



SOFTWARE TECHNOLOGY PARKS OF INDIA

NEWSLETTER

Issue 17 | April - June 2020

Celebrating 29th
**Foundation
Day**



THE KNOWLEDGE SERIES FOR TRANSFORMATIVE IDEATION



SPEAKERS FROM GOVERNMENT, INDUSTRY & ACADEMIA

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STPI Unplugged Series launched

STPI Unplugged is an online webinar series, where employees of STPI are sharing their domain knowledge and experience for the benefit of the organization at large. In the first quarter i.e. from April to June 2020, nine sessions have been conducted. Wherein various dimensions of technologies like mobile phone security, Virtualization, Datacom, Machine learning, Cellular IoT, Navigation with Indian Constellation, Blockchain Technology, DBMS, Network & Information Security, Introduction to Internet Governance, WF-6, Cloud Computing, Changing the Business World, Secure VPN, have been covered by STPIans. In addition to these, various other fields like Start-up Ecosystem, ICT Industry, Preparing for Disaster, Entrepreneurship, Patent trend in mobile phone industry, Growth of Economy and Technology change, Technology & Spirituality were presented by employees of different STPI directorates.

Selection of startups for MOTION

An online pitching session for final selection of startups for MOTION CoE was organised on 18th-19th June 2020 by STPI-Pune in association with TIE-Mumbai. Total 96 applications were received till the end date of Open Challenge Program of MOTION CoE. During these two days, around 18 decks were presented by startups from different parts of India.

The final round of startups selection for MOTION CoE was conducted under the chairmanship of Dr. Ganesh Natarajan, Chief Mentor in the presence of Shri Sanjay Kumar Gupta, Director, STPI Maharashtra & Goa and Shri Subodh Sachan, Director, STPI-HQ. Shri Martin Murray, CTO, Mahindra Electric Mobility Limited, Shri Navon Raju, Executive Director, TIE Mumbai & Ms. Shaheen Khan, Manager, TIE Mumbai.

5th Mentoring Session Conducted by STPI-FinBlue through Webinar

STPI FinBlue organised 5th mentoring session on the theme of "How FinTech can manage the crisis successfully" through webinar on 18th June 2020. As a distinguished speaker, Dr. Omkar Rai, Director General, STPI share his thoughts and insights on "Delivering Financial Services using Technology" and underlined the huge potential available for startups to solve the problems with multiple innovative ideas.

Dr. Omkar Rai emphasised, "Tech has to address the growing disparities between various segments of population & drive financial inclusion, which is a huge opportunity for startups." Further He mentioned that the Chennai City where STPI-FinBlue established is now the FinTech Capital of India and the City is delivering services to almost 60% of the total financial institutions of the world.

Dr. Sanjay Tyagi, Director, STPI-Chennai delivered the welcome address and cited that there are considerable opportunities for Indian IT industry to capture a substantial pie of global IT spending. Shri Pradeep Kumar, Head of Strategic Initiatives, Mrs. PayPal stated that the Digital Payment will bring in a new paradigm by infusing social distancing and contactless payment will rule the world. Further he emphasised that "building a product which promises frictionless, invisible, habit-forming, velocity & loyalty will have a huge demand".

Message from Director General

Every crisis comes with immense opportunities for mankind to adopt a new paradigm, disrupt convention, devise novel solutions to address the challenges, and espouse a cultural shift that once considered too premium to emulate. In few months, COVID-19 pandemic has compelled the whole world to acknowledge a sublime transition, a transition that transcends the thought barriers of collective consciousness of billions of people adapting to the subtlety of new normal. The government, the industry, the society, and the individual at the bottom of pyramid are all synchronised to a new mission that pivots on the principle of resilience.

Back home, when most industrial sectors experienced pandemic, the Indian IT industry stood resilient and warranted business continuity to the global clients in a seamless manner. Barring global recessionary pressure, the Indian IT companies have managed to neutralise the disruptive impact of the pandemic by shifting swiftly to remote working, and unambiguously, STPI has guided and allowed its member units to permit their employees work from home and maintain business continuity during national lockdown. And the result: STPI-registered units clocked Rs. 46,556 crore software exports during national lockdown. Overall the estimated exports reported by the STPI member units grew from Rs. 4,21,103 crores in 2018-19 to Rs. 4,36,874 crores in 2019-20. The revenue of Indian IT industry has also lifted to \$191 billion in FY 2020 from \$181 billion in FY 2019, while the IT/ITeS exports have reached \$147 billion in FY 2020 from \$136 billion in FY 2019.

The Indian IT industry has played a catalytic role during the pandemic in a sense that the technological enablement by this industry for other industrial sectors like governance, healthcare, education, banking & finance, and retail has yielded business continuity, resulting in synchronous service delivery without disruption. The direct benefit transfer to the beneficiaries during the pandemic exemplifies how the IT backbone of the nation has stood resilient to the global crisis rendered by the pandemic. The education sector has reflected its buoyancy by warranting online learning by leveraging the emerging technologies. The role of IT in healthcare sector is even more palpable. The Aarogya Seht, the most downloaded app by Indians during a short span, reflects how IT has not only enabled disseminating information on the pandemic to the users but also alerting them to take precautionary measures when people come across with a patient.

Of late India has shown the undercurrent of considerable urgency in self-reliance, and this is evident on many fronts. Imagine this: when the COVID-19 crisis started, there was not a single PPE kit made in India, as we mostly depended on imports. However, today, India can produce lakhs of pieces of PPEs and N 95 masks daily, and now we are even able to export these items to other countries for serving their requirements. Similarly, low cost ventilators developed by IITs in collaboration with industry testifies the inherent capability of India in building indigenous products without any dependency on imports. This signifies how during adverse situation India has managed to transform crisis into an opportunity. It is apparent that India can turn

Dr. Omkar Rai

Director General, STPI

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crisis into opportunity, which will prove a core strength in becoming self-reliant.

The clarion call of Hon'ble Prime Minister on Aatma Nirbhar Bharat is a brilliant opportunity for Indian IT industry and tech startups to show their innovation mettle and pitch into the process of building indigenous products not only for the domestic consumers but also for global audience. The innovation challenges launched by Ministry of Electronics & Information Technology, Govt. of India for developing video conferencing solution matching with the global standards and mobile apps for various sectors are a once-in-lifetime opportunity for young innovators and startups to come forward and play a transformative role in making India self-reliant. STPI's efforts in bringing out similar challenges such as Sale India Hackathon and Churnout manifest its commitment to rev up the innovation juggernaut and transform India as a software product nation by democratising technology entrepreneurship through a robust collaborative ecosystem. L



Celebration of 29th Foundation Day of STPI

STPI commemorated the 29th Foundation Day on 5th June 2020 by launching a full-day lecture series on three topics viz. 'Role of Government in Driving Innovation & Product Development', 'Rechristening the Narratives of Indian IT Industry' and 'India Ahead with Transformational Ideas, Disruptive Innovations and Pool of Talent.' Experts and thought leaders from government, industry, academia and industry associations deliberated and exchanged their ideas.

Session 1 Role of Government in Driving Innovation & Product Development



Shri Rajneesh Agrawal, Director, STPI-Noida welcomed the speakers and delegates in the first session 'Role of Government in Driving Innovation & Product Development'. While moderating the session he said, "STPI has been playing a critical role in the growth of IT industry in India and the recent initiatives like STPI CoEs can further foster innovation & product development in emerging tech space."



Dr. Omkar Rai
Director General, STPI

"As a policy enabler, STPI has been bringing out futuristic schemas apropos the technological advancements. Having a vision for transforming India into a product nation, STPI has been activating multiple initiatives under "National Policy on Software Products" approved by Government of India recently. To enable the Indian IT industry to face the challenges of Industry 4.0 and build India's leadership in emerging technology areas like IoT, Blockchain, Artificial Intelligence, Augmented & Virtual Reality, FinTech, Medical Electronics, Health Informatics, Gaming & Animation, Machine Learning, Data Science & Analytics, Cyber Security, Chip Designing, FSDM etc., STPI has embarked on establishing 21 CoEs across the country."



Shri Jayesh Ranjan
Principal Secretary Industries & Commerce
(I&C) and IT, Government of Telangana

"Policies, institutions, talent, and government support are critical for driving innovation & product development. Institutions play a major role in driving the growth of entrepreneurship. Product development needs extra support of the government to make them successful."



Dr. Rajendra Kumar
Additional Secretary, Ministry of Electronics
& Information Technology

"The combined efforts of Govt. of India, state governments and the industry can help achieve our vision to become a \$1 trillion digital economy by 2025. Government has helped startups take on global giants, get funding from not only domestic sources but also from abroad & drive partnerships with global giants to bring best products to market."



Shri Keshav R. Murugesh
Group CEO, WNS Global Services, and
former Chairman, NASSCOM

Creation of STPI was the most important decision by the Government of India years ago." While citing how Israel has become a leading country in building disruptive innovations, he cited, "There are a lot of good examples for us to take from Israel. Over 300 MNCs have all tapped into Israeli innovation and R&D labs. Israeli companies do not rest on their laurels. They invest further! We need to set up a similar kind of environment. How can they intermingle and create new solutions? The Indian Government has opened up the strategic sector in India. That may be one of the first steps."



Shri Manoj Kumar Mishra

Secretary, Electronics & IT, Government of Odisha, congratulated everyone on the 29th Foundation Day of the STPI

"We are far more thankful to STPI for the way it has adopted the state of Odisha for promoting the IT ecosystem. We are planning to have mini-FabLab across the STPI centres in Odisha to leverage and create innovative products." "The greatest disruptor has been COVID-19 that has infused innovation & paradigm shift in work culture. Policy, infrastructure and initiatives can catalyse innovation and product development," underlined Shri Manoj Kumar Mishra.

The Impactful Inaugural Session

STPI - Envisioning Indian IT Industry Ahead of Time

The inaugural session was kicked off with the address of Dr. Onkar Raj, Director General, STPI who accentuated that the STPI is a very industry-friendly organisation. He asserted, "From 3 centres in 1989, STPI is a strong 60 centres pan-India today with 52 centres in Tier-2/3 cities. We have worked as a service provider to the Indian industry. We received the ISO certificate in the 1990s. Since inception, STPI has been providing services, ISP service and incubation. We have been sticking with our work culture. STPI was the first organisation to provide work from home facility well before the national lockdown was declared." He further added, "STPI is going to play a major role in realising the goal of NPS-2019. The initiative to set up 21 Centres of Excellence across emerging technologies will catalyse the innovation and product development by startups. The CoE initiative launched by STPI is going on very well. We are also trying to improve our deliveries. We will transform India into the largest software exporting nation."



Shri Subroto Bagchi

Chairman, Odisha Skill Development Authority,
Government of Odisha and Co-founder, Mindtree Ltd

"STPI has provided three decades of service to the country. It is one of the organizations that has never lost its sense of purpose. STPI has never prided the success of the child, the Indian IT industry. As the Indian IT industry became successful, people became billionaires. Lakhs of

people became extremely rich. Not a single time did STPI mention about becoming part of the stock option plan. STPI has never stopped reinventing itself. In the 30 years, from STPI being a facilitator of exports, the provider of Earth Station, to becoming a principal partner in development of human resources to becoming an incubator and then harainger of all the forces so that the industry can reinvent itself from time to time. In the process, every 5 years, STPI has looked to me like a very different organisation. I want to heartily congratulate everybody in STPI and underscore the fact that STPI is the ultimate startup of startups."



Shri Ajay Prakash Sawhney

Secretary, Ministry of Electronic & Information
Technology, Govt. of India

"STPI is designed to succeed and designed to help the industry succeed, both of which go hand in hand. STPI has been our partner in implementing many exciting schemes we are recently brought out. It has been instrumental in aiding the growth of Business Process Outsourcing (BPO) industry

not only in cities but also in rural hinterlands. E-governance and digital expansion in sectors such as health, agriculture, education present huge opportunities for India. There is a huge opportunity for the industry to create new opportunities. Public delivery platforms can serve as ecosystems. The industry is also carrying the lead to the next generation of companies. They will flourish with new things on the horizon. For example, 5G and IoT are made for each other. How do we combine these creative things? The coming decade will see more new developments. We are already on the way. We have created CoEs. We are trying to bring in mentors from the industries, academia, etc."



Ms. Jyoti Arora

Special Secretary and FA, Ministry of
Electronics and IT, Govt. of India noted

"Most of India lives in tier-2 and tier-3 cities. They may not have metro facilities. STPI is providing infrastructure and facilities to these cities. STPI has re-invented itself many times over the three decades. People are expecting lot of innovation. There is lot of demand about how we work. More new innovations need to happen. We should move on from

services to products domain. There should be flexibility and collaborative approach. STPI has been doing that. We need to have better delivery in the times ahead."



Ms. Dejanji Ghosh
President, NASSCOM

"We are worried about COVID-19. The way COVID-19 has disrupted our lives is unprecedented. Within a few days, Indian IT industry moved over 4 million people and 2 million assets. It was fascinating to see how it all came together. Within a week, the industry had 98% of people WFH." She underscored, "The pandemic is opening new opportunities. We need to be ready. We must ensure that the Indian IT industry is the safest and fastest moving across the world. I see a tremendous opportunity for the industry. We have to change our model very fast to take the full advantage of the opportunities lying ahead of us. We have to redefine customer experience in a contactless economy. We have to start investing in time and resources in new jobs. Our people will need new skills to drive this digital transformation." She further added, "The IT industry has played a significant role during pandemic by not only creating healthcare products but also enable other sectors to stay active."



Shri Devash Tyagi
Senior Director, STPI

During Vote of Thanks, he expressed, "Today's Annual Day function has been a fitting tribute to this great organisation which has exceeded the expectations of all, even the ones who envisioned it."

Session 2: Emerging Technologies & Innovation

Roaring Exchange of Ideas

Topic: Rechristening the Narratives of Indian IT Industry

The second session based on the theme "Emerging Technologies & Innovation" and webinar topic "Rechristening the Narratives of Indian IT Industry" witnessed massive deliberations by industry stalwarts and also noticed exchange on ideas as to how the future of Indian IT industry would like. Shri Subodh Sachan, Director, STPI as the session moderator introduced the speakers and briefly deliberated on the paradigm shift, experienced by the India IT industry. He emphasised especially on the transition of IT services to software products, and cite how the IT industry has been playing a catalytic role in building innovative products in emerging technology areas.



Session Moderator:
Shri Subodh Sachan,
Director, STPI HQ



Shri Jeswinder Ahuja
Corporate VP and MD, Cadence
Design Systems

"The IT landscape is changing in prolific manner with the emergence of emerging technologies. Today, there are over 150 companies looking at process architectures. With the emergence of 5G, there are concerns regarding latency, etc. The paradigm of the intelligent edge is coming up. It is also about Industry 4.0, robots, drones, etc. All of these things are tied together very closely." He

further added, "Growing focus on systems has resulted in very complex designing hardware & software systems. It is a very interesting time to see design starts, despite COVID-19. There is a rise of new categories of products and requirements. Solving the customer challenges in the current scenario is the key to growth. There are no established market leaders right now, in many of these cases. The playing field is wide open. It is an opportunity and challenge for India. You need to have differentiation to build a global product."



Ms. Nivruiti Rai
Country Head, Intel India

"In the presence of pandemic, we are working on every single piece of technology and tech adoption is accelerating. There are segments like education, healthcare, workplace of future, gaming, entertainment, etc., that have all become so very important. A lot of push and acceleration has happened. There are some foundational technologies that will also accelerate. We need technology in communication space

that has tremendous capability in bandwidth and usability. Cloud will become important. There may be some requirement of data that would need immediate action. Edge will also come into play. All of this will require a lot of AI. AI is still on the tip of the iceberg. The true powers of AI will be in smart mobility, healthcare, etc. AI will be a pervasive technology. People also talk about unstructured data. We are a very data-rich country. All of this is becoming a strength for us. We are already used to the pandemic. We now need turn this pandemic around into an opportunity. In partnership with STPI, government and academia, we can create opportunities."



Shri Anand Deshpande
Founder and Chairman, Persistent
Systems

"Pandemic has brought many unrelated people to work together, and that's a great opportunity for us. Decision making and actionable insights will become part of what we do. Data quality is a big part of what we are doing. We need to understand how data can be available in public with privacy and security. Integration of various sciences and

applications of technology is important moving forward. We need to invest in next generation R&D to solve India's specific problems. If people buy local Indian products, then we can achieve the goal of Atma Nirbhar Bharat."



Biren Ghose
Country Head, Technicolor

"Fifty per cent of services that we had 10 years ago are no longer there. The created technologies are for everybody's use. There are thoughts that inspire innovation. For example, autonomous drones, AR/VR, smartphone film making, etc. This is going to be the infrastructure of the future. Divergent thinking can bring innovation in creating a product. STPI has been moving in the right direction to become an enabler than a monitoring agency. The CoEs can play a phenomenal role in designing the chips of the future."

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Shri Ajai Chowdhary
Founder Member of HCL and currently,
Chairman, Board of Governors at IIT Patna
and Chairman, IIT Naya Raipur

"For the very first time that government, industry academia & startups have worked collaboratively to address the COVID-19 challenges is amazing. Innovation has triumphed! We created a ventilator in 8 weeks. Many more innovations have taken place. There are so many patents in the Electropreneur Park in Delhi. I see phenomenal growth in IoT. We

will also need very high level of computing. Quantum cyber security products are coming mainstream that many can experience in next two years. There are huge opportunities for startups to build products & solutions in telemedicine. IndiaStack that we have developed is far ahead of anything that has been done globally. Industry 4.0 is a complex mix of all kinds of technologies where IT industry will play a huge role."



Shri Santosh Kumar Misra
Commissioner e-Governance, Government of Tamil Nadu and CEO, Tamil Nadu
e-Governance Agency (TNeGA)

"Without the contribution of STPI, Indian IT industry could not have been \$177 billion strong." He said, "The behavioural change triggered by COVID-19 in adoption of technology by government sector is amazing. Government sector can bring a paradigm shift delivering services to public by leveraging technology."

Session 3: Entrepreneurship & Future Skilling

Topic: India Ahead with Transformational Ideas, Disruptive Innovations and Pool of Talent

The concluding session of the 29th STPI Foundation Day based on the theme "Entrepreneurship & Future Skilling" deliberating on the topic "India Ahead with Transformational Ideas, Disruptive Innovations and Pool of Talent". While moderating the session Shri Shailendra Tyagi, Director, STPI-Bangalore said that "COVID-19 has opened up doors to use Indian talent in manufacturing and where future skilling and entrepreneurship will go hand in hand."



Shri Shailendra Tyagi
Director, STPI-Bangalore



Shri Rajiv Kumar
Joint Secretary, Ministry of Electronics
and IT, Govt. of India

"STPI is taking a lead in establishing CoEs, which will drive entrepreneurship. We have rolled out the first challenge on the STPI portal. There is also the MeitY Startup Hub. The Government has also come out with National Software Product Policy last year. The product space is a great test for entrepreneurship. We need to catch up."



Shri K. Ganesh
Serial Entrepreneur, Promoter, BigBasket,
Protea Medical, TutorVista, Homeland, and
Housejoy

"My first brush with STPI helped me to experience how fast a government organisation can work. We raised the money from foreign investors showing the STPI Bangalore as our office." He further added, "The world has been changing for some time now. The skills needed is continuously changing because of automation and adoption

of emerging technologies. Technology is already interfering in our everyday life. All of this has greatly accelerated with COVID-19. Tier 2/3 cities can provide huge opportunities for entrepreneurs and startups. I hope to see lot of public-private partnership in the coming times."



Shri Achyuta Samanta
Hon'ble Member of Parliament, Lok Sabha

"STPI has been the backbone of Indian IT industry and has been contributing a lot to the growth of India. STPI still has a long way to go with software and hardware. Odisha was not so developed in 1989 when STPI had set up in Bhubaneswar. Today, Bhubaneswar has been attracting educational institutes and IT companies. We are

providing them all the facilities. There will be good scope for the IT industry. Entrepreneurship is very close to my heart. How an institution started with Rs. 5000 during 1992 has now become an institution of eminence is an example of entrepreneurship. We set up Kalinga Institute of Industrial Technology, and the Kalinga Institute of Social Sciences. Both the organisations have been applauded by everyone."



Shri Pradeep Gupta
Chairman and MD, CyberMedia

"This is a historical day when the STPI was created, India has created the island where the software industry has thrived. Entrepreneurship has been the new mantra for success. Digital transformation has now been accelerated. Today, AI is forced upon us. There are technologies such as AR/VR, AI, etc., that will completely change the situation in the future. Everything today, with the industry, is now on the

table. The kind of innovation that came out of the second World War was immense. Today, the innovation that will happen, will be even much faster. He further added, "The Electropreneur Park has incubated 40 startups so far, and 25 working prototypes are there, while 13 patents have come out. We recently did the hackathon in Bhubaneswar. There were 546 entries. We are seeing a new world moving ahead. STPI has a major role to play in the major adoption of technology."



Shri Jasvinder Singh Guleri
Co-Founder, NowFloats and Founder,
Digital Dosh

"STPI has given confidence to startups to create the next level of entrepreneurs. COVID-19 has changed the paradigm of working. Work from home (WFIH) is a huge watershed opportunity for the country. The way everybody has got into the WFH situation, and still learn to work with everyone. The new entrepreneurs & startups need to think how the remote work culture is going to work. People

who are driven, will take this opportunity, and succeed. The largest soft skill is to skill yourself. Self-skilling will happen. Disciplined learning is very important for gaining new skill. What you learn from spending time with your customers is amazing."



Shri Amit Aggarwal
Co-Architect FutureSkills and CEO
IT/TeS, SSC

"The opportunity that current scenario has given us to create a platform to scale up skilling through digital ecosystem. We have to drive the culture of people investing in themselves to upgrade their skilling. It is a unique public-private partnership. Everybody wants to go out of their way to make this a success. We have to try and build things faster."



Dr. Omkar Rai
Director General, STPI

"The opportunities presented by industry leaders today have a great impact on the future of STPI." Dr. Omkar Rai, Director General, STPI underlined, "We have been engaged since morning in layers of discussions those are relevant to the Indian IT industry and tech startups. We have received lot of affection and trust. We will carry forward this pioneering initiative with far larger impact on industry in times to come."

The 29th Foundation Day Lecture Series witnessed a massive participation from industry, startups, academia, and government organisations. During the live sessions, Aimeet recorded 2028 participations, Facebook Live witnessed 2,000-plus participation, and YouTube Live saw 1103.

The event concluded on a sweeter note with Dr. Omkar Rai, Director General, STPI along with the staff at the headquarters witnessed the cake cutting ceremony.



Keeping the ramifications of the pandemic on various industries, and especially, the IT industry, and to spread the knowledge and make the Indian IT Industry more resilient, Software Technology Parks of India (STPI) and AICTE STPINEXT INITIATIVES have initiated STPI Pulse, an online webinar series, where speakers of global repute are sharing their knowledge and experience for the benefit of the community at large. STPI Pulse is a pioneering initiative to help industry & startups stay afloat by deliberating on the challenges, opportunities, and strategies to become more sustainable, efficient, and resilient in front of global crises.

The maiden STPI Pulse webinar series on Overcoming the Unprecedented COVID-19 Crisis: A Strategy for MSMEs & Startups in IT/TeS Industry launched on 15th April 2020 was a massive success. With 1100+ participants from IT industry & startups, the webinar captivated the audience with brilliant speeches and insights by Dr. Omkar Rai, DG, STPI and Shri Subroto Bagchi, Co-founder, Mindtree &

Chairman, Odisha Skill Development Authority, Govt. of Odisha.

While addressing at the maiden session of STPI Pulse, Dr. Omkar Rai said, "As you can see from the name itself, this knowledge series will ensure that all stakeholders know the pulse of the things happening around us. The IT industry is so innovative, it is coming forward with ideas, solutions & suggestions to not only mitigate the challenges but also to capitalise on them and come up with solutions that can benefit the society at large. The industry is fast adapting to the measures and the government is also quite proactive while supporting them."

Before taking off the maiden session, Shri Subroto Bagchi appreciated the pioneering initiative by STPI and said, "I salute STPI for starting this series which promotes communication & is addressing COVID-19 challenges at the right time. Communicate with customers, suppliers & the last person in your organisation." Keeping the human angle at the core of tough decision making, Shri Bagchi further added, "When

you make your decision according to your situation, you are more likely to stay with it. It is not necessary that all the popular tough decisions are meant for your company as well. Do what you can to support as a leader and a human being."

The 2nd session of STPI Pulse webinar series on "Sailing through Uncertainties: Impact on startups and how they may leverage current crisis to emerge as leaders" held on 24th April inspired the participants in a significant manner. With 1000+ participants from IT industry & startups, the webinar impressed the audience with magnificent ideas, thoughts and insights shared by Dr. Omkar Rai, DG, STPI and Shri Senapathy Kris Gopalakrishnan, Chairman, Axilor Ventures and Co-Founder & Former Vice Chairman, Infosys.

During the conversation, Shri Senapathy "Kris" Gopalakrishnan while deliberating on how investment can be attracted from institutional investors said, "My discussion with institutional investors tells me that they are very keen to support their companies. They are allocating their disproportionately & protecting existing investments. If you are doing reasonably well and executing plans well, investors will support you."

On the role of disruptive changes in the industry, he stressed, "Some of the changes that you are making are permanent and they will drive long term growth, for example, digitization."

On the role government in the current scenario, Shri Gopalakrishnan said, "Government has a very big role so we must work with them. We need to contribute to the guidelines by adding different perspectives & sharing best practices to ensure business continuity."

The 3rd session of STPI Pulse webinar series on "Design Thinking for Building Global Class Products" was held on 30th April 2020 and was a massive success in terms of participation, engagement, and impact. With 2000+ participants from IT industry & startups, the webinar overwhelmed the audience with brilliant ideas, thoughts and nuances of Design Thinking, shared by Shri Arun Jain, Chairman and MD, Intellect Design Arena Ltd. & Founder & Former Chairman & CEO, Polaris Consulting & Services Ltd. and Dr. Omkar Rai, DG, STPI.

"Indian IT industry has been the flagbearer of emerging technologies, which enable it stand tall on the face of challenges triggered by coronavirus," underlined Dr. Omkar Rai, DG, STPI as a distinguished speaker in opening remarks. He further added, "Challenging times require challenging measures. Our measures made sure that the IT industry is least impacted by the lockdown." "We have been opened with many opportunities for various sectors due to coronavirus challenges and we should develop innovative products to address these challenges," accentuated Dr. Rai.

"Shashires elaborate on 'darshan, gyaan & dhantra'. First perspective changes, then knowledge & character. Design Thinking is closest to darshan. Darshan is philosophy, perspective & vision, after which you acquire appropriate knowledge," shares Shri Arun Jain. He further added, "India is at a right position for the huge consumption of products. We must focus on building innovative products." While talking on the various dimensions of design thinking," Shri Jain explained, "Design Thinking starts with listening to customers in an unbiased manner, moves on to dialogues, and focuses on observations. It's about understanding requirements, observing, connecting the dots, and unearthing wild spots." He explained about the 3 levels of Design Thinking include less is more, less 2% is 200%, & theory of prioritisation. He also explained about the 5 forces that drive

Design Thinking, which comprises skill, expertise, perspective, idea and alignment.

The 4th session of STPI Pulse webinar series on "Counting Opportunities during Challenging Time" was held on 8th May 2020 that witnessed a considerable success on many fronts. With thousands of participants from IT industry & startups, the webinar drew the point that how leadership quality & mindset of founders can bring disruptive growth paradigm for startups even during challenging times & how India can become the global hotspot for innovative tech products, deliberated threadbare by Shri Mohit Saxena, Founder, Rizort & Co-founder & Former CTO, InMobi and Dr. Omkar Rai, DG, STPI.

While addressing at the 4th session, Dr. Omkar Rai, DG, STPI underlined, "The IT industry of India that started during early 80's has witnessed tremendous transitions. The world is going to see phenomenal changes post COVID-19 in terms of technology like adoption of Industry 4.0 technologies across sectors." "The government has taken several measures in terms of incentivising companies to boost local manufacturing in India. It will be gone from manufacturing & product companies to enter India," accentuated Dr. Rai.

"Leadership is not a privilege for few ones, leadership is a mindset. If you think you are the master of your destiny, you are the true leader," underscored Shri Mohit Saxena, Founder, Rizort & Co-founder & Former CTO, InMobi. "Human race is at the top of the food chain. We are adaptive & resilient. Don't let fear come into your mind. Free yourself from fear and think you are the supreme being and you can overcome," underlined Shri Saxena.

The 5th session of STPI Pulse webinar series on "MedTech: Challenges & Potential Opportunities Sparked by COVID-19 Pandemic" was held on 15th May 2020. It was a massive success with thousands of participants from the IT industry & startups witnessed insightful talks, stirring deliberations & brilliant ideas on the potential opportunities available in MedTech domain and how India can leverage the challenges triggered by COVID-19 to build indigenous products in this domain. Industry stalwarts like Dr. Sarabji Srivastava, Founder, Indian Angel Network, Chairman Lineratus, IIL Delhi-NCR, Co-founder, Indian Venture Capital Association & Co-founder & Former Chairman, NASSCOM; Dr. Jitendar Sharma, MD & CEO, Andhra Pradesh Med Tech Zone Limited and Dr. Omkar Rai, DG, STPI catapulted the discussion to an altogether new level.

"During COVID 19 pandemic, several Indian startups have created ventilators, PPE kits and other equipment required for combating this disease. We can leverage the government initiatives and reforms in boosting the MedTech industry. We can create affordable products for the countrymen," underscored Dr. Omkar Rai, DG, STPI.

"Infrastructure, technology transfer & policy frameworks in combination can play a major role in addressing the challenges of MedTech industry. Due to the talent & expert base we have in India, we now have robust and world-class AI & IoT tech solutions like Practo & Medifcare. While COVID-19 is a major challenge for us what's important for us to look at the opportunities it can offer," cited Dr. Jitendar Sharma, MD & CEO, Andhra Pradesh Med Tech Zone Limited.

"After COVID-19, the healthcare sector is going to be completely different as it's realised today. Two years down the line India will not only fulfil the domestic needs, but also it will make products from the world in MedTech arena. Our entire DNA surfaced in a way we didn't

expect and over the last few years, we have been buying thrice as many companies overseas as overseas companies have been buying us. It's important to focus on public-private partnership for speeding up startup innovation," emphasised Dr. Saurabh Srivastava, Founder, Indian Angel Network; Chairman Emeritus, TIE Delhi-NCR; Co-founder, Indian Venture Capital Association & Co-founder & Former Chairman, NASSCOM.

The 8th session of STPI Pulse Webinar Series on "COVID-19: A Steroid for growth of Animation, VFX, Gaming & eSports Industry" was held on 22nd May 2020. The webinar noticed significant success with thousands of participants from the IT industry & startups witnessed insightful deliberations on the opportunities available in Animation, VFX, Gaming & eSports domain. STPI's pioneering initiatives to foster startups in this space through IMAGE, and how India can capture a major share of the global market in this industry. Industry stalwarts like Shri Rajiv Chitkara, Founder & CEO, Green Gold Animation Pvt. Ltd. and President, TVAGA; Shri Sridhar Muppudi, Co-Founder, PurpleTalk, Co-Founder, YesGnome & Vice President, TVAGA and Dr. Omkar Rai, DG, STPI inspired the audience with their captivating discussions.

"Digital adoption in India during the pandemic has grown manifold both in quality and quantity. The kind of adoption noticed for collaborative platforms is incredible," highlighted Dr. Omkar Rai, DG, STPI. He accentuated, "The global gaming market will grow to US\$190 billion by 2022 while Indian gaming market will see \$1.5 billion, we have huge opportunities to capture in this segment."

"COVID has given us many opportunities in terms of new challenges. A lot more works coming to India during post-COVID scenario. Depending upon the organisational strength, companies should either go for products or services," underlined Shri Rajiv Chitkara, Founder & CEO, Green Gold Animation Pvt. Ltd. and President, TVAGA.

"Massive changes have happened in India's mobile sector like massive rise in data consumption, lower data cost. COVID-19 has influenced the mobile gaming market on many fronts like growth in engagement and increase in downloads," cited Shri Sridhar Muppudi, Co-Founder, PurpleTalk, Co-Founder, YesGnome & Vice President, TVAGA.

The 7th session of STPI Pulse Webinar Series on "COVID-19: Opportunities for Impactful Digital Transformation Across Sectors" noticed enriched deliberations of several dimensions of digital revolution in India, and how IT industry & startups can leverage this revolution by building innovative digital products. Industry stalwarts

like Dr. Ganesh Natarajan, Chairman, 5F World; Founder, CAIAA; Former Chairman, NASSCOM & Former CEO, Aptech & Zensar; Shri Partha Sarathi Guha Patra, Founder CEO, ASADEL and Co-Founder & Director, SafetyKart; Dr. Omkar Rai, DG, STPI & Shri Subodh Sachar, Director, STPI & CEO, AIC STPINEXT INITIATIVES as session moderator enthralled the audience with their thought-stirring discussions.

"It is important to ponder over what we were before COVID-19 and what kind of experiences we are earning now to fuel the digital transformation of India. Whether it is computerization of GeM, GSTN, passport or income tax, all these projects happened without much fanfare and very rapidly, the fruits of which were realised on the ground. Today, AADHAAR is the largest digital platform that has enabled digital transactions in a massive way. The JAM trinity has created massive digital revolution on ground," underlined Dr. Omkar Rai, DG, STPI.

"The digital journey in India has been transformed over these years, finally leading to digital collaboration. After experimenting with cloud & mobility, data analytics, customer & employee engagement in the last decade, Indians are now mastering digital collaboration in 2020. There are various areas where we can become self-reliant by leveraging emerging technologies. The trillion-dollar digital economy can majority come from IT & Electronics, digitally enabled businesses & use of India stacks. Some of the emerging digital business models which we will see in the coming months are cost, experience and platform models," emphasised Dr. Ganesh Natarajan, Chairman, 5F World; Founder, CAIAA; Former Chairman, NASSCOM & Former CEO, Aptech & Zensar.

"India can now move from a service-led economy to a product-led economy during post-COVID period. Keeping all the challenges in mind, robust solutions can be developed in India to meet the ground requirements. Contact-less solutions can be of great demand in the current scenario and people will look forward to leveraging those. Tele medicines can be a potential area wherein innovative solutions can play a key role in solving the current challenges," accentuated Shri Partha Sarathi Guha Patra, Founder CEO, ASADEL and Co-Founder & Director, SafetyKart.

Shri Subodh Sachar, Director, Startup and Innovation Promotion, STPI moderated all following four sessions of STPI Pulse.

Activities & Events

STPI Partnered CII's Digital Summit

CII organised Digital Summit, a virtual conference on "Digital Revolution in Post Covid Era: Touching Lives & Enriching Businesses" with the support of STPI and Government of Telangana on 22nd May 2020.

Shri Ajay Prakash Sawhney, Secretary, Minister of Electronics and Information Technology (MeitY), Govt. of India; Dr. Omkar Rai, Director General, Software Technology Parks of India; Shri K.T. Rama Rao, Hon'ble Minister of ITE&C, Industries & Commerce, MA&UD, Govt. of Telangana; Shri Jayesh Ranjan, Principal Secretary, ITE&C Department, Govt. of Telangana and industry leaders participated in the inaugural session of virtual conference.

Speaking during the inaugural session, Shri Ajay Prakash Sawhney, Secretary, MeitY said, "COVID-19 offers an opportunity to make India a manufacturing hub."

Appreciating Telangana's remarkable growth in the IT sector, Shri Sawhney said that the State has one of the top case-of-doing business policies and urged that the state must think about the next wave of digital products. He congratulated Telangana Team for achieving 18% growth in IT exports in these challenging times.

Shri K.T. Rama Rao Hon'ble Minister of ITE&C, Industries & Commerce, MA&UD, Govt. of Telangana said, "Digital literacy, digital infrastructure and digital innovation would be the key enablers for India's digital growth in the post COVID-19 era."

Dr. Omkar Rai, Director General, STPI while addressing the inaugural

session accentuated the role of STPI in supporting the IT industry and startup ecosystem supressing the present situation by new initiatives like setting up of Centres of Excellence in various emerging technologies and launching Next Generation Incubation schemes.

Speaking on the occasion, Shri Jayesh Rajan, Principal Secretary, ITE&C Department said, "There is a need for robust digital infrastructure and dedicated broadband for the programmes to see success. Digital literacy also needs more rigour."

Rajasthan WomenPreneur Summit

Dr. Omkar Rai, DG, STPI participated at Rajasthan WomenPreneur Summit, organised by FICCI Rajasthan State Council in association with Start up Oasis during 11th-12th June 2020, as Chief Guest and shared his thoughts on "Past COVID Journey Towards an Inclusive Entrepreneurship Ecosystem" by citing how women entrepreneurs are doing well in tech startups and extolling their contribution in the IT industry.

While addressing at the summit, Dr. Omkar Rai, Director General, STPI underlined, "35% contribution by India women in the IT sector is incredible, and in the startup ecosystem, the role of Indian woman as leaders has grown substantially." On the role of emerging technologies in product development, he cited, "Industry 4.0 technologies like AI, ML, IoT, Cloud, Robotics, Blockchain etc are going to change the product landscape." He further asserted that post COVID-19 pandemic, GamingTech, HealthTech, FinTech and EduTech sectors will have great number of opportunities, and hence woman should also try and create opportunities to work in these sectors. "Rajasthan can play a massive role in fostering FinTech sector as most of the CAs are produced in this state," he stated.



CIl Karnataka Cybersecurity Digital Conference

CIl, Karnataka organised digital conference on "Cyber Security" on 11th June 2020 with the theme "Next Generation Technologies & Internal security". Cyber Security has become a real topic during these years. Cyber security is a continuously changing field with the development of technologies that open new avenues for cyber-attacks. Cyber threats have become a global risk that government/non-governmental organizations, public/private and the global community must deal with.

Dr. Omkar Rai, Director General, STPI, during digital conference, stated that the COVID-19 pandemic has triggered people to work from home and use collaborative tools, it's essential for us to build stronger cyber security infrastructure. Also, underlined that we need to leverage the emerging technologies like AI, ML & Big Data to percept the cyber threats and thwart those well in advance. He highlighted the government organizations like CERT are coming up with stricter policies to address the challenges of cyber threats.

ET Government National Governance Virtual Summit

Dr. Omkar Rai, DG, STPI participated at ET Government National Governance Virtual Summit held on 19th June 2020 and shared his insightful thoughts on "Overcoming Covid-19 Crisis: Strategy for MSMEs & Startups in IT-T&S Industry". During his address he touched upon how the COVID-19 pandemic has opened up multitude of opportunities for building new technology products, the role of Indian IT industry in addressing the challenges, and how this industry will play an enormous role in transforming India as a product nation in times to come.

"The challenges of COVID-19 have opened up multitude of opportunities for building new technologies and solutions, and startup activities towards mitigating the challenges COVID-19 have grown significantly," accentuated Dr. Omkar Rai, DG, STPI. He asserted, "Technology should be at the bottom of the value chain to support the innovations and product development." While talking on the software product development speaking, he underlined, "India is going to be a place where we will create ingenious products and consume in our country while meeting the global standards."

"India has a great future and IT will play a massive role in addressing the challenges triggered by the pandemic," Dr. Rai concluded.

MoU for Setting Up MedTech CoE at Lucknow

An MoU for setting up of a CoE in MedElectronics and HealthInformatics at Sanjay Gandhi Postgraduate Institute of Medical Sciences (SGPGI), Lucknow has been signed between SGPGI and STPI on 20th May 2020.

The core objective of this CoE is to strengthen the domestic manufacturing capability of reliable and affordable medical electronics products and services thereby reducing dependencies on imports while contributing to the vision of flagship government programmes such as Make in India, Digital India and Startup India.

With an estimated budget of Rs. 22 crores, STPI MedTech CoE will nurture 50 startups over a period of 5 years and rev up R&D and innovation in medical electronics & health informatics while creating an entrepreneurial ecosystem to promote young innovators & budding entrepreneurs of the region to build affordable high quality indigenous medical products, drive employment generation and contribute to the economy of the region.

Webinar on 'AI for Wellbeing'

STPI Pulse, conducted a webinar session on 'AI for Wellbeing' on 11th June 2020. Dr. Omkar Rai, DG STPI, participated in the session as distinguished speaker along with Dr. Derek Lorus, Assistant Professor-Delft University of Technology, Netherlands as keynote speaker and Shri Rajraesh Agarwal as session moderator. During his address Dr. Omkar Rai, DG, STPI stated, "AI, ML & NLP like technologies are playing a very important role in healthcare sector and using such technologies 100 billion USD annual saving is predicted. STPI is setting up MLDTech, a CoE in MedElectronics & Health Informatics at Lucknow."



Success Story

#electropreneurepark



Living in a high-rise and want to have a small garden there, but don't have the time or space for it?

With increased urbanization and lack of open spaces people are unable to grow plants and if you add to it the issue of depreciating water levels in the metro cities, having your own garden seems like a distant dream. In short, growing plants in a city has become a challenge.

To address this issue, Agro2o, a Delhi based agritech startup, has come up with a unique technology to grow plants without soil. By leveraging futuristic technologies such as automation and IoT, this tech firm has come up with a soil-free fully automated indoor hydroponics system that makes it possible for any individual to grow fresh and healthy herbs and veggies inside their homes.

The patented smart garden is also enabled with a touchscreen and WiFi connectivity. It sends out alerts to users whenever the water has to be topped up. In future, the system could even come with Alexa integrations.

It's an IoT (Internet of things) solution which automates the complete process of growing plants using advanced hydroponics and intelligent growing algorithms. The device contains a combination of micro-controllers, sensors and actuators. Depending on the plant you're growing, system can intelligently discern how much water, light and nutrients are required and all these facets are customised according to the plant.

With the rising awareness of eating fresh and healthy, every Urban Household would love to have a kitchen garden. Thus Agro2o is offering one-of-a-kind flaunt-worthy, self-watering, and self-nutrient discharging Smart Garden.

Agro2o has recently raised funding from Mumbai Angels Network and also has signed Sales agreement with "Tata Croma", "Kamivest.com" and "Amazon LaunchPad". Agro2o received ₹10 Lakh worth of paid pre-order within 3 weeks of its launch of pre-order drive. Agro2o line of Smart Garden is having two patents to its credit.



“Through our R&D on hydroponics in Indian conditions and with the help of Electropreneur Park, Delhi University and Software Technology Parks of India (STPI), we have devised this technology that uses water and non-GMO seeds in an automated system. It took us two years of plant science and electronics research and several iterations to develop the product.”

YASH VYAS



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