

interConnect

Volume 17 | Edition 01 | 6th August, 2026

Published by

ISODA

Infotech Software Dealers Association



www.isoda.in

President's Address



Mr. Jitesh Chauhaan
President - ISODA

Dear ISODA Members

Warm greetings to all of you!

The past few months have been a reminder of what makes ISODA truly special. When members come together with a common purpose, meaningful outcomes follow. Our recent Hyderabad membership event was a wonderful example of this spirit. The overwhelming participation, engaging discussions and enthusiastic response reaffirmed that ISODA continues to be the preferred community for technology entrepreneurs across the country.

I would like to place on record my sincere appreciation to our Vice Chairman, Mr. Vimesh Avlani, whose vision and relentless efforts were instrumental in making the event a success. My thanks also go to Mr. Yogesh Chordia and Mr. Lalit Choudhary of the Membership Committee for driving the initiative with great passion, and to our Chairman, Mr. Vinod Kumar, whose guidance and unwavering support continue to strengthen every major initiative that ISODA undertakes.

One of our strongest pillars has always been the diversity of our membership. Our distributors, ISVs, solution providers and system integrators together create an ecosystem where everyone has the opportunity to learn, collaborate and grow. To further strengthen this ecosystem, I am delighted to share that we will now be bringing out two dedicated editions of InterConnect every year with exclusive coverage for our Distributor and ISV members. This edition marks the beginning of that initiative.

These special editions will provide our Distributor and ISV members with a platform to showcase their products, innovations and value propositions to the entire ISODA community. I sincerely request every member to engage with these partners, explore their offerings and look for opportunities to collaborate. Stronger business relationships within the community will create greater value for everyone and reinforce the very purpose for which ISODA exists.

As many of you know, our transition into a Section 8 company has been a landmark step in ISODA's journey. While this transformation brings greater governance, transparency and long-term sustainability, it also involved several statutory and financial compliance processes that took longer than anticipated. I appreciate the patience and understanding shown by all our members during this phase.

I am now happy to announce that ISODA AGM 2026 will be held in Goa from 18th to 20th September 2026.

This promises to be one of our most exciting AGMs yet. We are also introducing a unique opportunity for our Distributor and ISV members to showcase their solutions through premium exhibition stalls at highly attractive member pricing. This initiative is designed to help our partners increase visibility, engage directly with decision makers and create meaningful business opportunities during the AGM.

As we move ahead, our focus remains unchanged, building a stronger community, creating more business opportunities, expanding our membership and ensuring that every member experiences tangible value from being part of ISODA.

The future of ISODA will not be defined by the Management Committee alone. It will be shaped by every member who chooses to participate, collaborate and contribute. I look forward to meeting all of you in Goa as we take another confident step towards an even stronger and more connected ISODA.

I also wish everyone, their families and their teams A Happy Independence Day in advance. Jai Hind!

Warm regards,

Jitesh Chauhaan
President - ISODA

IMPORTANT ISODA CONTACTS

ISODA Tax Advisor [DhruvDua](#) | +91 9810984384 | taxadvisor@isoda.in

ISODA Legal Advisor [ARPradeep](#) | +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> & mail rm@isoda.in

REGISTER FOR THE AGM NOW!

<https://forms.cloud.microsoft/r/Pd6w39hc8x>



ISODA ISV and Distributor Showcase

BEEHIVE HRMS

Your clients juggle separate vendors for HRMS, payroll and compliance.
Now you can offer them all three, under one roof.

HRMS.
6 Services.
1 Team.
Zero Gaps.

- HR tech platform covering core HR, attendance and leave
- In-house payroll, run with statutory compliance built in
- Productivity module for work assignment, monthly and yearly ratings, and appraisal tracking

10X productivity gains for teams using the module*
*Initial results with a set of clients

HRMS + 6 SERVICES UNDER ONE ROOF

Payroll
Accurate, on time,
every cycle

Compliance
Audit ready,
every single day

Staffing
Contract and full time,
one view

HR Advisory
Real time data
for appraisals

Finance
Integrated
with your ERP

POSH
Structured ownership,
not ad hoc

WHAT'S IN IT FOR YOU?

Beehive gives you a ready product to open new conversations inside accounts you already manage, without adding to your own delivery load. Beehive and its compliance partner own onboarding, implementation and support end to end. You bring the introduction, we run the engagement, you earn on every demo and every conversion, with no execution risk on your side.

LISTEN FOR THESE LINES FROM YOUR CLIENTS

“ We use one vendor for HRMS, another for payroll, and a third for compliance.

“ Managing shift workers and permanent staff together is a headache.

“ We are still not clear how the new wage code affects our payroll.

“ Honestly, we do not know what all POSH compliance requires from us.

“ I am not 100% sure our HR compliance is fully covered.

EXCLUSIVE

Special Offer for ISODA Members

QUALIFIED LEADS, REAL REWARDS

Every month your referrals deliver 3 or more qualified demos, you earn a flat ₹3,000 incentive.

Exclusive to ISODA members. Terms and payout structure shared on request.

EARN MORE ON EVERY WIN

20% margin on new client wins. 25% margin on competitor displacement.

Email Infrastructure That Scales. Delivery That Lands.

One platform for transactional email and marketing campaigns — built on dedicated IPs, carrier-grade MTAs, and deliverability engineering that actually reaches the inbox.

TWO WAYS TO SEND

REST API

Fire transactional mail straight from your app — OTPs, receipts, alerts.

SMTP Relay

Pointyourexisting stack at our relay. No re-engineering required.

CAMPAIGNS THAT GROW THE BUSINESS

Newsletters, promotions and lifecycle email — from one-off blasts to fully automated journeys.

Regular one-off broadcasts

Recurring / scheduled sends

Autoresponders and drip sequences

A/B split testing on subject line, content and sender

EVERYTHING IN THE PLATFORM

List Management

Import, organise, manage

Segmentation

Any field or behaviour

Template Builder

Drag-and-drop, no code

Email Authentication

SPF + DKIM + DMARC

Tracking & Reporting

Real-time, per subscriber

List Hygiene

Auto-sunset dead addresses

Compliance Built In

Consent + 1-click unsubscribe

Geo & Device Insight

See where opens happen

7000 Emails monthly and GoDMARC Dashboard

For ISODA

Unified Risk. Smarter Priorities. Stronger Security.

Unified Risk-Based Vulnerability Management and Security Governance Platform

SQUAD1 is a Unified Risk - Based Vulnerability Management (RBVM) and Security Governance Platform that helps organizations prioritize vulnerabilities, improve compliance, streamline remediation, and reduce cyber risk through a unified platform.



Proven Benefits



Risk-Based Prioritization

Prioritize vulnerabilities using business impact, exploitability, asset criticality, and dependency mapping not just CVSS scores.



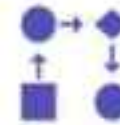
Integrated Vulnerability Assessment

Integrate findings from leading vulnerability scanners to centralize visibility across infrastructure, applications, and network assets.



Enterprise Asset Visibility

Discover and correlate assets with vulnerabilities and business criticality to understand true risk exposure.



Workflow Driven Remediation

Streamline remediation with ITSM integration, automated workflows, SLA tracking, ownership management, and audit-ready reporting.



Unified Security Governance

Manage CSPM, configuration compliance, security exceptions, and application assessments from a single governance framework.

Deliver greater value to your customers

SQUAD1 enables ISODA members to help their customers reduce cyber risk and strengthen compliance while leveraging existing security scanners and processes.



Integrates with existing security scanners and ecosystems



Accelerates risk reduction and remediation



Strengthens compliance and audit readiness



Enhances customer existing security engagement and business outcomes

Trusted by Enterprises

ICICI Bank

YES BANK

UPL

IndusInd Bank

DSP MUTUAL FUND

ICICI Securities

Unified Security Governance Beyond Vulnerabilities



Application Assessment Management

Categorize applications, plan assessments, track status, and strengthen application security governance.



Configuration Audit and Compliance

Monitor configurations, identify control gaps, track compliance status, and support audit readiness initiatives.



Security Exception Management

Manage exception requests, approvals reviews, and risk acceptance through structured workflows.



Cloud Security Posture Management (CSPM)

Integrate and monitor cloud security posture, detect misconfigurations, ensure compliance, and reduce cloud risk.

EXCLUSIVE OFFER FOR ISODA MEMBERS



Special engagement and commercial offerings available for ISODA members.

CONNECT WITH US

connect@squad1.io

rahul.joshi@squad1.io

9769379404

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HR Platform for Evolving Workplaces

Trusted by **4000+ Customers & 2.7 million Employees**

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TATA STEEL BSL

 **Mercedes-Benz**

 **wipro**

 **CISIL PLUS AGRIPARTNERS**

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- Retail & Hospitality • Education & NGO • Logistics • Real Estate & Media



**Recruitment &
Onboarding**



Core HR



**Leave &
Attendance**



Travel & Expense



Performance



Payroll



Digital Employee Attendance



Punch In and Out with Fia AI face verification



Offline punch to allow employees to mark attendance without internet



Geo-Fencing to allow employees to punch within a virtual boundary



Mark attendance with a selfie and location (geo-tag)



Allow employees to apply leave and track leave balance

Become a factoHR Partner



**Elevate Your
Brand's Impact**



**Unmatched
Growth Support**



**Rewarding Revenue
Streams**



**Expand Your
Horizons**



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Ramakant Jawalkar

Chief Executive

Yukthi Systems Pvt. Ltd., Bangalore

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Yukthi Systems is an **email service** company, with its flagship offering, **Yukthi Mail**

This is a service crafted for SMBs – crucial features, telephonic support, economical.

Over the past few years, Yukthi Mail has been gaining traction, with partners all over India; over 2500 domains and 1.4 lakh users, including customer like:



Hybrid service: Yukthi Mail can work in "hybrid mode" with both Google & M365, ie same domain, but users split across 2 services; resulting in huge cost savings.

The last 12 months has seen a growth of over 30%.

Recently, we have launched:

- Our new webmail interface – all new codebase, written in ReactJS & Python backend, many cool features
- Enterprise Email Archival – Exabyte scalable, multi-tenanted, unique service of its type in the world. Works with 3rd party services like Google & M365 as well.

Coming shortly:

- Yukthi Mail V3 – new architecture & Admin application with multi-admin facility & access controls; MFA auth app for mobiles; highly scalable service
- Chat application – intra company instant messaging
- Files service – like Google Drive for file storage, sharing

There is huge opportunity in the market.

100% of our business is through partners !

Partners get upto 35% margins, long term relationships, full support!

Upsell More. Earn More. We'll Do the Heavy Lifting.



You Own the
Customer Relationship.



We Bring the
Cybersecurity Expertise.

Your customers are looking for more than just products. They need complete cybersecurity solutions – and you need a partner who can deliver them.

Introduce Panzer IT to your customers and we'll handle everything on your behalf.

**More Solutions.
More Revenue.
Stronger Partnerships.
Let's Grow Together.**

HOW WE WORK FOR YOU



You stay the trusted advisor. We take care of the rest.

WE HANDLE **EVERYTHING** ON YOUR BEHALF



OUR CYBERSECURITY SOLUTIONS PORTFOLIO



Leverage Our Expertise. Expand Your Portfolio.
Upsell More. Earn More.

For **ISCAR**, complementary deployment for **Scopd UAM-DLP** worth ₹10k, upto 50 users till 31st Dec 2026. 50% Discount on all other deployments.



Pankaj Jain
Founder & CEO
Panzer IT

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<https://PanzerIT.com>

With **28+ years** of cybersecurity expertise, Panzer IT empowers partners across India with best-in-class solutions, strong vendor relationships and **end-to-end support**.

eCAPS Computers is a national value-added distributor of enterprise networking and cybersecurity solutions, partnering with leading global technology vendors to help organisations secure, manage and scale their IT infrastructure – backed by pre-sales consulting, deployment support and a nationwide partner network.

20+

GLOBAL BRANDS

5000+

CHANNEL PARTNERS

10+

BRANCHES NATIONWIDE

SOTI

01

ENTERPRISE MOBILITY & IOT

Secure, efficient enterprise mobility and IoT management – advanced device management and remote support that keep mobile workforces productive.

AnyDesk

02

REMOTE DESKTOP ACCESS

Fast, secure remote desktop access for collaboration and support across devices, with high performance and reliable connectivity.

kaspersky

03

ENDPOINT SECURITY · EDR / XDR / MDR

Advanced protection against malware and ransomware with real-time detection, plus EDR, XDR, MDR and MSSP offerings.

Data Resolve

04

DATA LOSS PREVENTION

Comprehensive DLP that prevents data leaks and ensures compliance through advanced monitoring, encryption and access controls.

Prophaze

05

AI-DRIVEN WEB SECURITY

AI-driven, real-time threat detection and protection that safeguards digital assets and prevents cyber attacks.

NETFOX

06

NETWORK SECURITY · SD-WAN

ML/AI-powered firewall with lifetime-free analyzer, SD-WAN capability and built-in AAA – for SOHO, SMB and enterprise.

SecOps Solution

07

VULNERABILITY & PATCH MANAGEMENT

Flexible, automated vulnerability and patch management with real-time visibility, risk prioritisation and compliance reporting.

ONE IDENTITY

08

IDENTITY & ACCESS MANAGEMENT

Unified, modular identity security – IGA, AM, PAM and AD management to streamline governance and reduce identity sprawl.

FORTRA

09

THREAT DETECTION & COMPLIANCE

Integrated cybersecurity for threat detection, risk management and compliance – advanced tools that safeguard IT infrastructure.

sectigo

10

PKI & CERTIFICATE MANAGEMENT

Automated certificate management, PKI and web security protecting identities, devices and communications at scale.

CleanStart

11

SOFTWARE SUPPLY CHAIN SECURITY

Effortless supply chain security for developers – CleanStart secures every stage across containerized and open-source ecosystems.

aurva

12

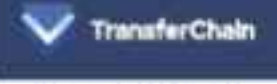
DATA VISIBILITY · DAM / DSPM

Real-time data visibility combining DAM, DSPM and AI observability to track access, detect risks and ensure compliance.

Delivering Quality Cybersecurity & Productivity Solutions since 2016.

Technologies	OEM's
1. Endpoint Security, EDR, XDR, MDR, Consumer Security, Mobile Security.	Bitdefender.
2. Advanced Malware Sandbox.	VMRAY
3. Data Loss Prevention, UEBA, Activity Monitoring, Device Control, Data Discovery, Data Classification.	Safetica, GTB Technologies, miniOrange.
4. Hyper-Secure EFSS (Enterprise File Sync & Share) Platform.	FileCloud.
5. Mobile Device Management (MDM).	42Gears, miniOrange.
6. Email Security.	VIPRE Safesend.
7. Enterprise Messaging & Notification Platform.	SendQuick.
8. Identity Security Platform (PAM/ IAM/ MFA).	Axidian, miniOrange.
9. Zero Trust Network Access (ZTNA).	Zaparon.
10. Secure & Private File Transfer and Storage Platform.	TransferChain.
11. Unified Infrastructure, Network Management, Security Operations & Video Analytics Platform.	PrahIX.
12. Consent and Compliance Management.	Zeeks.
13. Governance Risk Compliance.	GRC Services.
14. AI-Powered SaaS ASM Platform.	Hunto AI.
15. AI-native Predictive SecOps Solution.	PRE Security.
16. Phishing Simulations and Cybersecurity Awareness Platform.	Goldphish.
17. AI Powered Unified Management.	IPM+.
18. A Cloud-Based IT Asset Management Platform.	ePrompto.
19. Email Signature Solution.	Crossware.
20. Remote Support & Access.	TSplus.
21. PDF editor, eSign and OCR Management Software.	Foxit, Systweak, Abbyy.

Distribution Alliances

Bitdefender® End Point Security, EDR, XDR & MDR.	 Advanced Malware Sandbox.	 Data Loss Prevention (DLP).	 Data Loss Prevention (DLP).	 Identity Security Platform (IAM/MFA/SSO/CIAM, MDM/DLP).	 Hyper-secure EFSS (Enterprise File Sync & Share) platform.	 Mobile Device Management (MDM).
 Email Security.	 Enterprise Messaging & Notification Platform.	 Identity Security Platform. (PAM / IAM / MFA)	 Zero Trust Network Access (ZTNA) with Passwordless Authentication.	 Secure & Private File Transfer and Storage Platform.	 Unified Infrastructure, Network Management, Security Operations & Video Analytics Platform.	 Consent and Compliance Management.
 Governance Risk Compliance.	 AI-Powered SaaS ASM Platform.	 AI Native Predictive SecOps Solution.	 Phishing Simulation & Cybersecurity Awareness Platform.	 AI Powered Unified Management.	 A Cloud Based IT Asset Management Tool.	 Email Signature Solutions.
 Remote Support & Access.	 PDF Editor & OCR.	 All-in-One PDF Editor.	 OCR & Documentation.	 D-U-N-S® Registered		

D-U-N-S® Number – 86-037-5219.

ISODA ISVs



Haresh Awatramani

Beehive
HRMS AND PAYROLL



Tarun Arora

neuMails



Rahul Joshi

SQUAD1
TALAKUNCHI



Aniruddh Nagodra

factoHR
HR Solution for Growth



Ramakant Jawalkar

Yukthi
Mail

ISODA Distributors



Pankaj Jain

Panzer IT
MAKE IT SECURE



Gunasegharan (Gunaa) Krishnan

eCAPS



Zakir Hussain Rangwala

BD SOFTWARE
DISTRIBUTION
PVT. LTD.
Distributing Software Helping CyberPeace

Friday Connect Series



ISODA Friday Connect Episode 36

RecentChangesin Taxation andAirelatedUpdates

Speaker: Mr Dhruv Dua - Isoda Tax Advisor

Link - <https://youtu.be/IElUt31tezs>



Isoda Friday Connect Episode 37

Why YourChannel Business Is Growing But Not
Compounding &What To DoAbout It

Speaker: Sridhar Iyer - Founder, KRSNA Consulting

Link - <https://youtu.be/ufbpTAlygH4>

Regional Meetings

North (Delhi NCR) RM - 11th April, 2026



Infotech Software Dealers Association

BLOCK THE DATE

ISODA North (Delhi NCR)

REGIONAL MEET



Saturday, 11th April, 2026



3 PM Onwards



Delta105
Manesar, Pada, Udepuri, Haryana

Followed by dinner

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South (Tamil Nadu) RM - 7th May, 2026



Infotech Software Dealers Association

ISODA SOUTH (TAMIL NADU)

REGIONAL MEET - #2

Agenda

- Meet & Greet - 6:30 to 6:45 PM
- Welcome Note - 6:45 PM
- Membership Renewals - 6:50 PM
- New Membership Drive - 7:00 PM
- Next Regional Meeting Schedule - 7:10 PM
- Any other matters - 7:15 PM
- Presentation by GOTO (TS Sponsor) - 7:30 PM
- Presentation by ECAPS (ISV/Distributor) - 7:50 PM
- A Round Table with Mr. S Durgashankar - Navigating Business Disruptions - 8:00 PM
- Vote of Thanks - 8:45 PM
- Dinner & Networking - 8:50 PM

07-MAY-2026 | Thursday | 6:30 PM - 9:00 PM

Venue: SORTD Cafe - Board Room | 2nd Floor | Alwarpet | Chennai

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Rajasthan RM - 14th May, 2026



Infotech Software Dealers Association

ISODA Rajasthan Regional Meet

VISIONARY VIEW

Art of Appreciation & Science of Criticism
By Prof. Dr. Ramesh K Arora



Thursday, 14th May 2026



7 PM to 8 PM



Constitution Club of Rajasthan,
Near Vidhan Sabha Jaipur



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West RM - 15th May, 2026



ISODA
Infotech Software Builders Association

ISODA West Regional Meet

Agenda

- Meet & Greet - 6:00 to 6:30 PM
- Welcome Note - 6:30 PM
- Member Discussion - 6:35 PM
- New Membership Drive - 7:05 PM
- Presentation by futureX - 7:15 PM
- Presentation by Scalefusion - 7:30 PM
- Presentation by QLC - 7:45 PM
- Vote of Thanks - 8:00 PM
- Next Regional Meeting Schedule - 8:05 PM
- Dinner & Networking - 8:15 PM

15th May, 2026 | Friday | 6:00 PM Onwards
Venue: Hotel Sai Palace Andheri

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East RM - 13th July, 2026



Infotech Software Drivers Association

BLOCK THE DATE
ISODA East
REGIONAL MEET



Monday, 13th July, 2026



12:30 PM Onwards



Royal Calcutta Turf Club
Paddock Lounge

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Hyderabad Connect



Infotech Software Dealers Association

LET'S GROW TOGETHER.

CALLING HYDERABAD IT CHANNEL PARTNERS!

The room you've been missing
If you are a Reseller, SI, VAR, Distributor or ISV in Hyderabad, this is YOUR community.

WHY JOIN ISODA?

GROW YOUR BUSINESS
Referrals, partnerships and collaborations that drive real business.

STRONG NETWORK
Connect with 175+ member companies across 25 cities and 7 states.

STAY AHEAD
Access to market intelligence, trends, vendor updates and industry insights.

INDUSTRY VOICE
Representation on policies, taxation matters and regulatory initiatives.

LEARN & UPSKILL
Workshops, sessions and knowledge sharing on technology, taxation and business growth.

CREDIBILITY & VISIBILITY
Enhance your brand presence and credibility within India's IT channel ecosystem.

ISODA CROSS SECTION (APR 2024)

175+ MEMBER COMPANIES

25 CITIES 7 STATES

₹15,000 Cr+ IN COLLECTIVE ANNUAL REVENUE

20,000+ EMPLOYEES STRENGTH

JOIN US FOR THE CHAPTER LAUNCH Evening

HYATT PLACE HYDERABAD BANJARA HILLS

FRIDAY 3 JULY 2026

19:00 HRS

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THIS IS NOT A CONFERENCE. IT'S A CONVERSATION AMONG PEERS WHO WANT TO GROW TOGETHER.

COME MEET THE ASSOCIATION YOUR COMPETITORS ALREADY KNOW ABOUT.

ONE COMMUNITY. MULTIPLE REGIONS. SHARED GROWTH.



35+

Attendees

10

New Membership Registrations



**THANK
YOU!**

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