In this Photograph - From L-to-R: Chetan Shah, Governing Board, ASIRT; Tadigadapa, Srinivas S, Director - Sales, Intel; Harinder Salwan, Secretary General, ISODA; Tushar Sighat, CEO, D-Link India; Chetan Hingu, Country Sales Manager - ESSN, HP India; Anand Swaminathan, CEO, Zicom Electronics; Deepak Kumar Sahu, Publisher & Managing Director, VARINDIA; Shri Savitur Prasad, Principal Controller, Ministry of Defence, Govt. of India; Shri Raj Prem Khilnani, Director General of Police, Commandent General, Home Guards and Director, Civil Defence, Maharastra; Pratik Raj Sharma, Security Consultant, Checkpoint Software; Rohit Srivastawa, Managing Director, Clubhack India.

2nd VARINDIA WIITF – 2012 An Astounding Success

Kalinga Digital Media organized its Second Western India Information Technology Fair (WIITF) – 2012 on 22nd March, 2012 in the City of Dreams – Mumbai. The event was marked by the presence of government PSUs, corporates, heads of IT associations and IT experts. The Fair was inaugurated by eminent IT personalities who included Shri Savitur Prasad, Principal Controller, Ministry of Defence, Government of India; Shri Raj Prem Khilnani, Director General of Police, Commandent General, Home Guards and Director, Civil Defence, Maharastra; Anand Swaminathan, CEO, Zicom Electronics; Chetan Hingu, Country Sales Manager – ESSN, HP India; Tushar Sighat, CEO, D-Link India; Pratik Raj Sharma, Security Consultant, Checkpoint Software; Sunil Kripalani, Vice-President, Global Sales & Marketing, Microworld; Tadigadapa, Srinivas S, Director – Sales, Intel; Champakraj Gurjar, President, TAIT; Harinder Salwan, Secretary-General, ISODA; Chetan Shah, Governing Board, ASIRT; Rohit Srivastawa, Managing Director, Clubhack India; Anuj Jain, Managing Director, Eurotech Technologies; and Tarun Lalwani, Director, Telexcell Information.

Addressing the audience, Shri Savitur Prasad, Principal Controller, Ministry of Defence, Government of India, said, "Technology is an important part of defence, but India lags behind in the arena of technology. It is important to converge IT with defence."

Shri Raj Prem Khilnani, Director General of Police, Commandent General, Home Guards and Director, Civil Defence, Maharastra, spoke at length on "Surveillance and IT Convergence".

Throwing light on the objective of the Second WIITF, Deepak Kumar Sahu, Publisher & Managing Director, VARINDIA, Kalinga Digital Media Pvt. Ltd., said, "Mumbai is the hub of distributors and system integrators in the country. They only can drive the business objective of the corporates by using innovative methodology. I remember the date 22nd March, 1993 when Intel shipped its first Pentium chips (80,586) featuring a 60 MHz clock and 64-bit data path. In the span of 17 years, it has become a history having leadership position with innovation. Innovation is inevitable if growth is to be sought."

The event comprised of brilliant presentations by IT corporates and thought-provoking Panel discussions on "Key Trends driving Business Innovation". The Panel discussion was extremely engaging and highly praised by the august audience.

Speaking on Security as a Service, Anand Swaminathan of Zicom Electronics, said, "Security as a service is a whole new concept and Zicom has become one of the most integrated parts."

Chetan Hingu of HP India, said, "There is a need for innovation to differentiate and to optimize. We also innovate to grow.

Innovation is, thus, imperative. Product innovations are always connected to IT and it is good to stay in touch with IT."

Tushar Sighat of D-Link India opined, "D-link is a brand which is actually built by our partners. Talking about innovation, we brought the power of cloud in our products."

Furthermore, Pratik Raj Sharma of Checkpoint Software spoke about his company's offering towards innovating enhanced products and solutions.

Amancio Britto, Manager, Techno Commercial, MicroWorld Technologies Inc., gave an overview of his company's product portfolio and said that innovation lies in the fact that the offerings can be absolutely customized as per the requirement of the consumer.

The event concluded with a Vote of Thanks by Deepak Kumar Sahu. The Fair proved to be a fruitful networking arena for the entire IT ecosystem in Mumbai. The event spelled business for all. ▪

Anand Swaminathan, CEO, Zicom Electronics, spoke on Security as the Services

Panel Discussion

The panel comprised IT honchos par excellence. Rohit Srivastawa of Clubhack moderated the Panel discussions, the topic of which was "Key Trends driving Business Innovation". He took the floor and sought the views and suggestions of the partners who are selling the boxes and services for addressing the challenges. He further asked as to what are the innovations which have been added by corporates which would help the partners to grow from being a simple box- seller to a solution provider or rather become a partner to the whole activity.

Addressing this, Chetan Hingu of HP said that it needs a mind shift to move from just reselling to solution selling. Supplementing this, Tushar Sighat of D-Link opined that a large number of partners are already innovating. They understand the requirements of customers and can offer solutions.

Tadigadapa, Srinivas S of Intel said, "I think that there lie a·lot of opportunities for the partners. There are also ample opportunities for providing solutions to SMEs. But a large part of it still remains untapped."

Champakraj Gurjar of TAIT said that consumers can also bring in innovation by demanding what they want.

Anand Swaminathan of Zicom asserted that the security market has seen a huge growth. In the security domain, a lot of technology integration has happened and it happens better with the innovation which comes from the partners' end.

Chetan Shah, Governing Board, ASIRT, said that a lot of innovations are happening. However, it is a big challenge for box-pushers to get into solutions and services and this can happen with a change in the mindset.

Harinder Salwan, Secretary-General, ISODA, spoke on behalf of the software community. He said, "Partners should collaborate and work together, and if everyone pools in their strength, innovations will happen everyday."

Shri Savitur Prasad, Principal Controller, Ministry of Defence, Govt. of India, spoke on convergence of IT with defence.

Shri Raj Prem Khilnani, Director General of Police, Commandent General, Home Guards and Director, Civil Defence, Maharastra, spoke at length on Surveillance and IT Convergence.

Chetan Hingu, Country Sales Manager - ESSN, HP India spoke on Role of Channel in bringing Right Technology to the Customer.

Mr. Amancio Britto, Manager-Techno Commercial, MicroWorld Technologies Inc. speaks on how eScan working towards security architecture

Tushar Sighat, CEO, D-Link India, talked about Readiness on Future Technology

Mr. Pratik Raj Sharma, Security Consultant, Checkpoint Software spoke on Cloud Security

Moumita Deb Choudhury