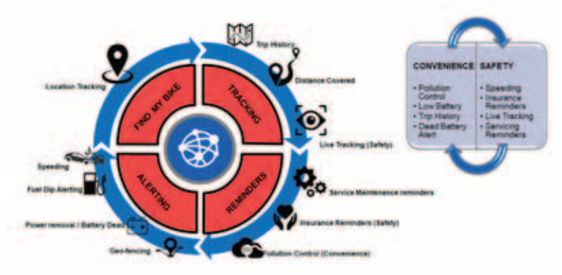
For companies to embrace Industry 4.0 and to stay relevant in present and future, they should bring on-board organizations that can provide the required IoT services i.e., consultancy services, design services, implementation services and managed services. No single solution is enough for the digital transformation. Companies should be cautious while selecting the right vendor who can co-develop with them and who understands the real value in digitalization. IOT

Enhanced safety, security and customer experience with connected bikes from Aeris

Driven by the consumer's digital lifestyle and enabled by the interconnectedness of everything, the Indian automotive sector is getting disrupted rapidly. There is a huge market for connected automobiles in our country. The Indian auto industry is one of the largest and most competitive in the world. Total automobile production in India for FY2017 was 25.31 million units, with two wheelers forming 79% and passenger vehicles forming 15% of the total production. Indian two wheeler manufacturers sold 19.91 million units in FY17 (domestic + exports). The domestic market contributed 88% of sales with exports standing at 12%.

However, it is not the just the volumes which makes this market attractive, but the huge need for the safety and security of the vehicles, especially two wheelers; which is driving the demand for connected telematics solutions. Two wheelers account for 25% of total road crash deaths. With total number of accidents in 2017 putting a number of over 140,000, the major cause of deaths are accidents due to high speed and unsafe driving. Another major concern is 'theft' for bike owners. With one vehicle stolen every 13 minutes in Delhi and 10 vehicles stolen every day in Gurugram, theft is the worst nightmare for a bike owner. New Delhi, Maharashtra, and Uttar Pradesh lead in the number of vehicles stolen and the recovery rate is only 25%-30%. Another factor driving the demand is the fact that the in-vehicle telematics has now matured from being a luxurious option in the past to a bare minimum customer expectation today. We are also seeing a lot of traction by the government, with initiatives taken towards digitization of vehicular information to improve driver and passenger safety. All these developments are driving the telematics market upwards in India which is predicted to scale to $113.7 million by 2018 (6Wresearch).

Aeris offers automotive services-as well as a delivery platform-that allows embedded telematics to integrate and connect with a vehicle. We have a



proven track record in providing connected-vehicle services for FIAT, Honda's AcuraLink and Hyundai's BlueLink among other clients, which has helped us gain recognition as the "IoT Vehicle Telematics Company of the Year" 2017 (Compass Intelligence).

Aeris is now focusing on meeting the two wheeler consumer expectations with the Connected Bike Solution on the SaaS model for OEMs, insurance providers, leasing companies, two wheeler fleet and individual owners.

The solution goes beyond being a point solution, enabling telematics around geo-fencing, turn-by-turn navigation, mileage reporting, accident recording, fuel economy, usage based insurance, vehicle diagnosis for predictive maintenance, etc. on the secure Aeris IoT platform.

We see both Indian consumers as well as the automotive giants leveraging the advanced technology and adopting automotive telematics solutions at a faster pace for reaping social benefits towards road safety and also improvements in economic efficiency. IOT

I&C Technology: Creators of smart tech for smart phones

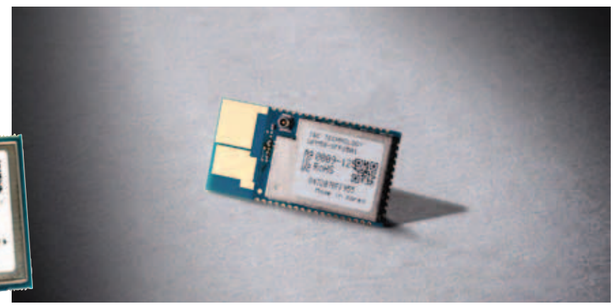
I&C Technology, founded in 1996, was the first to commercialize T-DMB SoC in Korea. It was designed into applications such as smart-phones, feature phones, and other mobile devices for SAMSUNG and LG. I&C Technology was listed in KOSDAQ in 2009. In 2012, I&C has completed the development of Wi-Fi SoC and module solutions for IoT devices. In 2013, I&C developed PLC(Power Line Communication) SoC and AMI system, such as Data Concentrator Unit (DCU) and PLC modem, and currently is the largest supplier for KEPCO's AMI(Advanced Metering Infrastructure) system business.

"1) Wi-Fi Solutions for IoT

WF5000/WF6000 Chipset, WF50/60 Series Modules

WF50/60XX is optimized Wi-Fi Chipset for IoT applications based on RTOS. WF50/60 Series modules also contain a flash memory and antennas with a WF50/60XX chipset. Device developers who design PCB schematics can access Wi-Fi function easily. It is supported with technical documents and on-line support.

1 Supports IoT Protocols of KT/SKT/LG U+/Google/Alibaba/ Amazon/Etc.
2 Supports ITS (Issue Tracking System) for customer development
3 Supports Various IoT application (De-humidifiers, Boilers, Air Purifiers, HEMS, Mobile Printers)
4 Granted Wireless Certificate (CE, FCC, TELEC, and KC)



2) AMI Solutions

- *Wired AMI Solutions based on PLC technology.*
- *Wireless AMI Solutions based on Wi-Sun & LTE technology."*

P5000 Chipset, PLC Modem, DCU

P5000 is high Speed PLC Chipset in compliance with ISO/IEC12139-1. It can communicate through the existing power line, and enables data communication without installing any new communication line. Currently, this technology is being applied for AMI build-up, and other applications such as building/factory power control and tunnel/streetlight control.

AMI Solution consists of DCU, PLC Modem and LTE / Wi-Sun modems. For basic power line communication, the data is communicated between PLC modem and DCU, but in areas where power line communication is not possible, LTE/Wi-Sun Modems will be an alternative solutions for PLC modems.

1 Approved Solution by KEPCO (Korea Electric Power Company)
2 World's 1st Hybrid DCU (HS-PLC + Wi-SUN)
3) Diverse connectivity solutions

Innovation through partnerships across the ecosystem

Connected, "smart" products and processes are thriving in our dynamic world, and this has percolated to all sectors from cars to machines and from medical devices to shirts.As a result, the speed of innovation in all industries today has accelerated quickly, along with the growing complexity of systems and processes, growing product families, and connected system of systems. Leaders of companies know that to improve their lives and those of their customers, they require a collaborative approach to innovation and product development.

Through strategic partnerships, they establish Centres of Excellence to promote self-sufficiency within the business. The concept behind a Centre of Excellence is to build out key processes and expertise across the enterprise to help the organization adopt that process and become efficient at it. A product innovation platform also enables closer collaboration between engineering and manufacturing.

Recently, PTC had announced the opening of a Centre of Excellence (CoE) located at Capgemini's office in Mumbai. The facility is designed as a working CoE where Capgemini will build and showcase cutting edge industrial solutions to help customers around the world improve the way they design, manufacture, sell, operate, and service smart connected products. These solutions will be built on PTC's leading ThingWorx industrial innovation platform.

Capgemini chose to set-up the CoE with PTC to maximize the breadth of the ThingWorx platform and tools, including its complementary portfolio of products that covers Product Lifecycle Management (PLM), Augmented Reality (AR)/ Virtual Reality (VR) and Computer Aided Design (CAD). As a systems integrator partner with PTC, Capgemini is already leading multiple digital transformation programs and solutions globally on PTC technologies.

Driven by the commitment to build solutions for their customers' needs through connected devices, companies are investing significant resources to transform their businesses. The Centre of Excellence also serves as a centre that consolidates global best practices and will showcase the innovation developed there. Innovation born out of these collaborations enable customers to move rapidly from proof-of-concepts to industrialized deployments to benefit from the potential of smart connected products. Considering their critical nature, it is important for companies to have clear direction and the right technologies for success.

Continuous improvement is imperative to provide a competitive edge. Management expert Peter Drucker said that "if an established organization, which in this age necessitating innovation, is not able to innovate, it faces decline and extinction." Today, we need innovators more than any time before. Every organization is feeling the impact of globalization, migration, technological and knowledge revolution.
Collaborating with experts in the field encourages an ecosystem of innovation that will contribute to the growth of every partner. IOT

Amity University felicitates Srinath Nudurupati, Founder-Director of Inxee, at ICEL 2018

Amity University, Uttar Pradesh - one of India's leading university for the engineering and management communities, organized a grand international conference on entrepreneurship and leadership that saw a lot of Indian and global industrial biggies. Prof. (Dr.) Balvinder Shukla, Vice Chancellor, Amity, Uttar Pradesh was the chair of ICEL 2018. The event kick-started with a welcome address by Amity for all the honorary guests, followed by presenting of memorabilia. The conference saw leading entrepreneurs from across the globe, interacting with young students and motivating them with their wise words.

As the event progressed, Amity announced that they would like to confer upon the prestigious "Amity Entrepreneurial Excellence Award" to Mr. Srinath Nudurupati, Founder-Director of Inxee Systems Pvt Ltd. It was a really proud moment for Mr. Nudurupati's family and his Inxee team to see their mentor receive such a glorious award. In his acceptance speech, Mr. Nudurupati acknowledged how humbled he felt to receive the honour. He spoke at length about how important it was to support indigenous design and development in the electronics industry in India.

"The age of IoT has the potential to bring about transformational shift to our lives, just like the mobile era did a few years back. We need to step up to the occasion and be a part of the innovation driven technology world in a bigger way", said Mr. Nudurupati. His speech was followed up with a huge round of applause from among the student audience who felt inspired by his professional journey.

The event also saw the guests interacting with student participants of the entrepreneurial section devoted to budding achievers, who came up with so many path breaking concepts to start new businesses that not only have the potential to survive but also sustain in the long run while solving many problems. He urged all the budding innovators and entrepreneurs not to give up on their dreams easily. "The road to success isn't supposed to be easy but believing in yourself and steady perseverance would see you through."

The event closed with the vote of thanks, a networking luncheon and a vision of a brighter future for Indian technological communities. IOT

Growth potential in IoT and warehouse automation domains in the Indian market

K. GANESH KINI
Co-Founder & Director
Crevavi Technologies Pvt. Ltd.

There are two big growth engines that are expected to rev up the Indian business potential in immediate future.

1. The arrival of Industrie 4.0
2. GST impact on warehouse automation

While the first one is technological phenomena that started a few years ago and taking a big leap in recent times, the second one is a huge tax reform action initiated by GoI. Both have the ability to bring in disruptive change to the Indian business economics.

The adoption of Industrie 4.0 – the recent times have seen the world getting connected in every possible way, be it through driverless automobiles, smart cities, health monitoring or a fantasy becoming reality like drone- taxis and many more. GPS for direction finding is almost an integral part of driving now.

In India, we see a huge change in industries trying to gear up to the challenge. While we are far behind in many technological inventions, the advances are being made to connect industrial processes, smart cities and devices to Internet. This connectivity to Internet for every possible device or processes is going to be a big business potential in coming years.

- Internet of Things (IoT) related products are one of the early devices making inroads into the industrial as well as domestic products market. Connecting industrial devices through IoT to control or monitor the processes is fast happening phenomena in India.
- Industries will be the top adopter of IoT solutions. IoT is expected to improve their bottom line by a) lowering operating costs; b) increasing productivity; and c) catering to new markets or developing new product offerings.
- The ability to connect engineering equipment and machineries through IoT to get maintenance alerts and preventive maintenance decisions will hugely reduce the requirements of periodical visits, thus reducing the support cost and increasing the efficiency significantly.
- Healthcare domain will also see a increasing adoption of IoT enabled support system. These systems can save lives by tracking the health parameters and giving alerts in time. The data can also be very useful for medical experts to diagnose and treat patients correctly.
- Home automation is another area where IoT will make big inroads, in terms of controlling electrical / electronic products and switches through Internet, security systems, authenticate entry and exit, etc.

In a recent article in The Economic Times, it is estimated that the IoT business in India will exceed $15 billion by 2020!

In a gist, the hardware, software and application development related to IoT is a big area of opportunity in the Indian market. Organizations which can provide secure, reliable products will see a big business growth.

GST is expected to bring disruptive change in in the way India does business. One such area is warehouse automation.

GST eliminates the necessity of having multiple warehouses and a strategically placed warehouse enables efficient consumer services and also facilitates effective supply chain management. With the arrival of GST, the supply chain tends to be more lean and flexible, while the major impact will be seen in the warehouse industry. GST will help companies reduce logistics and warehouse cost substantially and drive value creation in supply chain.

Many warehouses will seek to automate as the flow of material is expected to increase in huge proportions due to consolidation of warehouses. Usage of automated equipment and softwares to improve warehouse efficiency will increase substantially. The momentum and incentive to acquire new technologies definitely exists. Automated equipment will drastically reduce the physical load borne by human workers and thus increase overall workforce efficiency as well.

Retail warehouse space is expected to more than double between 2016 to 2020

Consolidation of warehouses will lead to the establishment of massive warehouses.

These factors will underline the pressing need for automation in warehouses.

Automation in warehouse is possible in following ways

- ERP implementation – For complete management of Warehouse Inventory, Traceability, MIS etc.
- Integrated Logistics solution – For efficient usage of logistics services from available bunch of suppliers
- Automated Material Handling and storage – For efficient loading and unloading, safety and reduction of physical workload to humans

Crevavi has products in IoT with ability to deliver end to end solutions comprising of customized hardware and software for every business use case.

Crevavi will invest in warehouse automation equipment and together with IoT solutions we are looking for the exciting journey ahead. IOT

SRINI SRINIVASAN
CEO
Lumium Design

Design wins over specifications with Lumium

Design is a key success factor for any product or business. Unlike in the past, where the companies invented a technology based product and offered it to consumers and the consumers did not have much of a choice. But in the last decade or so, the trend is reversed. Companies are spending millions of dollars to learn what the consumers would like and then build a product to satisfy those needs. In this mode, "design" plays a very crucial role in getting the consumer to "like" a given product among several available.

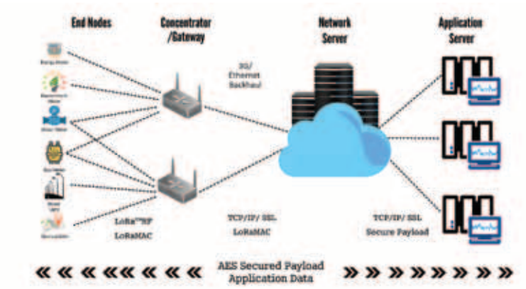
In consumer electronics, wearables, IoT, design wins over specifications, even though the functioning of a product is still needed. In today's global reach, companies are constantly searching methods to "reinvent", "reverse engineer" or "value engineer" products that are/were successful in a given geography to tailor to another geography or region. Design is the catalyst for such market opportunities.

Lumium is a global product engineering and Innovation consultancy firm providing end-to-end research, strategy, product design, engineering, animation, branding and user experience services. It further extends the value to its clients through manufacturing for small to medium production volumes. With over 250 products across 27 categories, its work spans a broad spectrum of industries: medical and healthcare, consumer electronics, housewares, industrial goods, iot, retail, fmcg, security & surveillance, telecommunications, transportation and wearables. Lumium is operating from the Silicon Valley (USA), Ahmedabad & Mumbai (India), and Tokyo (Japan) to service clients across the globe. IOT

Reassuring safety with advanced technological solutions

IoTrek is developing technological solutions to make infrastructure and outdoor work-sites safe and smart. IoTrek achieves this by using intelligent sensors, low power wireless network and machine learning software.

Founded by IIT-Roorkee alumni Piyush Vishwakarma (CEO), Kamran Alam (CTO) and PrerakUjgare (COO), IoTrek is building "connected workforce" solution for the construction industry. IoTrek is working closely with some large construction companies in USA and India to improve the safety as well as productivity aspects of work-sites. IoTrek has come up with ultra-low power tracking device embedded with motion sensors to connect employee and assets in real time over the long-range wireless network infrastructure. IoTrek aims to save millions of dollars per year in operations of infrastructure companies by implementing various use cases on single wireless network infrastructure" IOT



EBN Tech: Intelligent solutions to make your business a success

DANILAR WU
AVP
EBN Technology Corp. Taiwan

Automation is currently experiencing an unprecedented global paradigm shift. The trend is that of classic system structures developing into globally interlinked production systems.

Individualized demands coming from modern consumers will decide the market and form the possible business model. Technology and cloud management are not constraining, intelligent solution is the key to success.

As a manufacturer of modern industrial IoT all-in-one solutions, we are developing embedded box PC and panel PC as a gateway with pre-installed API/SCADA and Modbus protocol inside that allows our customers to react flexibly to dynamically changing circumstances. Using a user-friendly configuration visualization and diagnostics of the complete system and object-oriented programming, drag and draw will help the system engineer and the software developer complete the task with smart mythology.

We offer multi-industrial applications, with intelligent solutions to make your business a success. We look forward to sharing our IIoT intelligent solution with partners such as solution providers and system integrators in automation field in the Indian market for new business in factory automation, intelligent transportation, energy management, building automation and physical security.

If you are interested in EBN's Industrial IoT all-in-one solutions please contact danilar.wu@ebn.com.tw IOT

Quectel Wireless Solutions - Dedicated supplier of M2M wireless modules

Quectel Wireless Solutions is the leading global supplier of industrial-grade cellular and GNSS modules, which can be widely applied in IoT markets, such as automobile, smart metering, remote control, asset tracking, wireless POS, security and healthcare.

Quectel's comprehensive product portfolio includes LTE, LTE-A, LPWA, UMTS/HSPA(+), GSM/GPRS and GNSS modules.

The company boasts a technical management team and a strong R&D team, all of whom have rich experiences in communication sector, so we understand very well where the technology will lead us and what the customers really want.

Quectel is always looking to be at the forefront of technology. Its latest product list includes the Smart module SC20, NB-IoT module BC95 as well as BG96 module which support both NB-IoT and eMTC technologies, all of which are at the frontier of IoT fields. It is also well-known as the world's first supplier of NB-IoT module compliant with 3GPP R13 standard.

To completely satisfy customers' needs, Quectel not only optimizes features of the modules that can work under complex and harsh environment, but also offers all-around technical support to clients during their R&D and testing phase. Timely help is always available from Quectel's software and hardware team via phone, email or face-to-face meetings when necessary, which help customers shorten the time to market.

At present, Quectel has around 585employees, most of who are responsible for R&D, testing and technical support. This reflects our consistent business philosophy of "customer orientation".

Moreover, global presence is key to better serving our customers. Up to now, Quectel has two R&D centers, 36 local offices, 30+ senior sales managers and 70+ distributors strategically spreading worldwide. We hope that no matter where the clients are, they could receive timely support and service from Quectel. IOT

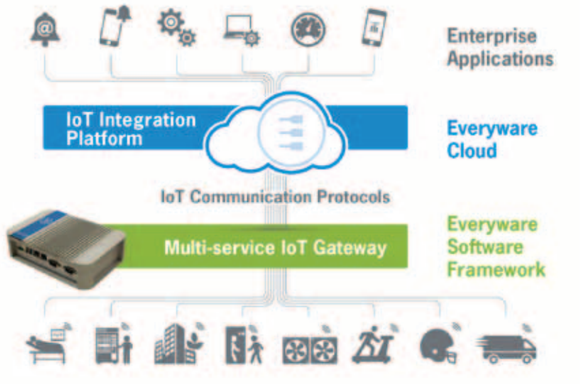
Eurotech and Vintech partner to provide industrial IoT and smart city solutions in India

Eurotech S.p.A. Italy, a leading provider of embedded systems, machine-to-machine (M2M) platforms and Internet of Things (IoT) solutions, has signed up a partnership agreement with Vintech Electronic Systems, trusted provider of IT infrastructure and services, to design and deliver end-to-end solutions for IIoT and smart cities.

Eurotech selected Vintech as first partner to increase its presence in the Indian market for the long experience acquired in the IT industry, for its successful customer centric approach and large base of manufacturing, IT/ITES and government customers.

Chintamani Lele, director at Vintech, said, "Team Vintech had first interaction with Team Eurotech a year ago, and immediately realised, that looking at the future trends and prospects of IoT, they must have a technology partner like Eurotech for the Indian markets. With Eurotech's technology products like Multi-service IoT Gateways, Passenger Counters, Environmental Sensors and the Everyware Cloud IoT integration platform, Vintech aims to address the fast growing market of Industrial IoT and Smart City Projects in India. It aims to take the Eurotech technology across the length and breadth of its customer base and also to the emerging markets."

"Vintech, thanks to its role as leading IT systems integrator, is the ideal partner to establish Eurotech presence in the Indian market," said Giuseppe Surace, Eurotech's CP&MO. "This partnership is a further confirmation of Eurotech leadership in the IoT industry on a global scale and its willingness to continue to provide innovative end-to end horizontal solutions for different verticals."



Vintech has developed IIoT solutions based on Eurotech Gateways and IoT Platform, such as monitoring of traction batteries, energy meters, data centre environment, people counter and production line monitoring system. Some of these are on display at Vintech stall no. 7C31 at Hall 7C.

Marching into the era of 3D outdoor advertising

Kryp Media, a futuristic driven media agency, recently unveiled its holographic products – Holovsn and DigiPlay, which use three dimensional 4k videos to accentuate the final effect.

The agency aims to create brand experiences that are distinctive, captivating and that resonate enduringly with consumers with the help of their immaculately designed customized videos that play seamlessly on Holovsn and Digiplay technology.

Holovsn is an innovative technology that accentuates the brand by using its ingenious holographic hi-tech videos which create a floating illusion of 3D visuals in mid-air. Keeping in mind the product/ service, skilled designers and animators create high resolution 3D models, which are then adapted on Holovsn and installed at the client's desired location.

DigiPlay, according to Kryp Media, is the next big thing in displaying adverts on facades, transforming the display space into an animated, high definition, super catchy product showcase. An end to end customized animated creative is generated with hours of brainstorming with the creative team after which a polarized film creates the magic of digitalizing the store facade.

In conversation with Adgully, **Karan Bhardwaj, CEO & MD, Kryp Media**, sheds more light on the new technologies, how brands can leverage them, the vision of the agency, future projects and more. Excerpts:

What is the idea behind launching Holovsn and DigiPlay

Advertising is evolving from using print media to augmented and virtual reality. Holovsn and DigiPlay are the two innovative products that are taking the entire game to a whole new level. Holographic display is a definitive way of inspiring awe in the retail customer.

How can brands and marketers leverage this technology?

Both our products are assured head turners. With an impact ratio of more than 80 per cent on brand hammering, it is indicative of turning a prospective customer into an actual one. Kryp Media focuses on BTL advertising, especially in malls, airports and store facades. All retail brands ranging from garments to FMCG and electronics to consumer durables can benefit from it. It is also a great platform for restaurants to showcase their products and deals and attract customers. Recently, we executed a campaign for Chiragh Din Shirts and Four Fountains Spa, and the testimonials speak for themselves.

Do you think that Indian brands are ready to adopt such innovative and holographic offerings?

Why wouldn't any client be interested in a novel and a unique concept which not only invites undivided attention to their brand, but also saves half the cost in doing so?

Both Holovsn and DigiPlay bring a revolutionary change in the advertising world. Right from the time the first Star Trek movie released to the latest era of science fiction stuff, holograms have amazed us. Kryp Media is just taking small steps in bringing those illusions to reality.

What are the challenges that you have faced in bringing this new technology?

The biggest challenge is time. Since the installation and execution of each of these products is a very immaculate process, it takes about 5-7 days to execute a campaign based on its volume. We have our reach in all the metros through our associate partners and are slowly expanding further.

With a combined experience of more than 40 years amongst the core team and with our own investments, we have managed to create a robust mechanism of budget control and inventory stocking vis-a-vis demand forecasting and operational costs. However, we are open to any lucrative offers that come our way for equity dilution.

Could you tell us about your upcoming projects?

I would not like to name any clients at this stage, but we are in advanced stage of talks with a few mobile phone companies, a pharmacy giant and a couple of people from the food industry.

India and its abundant opportunities with IoT ecosystem.

ROHIN PARKAR
Co-Founder and CEO
Mrinq Technologies

The IOT ecosystem in India is in its nascent stages. Especially there is a dearth of original product development companies making products for the Indian IOT ecosystem. There are a few companies which have picked up this challenge and are making products trying to fill up the void. Mrinq Technologies is one of India's few indigenous hardware platform manufacturers developing products for the Indian IOT wireless ecosystem. With years of experience in the wireless IOT hardware industry and with a strong research team, Mrinq is well positioned to disrupt the IOT Hardware space in India and around the world.

IOT is taking off all across the world and India is not too far behind. There are 5 major sectors where IOT will have a big impact. Smart cities, Industrial IOT, Medical IOT, Smart Homes and connected cars will cover more than 90% of the IOT market. IOT is expected to be a $450 billion industry worldwide by 2020 and the Indian IOT market is expected to grow from $1.3billion in 2017 to $15billion in 2020. This growth in the market will mainly be spurred due to the demand by portable device users for real-time data from various things around them and their desire to control things remotely.

What seemed to be science fiction a few years back is almost a reality now. Your curtains open at 6:30AM as the alarm goes off and soft music plays to give you a great start in the morning. As you walk through from the bedroom into your bathroom the bathroom lights automatically come on. The possibilities are endless. All this is realizable with the current technologies available without spending a fortune. Wireless connectivity in various household devices will soon become a default feature in future. Upper middle class and eventually middle class of India will feel the need for home automation products in coming future.

Industrial IOT is where most of the growth will be seen. Most industrial automation systems have historically been wired systems. But now with the latest technologies like BLE 5.0 which support long range as high as 200m there is a new breed of industrial sensors available. These sensors allow an easy deployment at very affordable cost. This will make industrial IOT sensors affordable to small scale industries allowing them to improve their processes and operational efficiencies.

The Indian government has already announced a list of 100 cities which have been selected to be developed as smart cities. The smart city mission requires deployment of smart internet connected devices to control street lighting, traffic & transportation systems, waste management etc. This presents a huge opportunity and a challenge to all IOT companies.

BLINQ-IOT is the Latest line of IOT products developed by Mrinq Technologies LLP. BLINQ-IOT products are based on the robust BLE mesh technology which provide a virtually unlimited range and greatly improved battery life allowing battery powered sensors which can last for up to 10 years on a single CR2032 battery. IOT

Driving digitization in India's factories

ASHIM SHARMA
Partner & Group Head Business Performance Improvement Consulting (Auto , Engineering & Logistics)
NRI (Nomura Research Institute) Consulting & Solutions India

Digital solutions have great potential to bring down systemic inefficiencies and eliminate quality deficiencies in manufacturing. A plethora of technologies exist, each offering a unique value proposition.

DRIVERS OF DIGITIZATION

Manufacturers are finding it increasingly hard to maintain profit margins in a competitive business environment.The aggregate operating margin in Indian manufacturing sector fell from 15.2% in FY05 to 11.4% in FY15. Shortage of skilled labour is another concern. National Skills Development Corporation has estimated need for additional 119 million skilled labour by 2022. There is a great demand for customised product variants necessitating the need for quick and efficient assembly line changeovers. Finally, increased focus on quality is visible across sectors.

ROADMAP FOR DIGITIZATION

Digital transformation is neither a one-size-fits-all solution nor a one-time activity. Indian manufacturers first need to evaluate their preparedness for digital transformation by using a Manufacturer Maturity Index (MMI) that benchmarks them against the industry on business maturity, process maturity and technological maturity. High MMI firms should take the lead on digitisation.

The implementation itself should be in 3 phases. Phase-I would involve some easy wins with small investments like connecting NC machines using a local wireless network or launching RFID based location tracking for the workforce. Phase-II would involve slightly complex initiatives such as connecting all machines on a single shop floor, employing data analytics tools for optimal man-machine allocation and using collaborative robots for assisting quality check personnel. Final phase would include initiatives requiring highest amount of investment with highest impact on bottom line. Connecting all plants together onto a shared cloud with centralized access, equipping workforce with smart glasses with step-by-step instructions for task execution and fully automated quality check process are initiatives for this phase.

ROADMAP FOR SMALLER MANUFACTURERS

For SME manufacturers in India, the solutions need to be cost effective as well. We suggest a three pillared approach: People, Equipment and Process. First step would focus on enhancing manpower productivity by using low cost solutions such as dashboards with role-based KPIs and Wi-Fi enabled handheld devices and a simple mobile app where they can select issue category and upload pictures that would be available to supervisors in their offices for faster response in case of escalations. Next step would focus on achieving uninterrupted manufacturing by connecting equipment with plug and play modules that can capture machine data and use of HMI interfaces and Andon displays for monitoring purposes. Third step would relate to digitizing processes by cloud solutions that wirelessly connect various product touch points including outbound areas, warehouses, shop floor ASRS systems and suppliers so as to achieve Just-In-Time inventory and lean manufacturing by real-time information flow.

There are many digital solutions available in the market today. Manufacturers should try to focus on solutions that are suitable to achieving their goals and try to leverage their in-house IT expertise to develop relevant solutions. Frugally engineered and indigenously developed solutions could incorporate the manufacturers' needs better and might be cost effective as well. IOT

IIoT to drive the automotive industry

Industry 4.0 has been accelerating innovation in the factory and has encouraged the development of the supply chain. Organizations are beginning to understand that Industry 4.0 is redefining operational efficiency and these changes are becoming more critical to competitive success. Implementing IoT at an industrial scale will enable this transformational change across the value chain.

Various industries have seen the benefits of IIoT and the most spoken about is automotive. IIoT will have a great impact on the automotive industry due to the all-pervasive nature of the cloud for connecting things and its ability to store the large amounts of data that these things generate. Ford's Assembly Line has been rejigged and automated. While the possibilities of IIoT are apparent to the automotive industry, the execution seems to deter some companies. It is perceived to be a challenge as it doesn't just mean deploying new technology, but also developing a new operational blueprint for the business.

There have been several manufacturing companies who have overcome these challenges and have implemented IIoT in big ways to be prepared for tomorrow's industrial landscape. Hirotec America Inc, a tier-one automotive supplier lacked condition-based monitoring capabilities which meant equipment would run until there is a failure. They had a reactive maintenance strategy and with little advanced warning, there was tremendous pressure on correcting problems quickly causing delays to production. Operational downtime is a significant wrench in the plans for OEMs and Hirotec needed a way to minimalise the effect.

Given the scalability and flexibility required of the IoT solution, PTC Inc.'s ThingWorxIoT platform and Kepware industrial data collection solution fit the bill. The solution delivered enterprise-wide device-to-cloud connectivity along with data management, visualization and analysis functionality through a single tool set. ThingWorx provided the platform and the Kepware gateway brought a way for shop floor devices to see the cloud connection as a RESTful web server. Since implementation, the ThingWorxIoT platform and the KepwareIoT Gateway, HIROTEC has gained increased visibility into its CNC shop and deeper insights into its operations, allowing for greater accuracy in the scheduling process and a better handle on asset and resource allocation. With remote monitoring and a centralized dashboard, they were able to decrease decision making time and increase output. Within six short weeks, they were able to harness more information than ever and optimize productivity.

Still in its infancy, the Internet of Things is already moving in surprising directions and into undiscovered territories. Research and innovation in Automotive IoT begins at the factory level and can be implemented at various levels of the supply chain. The future would then deem Smart Connected Cars and Driverless Vehicles a reality. IOT

Accelerating Industrial IoT (IIoT) at the Edge & Fog

Whether it has been referred to as IoT, M2M, or simply connected devices, the Internet of things (IoT) and the Industrial Internet of things (IIoT) have been around, and evolving for a long time. For years, the movement to turn everyday objects, sensors, and just about anything else worth tracking into a digital product seemed to be building an impressive head of steam, but never really lived up to the hype.

At one level, the lack of growth is confusing. Costs have been falling, making sensors much more reasonable to deploy at scale, mobility is almost ubiquitous, batteries are lasting longer, the computing power for big data and analytics is broadly available, and the cloud is mature and stable.

So what's the hold up?

In the consumer space, growth of IoT has been limited for a broad variety of reasons from privacy fears to lackluster use cases with little discernable progress year-over-year.

The challenges of Industrial IoT (IIoT) are somewhat different than the woes of the consumer space. There's no shortage of incredibly compelling applications, but because IoT is inherently heterogeneous, many different tools and skill sets are required to address a myriad of industry verticals and use cases. Additionally, while IoT standards work is progressing, there will always be widespread fragmentation in connectivity and developers will have varying preferences for coding and application environments. To further complicate things, there is no line of sight to consistent operating system choices across Linux, Windows, and embedded/RTOS variants.

In the IIoT space, the closer to the edge you go, the more complex these problems get. At the cloud level, there are standardized protocols, networking is entirely IP-based, computing is in secure areas, and there is wide use of APIs. Conversely, in the fog, core, and edge, there are hundreds of protocols in use, there's a mix of IP and non-IP connectivity, nodes are widely distributed and often not physically secure, and there's spotty use of APIs.

IIoT: What's Being Done?

Earlier this year, a vendor-neutral, open source project hosted by the Linux Foundation called EdgeX Foundry was

launched. Their vision is to create a common interoperability framework that enables an ecosystem of plug-and-play, "EdgeX Certified" components. In other words, they're developing standards to accelerate IIoT adoption by removing the pain points.

NetFoundry became part of the community with over 50 other EdgeX Foundry members after its inception. NetFoundry supports the EdgeX Foundry community by delivering:

- Private connectivity atop the public Internet, carrier agnostic, across any mix of access networks
- Military-grade security, manageability and reliability, extensible for unique market needs
- Agile, infinitely and easily scalable, cloud-native deployment, using common developer/DevOps tools

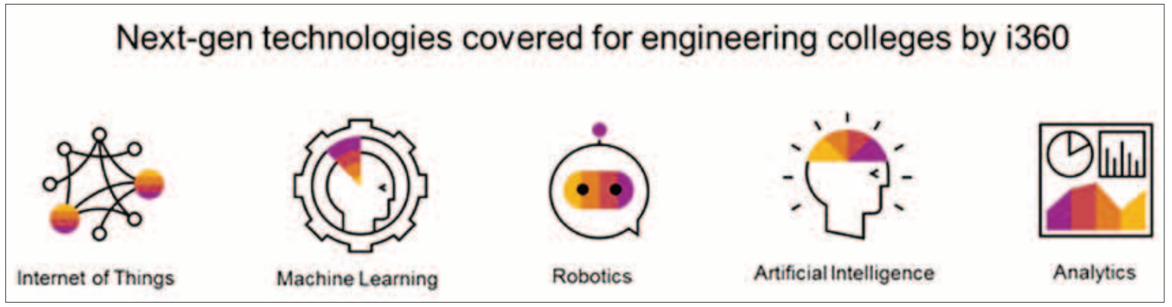
Rapid progress - realized

In just a few months, community members have demonstrated amazing leaps forward. During a recent local hackathon, the Dell client CTO team completed a unique interface for interacting with sensors and devices that interoperate through the EdgeX framework. The result was an AR interface to observe the readings coming from sensors and actuate the devices with hand signals. Take a look at the video below demonstrating several things being controlled by the Dell AR app integrated with EdgeX.

EdgeX helps to normalize control of the edge to a common set of easy to use APIs regardless of the underlying communication protocols. This demo shows how those APIs allow some new and imaginative ways to visualize and control resulting data feeds. EdgeX helps users stop reinventing and instead focus on innovation, and the work is clearly paying off. The work being done by the EdgeX Foundry community will continue to accelerate IIoT adoption, ease implementation, and foster innovation, and we here at NetFoundry are proud to be a part of it. IOT

SAP's i360 initiative to enable Industry 4.0 curriculum at engineering colleges

SAP's i360 aims to educate 1.5 million engineering students across 3224 colleges with AICTE-mandated courses on IoT, machine learning, artificial intelligence, robotics & analytics



To enable academic institutions comply with new model engineering curriculum set by the All India Council for Technical Education (AICTE), SAP SE (NYSE: SAP) announced launch of i360 program, an innovation 4.0 Accelerator program for the academic sector in the country. The program aims to upskill engineering students on next-generation technologies such as Internet of Things, machine learning, artificial intelligence, robotics and analytics by leveraging the SAP Leonardo portfolio.

As part of i360, SAP will set up innovation labs to train and certify students in the next-generation technologies. The trainings will be delivered through SAP Learning Hub, a special package created by SAP Education bundled with e-learning courses.

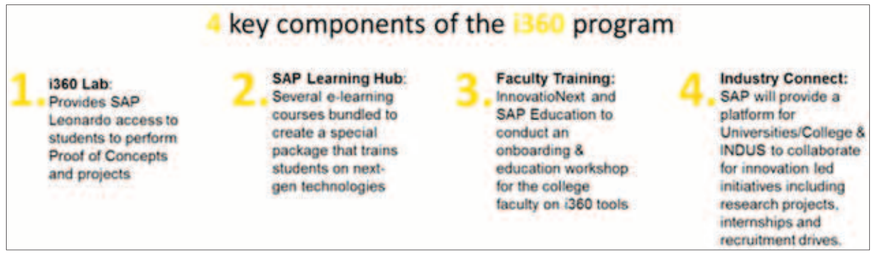
To facilitate the mandatory induction programme and internships to be undergone by the students, SAP will leverage its industry connect with INDUS

(SAP User Group for the Indian subcontinent) and help create opportunities for students to apply their knowledge on innovation projects and Industry 4.0 initiatives.

InnovatioNext will set up the lab that will impart training and hold faculty enablement workshops on the i360 tools. The first innovation lab in the country as part of the i360 program was launched at Symbiosis Skills and Open University (SSOU) in Pune.

"Through i360, our aim is to create a next-generation of industry-ready work-force from every technical institute in India," said Neeraj Athalye, Head - S/4HANA, GST Adoption and Leonardo, SAP Indian Subcontinent. "Students will have the knowledge & hands-on experience in cutting-edge technologies that will help take up the technical quotient of our country to the next level, as advocated by AICTE and the Government of India."

"There is an increasing demand for professionals who can contribute to the new digital wave induced by disruptive technologies across the world. Our partnership with SAP will imbibe the much-needed spirit of digital in students who will go on to accelerate innovation driven growth in organizations globally," said Pravin Rajpal, Founder, InnovatioNext.



About SAP

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 365,000 business and public sector customers to operate profitably, adapt continuously, and grow sustainably. For more information. visit www.sap.com IOT

truMe for privacy, security

PRAMOD N UNIYAL
CEO
Mobico.

What is Mobico all about?
In today's scenario, access to any establishment – in public sector or private - is a rather unpleasant experience for a citizen, primarily because of the inconvenience caused by obtrusive security arrangements and bureaucratic procedures governing access. On the other hand, organizations/ buildings create these layers of processes/ obtrusive security because they are not sure of the identity of the person entering the premises and have no benign means to enforce rule based differential access.

The other problem establishments struggle with is verification of the temporary staff – at home as well as at offices/ institutions.

Mobico has taken upon itself to address these pain points in access management and in the process, transform the way people access various establishments – offices, residential complexes, airports, stadia, exhibitions, examination halls...the list is endless.

What is the value proposition of Mobico?
Mobico has, after an intense R&D effort, developed truMe, global identity & access management platform. truMe is an elegant, cost effective solution to multiple problems related to identity and access management. truMe leverages a number of technologies to create a product that is extremely easy to use both for the establishments and for the individual users. The way it works is that the establishments – offices or residential complexes - install a truMe pod at their entry gates and the visitors create a digital identity on the truMe app in their phone to enter the premises of the relevant establishment seamlessly just by scanning their phone against the truMe pod. Establishments can further use truMe to create and enforce rules of access within the premises for employees/ residents, including differential access and duration based access, creating a need based access environment.

Similarly, the existing process of verification of temp staff can be made more robust by doing eKYC of all such staff. truMe can electronically verify the Aadhaar credentials of any person within seconds. This means that for the first time in India, organizations and the RWAs/ residents have the wherewithal to employ temp staff only after their Aadhaar validation and that too without losing any time in the process. truMe is also helping banks in the eKYC of the newly acquired customers.

What is the demand for a product like truMe in today's market?
In today's world security has emerged as the key concern of all- establishments as well as the individuals. The result if proliferation of obtrusive, inconvenient security measures at every point of access control. These measures/ methods are obtuse, inefficient, costly and lead to inconvenience and friction. We believe, the market is ripe for a product that can ensure convenience and privacy for the individuals without compromising security for the establishments. In our interactions with the relevant stakeholders, we get to hear this again and again. So, the latent demand is mind boggling.

We also believe that the way forward for the access environment is the creation and use of digital identities. Soon enough, everyone, especially in the urban world will have a digital identity, hosted on an app in one's mobile phone. truMe has already developed that app in anticipation of this certitude. In that scenario, demand for a product like truMe will just explode.

At what stage of company's life cycle do you find Mobico. What are your plans for Mobico this year?
Mobico finished the research and development phase sometime back and has since made the truMe platform completely robust. The company has entered the next phase in its life cycle wherein the truMe platform is already deployed by establishments like Kotak Mahindra Bank, Decimal Technologies, Advant Novis etc. The company is in the stage of early implementation of its GTM strategy and is at the inflection point where it will rapidly scale up over the next one year. The company is already in touch with a number of businesses for deployment of the truMe platform for identity & access management in their premises.

Where do you see Mobico 5 years from now?
We see digital becoming a way of life very soon. truMe has already positioned itself to fully leverage the digital revolution as it unfolds over the next 2-3 years. We expect Mobico to be the largest player in India in identity & access management space and among the top three in Asia-pacific within next 5 years. IOT

M2M/IoT Standardization trends& opportunities

DINESH CHAND SHARMA
Director – Standards & Public Policy
European Project SESEI

IoT is not a technology but an emerging paradigm that encompasses wireless sensor networks, RFID, Machine-to-Machine and other technologies that all tend to converge to intelligent devices based on the connection of anything at any time from any place to any network.

The European Research Cluster on the Internet of Things (IERC) has defined the IoT as "a dynamic global network infrastructure with self-configuring capabilities based on standard and interoperable communication protocols where physical and virtual 'things' have identities, physical attributes, and virtual personalities and use intelligent interfaces, and are seamlessly integrated into the information network".

With a strong industry forecast of significant growth in connected M2M devices reaching billions within the next five years, it is clear, that all sectors consumer devices, healthcare, transportation, retail and public safety to name a few will be impacted in a positive way with the explosion of M2M deployments.

As this internet of things grows, so will the need and complexity for all these devices to be remotely managed, whether they are being reminded to transmit and process data, under maintenance and undergoing upgrades.

The predicted growth in M2M is driving a considerable number of companies around the world to scramble and find a way to enter this market and ride the wave of growth. The success of the IoT is highly dependent on the development of interoperable global standards which are needed both within a particular application – to provide cost-effective realizations of solutions – and between domains – to enable cooperation between different applications covering a wide range of disciplines that are not considered part of the ICT domain. Emphasis have been put recently on communications and protocol standards, but a major effort is needed to standardize system functions or system architectures supporting the Internet of Things.

Dr. Omar Elloumi, the M2M Evangelist, oneM2M Technical Plenary Chair stated in one of his addresses that "From Smart wearables to connected cars, machines, consumer electronics and smart city deployments will only be able to deliver true value to consumers if there is a horizontal linking of data".

Over the last few years there has been a combination of intense competition and collaboration between SDOs across territorial levels and industrial sectors to address lot of unresolved issues e.g.

- Fragmentation, provisioning/ efficiency, integration complexity, scalability
- M2M Communications meets non-ICT Industry [Automotive, Health, Energy]
- How to make intelligent use of information, enabled by connected IT [Cloud]

Considering the market fragmentation, a need was realized to consolidate the standardization efforts under one umbrella hence in July 2012 oneM2M Partnership Project was established, which has now become a leading global standardization body for M2M and IoT. The purpose and goal of oneM2M is to develop technical specifications for a common M2M Service Layer that can be readily embedded within various hardware and software and relied upon to connect the myriad of devices in the field with M2M application servers worldwide. oneM2M has already published its Release 1standards in early 2015 to ensure optimized M2M interworking and created a foundation platform for IoT devices and applications. Release 2, which also addressed the interworking capabilities was also published during mid-2016.Release 3 will address various important functionality such as interworking with 3GPP C-IOT, Smart City use cases and best practices for use of oneM2M in smart cities, Automotive as an important vertical and advanced semantics which will act as an enabler to big data and analytics.

OneM2M is cognizance of the fact that standards do not necessarily mean that the objective of interoperability is achieved – activities such as conformance testing on a broad scale are also essential. OneM2M conduct regular conformance testing through Interop event being carried out across the globe. It is pertinent to mention that several open source foundations and commercial projects have been actively using oneM2M standards such as SK Telecom, Interdigital, LG, HPE, KT, HUAWEI, OM2M, CISCO, SIERRA WIRELESS, QUALCOMM, LG U+, SENSINOV and many morefor their various applications and services since its first release in January 2015. We are proud to say that Centre for Development of Telematics (CDOT)in India havealso successfully built and demonstrated world's first open standards-based machine to machine (M2M) communications platform. TSDSI, the Indian standardization body is also amember of OneM2M and is working closely for the development and adoption of OneM2M specifications for the Indian market. For more information please refer http://www.onem2m.org/ or contact dinesh.chand.sharma@sesei.eu IOT

TEKSPACE® office management software will supercharge your office

RedandBlue Applied Innovations Private Limited, TEKSPACE®, a promising software company has announced a new release of Office Management Software called OfficeGx for a wide range of industries from small to large scale enterprise organizations.

A realistic project planning is a must have for every company to ensure the proper expectations that are around what can be delivered, by when and for how much. An efficient project management system will help companies to keep their project management on track. OfficeGx Project Management System boosts up the business with its outstanding features designed in project management module.

Outstanding time tracker technology with the best security system, management of employee's work, payroll and best content management system with Search Engine Optimization and many other features made OfficeGx the competing Office management software. This will bring a revolution in management technology in the current world at a very affordable cost.

OfficeGx SaaS model is shipped with 3 pricing models.
1. Enterprise
2. Professional
3. Basic

Currently, OfficeGx offers freemium feature lifetime with limited users and Enterprise features at Basic price for the first 1000 users (total users across all companies).

About OfficeGx
OfficeGx is a robust Office Management application designed to help companies manage their office from anywhere across the globe. By using OfficeGx, one can avoid the installation hurdles and can easily configure the system, thereby integrating seamlessly onto any device. It gives total control on your business or company as you can manage the entire working team on a single platform in a secure way.

Key Modules
Project Management System
A perfect way to manage your project with complete control on teamwork progress and work reports. With its integrated and seamless range of mechanisms, the project management system can keep up your work with useful features such as Work History, Work Estimates, Custom Filters, Reports and more.

Time Management System
It is an innovative way of increasing the work productivity by monitoring and tracking the time log of employees using the reporting log entries accurately.

OfficeGx is a next-generation application that can provide solutions to all your Office operations.

This Software is bundled with over eight different modules such as Project Management System (PMS), Time Tracker, Customer Relationship Management (CRM), Content Management System (CMS), Payroll management, Widget management, User Management System and Support Management System. "All these modules shipped as one complete package to fuel up office management to a next level", said Harsha Bopuri, Managing Director of TEKSPACE®.

The Eight different modules that are designed in OfficeGx are handy for every company or business funnel at various steps of office management. "We have designed this software based on our in-depth research and personal experiences after testing various office management software programs that are available in the present market. Now, we have completed our development and entered the market with competitive features and pricing. We will continue to work on adding more features to provide the best experience to our customers", says Divya, CTO of TEKSPACE®.

Customer Relationship Management
The customer relationship management module offers end to end integrated process that helps you increase the efficiency of managing your customers, leads, and accounts. Just connect with the OfficeGx for CRM and you can integrate and run your business on any device.

Content Management System
A power packed CMS allows you to create, edit, schedule and publish your content. It gives the power to optimize the Url and tags and keeps your SEO on track.

Widget Management System
A user-friendly interface for creating banners and even a non-technical user can master the ads within a few sessions. You can track clicks and impressions accurately.

User Management System
Manage your company information, branding, SEO and many others in one place. This module allows you to handle employee profiles and their organization roles. Optimize your Office Management with OfficeGx User Management system.

About RedandBlue LLC
RedandBlue LLC is a New York-based company established in the year 2007. For over 10 years, RedandBlue has been very successful in the industry through various projects. This success track motivated the company to go global, which lead to stepping into Indian market, where it established RedandBlue Applied Innovations Pvt. Ltd. The company is based in Hyderabad 500081 India. For any enquiries contact support@officegx.com +91 770 212 4442 IOT

AERIS COMMUNICATIONS INDIA PVT. LTD.

HALL 7B, BOOTH # 7B2

Country : India
Phone : +91 01206156100
Email : India_Info@aeris.net
Website : www.aeris.com

Aeris is a pioneer and leader in the market of the Internet of Things. We are a leading technology provider of end-to-end IoT and machine-to-machine (M2M) services. We are the global technology partner to enterprises, with a proven history of helping our clients unlock the value of IoT. Built from the ground up for IoT and road tested at scale, Aeris IoT Services are based on the broadest technology stack in the industry, spanning connectivity up to vertical solutions. As veterans of the industry, we know that implementing an IoT solution can be complex, and we pride ourselves on making it simpler.
For more than a decade, we've powered critical projects for some of the most demanding customers of IoT services today, including Hyundai, Acura, Rand McNally, Leica, and Sprint. Through our technology platform and dedicated IoT and M2M services, we strive to fundamentally improve their businesses – by dramatically reducing costs, improving operational efficiency, reducing time-to-market, and enabling new revenue streams.In India, we have partnered with leading telecom players, both state owned and private, and, Indian IT Services Providers with global presence. We are offering a rich portfolio of IoT platform services and solutions for multiple industries, including, Manufacturing, Insurance, Automotive, Fleet, Telecom, FMCG, Healthcare and Education in India, APAC and Middle East and African region.

AM TELECOM CO., LTD.

HALL 7B, BOOTH # 7B8

Country : Korea
Phone : +82 31 7889816
Email : hyeo4@amtel.co.kr
Website : www.amtel.co.kr

AM Telecom has been developing and manufacturing a variety of telecom products such as LTE/3G Routers, PTT Phones, personal/vehicle tracking devices, IoT/M2M & Telematics modules, etc. We have approx. 140 R&D engineers having full experience in developing LTE/3G products and solutions enable cumulative business records with top tier operators and world-class manufacturers around the Globe. We retain very stringent quality assurance system for all of our products from the automotive business background with our Telematics solutions for various OEMs. Thus AM Telecom is rapidly expanding the business coverage to the global markets including Japan, India and multiple SE Asian countries,.
Principal / Agent
- AM Coretek India, India

AVNET INDIA PVT LTD

HALL 7B, BOOTH # 7B12

Country : India
Phone : +91 80 4060 4000
Email : avnet-India@avnet.com
Website : www.avnet.com

From idea to design and from prototype to production, Avnet supports customers at each stage of a product's lifecycle. A comprehensive portfolio of design and supply chain services makes Avnet the go-to guide for innovators who set the pace for technological change. Avnet's position at the heart of the technology supply chain allows us to design, make, supply and deliver for customers of every size in every corner of the world. Our services span the entire spectrum of the technology product lifecycle – whether your product is still a notion on a napkin, already in production or at any point in between. For nearly a century, Avnet has helped its customers and suppliers around the world realize the transformative possibilities of technology. Learn more about Avnet at www.avnet.com.

BASEAPP SYSTEMS

HALL 7B, BOOTH # POD 16

Country : India
Phone : +91 11 4054 1960
Email : contact@baseapp.com
Website : www.baseapp.com

BaseApp helps you in addressing rapidly changing technology challenges by defining, designing and building applications tailored to meet your product requirements.
We follow industry standard processes, quality frameworks, using rigorous methodologies and the expertise of our engineers to reduce risk and deliver cost and time-to-market.
Our Expertise: Internet of things, Computer Vision, Machine Learning and SaaS Web Applications.
Our Products : NodeSense Sensing Platform , SwarmSense IoT Platform , DeepSight Computer Vision SDK.

BEYOND EVOLUTION TECH SOLUTIONS PVT. LTD.

HALL 7C, BOOTH # 7C10

Country : India
Phone : +91 98102 45625
Email : saurabh.sharma@beyondevolution.in
Website : www.beconnected.in

We are an IoT solutions startup with a focus on creating smart energy monitoring & control solutions for end consumers & businesses. Our capability lies in developing end-to-end complete IoT solution viz., the IoT application stack running the solution, the Smart Device and the user interface (Mobile App or Web) for operating it. As early movers in this domain, we have rolled out some innovative smart devices the success of which have lead to us being featured in leading publications and media such as Economic Times, Your Story, NDTV Prime, The Hindu etc. Our home IoT product –Betty(a smart plug), is the highest reviewed & rated product in Amazon. We are now working with Consumer appliance OEMs & enterprises providing them simple plug & play smart remote energy management control solutions. We also have knowledge exchange industry partnerships with EU-India & IIT Delhi, for the Future Internet project that allows the team to focus on research alongside product development at the same time helping the company to stay in the forefront of technology.

BIZRTC

HALL 7B, BOOTH # POD 3

Country : United States
Phone : +91 79 2630 3458 / +1 972 996 2423
Email : info@bizrtc.com
Website : www.bizrtc.com

BizRTC's uMobility is Business-class Voice, Fax and Push to talk (Walkie-Talkie) solution with Web API that seamlessly enables all other business applications for real time voice, video and messaging communication. BizRTC products include Voice,Video,Mobile PBX, Push to talk over IP and world class Web API for enabling Apps for real time communication. Our Patented uMobility technology is unique in supporting Voice,Data,Push to Talk (aka Real time UC) as well as business process integration. Our Patents precede all the patents granted in Fixed and Mobile space dating back to 2004 through acquisition of patent and technology portfolio.
BizRTC, provider of business real time communication software, is developer of real time messaging software including voice,video,text,arbitrary objects,files and other such communication content as well as industry defined standard based protocols
BizRTC software interoperates with business systems and services provided by social media and can be deployed either in business premise or in the Cloud. BizRTC also offers rugged mobile IOT appliances
bizRTC is globally partnered with BT,Vodafone,IDT,NEC,Cisco,Polycom,Meru,Aruba,Samsung,Motorola, T-Mobile,and many others. bizRTC uMobility solution is preferred for Software as a solution, Security, Multiple device & OS support (Android,IOS,MAC,Windows) ,Multiple Global Customers and Partners such as NEC distributes uMobility globally, Certifications (uMobility is the only solution for Yealink,Polycom,Cisco, Grandstream and other SIP phone manufacturers for your needs) and Global support assistance.

BRANDWORKS TECHNOLOGIES PVT LTD.

HALL 7B, BOOTH # P11

Country : India
Phone : +91 9619053323
Email : hello@bwtech.in
Website : www.soulfit.io

Brandworks Technologies was established in 2017. A new entrant in the fitness band business, the company promises to deliver innovative wearable gadgets to empower day-to-day health and fitness requirements, right from their first product itself.

CHENGDU EBYTE ELECTRONIC TECHNOLOGY CO.,LTD.

HALL 7C, BOOTH # 7C33

Country : China
Phone : +86 28 6139 9028
Email : fanjuan@cdebyte.com
Website : www.cdebyte.com

Ebyte is an experienced and professional developer of various wireless modules located in Chengdu, China. As an ISO9001 QMS & ISO14001 EMS certified company, Ebyte has obtained various patents and software copyrights. And all Ebyte employees are committed to excellent quality which is our first priority. Most of our products have been FCC, CE & RoHs certified and we have been doing business in over 80 countries and areas over the world.

DYNAPT SOLUTIONS

HALL 7B, BOOTH # P4

Country : USA / India
Phone : +91 124 4007 167
Email : info@dynaptsolutions.com
Website : www.dynaptsolutions.com

DynApt is purebred "Born in the Cloud" company founded by Microsoft Cloud professionals. At DynApt we do only Public Cloud and Mobility – and do it with great passion. Our Products and Accelerators personify our deep expertise in writing multi-threaded, massively parallel and scalable apps that leverage infinite scale of Public Cloud at back-end with Mobility at the front.
Dynapt has products, exclusive Solution Accelerators and services for enterprise customers.
Products – Kaza Suite
Dynapt has products in Analytics, IOT and Multimedia domain named as Kaza suite of products.
Kaza offers enterprise grade Intelligent Remote Monitoring service using Video & IoT Sensory Data with Realtime Analytics to Uncover Actionable Insights. Key value proposition, apart from Surveillance & Security is ability to leverage existing in-store cameras to understand store layout, inventory placement and customer flow through the store helps find opportunities for maximizing upsell & cross sell opportunities by delivering customized offerings.

EFFTRONICS SYSTEMS PVT. LTD.

HALL 7C, BOOTH # 7C19

Country : India
Phone : +91 866 2466675
Email : info@efftronics.com
Website : www.efftronics.com

Established in 1985 with LED based digital display as initial product, Efftronics has now grown into one of the India's credible IOT Solution Provider with a team of 600+ Professional Employees.
Backed by its own Research & Development team, Efftronics build, deployed and maintaining one of India's largest IoT network monitoring 60 Lakh signaling elements in real time spread across 9000 locations. The solution is now generating more than 22 million records per day on top of which customized real time contextual algorithms are running identifying exceptions, anamolies and patterns from the data and giving valuable insights to the customers to knowledgeable decisions. This solution brought tremendous improvement in avaliablity of signaling assets, improved discipline in train operations and safety.
Efftronics solutions for Railways include Passenger Information Systems, Digital Clocks, Remote Condition Monitoring of points, tracks, signals, LC gates, digital axle counters, power supplies, batteiries and solidstate signalling assests. Efftronics has also developed fail safe equipment like LED signal lamp and Solid State Block Proving by Axle Counter confirming to Saftey Integrartity (4) as per European Standards. Efftronics is first to do so in India
Powered by analytical contextual algorithms, Efftronics has developed smart water distribution monitoring system for urban cities & towns. This solution enables municipal administrations to provide potable drinking water to households at right time and for sufficient duration meeting 135 LPCD guidelines of WHO. Solution provides insights for bringing down unaccounted for water to less than 15% by pinpointing overflows, probable leakages, infrastructure issues etc.
Efftronics also provides solutions for Intelligent Transportation System solutions like Bus Destination displays as per urban bus specification 2.0 with E-Mark, Bus Stop Displays, Variable Message Signages as per EN 12966 compliance, Adaptive wireless traffic signaling systems, Public Announcement System etc.
Efftronics has over 30 years of experience in working with LEDs. With that knowledge, Efftronics ventured into LED lighting solutions. With world class efficacies of more than 110 lumen/Watt and unconditional warranty of 5 years, Efftronics lighting solutions comes with variety of options including customizations and smart controls. Now, Efftronics also provide solutions like weather station, air quality monitoring systems for indoor and outdoor purposes.
With all these years of rich experience, Efftronics is now offering IoT services for industries. The services include consultancy, implementation and managed services.

ENERGY BOTS PRIVATE LIMITED

HALL 7C, BOOTH # 7C41

Country : India
Phone : +91 124 4224188
Email : info@energy-bots.com
Website : www.energy-bots.com

Energy Bots Private Limited.
"Conserving Energy for a green tomorrow "
Energy Bots is an IOT based organization in the business of making smart devices and designing solutions for Energy Efficient Infrastructure Management. Our sensors and smart devices, combined with the EBots app provide energy consumption data, enabling end users to understand their energy consumption, providing energy saving tips, resulting in reduction in utility bills & lowering the carbon footprint.
We provide the most actionable data & insights using our products and mobile app eBots. Energy Bots has developed innovative smart devices embedded with digital intelligence that help individuals and businesses to monitor, manage and conserve energy, remotely. Our products communicate with our servers in the cloud to provide real time data on your energy consumption.
Custom built Solutions from Energy Bots cover a comprehensive range of market segments from small & large business offices, Buildings, Malls, Manufacturing units, to streets and cities & homes as well.
Product range:
- ePlugs-6 & 16amp
- eSwitches: Configurations of 1 to 7 -6 & 16amp with/without Motion sensors
- Light Dimmers/Fan Regulators
- Industrial 3 Phase meters

- Single phase meters
- Automated Curtains
- Water Level Controllers
- Water management solutions like Drip irrigation
- People counting solutions

"Making life simpler "
Energy Bots

EYEDENTIFY SYSTEMS PVT. LTD.

HALL 7B, BOOTH # POD 1

Country : India
Email : dhushyanth.dachiraju@eyedentifysystems.com
Website : www.eyedentifysystems.com

Eyedentify is an automotive IOT solutions company focussed on in-vehicle occupant security.
The company provides an intelligent occupant security system in vehicles that detects unwanted situations, enables real-time help, provides evidence and most importantly acts as a deterrent to crime inside vehicles.
The system is designed considering all possible situations & scenarios that can happen when something is going wrong. It is intelligent enough to detect any tamper attempts and sends out alerts.
Eyedentify aims to make commutes safer & worry free for passengers, drivers and family members and be an enabler for smart cities, while also making them safer.

HONGDIAN CORPORATION

HALL 7B, BOOTH # 7B10

Country : China
Phone : +86 186712 40918
Email : wey@hongdian.com
Website : www.hongdian.com

Hongdian Corporation, founded in 1997, is the largest National High-Tech Enterprise in wireless IoT/M2M telecommunications field, with its core value of "Developing by cooperation and enlightening future by innovation."concentrating on M2M/IoT research & development, after years of development and with sophisticated IPD(Integrated Product Development) process, reliable product design and complete & excellent human resource management system, Hongdian passed CMMI-3 as well as ISO 9001:2008 and obtained many certificates in System Integration and Security industry.
After 20 years of development, Hongdian is now the leader of IoT/M2M industry, with many high-end products and solutions, with M2M/IoT product line(Industrial Routers, Media Wi-Fi Routers and DTU), Mobile DVR product line, intelligent water resources, and disaster predicting & early warning solutions, smart home & green energy, smart biological watch, etc.!
With the efforts of more than 300 employees, Hongdian is now playing a more and more important role in the modern society, serving customers for over 120 countries or areas till Dec, 2016!

I&C TECHNOLOGY CO., LTD.

HALL 7B, BOOTH # 7B6

Country : Korea
Phone : +82 31 6963365
Email : swhan@inctech.co.kr
Website : www.inctech.co.kr

I&C Technology founded in 1996, It commercialize T-DMB SoC in Korea first. It accomplished design-win at the application like as smart-phone, feature phone and mobile device of SAMSUNG and LG. I&C Technology listed in KOSDAQ in 2009. In 2012, It developed Wi-Fi and PLC SoC domestically. I&C have been developing and manufacturing Wi-Fi SoC and modules for IoT devices, and AMI Infrastructures for KEPCO.

INDUSTRIAL DEVELOPMENT BUREAU

HALL 7C, BOOTH # 7C39

Country : Taiwan
Phone : +886 98398 2379
Email : service@moeaidb.gov.tw
Website : www.moeaidb.gov.tw

The New Southbound Talent Development for the Semiconductor Industry Project is together with the "Smart Electronics Industry Development and Promotion Project" platform and industrial-academic interfacing/cooperation, to promote Taiwan's industries advantages and Job opportunities, Taiwan has introduced professionals from South-East Asia/South Asia to enter the country's semiconductor and smart electronic industries.
Taiwan has a complete semiconductor industry chain and has adopted the specialization and labor division strategy. The world's No. 2 player in terms of total IC Industry output.
With the advantages of upstream and downstream clusters of its IC industry, Taiwan is now developing a sound IoT application industry chain. International ICT and IC leading companies (such as Apple, Broadcom, and Qualcomm) have all selected Taiwan's IC foundry and packaging/testing OEM services for the global smart system and IoT technology development.
Principal / Agent
- IDB,MOEA, Taiwan
- TCA, Taiwan

INXEE SYSTEMS PRIVATE LTD

HALL 7B, BOOTH # 7B15

Country : India
Phone : 0124-4488856
Email : info@inxee.com
Website : www.inxee.com

Inxee Systems Pvt Ltd is an embedded technology-centric Design House and Manufacturing company head-quartered in Delhi-NCR, India. Inxee has completed many successful projects in the domains of Automation, Automotive, Medical, Consumer and Defense Electronics. Inxee is currently executing turn-key projects in various Internet Of Things (IoT) applications such as – Smart City, Smart Home, Smart Factory, Smart Healthcare and Smart Wearables and Trackers.
Inxee is creating waves in the Embedded-IoT Technology R&D services and product landscape, and has vehemently designed, manufactured and deployed embedded hardware and software products that are reliable, along with providing installation and maintenance services support seamlessly. We at Inxee believe that the Internet of Things is bringing a transformational shift to the world as we know. IoT has the potential to be the engine that powers economies for decades to come. Hence, Inxee now builds IoT products and provides services to partners and consumers, that are reliable, intelligent and ubiquitous. With the IoT market demanding fast development and deployment cycles, Inxee is shedding traditional industry practices and putting together generic IoT solutions in the form of Smart PCB modules that can be quickly customized to the target applications.
Above and beyond, not only is Inxee an innovation-driven company but is also an organization that strives to build a prosperous ecosystem with its partners and helps empower people, build a better
World with a better connected society - through "Design in India, Make in India"!

IOT-NCR **Workshop Partner**

HALL 7C, BOOTH # 7C25

Country : India
Phone : +91 95990 22667
Email : askus@iotncr.org
Website : www.iotncr.org

IOT-NCR is an open community with a focus to enable IOT/M2M enthusiasts and evangelist to learn from workshops, webinars, seminars, open projects and knowledge sharing sessions. It aspires to be India's largest, open learning and development platform for IoT and Digital Technologies. We are only 2-year-old with 4500+ members (& counting), run as a not-for-profit and partners with likes of Microsoft, IBM, SAP, Airtel, Nagarro, Mouser, and 91SpringBoard.

IOTREK TECHNOLOGY

HALL 7B, BOOTH # POD 7

Country : India
Phone : +91 78952 41887
Email : piyush@iotrek.in
Website : www.iotrek.in

IoTrek is working aggressively in developing Smart and Safe infrastructure. IoTrek commands over Low Power Sensors Technology and Machine Learning Based Application Software to develop innovative solutions for infrastructure companies.
IoTrek is backed by Silicon Valley-based Alchemist Accelerator and a large FMCG Company in India.

ITI LIMITED

HALL 7B, BOOTH # 7B11

Country : India
Phone : + 91 94490 74994
Email : jvsellaiah_crp@itiltd.co.in
Website : www.itiltd-india.com

India's first Public Sector Unit (PSU) - ITI Ltd was established in 1948. As a pioneering venture in the field of communications, it has contributed to 50% of national telecom network. With state-of-the-art manufacturing facilities spread across six locations and countrywide network of marketing/service outlets, the company offers a complete range of telecom products and total solutions. Major customers are Defence, Railways, BSNL, MTNL, state governments. The company is consolidating its diversification into ICT, IoT and smart infrastructure

KRYP MEDIA PVT. LTD.

HALL 7C, BOOTH # 7C18

Country : India
Phone : +91 22 28680856
Email : info@krypmedia.com
Website : www.krypmedia.com

Kryp Media aims at revolutionising the way conventional advertising is being done. Introduction of Holographic technology in the realm of Indian Advertising is not only novel but also immensely mesmerising. We create brand experiences using our ingenious holographic technology and then the result is canvassed on our bright 4k enabled high definition products, HOLOVSN and DIGIPLAY
HOLOVSN:
- Holovsn is an innovative technology that accentuates your brand by using its ingenious holographic hi-tech videos which create a floating illusion of 3D visuals in mid-air.
- Holovsn is cost-effective, Provides high resolution 3D visuals and creates a 'Floating in mid-air' effect DigiPlay:
- It is the next big thing in displaying adverts on facades, transforming your display space into an animated, high definition, super catchy product showcase.
- DigiPlay offers unsurpassed brightness, contrast and viewing angles making it the best choice amongst various display options.

LANTRONIX

HALL 7C, BOOTH # 7C43

Country : United States
Phone : +91 99455 12488
Email : sales_india@lantronix.com
Website : www.lantronix.com

Lantronix, Inc. is a global provider of secure data access and management solutions for Internet of Things (IoT) assets. Our mission is to be the leading supplier of IoT solutions that enable companies to dramatically simplify the creation, deployment, and management of IoT projects while providing secure access to data for applications and people. With more than two decades of experience in creating robust machine to machine (M2M) technologies, Lantronix is an innovator in enabling our customers to build new business models and realize the possibilities of the Internet of Things. Our connectivity solutions are deployed inside millions of machines serving a wide range of industries, including industrial, medical, security, transportation, retail, financial, environmental and government. For more information, visit www.lantronix.com.

LEEWYHERTZ TECHNOLOGIES PVT. LTD.

HALL 7B, BOOTH # P9

Country : India
Phone : +91 9953870560
Email : marketing@hiarya.com
Website : www.hiarya.com

At HiArya, we believe technology has a power to simplify life and bring happiness. Our mission is to make a perfect cup of Chai, every time. Every individual has their preference of how they want there chai to taste. Chai is an essential beverage to keep a person active, energetic and focused. Making a good cup of chai takes time and skills. We have built the world's first Robotic Chai Maker that uses real ingredients and your custom recipe. We are a technology company based out of Gurgaon, India.

LUMIUM DESIGN ENGINEERING PVT. LTD.

HALL 7B, BOOTH # 7B16

Country : UK
Phone : +91 99091 83803 / 79402 05555
Email : smit@lumiumdesign.com
Website : www.lumiumdesign.com

LUMIUM Design Engineering Pvt. Ltd. is leading Product design, Engineering and Manufacturing Services firm based in USA, India and Japan. With 11 years of industry experience, LUMIUM has developed more than 350 products across various product segments/domains.
From Concept to Final product, LUMIUM helps convert an Innovation brief into Value engineered and commercially viable product through Industrial designing, engineering (mech./elec.) and manufacturing services.

MCCI INTERCONNECT SOLUTIONS PVT. LTD.

HALL 7C, BOOTH # 7C42

Country : India
Phone : +91 87545 71099
Email : sales-in@mcci.com
Website : www.mcci.com

MCCI is doing LoRaWAN work (in stealth mode) since 2016, and member of the LoRa Alliance. MCCI developed a series of IoT and LoRaWAN devices named Catena 4450, Catena 4551 and Catena 4460. Nerve circuit by MCCI is for monitoring buildings' energy usage. Nerve circuit makes live utility usage monitoring simple and affordable. MCCI offers end to end solutions for building power monitoring and remote environmental sensing for smart cities and smart agriculture. MCCI-India is the distributor and partner for RedwoodComm's RWC5020A LoRa Tester in India.
RedwoodComm's RWC5020A LoRa Tester is a compact all-in-one tester, providing a perfect solution for test and measurement of LoRaWAN technology, which is fully suitable for R&D, QC, and manufacturers.
MCCI India is a subsidiary of MCCI Corporation (MCCI), USA. MCCI is a systems company with about 20 years' of experiences. MCCI is best known for our work in USB, almost all of which has been done for Fortune 1000 companies in the US and Asia. MCCI licensed its USB stack to Microsoft for Windows 10 IoT on the Raspberry Pi, and did the full integration.
RedwoodComm-(www.redwoodcomm.com) is a provider of wireless communication test solutions. They develop and provide measurement system for R&D, mass production of broadcast system and wireless communication such as DAB, DRM, RDS, BT, GNSS and LoRa technologies.

MOBICO COMODO PRIVATE LIMITED

HALL 7B, BOOTH # P12

Country : India
Phone : + 91 - 97 110 01168
Email : info@mobicomodo.com
Website : http://www.trume.in

Mobico Comodo, a technology product company, was founded in anticipation of the growing need throughout the urban world for a secure and convenient tool for identity and access management. Mobico is passionate about technology and have worked upon several of them to fine tune a platform that works across a multitude of identity and access management products.
In truMe, we have developed a supremely secure platform on which a variety of products can be mounted to meet the identity and access needs of both the businesses/ organizations and the users in a targeted manner. TruMe is a robust platform that offers solutions across multiple access needs - Business Parks, Residential Complexes, Airports, Conferences, Stadia, Government Offices/ Vital Installations…the list is endless.

MOTHERSON INVENZEN XLAB PRIVATE LIMITED

HALL 7C , BOOTH #7C5

Country : India
Email : vikas.kumar@mi-xlab.com
Website : www.rollr.io

Motherson Invenzen XLab is a leading provider of Hardware, Software, Cloud-based Vehicle Tracking and Telematics Solutions with strong in-house R&D, Hardware fabrication and assembly capabilities and pan-India distribution channels.
MI-XLAB is a subsidiary of Samvardhana Motherson Group (SMG), an $8 Billion group with a diversified industry-leading portfolio of auto ancillary products and services. Founded in 1975, the group has 230 facilities, 24 design centers, and over 100,000 employees spread across 30 countries.
Rollr is the Telematics Brand of Motherson Invenzen XLAB. Rollr Mini is the flagship product from Rollr and has been comprehensively tested on 100's of vehicle models. At Rollr, we believe in providing best in class technology and user experience to our customers.
Motherson Group engineers hundreds of components that go into a making of a car and the same high level of product quality is ensured across all of our products. Our product portfolio includes wiring harness, mirrors, dashboards, door trims, bumpers, several rubber, metal and electronic components.

MRINQ TECHNOLOGIES

HALL 7B, BOOTH # POD 10

Country : India
Phone : +91 863 7705687
Email : rohin@mrinq.com
Website : www.mrinq.com

Mrinq Technologies is a product development start-up focused on developing IOT products which will change the way we do things. Mrinq has developed innovating IOT platforms which are easy to deploy and makes the adoption of IOT easier. Mrinq is backed by a rich industry experience for 15+ years from Silicon Valley experts. Mrinq aspires to be the leader in the IOT hardware space in India.

NASSCOM CENTER OF EXCELLENCE - IOT

HALL 7C , BOOTH # 7C3

Country : India
Phone : +91 80 4124 6174
Email : coe-iot@nasscom.in
Website : www.coe-iot.com

NASSCOM Center of Excellence-IoT is a Digital India Initiative by MeitY, ERNET and NASSCOM to jump start the IoT ecosystem in India taking advantage of India's IT strengths and help the country attain a leadership role in the convergent areas of hardware and software.
The NASSCOM Center of Excellence – IoT is the largest innovation platform in emerging technologies of IoT, Analytics, AI/ML, AR/VR and Robotics for Digital Transformation.
The main objective of the CoE-IoT is to help the Indian IoT Startups leverage cutting edge technologies to build market ready products. Through the Startups Program , we aim to build industry capable talent in an entrepreneurial ecosystem by providing Incubation, Funding, Acceleration, Industry Connect and Mentoring.

NETFOUNDRY

HALL 7B, BOOTH # 7B7

Country : India
Phone : +91 902 902 2246
Email : prabakaran.sivaguru@tatacommunications.com
Website : www.NetFoundry.io

NetFoundry puts you and your apps in control of the network. Your apps can now go everywhere the Internet goes - with leading security, reliability and quality. Scale and extend to the needs of modern apps, without being held back by telcos, custom SD-WAN hardware or expensive MPLS circuits.
NetFoundry's platform makes it simple to deploy on-demand, application-specific networks which have the security and reliability of a private enterprise WAN but can now extend anywhere.
Each NetFoundry overlay network can be standalone, or be added to your existing WAN to meet needs such as hybrid, cloud, IoT, XaaS, B2B extranet, connected supply chain and B2C without provisioning private circuits or VPNs. NetFoundry APIs, IAM, app and platform integrations put you in control.
NetFoundry networks are independent of the underlying network provider, and are accessed via NetFoundry software on cross-platform user devices and gateways.
NetFoundry is a Tata Communications business. Tata Communications is a $2.9 billion annual revenue company.

NINEBOT(BEIJING) TECH CO., LTD

HALL 7B, BOOTH # 7B18

Country : China
Phone : +86 10 8482 8002
Email : lei.zhao@ninebot.com
Website : www.segway.com www.ninebot.com

Ninebot is a privately held company headquartered in Beijing, China. Recently Ninebot strategically merged with Segway, headquartered in Bedford, New Hampshire. The combined company focuses on the research and development, design, manufacturing, distribution and sales of short-distance transportation products. The ultimate goal is to promote the evolution of our products to become the world's leading provider of mobile robotics solutions.
Ninebot is well-known in Asia and Europe. Its investors include Sequoia Capital, Xiaomi Corporation and ShunWei TMT Capital. Segway boasts an international distribution network of more than 250 retail points in 80 countries. The combined company has strategic hubs in the US, Netherlands and Beijing as well as manufacturing centers in the US and China.
Segway and Ninebot will also devote a great deal of attention to seamlessly connecting robotic solutions to smart phones and integrating existing technologies and future concepts, such as voice interaction and facial recognition with its robotic products – products that will be highly interactive and encourage smarter living.

OMR INDIA OUTSOURCES PRIVATE LIMITED

HALL 7C, BOOTH # 7C26

Country : India
Phone : +91 11 49058916
Email : rohit@omr.co.in
Website : www.indiaoutsources.com

India Outsources ,ISO 9001:2013, ISO 27001 Certified, MSME /NSIC Approved Vendor, is a group forming diversified business solutions from Outsourcing of IT Services to Media Consultancy. We are a 15 year Old Company with Global customers of High repute. We are a Market Driven Company and believe in Mantra of 'Get it done'.
IOS is equipped with worlds best Digitisation Scanners Called OPEX FALCON Scanners which are known for 40 years in terms of providing the Workflow and Quality Scanned Images. As a distributor of Opex Scanners, we have our own service team for Mission Critical and Time Framed High volume digitisation
We also provide Data Entry and Conversion services for data which cannot be automated. Our Data Entry services include both Direct Manual as well as automatic Data Entry using OMR and ICR Systems, Booklet Scanning, Answer Scripts Scanning etc.
In the world of Internet, We provide Location Tracking solutions of Document as well as the Scanned data of the same Document.
Provides Consultancy and total solution service that can deliver a high-quality VR experience. Extensive research and development has been carried out, covering several technological factors including high quality 3DVR content creation, applications and viewers to run the content, and evaluation of vital stability during viewing. Each element has been integrated into the production system to ensure the highest quality VR experience.
IN a brief following are the part of our solutions ,
Products and services

- Offline and Online Examination Solutions & Consultancy
- Digitisation Solutions
- Printing Solutions
- RFID Solutions & Consultancy
- Films VR 360 Solutions & Consultancy

PTC Conference Session Partner

HALL 7C, BOOTH # 7C2

Country : India
Email : kkrishnan@ptc.com
Website : www.ptc.com

PTC helps companies around the world reinvent the way they design, manufacture, operate, and service things in and for a smart, connected world. In 1986 we revolutionized digital 3D design, and in 1998 were first to market with Internet-based product life-cycle management. Today, our leading industrial innovation platform and field-proven solutions enable you to unlock value at the convergence of the physical and digital worlds. With PTC, manufacturers and an ecosystem of partners and developers can capitalize on the promise of the Internet of Things and augmented reality technology today and drive the future of innovation.

QUECTEL WIRELESS SOLUTIONS

HALL 7C, BOOTH # 7C1

Country : India
Phone : +91 98202 18317
Email : dinesh.patkar@quectel.com
Website : www.quectel.com,

Quectel Wireless Solutions is a leading global supplier of GSM/GPRS, UMTS/HSPA/(+), LTE and GNSS modules. Leveraging Quectel's strong R&D capabilities, comprehensive expertise, wide variety of high quality products and consistent philosophy of putting the customer's demands at the forefront, Quectel has established itself as a reliable and trustworthy provider of wireless modules since its establishment.
To completely satisfy customer's needs, Quectel not only provides a wide product range with numerous integrated features which are capable of meeting the most sophisticated requirements from all market segments, but also offers comprehensive technical support to clients in the development and testing phase. Additionally, timely help is always available from Quectel's software and hardware team throughout customer's development via phone, email and face to face meetings when necessary, which significantly reduces customer's product development time and achieves short time to market.
Quectel modules can be ideally suitable for any M2M applications from Telematics, smart metering through to wireless POS, security, mHealth right up to networking and other fields.
Global presence is key to the way we serve our customers, with two R&D centers, 20+ local offices, 30+ senior sales managers and 70+ distributors strategically spreading worldwide.

REDANDBLUE APPLIED INNOVATIONS PRIVATE LIMITED

HALL 7B, BOOTH # P2

Country : India
Phone : +91 8374488411
Email : hbopuri@rbtekspace.com
Website : www.rbtekspace.com

RedandBlue LLC is a New York-based company established in the year 2007. For over 9 years, RedandBlue has been very successful in the industry through various projects. This success track motivated the company to go global, which lead to stepping into Indian market, where it established RedandBlue Applied Innovations Pvt. Ltd. The company is based at 2nd Floor, Oval Building, iLabs Technology Park, Inorbit Mall Rd, Hyderabad TG 500081 IN. RedandBlue Applied Innovations is a private limited company, which provides services such as Software Solutions, Product Development, IT Services and Consulting. Established in Jan 2016, the company has been providing various software solutions that contain different types of applications related to operating systems, computer games, business operations and more that can be used in a variety of platforms. Traveling worldwide and providing the IT needs of our clients, the company delivers the solutions that individuals and business owners can use in their day-to-day operations. In addition, our consulting services embrace the best resolves that can evaluate the issues and necessities that our clients need and face. Our mission is to provide the wide range of services that will meet the needs of our clients. Nevertheless, the company helps our clients by providing them the software that they require and it also helps them to choose the right technology and environment that best fits their needs.

RIYANIX PRIVATE LTD.

HALL 7C, BOOTH # 7C36

Country : India
Phone : +91 89301 10924
Email : yugank@riyanix.com

Riyanix is a full service IoT firm with a true understanding and love for product development and services. The organization is a team of innovative engineers and management specialists with a combined experience of more than 200 years.We specialize in IoT with a focus on machine to machine (M2M) communications along with database development, embedded engineering, software development, archival digitalization. Riyanix thrives on challenges that call for creative thinking and technical innovation. The company works with variety of partners and clients, ranging from established companies, independent startups, national retailers, growing nonprofits, global agencies, and indigenous groups. . We pride ourselves in creating smart systems for manufacturing industries, logistics, agriculture, transportation, government, medical arts, and in the home. In all this, our focus is a customized solution to clients' problems. And therefore, we don't build products alone, we produce answers. We make products which are specific to the client's needs and requirements, as well as those which are generic and can be used by any IoT manufacturer to augment and assist her invention. We conceive and build hardware software modules and end-to-end solutions. We focus on very high degree of innovation and craftsmanship. The products are conceptualized in our collaborating labs both in India and the US and their R&D takes place in the US. The aim is not to churn out products, but to build ideas and partnerships.

SAP INDIA PVT LTD
Conference Session Partner

HALL 7B, BOOTH # 7B1

Country : India
Phone : +91 99307 09908
Email : akram.sheriff@sap.com
Website : www.sap.com/india

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 365,000 business and public sector customers to operate profitably, adapt continuously, and grow sustainably. For more information, visit www.sap.com

SENRA TECH PRIVATE LIMITED
Associate Partner

HALL 7C, BOOTH # 7C20

Country : India
Phone : +91 98188 85145
Email : info@senraco.com
Website : www.senraco.com

SenRa, is a PAN India Low-Power Wide-Area Network (LPWAN) provider for long range (LoRa®-based) Internet of Things (IoT) and Machine-to-Machine (M2M) applications. SenRa is a contributing member of the LoRa Alliance™ and is currently deploying LoRaWAN™ networks throughout India for projects which require secure, reliable, long distance communication at low cost. SenRa is uniquely positioned in offering PAN City solutions on a uniform network layer covering a gamut of use cases (Smart Water Meters, Smart Gas Meters, Smart Street Lighting, Smart Parking, Smart Environmental Sensors, Smart Agriculture Sensors, Smart Bins, Smart Trackers, and Smart Buildings).
With SenRa's robust network platform, customers are able to easily manage their deployed devices and securely route data to their preferred application servers leveraging Cloud based IoT Platforms such as Amazon Web Services, Microsoft Azure, Thingspeak, myDevices, and Yodiwo. Protocols such as HTTP, MQTT, TCP are also supported on our network platform for easy data routing. SenRa welcomes partnerships with device developers and potential customers exploring smart solutions for their use cases.
For general information you can visit our website at www.senraco.com. Developers can visit our developer portal at https://portal.senraco.io and register for a free account to explore the opportunities of joining the LoRaWAN ecosystem. For technical support you can visit our online documentation at http://docs.senraco.io or email us at support@senraco.com.

SHENZHEN ATELEMATICS TECHNOLOGY CO., LIMITED

HALL 7C, BOOTH # 7C40

Country : China
Phone : +86 755 6113 9168
Email : mandyliu@atelematics.net
Website : gps.zuchezaixian.com

A-Telematics Technology Inc. specializes in GPS telematics hardware designing and manufacturing with more than 13 years international experience and has a product portfolio including solutions for cars, trucks, containers ,E-lock tracker & non-powered assets, trailers, and motorcycles. In addition to a line of stable and robust hardware, A-Telematics owns one of the most cost-effective and easy-to-install solutions, enabling rapid deployment of tracking capabilities for mobile assets.

SHENZHEN NEOWAY TECHNOLOGY CO., LTD

HALL 7B, BOOTH # 7B4

Country : China
Phone : +86 755 2967 2566
Email : fan.tengfeng@neoway.com
Website : www.neoway.com

Neoway Technology is dedicated to developing industrial IoT communication solutions and services. They provide wireless communication modules that support 2G, 3G, 4G, NB-IoT, and eMTC. Our products are widely applied to automatic meter reading (AMR), automotive electronics, intelligent handheld terminals, industrial/commercial equipment, security monitoring devices and other smart terminals to help customers build the most reliable IoT systems.
In China, Neoway ranks top 1 in the AMR communication market for 8 years. Neoway is one of the biggest players who shipped the most 4G modules in 2016/17.
Neoway focuses on customer demands and provides customer satisfactory products by making full use of our 20-year R&D experience and accumulated resources.

SMART MACHINES AND STRUCTURES

HALL 7B, BOOTH # P6

Country : India
Phone : 9246566273
Email : srinivas.aluri@smart-machines.in
Website : www.smart-machines.in

Srinivas Aluri, the founder of SMS has close to 20 years of experience in Structural Engineering, Rotordynamics, and Structural Health Monitoring having worked as an Engineering Scientist at West Virginia University, USA, and as a Rotordynamics Engineer at GE, Aviation, USA.
Smart Machines & Structures has been established with a goal to provide superior products, services, and training for our customers in the fields of Machinery Condition Monitoring (MCM) & Structural Health Monitoring (SHM). Our MCM & SHM monitoring solutions are based on software and hardware from National Instruments™ – A Global Leader in Test, Measurement, and Solutions.
SMS offers condition monitoring, modal analysis, and structural testing services. We deploy portable and multi-channel data acquisition systems, sensors, and cables required for testing. Condition monitoring data collection and analysis will be done by ISO 18436 certified analysts as required by the clients. It also offers standard and custom products based on National Instruments™ hardware & software for Machinery Condition Monitoring (MCM) & Structural Health Monitoring (SHM) applications

What is a Smart Machine or a Smart Structure?
A Smart Machine or a Structure, is one which has in-built network of sensors and associated algorithms to remotely monitor the critical performance parameters of the systems to enable its maximum performance and safety.
Why Smart Machines or Structures?
Smart Machines and Structures will have lower life cycle costs due to inbuilt monitoring mechanisms that prevent catastrophic failures and costly shutdowns. Maintenance will only be done when required.

TRIDENT INFORMATION SYSTEMS PVT. LTD.

HALL 7C, BOOTH # 7C11

Country : India
Phone : +91 987 15 33241
Email : info@tridentinfo.com
Website : www.tridentinfo.com

Trident Information Systems Pvt. Ltd., is one of the leading Microsoft, IBM, and ACL, partner in India, Middle East and Asia Pacific. With approx. 2 decades of experience and 250+ customers across the world, the company has a reputation of executing end-to-end implementation for ERP, CRM, mobility, IoT and Business Intelligence products, having a high degree of customer retention, and one of the firsts in certain industry verticals in India.
Trident's expertise lies in trading and distribution, manufacturing, retail, logistics and services verticals. Trident has developed IoT enabled solution for Inventory Tracking, Preventive Maintenance, Mobile Asset Tracking, Energy Management, Fuel Management, and Logistics etc.

VINTECH ELECTRONIC SYSTEMS PVT. LTD.

HALL 7C, BOOTH # 7C31

Country : India
Phone : +91 20 2566 6233
Email : chintamani@vintechin.com
Website : www.vintechin.com

Vintech is leading IT Systems Integrator from Pune, India. It has consistently grown over last 21 years with its customer-centric approach, service commitment and best practices. It boasts of 3000+ customers across verticals like manufacturing, IT/ITES, healthcare, education & government. Professional management, 100+ qualified team, open culture and quality processes have helped Vintech maintain its leadership and win many accolades. It was recognized India's Top100 SME in 2014 by NDTV Profit-India SME Forum. In line with current trends, Vintech started investing in IoT technology. After two years of research, a complete ecosystem is developed to offer one stop IoT solution to customers, be it capturing data from things, transporting to cloud, managing devices and providing analytics. Eurotech Italy, one of the world's top 10 IoT companies, appointed Vintech as its IoT Solutions Partner for India to promote their IoT Gateways and Everyware Cloud Platform. Vintech has invested in two start-ups to augment its IoT story – Vertaxis Futuretech and Viotal Works. Vertaxis has expertise in handling different sensors, communication and connectivity protocols. It also builds Smart Displays & Industrial Automation Solutions. Viotal Works caters to IoT & Mobile Apps, data analytics, visualisation and platform integration. Vintech also partners with Microsoft Azure, PTC Thingworx, HPE Aruba Networking and AWS. Vintech is now ready with solutions for Traction Battery Monitoring, Production Plant Monitoring, RTLS, Indoor Wayfinding, Environment Sensing, Smart Transportation etc.

Principal / Agent

- Eurotech S.p.A., Italy
- HPE Aruba., United States
- Microsoft., United States

XIAMEN FOUR-FAITH COMMUNICATION TECHNOLOGY CO., LTD.

HALL 7C, BOOTH # 7C38

Country : China
Phone : +86 592 5727 195
Email : nick@four-faith.com
Website : www.en.four-faith.com

Four-Faith is a famous registered company within the Fujian Province, China. They are renowned as a science and technology innovation leader, Xiamen City key support high-tech enterprise, Internet of Things industry pioneer, Internet of Things communication technology solutions provider, smart power, smart city, intelligent water conservancy, intelligent disaster prevention and other industry solutions provider. They are focused on the Internet of Things communications equipment and intelligent terminal R & D, including production and sales for industry users, systems integrators, and mobile operators to provide competitive products, technology, programs and services. Their products are being used by customers in over 50 countries and regions around the world. They have obtained SGS certification and are ISO9001 certified, along with CE, FCC, EMC, ROHS, environmental testing and National Network Center certifications. They are focused on the world of IoT and provide an open concept of cooperation. Four-Faith, they are committed to making everything around us more intelligent and connected.

CREVAVI TECHNOLOGIES

HALL 7C, BOOTH # POD 5

Country : INDIA
Phone : India : +91 821 2518805 , US : +1 479 426 0359
Email : ganesh.kini@crevavi.com
Website : www.crevavi.com/

Crevavi Technologies was founded in 2012, with a vision to create innovative products and solutions in Embedded Technologies domain. The founders of Crevavi have collective industry experience of 60+ years in Robotics, Automotive, Cellular modem and Industrial products like Solar and UPS.
The company has been creating IP and also delivering value added ODM projects since inception.
The name "Crevavi" was coined by combination of two Sanskrit words – 'Kriya' (work) and 'Bhavishya' (Future), which in essence means "work for the future". We keep this philosophy in our product development, focused on futuristic products.

Crevavi has focused in following domains

- Embedded Design Services
- Automation
- Automotive

Embedded design – In embedded design, Crevavi offers end to end product development and has already delivered many products in Retail Billing, Tracking solutions, Solar and UPS products.
Automation – Crevavi has products and services in "Industrie 4.0" – the new Industrial revolution, which predominantly focuses on the "cyber-physical systems".
Crevavi has developed state of the art Machine-to-Machine (M2M) IoT (internet of things) platform, to remotely diagnose and control wide variety of industrial equipment in real time, thus enabling high efficiencies in industries and service segment.
Crevavi has developed products for Home Automation segment as well. Crevavi Smarty - smart switch series provides basic automation for people with smart phone. The enhanced automation is possible with Crevavi ioT products, to connect home from anywhere in the globe through internet.
Crevavi is also working on development of Industrial Robotic Arm and Warehouse automation products
Automotive Electronics – Crevavi's automotive segment addresses development in Automotive domain such as development of Immobilizers, Sensors for critical applications and solutions involving Engine management software, Cluster Board Support Package (BSP) for various automotive companies.
Crevavi has catered to esteemed clients like Robert Bosch, Sogefi MNR, WeP, TVS-e, Orion, Skanray, Consul Neowatt, MicroFuzzy-Germany, Lumascape-Australia, L J Smith – (Walmart - USA) etc.

DAY 2: 08 March 2018 (Thursday)

Conference Room "Telecom"

1000 - 1130 hrs
Session: Wireless Communication in 2020. Is mobile destined to be the King?
Discussion Points:
• Reaching unconnected areas that terrestrial infrastructure such as fibre and microwaves are unable to reach.
• With high data speed, will content viewership increase on Mobile making it a primary entertaining means.

Chair: Mr. Pawan Garg, Former Wireless Advisor, Govt of India

Panelists:
• **Mr. Steve Mills,** Global VP, Newtec
• **Mr. Amit Marwah,** Head of Customer Marketing and Communication, Nokia
• **Mr. Jishnu A,** Product Architect- Technology, Tejas Networks India Ltd.
• **Mr. Sushil Kumar,** DDG – IoT, Telecommunication Engineering Center, DoT
• **Mr. Aloknath De,** CTO, Samsung

1130 - 1145 hrs **Networking break**

1145 - 1300 hrs
Session: Cybersecurity-A must in today's environment
Discussion Points:
Cyber security landscape is always changing as hackers find new ways to access information, which is why creating a culture of consistent awareness of threats is so important. The importance of cybersecurity is rising. With the Internet of things and AI growing commonplace, the expectations for continued innovation and constant availability are stronger than ever. Hence, the importance of creating a cyber security culture along with training, awareness and education it of vital importance. But despite precautions, these breaches are still occurring at an alarming rate. What could companies be doing better?

Chair: Dr. S Amar Prasad Reddy, Director General, National Cyber Safety and Security Standards

Keynote speaker: Mr. Saket Modi, CEO & Co-founder, Lucideus

Panelists:
• **Mr. Debabrata Nayak,** Chief Security Officer, Huawei Telecommunications (India) Co., Ltd.
• **Mr. Kishore Kar,** Chief Business Officer, Cyber Security Integrators (I) Pvt Ltd
• **Mr. Rakshit Tandon,** Executive Director, Council of Information Security
• **Mr. Alok Gupta,** Chief Executive Officer, Pyramid Cyber
• **Mr. Marc Kahlberg,** CEO & Managing Director, Vital Intelligence Group Ltd, Israel
• **Mr. S Chandrasekhar,** Group Director, Govt Affairs & Public Policy, Microsoft India
• **Mr. Anup Pandit,** Global Marketing, Microsemi

1300 - 1400 hrs **Lunch Break**

1400 - 1530 hrs
Session: Digital Money--Transformation as seen after demonetization
Discussion Points:
Mobile wallets have gained much traction worldwide, with India taking a dive into becoming a cashless economy, it is important to understand:
• Mechanics and key drivers leading to soaring mobile wallet adoption
• Surge in mobile users and internet connectivity, coupled with the drive to achieve massive financial inclusion
• Positive regulatory developments in India
• Ongoing impediments as well as the road ahead

Chair & Keynote: Mr. Probir Roy, Co-founder, Paymate

Knolwedge Paper Launch: The Smart Wallet by Mazars

Panelists:
• **Mr. Kamaljeet Rastogi,** Global Head, Business Development, Mobile Financial Solutions, Mahindra Comviva
• **Mr. Bipin Preet Singh,** Founder & CEO, Mobikwik
• **Mr. Dinesh Aggarwal,** CEO, Sunshine Digitronics Pvt.
• **Ms. Richa Shrivastava,** Vice President Marketing Strategy, Fintech, Govt of AP
• **Mr. Praveen Dhabhai,** Director, Payworld Money
• **Mr. Subho Halder,** CTO & Co-Founder, Appknox

1530 - 1545 hrs **Networking Break**

1545 - 1715 hrs
Session:Electronics manufacturing in India
Discussion Points:
Consistent local demand for electronic products, along with increasing manufacturing investment, is anticipated to catapult the industry into a high growth phase. Overall industry growth is also a reflection of the ecosystem development. The objective is to understand & reflect on:
• Growth of Domestic Manufacturing in India
• Programs/Policies and their positive impact on electronics manufacturing growth in India
• India gaining traction as a competitive alternate to China for electronics manufacturing
• Advantages, opportunities, weakness and threat as an economy

Moderator: Mr. Vinod Kumar, Managing Director, Deki Electronics

Panelists:
• **Mr. Shailendra Nath Rai,** Co-founder and Director, Lava International
• **Mr. Deepak Thakkar,** VP-Business Development, Flextronics
• **Mr. Rajiv M Lal,** Director, Trans India Business Solitions
• **Mr. Sunil Vachani,** Chairman, Dixon Technologies
• **Mr. Sanjiv Narayan,** Chairman, SGS Tekniks
• **Mr. Ravi Shankar Rai,** Managing Director, Savitri Telecom Services

Conference Room "Broadcast"

1000 - 1100 hrs
Session: Nex Gen evolution of TV measurement in India --Session by BARC:

Moderator: Mr. Yogesh Gulabani, Chief Technology Officer, BARC India

Panelists:
• **Mr. Nitin Mishra,** Senior Vice President and Chief Product Officer, Netmagic
• **Mr. Pankaj Kulshreshtha,** CEO, Scienaptic Systems
• **Mr. Shailesh Parab,** Director, Cineom Broadcast India Pvt. Ltd
• **Mr. Sundeep Mallu,** Senior VP, Gramener

1130 - 1145 hrs **Networking break**

1145 - 1300 hrs
Session: Reducing complexity in broadcast operations - management and orchestration of broadcast TV and OTT on broadcast platforms (DTH, Broadband IPTV, cloud)
Discussion Points:
Modern broadcast infrastructure is increasingly built upon all-IP, virtualized and cloudified platforms. The benefit is cost, agility and flexibility. But with the benefits, come a lot of challenges and complexities. Those include:
• Complex media workflows of different natures. Those media workflows used to be straight forward to setup, with hardware devices connected over coax. With IP and virtualization, such workflows are much more complex to orchestrate and monitor
• Management of distributed systems (with some functions running on premises on hardware, some as software micro services, and some actually running off-premises in the cloud)
• Complexity of managing all IP spine leaf architectures, especially using high bitrate media streams (SMTE 2022 and SMTE 2110)

Chair: Mr. Dinesh Singh, CTO, NDTV India

Keynote Speaker: Mr. Steven Soenens, Product Marketing, Skyline Communications

Panelists:
• **Mr. Baskar Subramanian,** Co-founder, Amagi
• **Ms. Vidya Subramanian Nath**, Senior Research Director, Digital Media Practice, Frost & Sullivan
• **Mr. Ashok Mansukhani,** Managing Director, Hinduja Media Group
• **Mr. Jayant M. Kharche,** Dy. Director General (Engg.), Doordarshan

1300 - 1400 hrs **Lunch Break**

1400 - 1500 hrs
Session: IABM session-Is it just all about IP?
Discussion Points:
The production world is moving to IP. The session will review the world of IP transport streams, Cloud based solutions, Cyber security, Advanced Analytics and many more topics that will evolve in the coming years.

Moderator & Keynote:
• **Mr.Baskar Subramanian,** Co-founder, Amagi
• **Ms. Anna Lockwood,** Head of Market Development, Telstra Broadcast Services
• **Mr. Steven Soenens,** Product Marketing, Skyline Communications
• **Mr. Dinesh Singh**, CTO, NDTV
• **Mr. NM Mehra,** VP-Technical, Visual Technologies India Pvt. Ltd

1500 - 1515 hrs **Networking Break**

1515-1615 hrs
Session: IABM session-The road to IP workflow in production
Discussion Points:
• Roadmap of how production will move to IP workflows.

DAY 2: 08 March 2018 (Thursday)

• Is this the time to move away from SDI?
• Is a hybrid approach the best strategy?
• Is this the correct time to take a complete IP approach?

Chair: Mr. Peter Bruce, Director APAC, IABM

Panelists:
• **Mr. Jayant M. Kharche,** Dy. Director General (Engg.), Doordarshan
• **Mr. Johnjit Ahluwalia,** Executive Director, CastleMedia
• **Mr. Thierry Fautier,** VP Video Strategy, Harmonic

Conference Room "IoT"

1000 - 1115 hrs
Session: IoT--Sensing & 'sense-making' in logistics: Role of IoT in logistics & supply chain
Discussion Points:
• Implications of IoT in logistics: impact & opportunities
• Logistics automation & innovation
• Enhanced information & analysis
• Optimizing resources, reducing redundancies
• Capitalizing digital ecosystem i.e., social networks, mobile computing, analytics, and cloud computing (SMAC)

Chair: Mr. Ashim Sharma, Partner & Group Head, Business Performance Improvement Consulting Group, NRI Consulting & Solutions

Keynote Speaker:
• **Mr. Ali Hosseini,** Founder & CEO, SenRa Tech Pvt Ltd
• **Mr. Jatin Talreja,** CMD, Riyanix
• **Mr. Scott Larsen,** CEO, Helios Wire
• **Mr. Srinivasan S,** Senior Director, Data Sciences, Delhivery
• **Mr. Mohan Raju,** Chief Strategy Officer, India & Emerging Markets, Azuga Inc
• **Mr. Srinath Nudurupati,** Founder & Director, Inxee Systems Pvt. Ltd.
• **Mr. Murali Rajagopalan,** MD-India, Mobilogix Inc

1115 - 1130 hrs **Networking break**

1130-1315
Session: IoT in Healthcare: Connected healthcare ecosystem – How far has the health-scape changed?
Discussion Points:
• Hospitals, insurance, pharmacy, patients – role, responsibilities, techno-commercial and legal issues
• Remote health management and remote patient monitoring
• Connected health: Driving ubiquitous & continuos wellness through sensors
• Tracking assets - Equipment monitoring/Smart beds
• Wearables in clinical settings

Chair: Mr. Sandy Mallik, Head-Marketing, PTC

Keynote Speaker: Mr. Dileep Mangsuli, CTO, GE Healthcare, India

Panelists:
• **Dr. Mudit Saxena**
• **Mr. Ajit Ashok,** Director – Market solutions, Big Data & Analytics, Philips Innovation
• **Dr. VK Singh,** Managing Director, InnovatioCuris
• **Mr. Ashvanni Srivastava,** Chief Business Officer, Sanohub Technologies
• **Mr. Satya Dash,** Director Impact Lab, PATH India

1245-1315 hrs
Session: Case Study: Healthcare ecosystem

Presenter:
Mr. Marios Georgiou, CEO & Co-founder, Asclepius Medical

1315 - 1400 hrs **Lunch Break**

1400-1500 hrs
Session: Standardization & Framework for Internet of Things
Discussion Points:
• Current state of IoT product development & early deployment: Case studies, success stories of deployment, opportunities in India
• Maturity of business processes and standards to enable rapid adoption for IoT: What are the areas of improvement?
• How can Indian ecosystem, Industry, Academia & Government collaborate for IoT product development & deployment

Chair: Ms. Pamela Kumar, Director General, TSDSI

Keynote Speaker: Mr. Gaurav Sareen, Country Director India & SAARC, Sigfox

Panelists:
• **Mr. Anurag Seth,** CTO-in-Residence, Tembusu Partners ICT Fund
• **Mr. Dinesh Chand Sharma,** Seconded European Standardization Expert in India Director - Standardization, Policy and Regulation
• **Mr. Raghuram Joshi,** GM- Enterprise IT (RBEI) Bosch
• **Mr. Sushil Kumar,** DDG – IoT, Telecommunication Engineering Center, DoT

1500 - 1515 hrs **Networking break**

1515-1700 hrs
Session: IoT-Securing nation & business : Applying IoT in Security & Surveillance
Discussion Points:

Chair: Dr. Sumit Chowdhury, Founder CEO, Gaia Smart City

Panelists:
• **Mr. Marc Kahlberg,** CEO & Managing Director, Vital Intelligence Group Ltd, Israel
• **Ms. Hwai Lin Khor,** Head of Sales & Business Development, Infineon Technologies Asia Pacific Pte Ltd
• **Mr. Shailendra Miglani,** Global Black Belt Team, Microsoft Corporation
• **Mr. Narang N Kishor,** Mentor & Principal Design Architect, Narnix Technolabs Pvt Ltd
• **Mr. Lalit Mehta,** Managing Director, Mobico
• **Mr. Sudhanshu Mittal,** Director – Industry 4.0, NASSCOM Center of Excellence for IoT
• **Mr. Alok Sinha,** Chief Executive Officer, Globus Eight

Workshop

1000-1200 hrs
Augmented Reality
Hands on with AR using mobile and camera

1400-1600 hrs
BlockChain
Learning fundamentals of blockchain including smart contract hands-on

1600-1800 hrs
Smart Mobility
Asset tracking using BLE based beacons

DAY 3: 9 March 2018 (Friday)

Conference Room "Telecom"

1000 - 1130 hrs
Session: The growing importance of Cloud opportunities
Discussion Points:
• With applications going from desktop to web, is cloud the best infra solution?
• 100% IT startups are being launched on cloud
• Infra scale-ability is click away
• With virtually no Capex required for building your IT infra, is cloud a natural option?
• With Cloud giving ability to build your scale of economy without adding infrastructure, is it becoming an easy option to opt.
• Dependency on highly skilled people to manage you IT infra is reducing

Moderator: Mr. Madhav Chablani, Chairman-Cloud security Alliance (NCR) & Consulting CIO, TippingEdge Consulting Pvt Ltd

Keynote speaker: Mr. Amit Kumar, Cloud Leader, IBM India/South Asia

Panelists:
• **Dr. Inderpal Singh Mumick,** Founder and CEO, Kirusa Inc, USA
• **Mr. Amajit Gupta,** Managing Director & CEO, QED Sigma Innovations
• **Mr. Steven Soenens,** Product Marketing, Skyline Communications

1130 - 1145 hrs **Networking break**

1145-1300 hrs
Session: Big Data-How can analytics improve your business?
Discussion Points:
• Decisions making moving from guts and experience to data driven
• Big Data Analytics is making possible for companies to find trends from large volume of the data

DAY 3: 9 March 2018 (Friday)

• Big Data and machine learning is making automated analytics possible
• Business are able to have better customer under standing, customer care, personalized targeted campaigns
• Reducing revenue leaks and improving profit margins

Chair: Mr. Samiran Gupta, India Head, ICANN

Panelists:
• **Mr. Oguz Haliloglu,** Chief Executive Officer, Defne
• **Mr. Ashish Goyal,** President, Srijan Technologies
• **Mr. Badhrinarayanan Srinivasan,** Manager, System Engineering, Ixia Solutions Group
• **Ms. Shefali Bansal,** Program Director & Global Practice Leader (IoT4 Manufacturing Offerings) , IBM Software Labs

1300 - 1400 hrs **Lunch Break**

Conference Room "Broadcast"

1000 - 1100 hrs
Session: The future of entertainment
Discussion Points:
• With increasingly changing pattern of viewership from TV to Mobile devices, how will this effect industry?
• Content viewing habits of Indians and changing scenario.
• How OTT is continuing to shape the broadcasting opportunities & challenges for players.
• Making the right mix of technologies, business models and consumer pattern.

Chair: Smt. Supriya Sahu, Director General, Doordarshan

Keynote Speaker: Mr. Ashok Mansukhani, Managing Director, Hinduja Media Group

Panelists:
• **Mr. Kuldeep Kaul,** Director & CEO, Horizon Group
• **Mr. Sidharth Balakrishna,** Executive Director, Zee Group
• **Mr. Dushyant Kohli,** Head Growth, nexGTv
• **Mr. Vineet Govil,** Head & General Manager, Sling Media

1130 - 1145 hrs **Networking break**

1145-1300 hrs
Session: What next for Digital Cable Networks? How to stay relevant in evolving business models?
Discussion Points:
• Role and Opportunities for operators to roll out Government's vision of Digital India through their networks.
• How to boost up the cable revenue using broadband
• Is Cable industry ready to transform Indian communications landscape.
• Business strategy to keep Cable TV industry relevant to consumers.
• Will Cord cutting raise concerns over survival of the Cable Networks.

Chair: Shri. Sunil Kumar Gupta, Secretary, TRAI

Panelists:
Mr. Yugal Kishore Sharma, CEO, ONE Broadband & In Entertainment India Ltd
Mr. Vinod Khare, Technical Advisor, Cable & Satellite
Ms. Roop Sharma, President, COFI, Cable Quest Satcom Pvt Ltd
Mr. Sisir Pillai, Sales Head, Viu Life
Mr. Subhashish Mazumdar, Senior Vice President-Operations, IndusInd Media & Communications Ltd, Hinduja Media Group
Mr. Anil Malhotra, COO, SITI Cable Network Ltd

1300 - 1400 hrs **Lunch Break**

1400-1600 hrs
Session: Current scenario of Cable TV on ground

Conference Room "IoT"

1000 - 1115 hrs
Session: Startups - The Game Changer in AI and ML automation-Session by PHD
Discussion Points:
• IoT securing borders to business - security & surveillance, artificial intelligence, robotics
• Role of IoT technologies in provide safety & protecting
• Adoption & understanding IoT as a security enabler

Moderator: Dr. Jatinder Singh, Director, PHD Chamber of Commerce & Industry

Panelists:
• **Mr. Praveen Bhadada,** Partner - Digital Practice, Zinnov LLC
• **Mr. Himanshu Rattan,** Director, KPMG
• **Mr. Sanjay Gupta,** VP & Country Manager, NXP
• **Dr. Sushil Chandra,** Scientist 'F' and Head of Bio Medical Department at Institute of Nuclear Medicine and Allied Sciences at DRDO
• **Dr. H P Kumar,** Former CMD, NSIC

1115 - 1130 hrs **Networking break**

1130- 1230 hrs
Session: Skill Development --How IoT is transforming the employment landscape in every industry, not just IT
Discussion Points:
• Developments in employment, income and skills
• IoT changing employment landscape
• Need for institutions/academia to design courses around analytics and design platforms
• Currents status vs. potentials
• Challenges in the labour market

Chair: Mr. Jayant Krishna, ED & COO, National Skill Development Corporation

Keynote: Mr. Sunil K Chaturvedi, CEO, Automotive Skills Development Council

Panelists:
• **Mr. Sumit Peer,** Founder and CEO, Aurelius
• **Mr. Bishwanath Ganguly,** Country Manager, Forever New
• **Mr. Vijay Kumar,** Head, IET

1230- 1330 hrs
Session: IoT and emerging technologies-Part 1: AR/VR & Blockchain
Discussion Points:
• Applying blockchain and AR/VR in India
• Adoption and understanding - Is it smooth or challenging?
• Impact on Industrial productivity and sustainability
• Transforming the way business works
• Unlocking the potential

Chair: Dr. Rishi Bhatnagar, President, Aeris Technologies

Keynote Speaker: Mr. Raja Shan, Global Head, Business Development, IoT, TCS

Panelists:
• **Mr. Jaspreet Bindra,** Senior Vice President – Digital Transformation, Mahindra Group--Blockchain
• **Mr. Diwakar Singhal,** Senior Vice President, Genpact---Blockchain
• **Mr. Gaurav Dubey,** CEO & MD, ITH Technologies Pvt. Ltd---Blockchain
• **Mr. Rohit Gupta,** Director -IT and Sales, OMR India Outsources Pvt Ltd
• **Mr. Rahul Ganapathy,** CEO, Atsuya Technologies Pvt Ltd
• **Ms. Reenu Saluja,** Senior Technical Evangelists, Microsoft Corp India

1330 - 1430 hrs **Lunch Break**

1430-1530 hrs
Session: IoT and emerging technologies-Part 2 Artificial Intelligence & Robotics
Discussion Points:
• Applying robotics, machine learning and artificial intelligence in India
• Adoption and understanding - Is it smooth or challenging?
• Impact on Industrial productivity and sustainability
• Transforming the way business works
• Unlocking the potential

Chair: Dr. Rishi Bhatnagar, President, Aeris Technologies

Keynote Speaker: Mr. Ajay Gupta, VP & Head of Strategy Marketing, Ericsson

Panelist:
• **Mr. Ninad Deshpande,** Head-Marketing, B&R Industrial Automation
• **Mr. Damodar Sahu,** Consulting Partner & Head - IoT Digital, Wipro Ltd
• **Mr. Akash Takyar,** CEO, hiarya.com
• **Ms. Shefali Bansal,** Program Director & Global Practice Leader (IoT4 Manufacturing Offerings) , IBM Software Labs

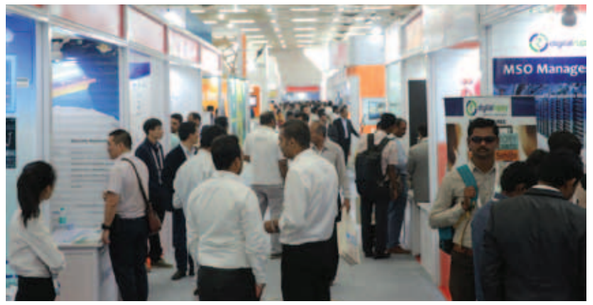
Workshop

1000-1200 hrs
Smart Home
Smart Home solution enabled with voice activated commands

1400-1600 hrs
Connected Wearable
Connected wearable to track your kids or near and dear ones with a hands on experience building your own wearable


GLIMPSES OF THE EXPO









SEE YOU AGAIN

27th Convergence India 2019

Digital India - Connecting the Unconnected

3rd Internet of Things India expo 2019

Converging • Connecting • Automation

Pragati Maidan, New Delhi, India

29-31 January 2019

Telecom | Broadcast | Satcom | Internet of Things (IoT) | Embedded Systems
Virtual Reality (VR) | Augmented Reality (AR) | Wearable Tech | Blockchain
Artificial Intelligence (AI) | Mobile Devices | Machine Learning (ML)
Drones | Robotics | Electronic Manufacturing Service

Co-Organiser

India Trade Promotion Organisation (ITPO)
(A Government of India Enterprise)
Department of Commerce

Organiser

Exhibitions India Group
ISO 9001:2008 · ISO 14001:2004 · OHSAS 18001:2007