



interConnect

Volume 04 | Edition 22 | October 05, 2021



Innovating solutions through
Collaboration



President's Address

Jitesh Chauhan
president@isoda.in



Dear Fellow ISODA Colleagues

The positivity that has surrounded us is that the business is increasing, customers have started investing keeping in mind the Cyber Crimes that are increasing. The vaccination drive initiated by Indian Govt has already touched 85.2 Cr Doses giving us the Citizen of this Country some relief from expected third wave. The overall outlook is looking much better from a business perspective and I am sure that you are all engaged and busy with an increase in business discussions.

The New Management Committed has come on board and we assure you that we would be working closely with Members of this community for their betterment. Our Chairman Alok Gupta's Vision is to Help in the Growth of Software Channel business and to help mitigate any problem faced by Software Channel Community. Our new Isoda Website has gone Live where we are publishing the member's directory in a secure manner. We are also working on getting a list of document templates uploaded on our website for the ready reference of our members. There are already some documents which are already uploaded and few are getting ready to be uploaded to ISODA Website. The documents which are uploaded for ready reference are the PO formats, Offer Letter formats, MoU/NDA/SoW formats, Service sign-off formats etc. We are sure these will help you all to tremendously streamline your documentation needs. We have already adapted new technology through emerging platforms like Video Conferencing, Digital Marketing, Cloud services, Cyber Security, RPA which have taken space in our day to day business. On-site business has started with offline meeting and which would have resulted most of our members an increased pipeline compared to last quarter. Like the phoenix we will and we would arise!

In our Interconnect, we have covered the profile of Members from South, East & North and this Interconnect covers the Members from West. We have got some positive feedback from our Members. Certain Members have got connected with certain members from other region with the skills they have mentioned in interconnect. Members have started collaborating region to region and MC would encourage such initiative taken by ISODA Member.

The new MC have already started taking stock of all Region and have taken an initiate to ramp up certain regions and add up new chapters. Keep watching this space for this.

In the meantime, stay safe and grow!

Cheers

Jitesh Chauhan – President ISODA
president@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 West

Participating Members

 SYSTECH <small>solutions at work</small> <small>TECHNOCRAFT SERVICES PVT. LTD.</small> <small>ISO 9001:2015 & 27001:2013</small> Systemech Technocraft	 Panzer IT <small>MAKE IT SECURE</small> Panzer IT	 Silicon <small>NETSECURE</small> Silicon Netsecure	 TM Solutech TM Solutech	 GRAFTRONICS <small>CLOUD • SERVERS • STORAGE • SECURITY</small> Grafronics
 Questa <small>Software Systems</small> Questa Software	 ambisure <small>LET'S SECURE IT</small> Ambisure Technologies	 ComPrompt <small>it's lifeology!</small> Comprompt Solutions	 BD SOFTWARE DISTRIBUTION <small>PVT. LTD.</small> BD Software Distribution	 PSSPL <small>PENTAGON SYSTEM & SERVICES PVT. LTD.</small> Pentagon Systems & Services
 Silver Touch <small>TECHNOLOGIES</small> Silver Touch	 xpress <small>Cloud Solutions for the Modern Business</small> Xpress Computers	 ADWEBTECH <small>We Mean Secure e-Business</small> Adweb Technologies	 adit Adit Microsys	 shivaami Shivaami Cloud Services
 dMACQ <small>Digitizing Your World</small> <small>DMS BPM RPA eVSP Digitization</small> dMACQ Software	 GAJSHIELD <small>Data Security Firewall</small> Gajshield Infotech	 DigitalGlue Digital Glue	 COMPUSOFT <small>THE WORLD OF SOFTWARE</small> Compusoft Advisors	 NEOTECH INFOCOM Neotech Infocom
 RANKSECURE Rank Secure	 APICAL <small>Passion for technology</small> Apical Impex	 RUBIK Infotech Pvt. Ltd. Rubik Infotech		

contd...

SYSTECH Technocraft Services Pvt.Ltd is ISO 27001:2013 certified leading value-added distributor (VAD) for cyber security, info security, business continuity and business analytics solution provider.

Systech has partnered with established, market-leading OEMs and offers an unparalleled portfolio of products and solutions that meet every critical IT need – from cloud access security, advanced threat prevention and data-centric security to network system management, monitoring & optimization and data analytics.

Location: : Mumbai & 6 regional offices

Organisation Skill in Terms of Technology: We provide bespoke IT solutions services to financial, BFSI, education sector, pharma, IT & ITES companies and investment firms based in India and worldwide. Distributor of : Solarwinds, Globalscape, HelpSystem, Neverfail, Tripwire, CyberArk, Stata, StatEase, Parallels, NetSupport.



Jitesh Dave
Systech Technocraft



Pankaj Jain
Panzer IT

We understand 'Information Technology' is all about DATA. Therefore data should be available to organization, every moment from anywhere. Hence, when required – if data is not available, purpose of IT is defeated. Its important to consult best IT security solution provider in India.Thus we emphasis on Continuous Secure Data Accessibility & Availability.Panzer is reputed to provide best pre and postsales support.

Location: Navi Mumbai, Noida

Organisation Skill in Terms of Technology: Distributor of Varonis, Vembu, SecPoint, Somansa, Emsisoft, SecureTower, Falcongaze, Netop, Acronis. We also provide Data Leak Prevention (DLP), Backup, Disaster Recovery, Endpoint Security, Anti-Malware, Employee Monitoring, Vulnerability Assessment and Penetration Testing (VAPT) Software, Big Data Management, Data Classification, Threat Management & Risk Management .

We, Silicon Netsecure Pvt. Ltd., present ourselves as India's leading Information Security Services Provider & Partner. Since 2000, our focus has been on Networks & Information Security Solutions. Our clients gain from this specialisation, as they attempt to measure and manage Information Risk in an increasingly complex business and operating environment. Our customer centric strategic Business Units are Consulting, Technical Services, Managed Security Services and Implementation, Product Services. We are firmly committed to continuous customer-centric innovation. The company develops its innovative network security and cloud solutions on the fundamental belief that customers need converged, easy to manage, and reliable solutions that provide them with the capacity and security to maximise business opportunities.

Location: Mumbai

Organisation Skill in Terms of Technology: AWS, Sonicwall, Fortinet, Sophos, Bitdefender, McAfee, Kaspersky, IBM Security, QRadar, Array Networks, Accops, Microsoft, Google, MDAemon



Tushar Parekh
Silicon Netsecure



Binit Shah
TM Solutech

TM Solutech is subsidiary of a leading IT company TM systems which believes in catering quality-based products that are customized and platform based. The company ideal has always been to put the customer needs ahead of theirs. We strive to deliver our products as per customer needs and reduce the timescales as well as costs of product development without sacrificing quality. TM systems' team is driven to help the clients achieve business success. The company is acknowledged for its quality, time as well as commitment.

Location: Ahmedabad

Organisation Skill in Terms of Technology: Cloud Solution, Microsoft Solutions, Network & Security Solutions, IT Infrastructure, VR & AR Solutions, DR & Data Center Solution.

Since 1990, Grafronics is a premier IT services firm managed by seasoned professional with more than 30 years of experience. Head-quartered at Mumbai, we are one of the leading "IT solutions provider" with focus of on-time and efficient service. Grafronics has established itself as one of the premier companies in Mumbai dealing in Servers, Storage Solutions, Security, Networking, Facility Management. Office Equipments & Power Solutions. With its credentials, experience and resources at command, Grafronics holds a prime and domineering position in providing solutions and other office automation and security products. Grafronics' key to success has been providing solutions blending with the right technology and ensuring value for the money. By undertaking research to understand business requirements of our clients, we are in a position to guide our clients in areas ranging from administration, management & value additions, which we integrate in our solutions.



Vimesh Avlani
Grafronics

Location: Mumbai

Organisation Skill in Terms of Technology: Servers / Storage / Security / Networking / FMS



Manish Tandon
Questa Software

Questa Software Systems Pvt. Ltd was started in 2002. Its major Partnership is with Oracle, Microsoft, Adobe, Corel, Kaspersky, Seqrite. We have a strong team of Support who helps our customers in migrating their cloud application of O365 and Azure. We provide all type of Software Licencing consultancy and help our customer to Optimize their Licencing.

Location: Mumbai, Serving pan India and Across Globe

Organisation Skill in Terms of Technology: We have in Depth knowledge of Licensing of Microsoft, Oracle and other OEMs. We have Support team for Oracle Primavera project management where we undertake Installation, Implementation, Integration and training. We Support our customers for end point security, Unified Network Monitoring, Asset lifecycle management, Inventory and patch management.

contd...

AmbiSure Technologies understands that every part of IT infrastructure is important, but it is how you secure your Hardware & Software Infrastructure, determines how safe you will be. It's important to have Information access only to the right people, and we are the ones to make sure it happens. We have been in the forefront in some of the major next-generation Security Solutions. As well as our technicians have skills and expertise that would assist you in Pre & Post implementation. Talk to us today about your requirements and leave your worries behind, we'll be with you each and every step of the way. We have many success stories with ISODA members where we have executed deals from PreSales support to PostSales services. Collaborate with AmbiSure Technologies Pvt. Ltd. as your Trusted Partner to service IT Security solutions to your customers.

Location: Mumbai

Organisation Skill in Terms of Technology: PKI, Multi-factor authentication, Data Security, Application Security, Network Security, Anti-Phishing, CyberSecurity Consulting, VAPT Services



Ajay Bhayani
Ambisure Technologies



Manish Sanghrajika
Comprompt Solutions

Comprompt Solutions LLP since the year 2000 has become a brand to reckon with in the field of IT security and solutions. During its formative years, Comprompt won accolades from hundreds of its clients by equipping their businesses with the most dependable IT solutions for mail and messaging needs as well as securing their wired world with reliable End-point, Gateway Security solutions and support. Today, in the ever-changing scenario of the IT industry and its deep inroads into our life, Comprompt has successfully transformed it into an organization that offers a lot more IT services and solutions. Comprompt Solutions LLP in a nutshell, is an organization that takes pride in making customers life easier by embracing their all kinds of digital devices with the utmost care and clarity so that their lives remain simpler yet secured, forever!

Location: Mumbai

Organisation Skill in Terms of Technology: Implementation & support of data, endpoint and gateway Security, Mail & Messaging Solutions, On-prem and cloud infrastructure. Complete Web Technology Solutions, Website Hosting, Website Security, Website Development, Web app development, Digital Marketing.

Established in 2006, DigitalGlue is based in Mumbai, India. A close-knit team of dedicated professionals, we work with partners and customers in India, South East Asia, Australia, Europe and the USA.

Location: Mumbai

Organisation Skill in Terms of Technology: Universal Email Backup & Archiving. Cloud technology consulting services.



Sharad Popli
Digital Glue

contd...

BD Software is a VAD (Value Added Distributor), Distributing Security Solutions useful for SOHO, SMB and Enterprise. With a team of more than 50+ members & veterans having collective experience of 110+ man years and growing, we offer good solutions with value for money for our partners followed by proper technical support. BD Software's accredited vendors include both the biggest names in the industry and some of the most agile and innovative newer players. Combined with extensive in-house technical expertise, this enables us to assemble flexible solutions and services that serve the end-users like no other offering can.

Location: Mumbai / Kolkata / Delhi / Pune / Bangalore / Punjab & rest of India

Organisation Skill in Terms of Technology: Distributor of Bitdefender End-Point Security & EDR, CisoSys (DLP), Zecurion (DLP & Employee Monitoring), Data Resolve (DLP & Unified End-Point Monitoring Platform), Safetica (DLP & UEBA), Proget MDM to newer players like, SuperMail (Mailing Solution), IPM plus (Endpoint Management Software), Peregrine (SoC as a Service), Fudo Security (Privileged Access Management), Knowbe4 (Security Training) & MBDOCS (Digital Signing Solutions), & Abbyy OCR solutions.



Zakir Hussain Rangwala
BD Software Distribution



Sairaman Mudaliar
Pentagon Systems & Services

Pentagon System and Services Pvt Ltd is a leading Infrastructure service provider and System Integrator with a presence across India and Singapore. Established more than two decades ago, we aggressively grew our services on a national and international forefront as a service provider from Mumbai, India. We now cater to over 1200+ Enterprises and SMEs with highly experienced teams for sales, consultants and a vast pool of skilled engineers supporting their mission-critical environments, which covers multi-vendor, multi-platform infrastructure. What makes us unique? Our approach towards embracing new technologies and providing excellent solutions.

We bring a clear and crisp goal to tailor IT solutions and managing critical business needs. We go above and beyond to make sure we offer the best of the best. Our design & belief lies in sustaining & nurturing our customer's IT needs with our extensive offerings on infrastructure, network & security.

Location: Mumbai

Organisation Skill in Terms of Technology: We aim to expedite and boost digital transformation. Essentially paving the way for the business growth of our customers. We touch upon creating these transformations and service offerings on a global forefront. We differentiate through our intense and constant attention to produce excellence. We understand that every business has diverse needs and offer tailored IT solutions to every client. We deliver a wide range of IT services, unwavering dependability and unparalleled agility that drives ROI. Pentagon is a trusted partner for managing essential business requirements, implementing IT strategic consulting and managed services. In conclusion, We make it clear, assessable, and attainable.

contd...

Silver Touch Technologies (NSE:SILVERTUC), established in 1995 is a global IT Solution Provider and Product Engineering Company, accredited with CMMi level 5, ISO 27001, ISO 20000 and ISO 9001. Drawing on more than 25 years of experience across all major Sectors and Industry Verticals, the company aims at transforming organizations digitally with innovative and sustainable IT solutions that deliver value to the business. The solutions we provide cover top to bottom technical needs including Software Development, E-Governance Solutions, Digital Transformation, Managed IT Services, Outsourcing, RPA, ERP, Cloud Solutions etc.

Location: Ahmedabad , New Delhi, Mumbai , UK, USA

Organisation Skill in Terms of Technology: We're skilled with vast array of cutting -edge Technologies

We have witnessed, observed and adapted the evolution of technology in order to innovate it and make it a solution that can smoothen up your processing practices and sharpen the work flow to achieve more efficiency and optimum use of resources. We are skilled in Microsoft, Open Source, varied Frameworks, Front-end, Mobile Technologies, Big Data, Java, AI, ML, RPA etc.



Jignesh Patel
Silver Touch



Chetan Shah
Xpress Computers

Xpress is a leading Microsoft Certified and a cloud solutions partner, offering Modern Workplace solutions with Microsoft 365 and Azure. Xpress also offers complete IT solutions including IT systems, networking, storage and security, backed with great IT support for your IT infrastructure.

SINCE 1988, Mumbai's Premier IT solutions provider for thousands of SMB and education customers. This is also amply demonstrated by the numerous awards we have received for our IT solutions and services offerings.

Location: Mumbai

Organisation Skill in Terms of Technology: Cloud Subscriptions from Xpress has got ample expertise on Modern Workplace solutions including Microsoft 365, Azure, Tally on Cloud and other allied technologies. Xpress undertakes complete projects including migration, deployment, security setup, DLP configurations and ongoing support. Xpress would be glad to collaborate and partner with ISODA members on opportunities where each

can synergise with our respective skills for mutual benefits and long term progress.

Neotech Infocom is 18 years young IT organisation situated at Mumbai . Neotech is incorporated by Nilesh Kadakia having 32 + years IT industry experience. Neotech focus is on Simple Technology Solutions to drive customer Growth. Neotech is catering to Micro and Small Businesses for their Business Financial ERP solutions requirement through Tally and Enterprise ERP solution EPPS-ERP to more than 1000+ customers ranging from Traders , Manufacturer / Distribution organisations.

Location: Mumbai

Organisation Skill in Terms of Technology: Providing right solutions for Business ERP and Implementation .
EPS /UTM solutions



Nilesh Kadakia
Neotech Infocom



Renu Chawla
Adweb Technologies

AdwebTech is a cyber security services provider in India which started its business in January 2000. We strive to meet the increasing demands of the market and achieve better and greater heights of success, by remaining engaged in cutting edge and evolving cyber security best practices. Our multi-faceted team comprises well experienced and skilled techno-commercial experts. We are involved in cyber protection services to over 2000 entities worldwide. We are also the largest network security provider and implementer in the PKI space in India. AdwebTech also has the credit of the highest number of installations in the SSL and personal certification space. We also have the highest number of implementations for multi-factor authentication and one-time password devices. We also plan and implement PKI based workflows.

Location: Mumbai

Organisation Skill in Terms of Technology: System Integration Services , Bespoke Software Development , PKI & SSL certificate with workflows, Multi-Factor Authentication, Security Mobile App Security (RASP, DAST, SAST), Data Classification and Discovery, Data Classification and Discovery , Enterprise Cloud Asset Security, Threat Intelligence & Digital Risk Protection

Adit Microsys is a total IT Solutions provider with corporate business offices and development center located in Ahmedabad, India. Founded in 1993, our firm is dedicated to developing effective outsourcing partnerships with clients to reduce their IT costs, improve process management and reduce time-to-market for new product ideas. Adit Microsys helps customers thru following Strategic Business Units: IT Infrastructure, Application Development, E-Learning Solutions

Location: Ahmedabad

Organisation Skill in Terms of Technology: Implementation of Microsoft Platforms solutions , Oracle & Middleware Database , Application & IT Infrastructure Monitoring , Endpoint Security , Perimeter Security , Storages , Identity & Access Management , Development of Mobile Apps.



Biren Shah
Adit Microsys



Punit Thakkar
Shivaami Cloud Services

The purpose of Shivaami is to bring positive change in the lives of the people we connect by offering solutions and services which bring Profit and Happiness.

Shivaami assists you to modernize IT infra by deploying cloud solutions that will enhance your digital transformation journey to meet business goals and drive growth. Recognized by industry experts and adopted by several companies across diverse domains, Shivaami is a leader in Cloud.

Today, Shivaami caters to 10,000+ clients across India with 5 offices and team of 150+ certified professionals.

Location: Mumbai

Organisation Skill in Terms of Technology: Cloud Service Provider

contd...

dMACQ was founded in 2011 with the goal of helping organisations' go digital – our tag line DigitizingYourWorld®. Today we are working with over 200 customers mainly large corporates and industry leaders to provide cost-effective solutions in digitization space such as our dMACQ intelligent Document Management System, next generation of Robotic Process Automation solutions, and Business Process Management System. dMACQ spends nearly 15% of its revenues in Research & Development. Our mission is to inspire and lead in developing state-of-the-art software products that can be seamlessly integrated with the IT ecosystem. We strongly support work-from-home, produce-from-remote, and manage-from-anywhere initiatives

Location: : Mumbai

Organisation Skill in Terms of Technology: dMACQ engineers are specialists in open source technologies including image processing, computer vision, machine learning & artificial intelligence. Our technologies are embedded in our intelligent Document Management Software, Business Process Management and custom-built Robotic Process Automation Solutions. dMACQ is a market leader in providing cost effective, zero code, enterprise-wide solutions.



Srikant Krishnan
dMACQ Software



Sonit Jain
Gajshield Infotech

GajShield Infotech (I) Pvt. Ltd. head-quartered in Mumbai, India, since its inception in 2002, focuses on providing Security Solution to Corporate's and Government agencies. With our mission to deliver best of technology to deal with "Zero-Day" threat for a "carefree network and internet experience", we, in our 19 years of our experience in the Firewall space, have deployed over 15,000+ firewalls spread across geographic regions in India, Europe, United States, Middle East, Africa, Australia, New Zealand and Southeast Asian countries. GajShield stands as one of the key players in leading the firewall space. GajShield is also the only Indian vendor amongst the highest rate vendors in multiple rating and experience sharing Portal in Firewall Category.

Location: Mumbai, Noida

Organisation Skill in Terms of Technology: Data Security Firewall

RankSecure is National Level VAD for CyberSecurity and Backup Solutions from various International Companies having the best technology in their domain.

All our solutions are very unique and hardly have any competition. The margins are very good and we offer you written and complete Deal protection and top notch pre-sales and post sales support.

Location: Mumbai

Organisation Skill in Terms of Technology: Cybersecurity, Backup. Distributor of Orca , Datalocker, Altaro, Wipedrive, Beachheadsecure & IT Asset Management, IT Patch Management & Remote Employee Monitoring ..



Anil Bhavnani
Rank Secure



Devesh Aggarwal
Compusoft Advisors

Since over past 24 years of expertise of deploying smart business solutions over different customer segments, Compusoft have embellished as one of the preferred technology/automation partner organization. Compusoft through its Gold Competencies in Microsoft Cloud Business Solutions primarily focuses on providing Enterprise Business Applications (CRM / ERP), Cloud Solutions (Azure), PowerApps & Power Automate with RPA and AI/DPA based business process automation Solutions.

Since last 2 years we invested heavily on adopting the new age technology like Machine learning, Cognitive Workflows and Artificial Intelligence and built our own BOT platform. We recently even added data extraction capabilities in the same to enable Digital Process Automation in the same solution namely "ProcMATE". We even been honored and recognized for "CIO Awards" for best enterprise solution for this solution

Location: Mumbai

Organisation Skill in Terms of Technology: We help businesses to choose the best fit for their organization. Both Dynamics 365 Business Central and Dynamics NAV are aimed at small and medium-sized businesses. We help organizations to quickly build data-driven and powerful business apps / solutions with Microsoft Power Platform—Power BI, Power Apps, Power Automate, and Power Virtual Agents. The low-code platform that spans Office 365, Azure, Dynamics 365, and standalone applications.

Apical is server (Workstation + Server) & data storage focused company providing solutions to clients across the industries with different applications. Established in 2005 Apical is a trusted name owing to their strong solution centric approach and is known for its partner-focused distribution pan India. Technical team in Apical have dedicated themselves to create quality, robust yet cost-effective solutions serving all industry verticals and applications, for their partners who cater to medium, large enterprise and Government vertical. Head quarter out of Mumbai & working pan India the Promoters of Apical have an experience of over 28+ years. In a constant endeavour to delight clients and with the understanding of market dynamics and sensitivity Apical team is continuously working with multiple brands and adding new solution in the portfolio.

Location: Operating Pan India. HQ - Mumbai. Other places WFH

Organisation Skill in Terms of Technology: Workstation + Server + Storage



Tejas Sheth
Apical Impex

Rubik is an extremely customer-focused organization. With our strong business practices and a wide spectrum of products and distribution network, we are able to deliver Rol-driven, customized IT solutions to our clients. Our strength lies in our robust service model; the technologies we use; our processes and our people. Every IT consultant at Rubik Infotech possesses a rich tapestry of industry experience and in-depth knowledge of his respective domain of operation.

Location: Ahemdabad

Organisation Skill in Terms of Technology: Enterprise Messaging, Enterprise Security from Desktop Security to Parameter Security, Backup & Storage, VAPT , IT Security Audit , Infrastructure Audit , IT Asset Management



Jitesh Chauhan
Rubik Infotech