SEASON'S GREETINGS

MERRY CHRISTMAS

and

HAPPY NEW YEAR

President's **Address**

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Dear Fellow ISODA Colleagues

Warm greetings in this cold season!

After all, warmth springs from our heart rather than the ambience! With the festive season behind us, it is time to focus on our respective businesses. At the outset ISODA would like to thank all of you for the stupendous response to Experience TechForum 2021 conducted by ISODA and Digital Techmedia. The MC would like to specially thank Mr. Lalit Choudhary who took the initiative of distributing Diwali Sweets to Members across India and making sure that it reaches each and every member before Diwali. Members acknowledged the initiative taken by Management Committee. The MC team has tirelessly worked in resolving some important pending decisions and we are able to pass most of it in the Special EGM which as held on 13th Nov 2021.

We have dedicated this Edition of Interconnect to all our Distributor's Friend who have always been backbone of our Community in terms of giving us Value Addition in the Products which they are partnering and getting us Sponsors during our Annual Event's. Lot of our Distributor Friends are doing an exceptional job in their domain and would request ISODIAN friends to support them in the product they have been distributing.

We have 2 Committees which are helping our ISODA Members very professionally.

- **Grievance Committee** – specially designed to resolve the unsorted issues between Members / Distributors / Vendors. You can now mail your concerns to grievance@isoda.in which will be addressed by the grievance committee.
- **Tax Committee** – you can mail your tax related queries to tax@isoda.in that will be responded by our tax consultants and ISODA Tax Committee.

It was a real honor for ISODA to be accorded special recognition at GESIA 2021 where our President had fruitful discussions with GESIA. ISODA & Gesia both can work together in a more constructive manner. We have successfully Concluded North Regional Meeting where Vice Chairman – Mr. Gautam Raj and Jaipur Regional Meeting where our Secretary Mr. Pradeep Daga were Present. Special thanks to Mr. Alok Gupta (Cache) and Mr. Lalit Choudhary.

Here's wishing you all a Very Happy 2022. May the new year herald abundant happiness for all of us.

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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**

Regional Meets

Rajasthan Chapter

North Chapter

Value added Distributors of ISODA

RANKSECURE

Anil Bhavnani
Ranksecure

RankSecure is a 35-year-old Mumbai-based company. We are a National Level Value Added Distributor for very unique and best in class technology solutions. We are a totally partner focussed company and strive to ensure that you make good margins, genuine deal protection, you find it very easy and fun to do business with us and you get incredible pre sales and post-sales support. Our products and solutions are very Unique, with practically no competition and hence we can ensure good margins and recurring income.

Our Products & Solutions:

- Very Affordable Employee Monitoring Solution (Cyclope)
- World's top certified Secure Hard Disk Wiping/ Erasing (WipeDrive)
- Military Grade Secure HDD & Pen Drives from a world leader (DataLocker)
- Award winning Backup Solution for O365, VM. Endpoint, Servers (Altaro)
- A Cloud Security solution which has revolutionized the cloud security industry (Orca)
- Manage & secure all computers & mobile devices from a single cloud account – includes risk responder actions, USB Port

Why partner with RankSecure?

Our mission is to help our partners make sustainable profits. We believe that everyone deserves to be compensated fairly for the time & effort they invest. We ensure support to our partners in the best way possible, right from deal-locking - so their deal remain with them - to after-sale support and even support with pre-sales & marketing. With a unique product range and very little competition, our partners can be sure that they'll find it lucrative to offer these revolutionary products to their clients.

We believe that 1+ 1 can be 11 and we invite you to let's come together make it happen!

ZNET
An **RP**tech Company

Munesh Jadoun
ZNet Technologies

ZNet Technologies, owned by RP tech India (a division of Rashi Peripherals Pvt Ltd.), is a cloud services provider offering cloud infrastructure and managed services to partners and end customers across the globe with primary focus on India. Our services include Microsoft 365, G-Suite, Managed Cloud Services – AWS Cloud, IBM-SoftLayer Cloud, Google Cloud, Microsoft Azure, and Cybersecurity Solutions.

ZNet is a distributor of Acronis Cyber Protect Cloud in SEA region via its partner network. ZNet partners offer comprehensive range of cyber protection solutions, including backup, disaster recovery, AI-enhanced anti-malware, endpoint security and management tools, file sync and share, and blockchain-based file notarization – with billing and service delivery automation using ZNet's in-house developed automation platform.

The traditional cloud solutions don't come with adequate data protection. Commonly, organizations install anti-virus software or deploy multiple cloud security solutions that address individual cyber security needs. But these don't always work well together, and in addition they create security gaps, provide inaccurate threat intelligence, and fail to respond to attacks and breaches in a coordinated manner.

"Acronis' AI-based unified data protection and cybersecurity solution meets a critical need to secure remote and hybrid networks against the emerging cyberthreats. Acronis is an incredible solution for our partners looking to equip their end-users with high-end, sophisticated all-in-one cyber protection solution. With Acronis in our distribution portfolio for South-east Asia region combined with our home-grown service delivery and business automation platform, we enable partners to deliver Acronis cyber protection solutions with flexible billing options and complete automation using our award-winning platform 'RackNap'." - Munesh Jadoun, Founder and CEO, ZNet Technologies Private Limited.

Acronis Cyber Protect Cloud, a unified security and cloud management solution, can help your clients handle their challenges.

SATCOM

Vinod Kumar
Satcom Infotech Pvt Ltd

Satcom Infotech Pvt Ltd was established in 2003 with a focus on providing end-to-end Security solutions for all business users. Satcom Infotech has been consistently providing world class IT solutions to a large number of channel partners and corporates in India. Satcom Infotech Pvt Ltd is a Value-Added Distributor having Certified Engineers for Pre-Sales and Post Sales. A team comprising of highly skilled and committed professionals helps the Company deliver its products and services to every corner of the country. Our Major Alliances are SOPHOS, CoSoSys, GFI Software, SOTI, Tripwire & Holm Security.

Sophos provides a single integrated cloud-based management console, Sophos Central – the centrepiece of an adaptive cybersecurity ecosystem that features a centralized data lake that leverages a rich set of open APIs available to customers, partners, developers, and other cybersecurity vendors.

- **CoSoSys** offers a rich portfolio of security products and features for device control, data loss prevention (DLP), and eDiscovery for Windows, macOS and Linux, as well as the development of applications for portable storage device encryption and enhancement.
- **GFI Software** for network management and performance, security, and collaboration applications.
- **SOTI** is a proven leader at creating innovative solutions that reduce the cost and complexity of business-critical mobility and the IoT.
- **Motadata** provides a solution for IT operations through its AIOps and ServiceOps platform. Both platforms leverage the power of the Deep Learning Framework for IT Operation (DFIT) to enhance visibility and control over IT infrastructure.
- **Tripwire** has protected the world's leading organizations against the most damaging cyberattacks, keeping pace with rapidly changing tech complexities to defend against ever-evolving threats. As the pioneers of file integrity monitoring (FIM).
- **Holm Security** empowers companies struggling to gain insight into their cyber security landscape and help them meet future laws and demands.

SEA infonet

Biswajeet Saha
SEA Infonet Pvt. Ltd

We are a channel centric Cybersecurity distribution company with about a dozen tie-ups for nation-wide distribution with both national and international OEMs. We are spread across 12 cities in terms of direct presence and 45 cities with our network of over 2000 partners. We are a team of over 60 which includes Sales, Pre-sales, Post-sales, Marketing, F&A, logistics and back-office operations.

Kaspersky happens to be one of our key alliances and one of the corner-stones of our success. We have been associated with this brand for over 17 years now and of the eleven years that we have been their ND we have been the best performing B2B distributors in each of these years without any exception. It is because of this that we are also the most awarded B2B distributor in India. A**s we complete 20 years, we would like to thank the entire channel community, our customers, patrons, well-wishers, OEMs and employees for their support in this journey.**

Our product portfolio for Kaspersky includes:
* Endpoint security for SMB up to enterprise including EDR
* MSP and MSSP offerings for most of its solutions
* Mail (including O365 & Google), gateway, storage and collaboration platform
* Cybersecurity trainings from user to expert levels
* Anti-APT, threat intelligence, forensics
* Industrial cybersecurity

Our distribution alliances other than Kaspersky include Acronis, Gajshield, Safetica, Teramind, Everest NMS, Tacitine, Cybernexa, PowerDmarc & Cybonet.

eCAPS Computers

Sudeeth Hegde
eCAPS Computer India PVt. Ltd

eCAPS Computers India Pvt. Ltd., a value-added Information Technology company specializing in IT security and Network Infrastructure since the last three decades. We are value added distributors for Tripwire, a leading Security and Compliance Solution company, Teltonika, an European expert developer and manufacturer of professional networking devices, M/s Kaspersky Labs India, a leading Cyber Security company; Wallix Group, specialize in Privileged Access Management Solutions, DigiCert, for their SSL certification, UGeen Consumer electronic devices and accessories & NetFox, an in-house developer of Firewall, Cables, Switches, racks, Tally on WAN, Tally Work From Home Solutions. Our offices are present across the country to serve our customers across the nation. We have a team of over 100 presales, sales and post sales team pan India to support our partners.

- **Tripwire** offers industry's leading security configuration management (SCM) and file integrity monitoring (FIM) solution. Tripwire is the trusted leader for protecting organizations against the most damaging cyberattacks.
- **Teltonika** is known for its small yet extremely powerful routers, which have been a part of highly reliable, secure, and cost-effective industrial continuity solutions worldwide. Besides cellular and Ethernet routers, Teltonika Networks' portfolio includes modems, gateways switches, and a Remote Management System - RMS.
- **Wallix** are European experts in advanced solutions for a secured digital future with their Preferred Access Management Solutions. PAM refers to the oversight of privileged user access to critical data and systems. As per RBI mandate, they have made PAM Solutions compliance for all financial institutes in India.
- **Kaspersky Labs** provide innovative IT security products and services to businesses and consumers in over 200 countries across the globe. Kaspersky products and solutions are one of the most tested and awarded in independent tests and reviews in the world.
- **DigiCert** SSL/ TLS Certificates for website security.
- **Net Fox**, a globally recognized brand has been an industry leader in providing the complete end to end range of structured cabling solutions for enterprises and small/medium business. Some of our ranges are Structured Cabling Copper & Fiber Solutions, Racks (Wall mount to Floor mount & Open Rack Solutions), Media Converters, PoE Switches, SFP Modules, UTM Firewalls, Tools and Testers & STFP Cables.

We are also regional distributors to world renowned products like Veeam, Sonicwall, Sophos, Cisco, TP Link, etc.

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Mohan Kumar TL
Netpoleons India (TechKnowLogic Consultants India Pvt. Ltd. – A Member of Netpoleon Group of Companies)

Today we are all aware It is very imminent that a User is at risk until proven that they can be trusted. If your IAM program is not performing up to standards, it can have serious Impacts on your organization. As Many identities and access management strategies have become outdated companies need to adapt and develop longer-term solutions. However, for an organization to stay competitive an IAM must handle identity federation and single sign-on (SSO) with easy administration with complementing devices on a massive scale.

Netpoleon India Tripod Solution Stack (IGA / PAM / AM Solutions can help you increase business adoption and standardization of your IAM program across the enterprise by focusing on what matters to users. As the security landscape continues to change, a strong IAM strategy is more important than ever to make sure users only have the privileges they need to do their jobs. Now is the time to access and modernize your identity and access management strategy. As Security teams are on the back foot, struggling to keep control over who and what can access network resources which makes identities a critical digital asset and puts identity security at the heart of a layered defence strategy.
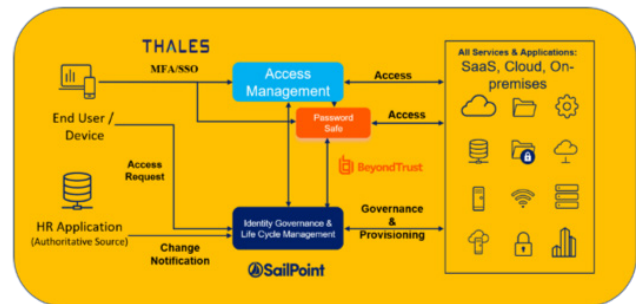
BeyondTrust Password Safe is an enterprise password manager software which ensures complete control and accountability over all privileged accounts within an organization

SailPoint is the leader in identity security for the modern enterprise. Harnessing the power of AI and machine learning it empowers the most complex enterprises worldwide to build a security foundation grounded in identity security

Thales SafeNet Trusted Access is an intuitive access management service that makes it easy to manage cloud and web access with multi-factor authentication + single sign-on and scenario-based access policies is a single solution for strong authentication and applications access control

RAH Infotech

Ashok Kumar
RAH Infotech

RAH Infotech is India's leading technology distributor of information management solutions ranging from storage to security to cloud to data back-up and recovery. As a top-tier technology enabler, we manage the entire value chain of data management requirements of enterprises and protect their digital assets. At present RAH Infotech has technology partnerships with more than 30 global technology giants in various focused domains. We are listing below some of the industry leading OEM partners of RAH Infotech.

Alliances	Solutions
RADWARE	DDOS Protection/WAF/NIPS/Attack Mitigation Solution, Application BOT & API Security, Cloud Native Protection & CDN
THALES	Identity & Access Management, Data Classification, Discovery, Data Masking, Tokenization & Encryption, Digital Identity & Data Protection, 2FA/MFA, HSM, High Speed Encryptions Solutions across DC/DR.
FORESCOUT	Network Access Control, IOT/OT Visibility & Control, Dynamic Segmentation and Real-time Asset Management
MICROFOCUS	IAM/PAM, IDAM, Application Security (SAST/DAST), Data Privacy and Protection Solution, NG-SIEM & SOAR
TREND MICRO	EDR/XDR, WSG, Email, Web Security, ATP, IPS, Application & Container Security, VisionOne
INFOBLOX	DNS Security, Advanced DNS Firewall, Advance DNS Protection, Threat Intelligence, BloxOne Threat Defence and DDI (Cloud based Solution)
RAPID 7	Vulnerability Management, Penetration Testing, Dynamic Application Security Scanner, User Behaviour Analytics to accelerate Incident Detection and Response, Cloud based SecOps
SONICWALL	Next-gen Firewall, Cloud Security, Access Security, Endpoint Security
SKYBOX	Security Policy & Threat Management Platform, Firewall & Network Assurance, Change Control, Vulnerability Management
FIREEYE	End Point Security, Network Security, Email Security, Threat Intelligence, Security Validations, FireEye Consulting and Services
HITACHI VANTARA	Servers, Storages, Hyper Converge Infrastructure (HCI), HCP(Object Storage), Provide Cloud Solution, SAN/NAS Storage & Solutions, File sync and Share Solution
BMC	Cloud Management, Automation, Security & Compliance, IT Optimization, AI & ML, Service Assurance
KEYSIGHT	Network Visibility, Taps, By-Pass and Packet Broker Switches, L2-L7 Traffic Generator and testing Equipment
CELLEBRITE	Mobile & End Point Forensics, Digital Intelligence

Other OEM Alliances include: Arcon, Acronis, GCP, Vehere, Opntext, Quest, Accedian, MikroTik, Cambium, Smokescreen, Virsec, NTT, DNIF, VMRay and HelpSystems

BD SOFTWARE DISTRIBUTION PVT. LTD.
Distributing Safety; Helping Cyberpeace!

Zakir Hussain Rangwala
BD Software Distribution Pvt. Ltd

TECHNOBIND
Defining New Possibilities

Harikrishna Prabhu
TechnoBind

The TechnoBind business model is based on identifying and partnering with vendors who are focused on plotting the future. This means taking the best of breed, disruptive technologies based on our 'Swim-Lane' Approach and helping partners leverage the market opportunities in front of them. Market opportunities are available across spectrum – one just needs to know how to sniff them out and build a sales motion around them. That is where TechnoBind has been helping partners with not just what to sell and how to sell but 'where to sell'. The 'Swim-Lane' Approach that we have perfected, has significantly helped partners grab these market opportunities with both hands.

The market opportunities are today available in many areas ranging from Cloud Adoption to Data Management to Cyber Security to Analytics. Focusing on Cloud adoption for this write-up, TechnoBind has been working with partners helping their customers adopt cloud.

- Carbonite MIGRATE: Helps customers migrate Data from On-Premises to Cloud. Additionally, it can help customers migrate Data in a tech-refresh opportunity for Servers and Storage and from Physical to Virtual, giving the partner additional revenue.
- Quest Software: The go-to technology for everything Microsoft. A consolidated set of Office 365 solutions to address all your migration, management, and security needs — across Azure AD, Exchange Online, OneDrive for Business, SharePoint Online and Teams.
- Thales SafeNet Trusted Access (STA): Award winning solution helps customers accelerate the deployment of cloud services for end users. It provides simplified yet secure access to Cloud Services and Enterprise Apps with Single Sign-on and the unique Scenario-Based Access Policies.
- Thales Data Protection and Key Management Solution for Cloud Security: helps organizations move past silos of encryption and crypto management solutions to attain central and uniform deployments of data protection solutions thus preparing the customer for the next security challenge and new compliance requirements.
- Commvault: Newly launched Metallic Suite provides Secure, reliable data protection for cloud solutions – Applications, DBaaS, VMs, Kubernetes and more.Scalable, flexible from cloud data migration to disaster recovery.
- BeyondTrust: Helps customer protect their business with the most proven PAM solutions for cloud. Discover, Onboard and Manage cloud instances, accounts credentials. Enforce least privilege and just-in-time access for cloud infrastructure.
- SonicWall – Cloud Edge: helps customers deploy simple network-as-a-service for site-to-site and hybrid cloud connectivity with Zero-Trust and Least Privilege security as one integrated offering.
- SonicWall – Cloud App Security: Helps customer embrace cloud applications without fear, enabling visibility, data security, advanced threat protection and compliance for cloud storage in real time.