

interConnect

Volume 04 | Edition 19 | June 30, 2021

2021

**Charting new
growth plans**



Chairman's Address

Rajeev Mamidanna
chairman@isoda.in



Dear Fellow ISODA Colleagues

After a short hiatus, we come back to you with our most beloved InterConnect. This InterConnect took some time as we came up with an idea to increase the visibility of all members amongst the Association members. Hence, we wanted to start from one of our youngest regions, EAST. This InterConnect is special and is going to be more special with the ensuing editions because each Region will be covered.

Each one of us has experienced the effects of the Pandemic and it has spared no one. The Management Committee members have also been affected by the Pandemic themselves in terms of experiencing the Virus first-hand. If there has been a lack of communication within the respective regions from the Regional Secretaries, it is only because they have been personally affected and are on the path of recovery.

We urge you all to continue to support the Management Committee with your feedback, wishes and advise. Only together can we all prosper and grow! Stay safe everyone.

Cheers
Rajeev Mamidanna
+91 9920244386
chairman@isoda.in

ISODA Tax Advisor Dhruv Dua | +91 9810984384 | taxadvisor@isoda.in
ISODA Legal Advisor AR Pradeep | +91 9884393078 | legaladvisor@isoda.in
ISODA Grievance Cell | grievance@isoda.in

BECOME AN ISODA MEMBER

Join one of India's largest networks of IT companies across verticals.

Please sign up at <https://isoda.in/membership.aspx>
and mail rm@isoda.in

ISODA Regional Coverage East and North-East

Participating Members



E Square System & Technologies



Datacrown Computers



AIM Technosoft



Macaws Infotech
Secure Business

Macaws Infotech



ISOAH



Fasttrack Advisors



Logarhythm Consultancy



Chabria Infotech



Ensonic Compusoft

E Square System & Technologies Pvt. Ltd. is a system integration, digital transformation and technology consulting company coupled with a wide range of IT services committed to empowering business transformation. Headquartered in Bhubaneswar with a state-of-the-art technology Center of excellence and Pan-India presence, we are passionate about visualizing the future and being thought leaders to achieve a better tomorrow. We go the extra mile for our clients and accelerate their digital transformation with enabling their Cognitive, Cloud, Mobile, Social, Data Analytics, IoT, Block Chain and System Integration journeys to address the dynamic requirements of a variety of industry verticals, predominantly Government & Public Sector, Large and Medium Businesses and many more. E Square accelerates its clients growth through technological expertise and experience. We create solutions that help your organization thrive by combining elite technical skills with personalized strategy to yield fast, high-quality results. In the end, success means more than high-user adoption and successful deployment - it means improving your business with partners you trust. E Square has been at the forefront of the Digital Transformation revolution for over 10 years, working on key technologies, building platforms and creating solutions to solve industry challenges.



Dhiru Khandelwal
E Square System & Technologies Pvt. Ltd

Location: Bhubaneswar, New Delhi, Kolkata and Ranchi

Organisation Skill in Terms of Technology: Digital Transformation, Data Analytics & Insight, Cloud Computing, Cognitive Computing, System Integration, Security & Surveillance and Cyber Security



Hemant Chabria
Chabria Infotech Pvt Ltd

Founded in 1993 and located in the Heart of City of Joy, Kolkata, Chabria Infotech Pvt. Ltd. assists more than 14000 organizations develop and maintain their information systems' resources to better serve their customers. Chabria Infotech is aware of the importance of staying at the forefront in today's competitive world. Our dedicated and fully qualified team works hard at providing competitive prices, quick turnaround and full technical support. We offer a cutting-edge solutions and provide quality, cost-effective IT products and services from World-renowned and proven Technology vendors. Chabria Infotech caters to customers throughout India through its extensive network of like minded and equipped business partners / associates spread all across. Our mission is to exceed expectations of our clients and deliver on our commitments professionally, on-time, and within budget. 28 Years in IT System Integration, more than 14000 /- customers in east worked across segments like SME, Govt, Enterprise, education etc

Location: Kolkata

Core specialisation is "Customer Experience Automation" and offers end to End Automation services from Customer Aquisition to loyalty.

Organisation Skill in Terms of Technology: we specialise in IT Security & Infrastructure automation



Minal Bhagat
Ensonic Compusoft

Ensonic is a company operating under the brand name "Ekin". Ekin is sanskrit word which means "Simplification". We believe that Technology should be simplified to reach to masses. We are the fastest growing company in the field of education digitization in India. We have our own brand named Ekin, which is used by 10,000 plus customers, including IIT and NIT across India. Our range of solutions include products for On-line classes, off line classes, SMART classes, Virtual classes and more. We are the only brand of India which is having end to end portfolio of products needed for Education digitization domain. In recent Corona pandemic we digitized 3000+ Coaching / school / college / universities in India. We have 8000+ satisfied users across India, Nepal, Bangladesh & Bhutan.

Location: We have opened 7 experience Centres in Jaipur, Allahabad, Kolkata and Patna . This experience centre can benefit any educationist as they can experience new technology and consult experts without any charges.

We have also taken social initiative to educate teachers on technology.

Currently we are partly manufacturing most of the products and hopefully by next year we would be fulfilling our dream of being a part of Atmanirbhar Bharat.

Macaws Infotech has relentlessly catalysed in to IT Security, Cybersecurity & Cloud Security over last two decades and we are into Protecting data, Intellectual Properties and reputation of some of the most renowned organisations. We mitigate the threats by superior means in different fields like Cybersecurity, Artificial Intelligence, Machine Learning, Cloud Security, Internet of Things (IOT), Robotic Process Automation (RPA), Endpoint Detection and Response (EDR), Advanced Persistent Threat (APT), Intrusion Prevention and Detection System, Data Loss Prevention (DLP), Vulnerability Threat and Protection (VTM), Encryption, Next Generation Firewall (NGFW), Security Audit, SIEM, Google Cloud, AWS, Azure, DDoS – SQLi – XSS Protection, WAF, Patch Management, SSL VPN. We will focus more on Cloud Security in next two years.

Our core competence is Technical Expertise of our Network Team. We have a retention percentage of 99% with our customers. We have expanded our wings geographically all Eastern India including Bhubaneswar – Orissa, Jharkhand and Chhattisgarh. Our main Customers are from BFSI, CORPORATE BANKS, MEDIA, Manufacturing units etc. We have won many accolades over the past years, and we are emerging to the next level , with some significant ideas in a charismatic way. We believe in teamwork and cooperation among ourselves, we focus on achieving every bit of success in a subtle way, as there is a saying "the more you put into it, the more you get out of it" so we have to take steps wisely need to be more calculative in order to compete with all our competitors and Covid 19 Pandemic times.



Manasi Saha
Macaws Infotech

Support companies in identifying cyber security and information security vulnerabilities, formulate threat mitigation strategies, help companies recover from cyber attack. We do not sell products. We operate between client and system integrators. Our clients include ABP, Bandhan Bank, Vedanta, Tata Steel, Tata Medicals Hospitals, AMRI, Apollo Hospitals, Titagarh Wagons, SRMB Steel, IIT Kharagpur, Peerless Securities & 100 more.

ISOAH also provides cyber security training to corporate, law enforcement, PSU, etc. We have provided cyber security skill based training to staff of PWC, CTS, PowerGrid, Mjunction; as well as regularly provide training to Kolkata Police, CID, CDAC, Income Tax dept, Govt Forensic Labs, CRPF, etc. We are the oldest authorised training and exam centre for Ec-Council global courses - CEH (certified ethical Hacker), CHFI (forensic), CPENT, Licensed Penetration Tester. In association with WB State Govt University (MAKAUT) we are offering BSc & MSc degree courses in Digital Forensics (Only place to get these degrees in Eastern India).

Our 25 member team are qualified CISA, OSCP, OSCE, ISO 27001 Lead Auditor, ISO 22301 Business Continuity Lead Auditor, Lead Privacy Auditor.

ISOAH promoters are regional committee members at Nasscom, IT Committee Member for CII East, Committee Member at ISACA Kolkata Chapter, Advisor to Govt Of West Bengal Cyber Security Centre of Excellence.

Location: Kolkata, Bhubaneswar, Siliguri

Organisation Skill in Terms of Technology: Vulnerability Assessment & Penetration Testing of Network / Application / Mobile App / IoT, Configuration Review of firewall / Server / Office 365 / Active Directory Policy, ISO 27001 certification, ISO 22301 business Continuity certification, GDPR assessment and gap closure.



Sandeep Sengupta
ISOAH Data Securities Pvt Ltd
(popularly known as Indian School of Anti Hacking)



Tapan Ghoshal
Datacrown Computers Pvt Ltd

Longevity of business in this domain. Ability to understand and respond appropriately to customer needs. Affordable and timely delivery of solution and services. Consultative approach in handling simple and complex business requirements. Good bench strength. Good customer base in different business segments. Fastest implementation across multiple locations or for a complex business scenario. Aligned with the highest quality standards set by TSPL.

Location: Guwahati, Assam

Organisation Skill in Terms of Technology:

- Expertise in SAP Business 1
- Tally Customization
- Cloud Services
- RDP Solution Services
- Integration between DMS and Tally & SAP
- Tally on Mobile services



Manish Agarwal
AIM Technosoft

More than 35 year's experiences team with a Kolkata-based tech company, has been serving the East India region. Aim Technosoft team is bridging the knowledge gap by providing solution-level value addition to the projects even in remotest villages in the Eastern and North-Eastern part of India. Basically we are provider on cyber security solution in across India form last 5+ years. More than 200 SME customers are in touch with us and happy with our services and good advice .

Location: Kolkata

Organisation Skill in Terms of Technology: Knowledge-gap/ skill set is the biggest problem here in this region. While many small-scale partners are ambitious, bigger projects are always a distant-dream for them. Thus, to address that, we had created a concept where we provide the knowledge and technical support needed here from Kolkata both remote as well as on-premise. Eastern region is a little more diverse in the customer as per mentality and culture in comparison to other regions of India. So, their adaptability is even diverse from one part to another. So, to make adoption of

any new technology in Eastern India, we need to work in-depth, which most of our vendors are inept. In that place, our roles come in, which we have been doing for long. Our focus was our value-added Partners and our customers. We have our dedicated service team. Even during the COVID pandemic, our team had served our partners round the clock. In fact, we had to increase the number of team members in the sales and support team during the COVID pandemic. Thanks to COVID, we got quality time to think and adapt to new technology and we have trained our sales and tech team to the next level. We are well equipped and we truly believe we can give good to great support to our customers. Now we have great product, solution, and technology with us, which will help us drive our business for the upcoming 5 years.

Logarhythm started its journey in the year 2013 with an idea to run an organisation without typical salespeople. During our journey of approximate 8 years, we could meet our idea to its maximum. Currently we only have inside-sales executives running the marketing activity. Rest is being owned by our technical executives. In this journey we became partners of multiple OEMs like Microsoft, Atodesk, Adobe, Cisco, HPE, Dell, Trend micro, Sophos, Fortinet, Aruba, Tata Communication etc. In 2013 it was quite visible to us that CLOUD, CONNECTIVITY & SECURITY will be the basics of the next generation SI business. Hence In-terms of product & services, we selected the same and started developing expertise. Now in 2021 we have prestigious customers all over India. Our favorite quote is "Darwin has interested us in the history of nature's technology" by Karl Marx.

Location: Kolkata

Organisation Skill in Terms of Technology:

- Apart from our focused service area. we are quite an expert on Network, Server, Storage, Backup, software licensing, migration, etc.
- We never believe in fast growth rather believe in building long-term relationship with specific customers and work in teamwork with a strict hierarchy-based structure and focused into building a sustainable platform.



Satya Priya Das
*Logarhythm
Consultancy*



Shiv Choudhry
Fasttrack Advisors

Fasttrack Advisors Pvt. Ltd. is a frontrunner in business application IT Solutions in both established and emerging technologies. We specialize software solutions both developments, Implementation and support. Our customer footprint spans across various verticals like retail, supply chain, financial services, education, IT services, professional services and manufacturing.

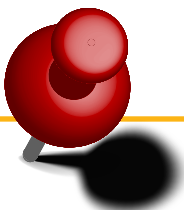
Our services include product visualization and concept-refinement, prototyping, design, implementation, maintenance as well as customer support. We also help migrate existing products to new technologies and platforms. Shiv Choudhry is promoter of Fasttrack and heading the entire operations. By qualification, Shiv is a Chartered Accountant, and is also a Microsoft Certified Business Management Solutions Specialist, and Oracle Certified Apps Specialist. He previously used to work for PwC as ERP consultant before founding Fasttrack. Some of the marque clients are Tata Steel, SAIL, JSPL, Deloitte, CESC, Gainwell, Veeline, Calcutta University among others.

Location: Kolkata

Organisation Skill in Terms of Technology:

- Microsoft dynamics business central (ERP) Licensing and Implementation Services
- Microsoft dynamics CRM Licensing and Implementation Services
- Mobility application development for customers, vendor, Salesperson or Employee s to access ERP/CRM data in mobile device.
- MSME Business Solution - We provide various solutions for solutions for MSME like Tally Prime, TDS and GST filing solution, Payroll, Fixed Asset Management solution, E-Invoice
- ORACLE EBS (ERP) - We provide customization and support services for various modules of ORACLE EBS solution including integration with third part application, data migration etc.
- BUSINESS INTELLIGENCE using Microsoft Power BI and EASY REPORT
- SALES AND STOCK VISIBILITY – Our solution help large organization to provide Sales and stock visibility across their Distributors and Dealers and plan for auto replenishment of stock.

Management Committee Updates



We are happy to share that **more than 90% members renewed their memberships before time**. Extension had to be given keeping the pandemic and its effect in mind. We hope to take all existing members forward to our new year without leaving anyone behind. We are working towards that goal.

Work has kick-started again on our ISODA members portal, and we have finalized the story-board. We will soon be testing the same and once we have done that, we will make it live with the members data that has already been collected. Newer members and members who did not upload their data can also do so once the micro-site is live.

Management Committee has been **meeting regularly every alternate week** and our discussions are very healthy and full of **value-added ideas**.

We have started our **online-activities regularly** and you will see more and more **varied topics of Business** and Interest being shared with the members.

Our Minutes-of-Meetings were delayed but have since been shared with everyone. We urge you all to write back to management@isoda.in to **give us feedback and ideas/advise on a regular basis**.