Countdown begins for Tech Summit 7

Dear Friends,

Nilesh Kuvadia
President, ISODA

Wishing you all a very Happy, Bright, cheerful, delightful, successful and Prosperous New Year with full of growth & profits throughout the year!!

It gives me immense pleasure to extend our warm welcome to all the new members who have recently became a part of our ISODA family. We strongly believe that having such nice members together can take ISODA to greater heights. We also would like to congratulate all our members who won accolades at various national and international events.

As you are all aware that ISODA recognizes its top performing partners through **ISODA AWARDS FOR BUSINESS EXCELLENCE** being given every year at the ISODA Tech Summit. With the TS7 quickly approaching, we request all the members to send in your nominations for the prestigious award on or before 24th Jan 2017.

This edition being the first one in this New Year 2017, we have tried to include the highlights of last year 2016 along with some insight of predictions that looks like having a brighter & more exciting new year 2017.

We would like reiterate the fact that your valuable feedback always been of utmost importance to us. In case you missed to share your inputs, request you to *please take 2-3 mins of your precious time to respond to this quick survey hosted at* **https://docs.google.com/forms/d/1v8aHolD 6yvOvOzpGvWaSlSE3O9WIpOtmvMO0Ef5U PFA/edit**

Hope you all will enjoy reading this edition and look forward to your valued feedback on the same. Cheers!■

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Our honorable members Graftronics and Enjay IT Solutions won the Honour and Recognition Titles at the **CIO CHOICE AWARDS.**

high**light**s 2016 Pg3

A quick recap of some of the noteworthy happenings in the industry, covers major **highlights of 2016,** including the most happening events in the technology space along with the **key achievements of ISODA.**

fore**cast 2017** Pg4

Brings you the predictions for 2017 by our experts as well as key goals that ISODA intends to achieve. We also have a **special mention on the key skills** that will rule the industry in 2017.

tech**summit 7** Pg5

Join us for TS7, Vietnam is calling you! The nomination call for the prestigious **ISODA BUSINESS EXCELLENCE AWARDS** that are a part TS7 is here. **Hurry Up!!**

ISODA wishes its members a *Very Happy 2017*

Graftronics and Enjay IT Solutions won the Honour & Recognition titles at CIO CHOICE 2017

Two of our esteemed members won laurels at the CIO Choice Awards for their exemplary performance.

It gives us immense pleasure to let you all know that our partners Graftronics and Enjay IT solutions won the **CIO CHOICE 2017 Honor & Recognition Titles** in the Managed IT Services [Small & Medium Enterprise] and CRM (Customer Relationship Management) categories respectively.

Managed IT Services [Small & Medium Enterprise]
Mr Vimesh Avlani, CEO, Gaftronics

CRM
[Customer Relationship Management]
Limesh Parekh, CEO, Enjay IT Solutions

Mr Vimesh Avlani, *CEO*, Gaftronics shared his response on the award **"This is the second time we are receiving the award and it gives us great visibility and motivates us to excel in the services and solutions we offer. Following the award, we have already received some remarkable opportunities to work with good enterprises and SME partners"**

These awards were a part of the exclusive Red Carpet Night hosted on Jan 6th, 2017 to celebrate the 5th anniversary of CIO CHOICE.

Mr Limesh Parekh, *CEO*, Enjay IT Solutions was equally excited and said **"We thank all our customers who have continued their trust in us. We also thank all CIOs who voted for us for this prestigious award. We are focused on providing customized solutions, CRM for Indian companies and are determined to become India's most preferred CRM vendor, and this award depicts the beginning of that journey"**

CIO CHOICE is a unique B2B platform that recognizes and honours products, services and solutions basing on the feedback received from CIOs and various other decision makers. Owing to the popularity of these awards, marketers use them to competitively position themselves and to add more value to their brands ■

ISODA Interconnect is listening

As we embark into a New Year, let's evaluate together and evolve this platform to increase the engagement and participation.

ISODA INTERCONNECT is LISTENING!
WE WANT TO HEAR FROM YOU

Mr. L Ashok & Mr. Nilesh Kuvadia have incorporated the Best Practises of really Listening & thereby make ISODA Interconnect a common platform for all of us to share, inspire & grow. You are invited to participate in a short survey that truly reflects your views. Share your honest opinions & lets add more value to INTERCONNECT.

high**light**s **2016**

interconnect

2016 has been quite eventful for the IT Industry in general & for ISODA in particular.

Here is the compilation of the highlights of 2016, basing on the inputs shared by some of our esteemed members.

- New IT products, payment gateways, mobile wallets etc. have all seen a sudden surge in 2016 due to Demonetization initiatives of the government.

- SAP HANA, Big Data and Analytics, Hyper-converged infrastructure have been some of the biggest drivers of 2016.

> "Gartner's prediction also show that there is a considerable increase in the number of companies who have leveraged cloud solutions to generate valuable business insights"-
>
> **Kavita Singhal** Chairperson, ISODA.

- Companies are looking forward to adopt software centric architecture that integrates computation, storage, networking and other vitalization resources. Lot of new customers have embraced SAP HANA as well.

- Traditional partners are now restructuring their businesses and are trying to make themselves more relevant to the changing times.

- There was an increase in the number of Ransomware attacks on customers.

- 2016 has seen intense competition between Indian and Global SPs without indicating any noteworthy trends■

ISODA 2016 *OVERVIEW*

- TS6 was conducted in 2016 at Langkawi.

- The AGM was also conducted and a new MC was elected for the Association and will lead for the next two years.

- There were 7 regional events and more than 10 new members have joined hands with ISODA. A new chapter for Pune was formed.

- ISODA launched a fantastic platform for staying connected to the community in the form of a newsletter called **ISODAInterconnect** along with regular media exposure.

- ISODA has partnered with technical events like BE Summits on IOT and CEBIT B2B trade event for the IT & ICT industry.

- ISODA members won almost 33 awards at the Channel Worlds Awards .

- ISODA moved from being a mere networking platform to a platform for opportunity sharing and competition.

- The community continued to represent at various Government and other agencies of interest.

- Many ISODA partners came up with packaged solutions that won national and international recognition■

With new regulations and technologies coming into place, 2017 will bring in more investments and opportunities for the industry.

TS7 is also going to be a game changer. It is likely to bring in more members and a whole lot new opportunities for many of us.

The Government of India has announced many new initiatives and they are likely to make huge investments in automation which is a good sign for the IT industry. We are sure that it will lead to a sustained growth in business opportunities for the industry as well.

> "The corporate world is moving cautiously and I hope that they too will come forward and invest for new initiatives and resulting in overall business growth opportunities for IT in India"-
> **Vipul Datta,** Chairman, ISODA.

2016 has also seen some noteworthy global events, however we still need to wait and watch to understand their impact on the Indian IT industry in 2017

Increase in the number of companies adopting cloud technologies will open up new opportunities in 2017 and the stringent security measures and solutions to handle **Ransomware, machine learning, hyper-converged infrastructure, DR as a Service, Work area recovery, IOT and 3D printing are going to buzz words for 2017.**

ISODA *AGENDA* for 2017

We hope to start at least one new chapter, plan to add at least 40 new members and conduct atleast 2 regional events per quarter. Changing the current look of ISODA Website and making it more useful & resourceful for the benefit of the members. **Making ISODA mobile app for the ease of website usage by the members.** Create an innovative brochure/flyer of ISODA making the approach more professional. Joining hands with global associations like NASSCOM, etc.

> "In 2017 we are confident of improving the visibility for ISODA amongst the Government & other agencies & look forward for more competition among all ISODA members irrespective of their technology verticals"-
> **Rajeev Mamidanna,** VP, ISODA.

The Government of India is promising huge investments in technology & partners who work for the Government will be benefited most. After the implementation of the GST, **multi-state operations will be more easier and 2017 will also see a lot of consolidations to bring about greater focus and market engagement.**

New *Skills & Opportunities* for 2017

Technology has opened up doors for new avenues and customer sets. Hence, it is completely up to us to actually skill our teams and address the opportunities.

- New technologies and skills required for the BFSI and Manufacturing industry as we see a lot of niche applications being developed
- Ransomware is THE biggest buzzword of this year and hence solutions to prevent this threat will be in huge demand
- Presales resources require advanced training and skills to improve their knowledge on technology and help the client to make an informed choice ■

Join us for TS7 & ISODA Business Excellence Awards.

The ISODA AWARDS are most sought after & the growing number of nominations & categories clearly indicates the benchmark that they have set across the industry.

The presentation of the awards will happen at the 7th Tech Summit, from the 16th-19th February, 2017 at Ho Chi Minh City, Vietnam with the theme **"Xcel. Xcellerate. Xceed".**

We would like you to send in your nominations for the most prestigious ISODA AWARDS FOR BUSINESS EXCELLENCE for FY 15-16, to recognise the efforts of our member community.

The honorable jury members for this year are Mr. Alok Gupta, (CEO, Softmart Solutions), Mr L Ashok, (CEO, Futurenet Technologies) and Mr Dhru Dua, (ISODA Tax Advisor)

Please Note : Nominations must reach the awards committee by 24th January, 2017. The following are the categories for awards:

• ISODA Award for Business Excellence - Winner: (1 award)
• ISODA Award for Business Excellence - Upcountry Achiever (1 award)
• ISODA Award for Business Excellence - Inspirational Achiever (3 awards)

ISODA Award for Business Excellence for FY 2014-15
Partner 2 Progress

Presented at

ISODA Tech Summit Season V

NK Mehta

Devesh Agarwal

Amarnath Shetty

Prashant Jain

Bhaskar Kalikatta

The sixth edition of ISODA TechSummit honoured five channel companies from India with annual ISODA Business Excellence Awards for FY14-15.

The Highlights of TS6:

Chennai based Secure Network Solutions India Pvt Ltd won the ISODA Award for Business Excellence.

Mumbai based LDS Infotech Pvt Ltd was the runner up.

Guwahati based BMG Informatics Pvt Ltd won the Significant Achiever award for excellent performance in the non-metro location category.

Mumbai based Compusoft Advisors India Pvt Ltd won the Significant Achiever award for excellent performance in Niche Business Area of Applications.

JNR Management Resources Pvt Ltd got the award for excellent performance in Niche Business Area – Website Security Solutions.

Considering the huge talent base, that ISODA has and the varied niches that our partners specialise and excel in, we have decided to increase the categories and the number of awards in each category.

We have already sent out the nomination forms along with the instructions to fill and submit to the ISODA Google groups. **Should you have any queries, please feel free to get in touch with the TS7 organising committee** ∎

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