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Newsletter

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Message from Director General



I strongly feel that the next wave of growth in IT sector is expected to be driven through digital disruption. The digital disruption will lead to development of ground-breaking products and technologies. For this we encourage small companies to take initiatives for the promotion of their products and services. STPI has been serving the cause by partnering in various international and national events like CeBIT, BengaluruITE.biz, TiE, CII Connect and many more.

Exciting Journey Ahead

The Indian IT-BPO industry is in search of new opportunities and new sources of growth. The IT industry is exploring new investment destinations across India, especially in Tier II and III cities.

Keeping this in mind, STPI is working closely with the state governments, industry and academia for the promotion of entrepreneurship and dispersal of ITES/ESDM industry beyond metros.

Recently, Shri Ravi Shankar Prasad, Hon'ble Minister for Electronics & Information Technology and Law & Justice, Government of India inaugurated an incubation centre at Mohali on 25th October 2016. The centre will fundamentally help in generating direct and indirect employment opportunities for the region. The state-of-the-art network operation centre, plug-and-play incubation facility and raw space for incubation facility are all set to become a boon for the IT entrepreneurs and startups of the region. Hon'ble Minister has also laid the foundation stone of STPI Amritsar centre on 17th November 2016.

I strongly feel that the next wave of growth in IT sector is expected to be driven through digital disruption. The digital disruption will lead to development of ground-breaking products and technologies. For this we encourage small companies to take initiatives for the promotion of their products and services. STPI has been serving the cause by partnering in various international and national events like CeBIT, BengaluruITE.biz, TiE, CII Connect and many more.

STPI has supported the 19th edition of BengaluruITE.biz 2016, which was organized by the Department of IT & BT, Govt. of Karnataka from 28th to 30th November 2016. The event focused on the theme of 'Define the Next', which would be instrumental in revitalizing the IT innovation ecosystem in the country. This year 30 MSME companies have exhibited their products in STPI pavilion in this event.

STPI has partnered with CeBIT India for its third edition. The theme of this year was on 'The Business of Technology Innovation'. It has brought together leaders from business, government and industry that define the future of technology trends. The third edition of CeBIT India, which was organized by Hannover Milano Fairs India Pvt. Ltd. (HMFII) and jointly supported by STPI at Bengaluru, gave platform to startups from 22 states. Emerging states like Jharkhand, Odisha, J&K and Chattisgarh also showcased their innovations to the world. We are delighted to be partner with the flagship annual event of CeBIT, which provides a global platform for government, industry and academia to showcase the latest trends in technology to the world at large.

Dr. Omkar Rai

Incubation Facility at STPI Mohali Centre



The STPI Incubation Facility at Mohali was inaugurated by Shri Ravi Shankar Prasad, Hon'ble Union Minister for Electronics & Information Technology and Law & Justice, Government of India on 25th October, 2016 in the gracious presence of Smt. Harsimrat Kaur Badal, Hon'ble Union Minister for Food Processing Industries, Govt. of India; Shri Vijay Sampla, Hon'ble Minister of State for Social Justice and Empowerment, Govt. of India; Sardar Adaish Partap Singh Kairon, Hon'ble Minister for Information & Technology, Govt. of Punjab; Sardar Prem Singh Chandumajra, Hon'ble Member of Parliament of Anandpur Sahib (Punjab); Sardar Balbir Singh Sidhu, Hon'ble Member of Legislative Assembly of S.A.S. Nagar (Punjab); Smt. Aruna Sundararajan, IAS, Secretary, Ministry of Electronics & Information Technology, Govt. of India; Shri Sarvesh Kaushal, IAS, Chief Secretary to Govt. of Punjab; Shri Anurag Verma, IAS, Secretary, Information

Technology, Govt. of Punjab; Dr. Omkar Rai, Director General, STPI; Shri. Devesh Tyagi, Senior Director, STPI and Shri Rajneesh Agrawal, Director, STPI.

The new facility at Mohali is now operational. It will give further boost to the IT related export and other businesses from the region. State-of-the-art Incubation Centre of Mohali is equipped with following features:

- Ground + 7 floors with GRIHA rating
- Green building concept
- 1.40 lakh sq. ft. total built-up space
- 60,000 sq. ft. raw space for incubation facility
- 100 seater plug-and-play facility
- 10,000 sq.ft. for Tier-III data centre

The STPI Incubation Facility at Mohali is a step forward to facilitate and support the dynamic entrepreneurs of the region to explore the global opportunities in the IT sector.

STPI Mohali was established in 1998, when IT activities were at a nascent stage and exports from

the region were just around Rs. 7 Crore. STPI has contributed to the tremendous growth in exports from this region during the last decade of operation. The exports have crossed Rs. 3,300 Crore during the financial year 2015-16 and IT/ITES industry has created employment opportunities for more than 30,000 professionals, which is a milestone for any Tier II city.

Thus, over the years, STPI Mohali has played a significant role in promotion of the Tri-city as a preferred IT destination and act as single window agency for IT/ITES industry by putting new milestones in IT exports of the region. The region has emerged as one of the most preferred Tier II cities in India. The Tri-city region has around 125 IT/ITES units, predominantly in SMEs sector. The region has the potential to develop into a product development hub as around 20 SMEs are into product development & their products are accepted worldwide.

Success Story of STPI Incubatees

KPIT provides transformational solutions and services using product engineering and IT for automotive and transportation, manufacturing and energy & utilities industries. It strives to help its customers by ensuring that their products are of high quality, targeted for customer needs, less costly, use less energy or fewer materials and improve the overall state of the industry. KPIT is involved in creating and delivering technologies that are used in two ways:

- Integration into the end products that its customers sell, such as technologies that go into electronic control units or mechanical components. These areas are strongly dominated by embedded software, design-led engineering and driven by application of IT.



RAVI PANDIT
Chairman and Group CEO



KISHOR PATIL
MD & CEO

KPIT: Innovation with Purpose

is serving more than 15 out of top 20 automotive OEMs, 50 top manufacturing companies and 30+ leading utility companies in North America. More than 60 patents in the automotive domain registered by the Company reflects their success in R&D and innovation.

KPIT is focused on creating

The inventory of engineering solutions developed by KPIT is quite impressive. Some notable ones include AUTOSAR and In-Vehicle Networking, Body Electronics, Chassis Safety and Driver Assistance, Functional Safety – ISO 26262, Infotainment, Instrument Clusters, Power train and Vehicle Diagnostics and products are K-SAR AUTOSAR Suite, In2Soft Diagnostic Tools, KIVI (KPIT In Vehicle Infotainment Platform, Medini Analyze (Functional Safety Tool Chain), REVOLO – Plug In Parallel Hybrid Solution, Battery Management Systems and Electric Vehicle Technology.

Ravi Pandit, Chairman and Group CEO has been instrumental in shaping KPIT's vertical focus strategy and building a unique partnership model based on the tenets of innovation and sustainable development. He acknowledged that STPI-Pune provided timely and important help by dispensing an incubation facility during the transition phase of the company from its ill-equipped office to Rajiv Gandhi Infotech Park. The advisory inputs of STPI while building software and solutions guided the company tremendously. Tax incentives through STPI supported the company to be globally competitive and drive growth. Ongoing support from STPI team in compliances made the matter easy for founders of the KPIT.



- Use by its customers in the execution of their operations (implementing ERP and other technologies).

KPIT is operational in 16 countries with over 34 offices and 10 development centres. It

solutions for its target industry verticals. In some cases, the Company created full hardware and software solutions (like Revolo). However, it does not intend to become a manufacturer as its core strength lies in software development.



Pratap H. Dhopte (CMD)

Excelize: Delivering Perfection in BIM Solutions



Excelize, a global architectural firm, specializes in providing Building Information Modeling (BIM) Solutions and Design Management Services (DMS) to general contractors, design build contractors, real estate developers, architects and engineering firms. Excelize is presently doing business at two locations - Aurangabad and Nashik in India, while it has onsite placements in various locations spreading over four countries. Excelize is serving the AEC industry almost in every part of India, US and Middle East. The company revenue stood at USD 5 millions in 2015.

Excelize had a very humble beginning. It started as an architectural outsourcing firm in 2004 with a single client and 3 employees. But within 10 years of operations, Excelize has grown to a 75 plus team working with 50 plus clients and had executed 300 plus projects in

residential, commercial, institutional and hospitality domain. Excelize developed a reputation for being an excellent BIM services provider with a team of well trained and experienced professionals that always delivered perfectly. The Company established a unique outsourcing methodology



built on an onsite & offsite team supported by the latest technologies to deliver the highest value to clients. Excelize was invited by the Association of Architects to participate on its task force for setting global standards for

outsourcing of architectural services.

Excelize plans to have its operations at least in three more cities in India and two marketing offices in the US and one in Europe. It also aims to raise its manpower strength to around 200, providing good job opportunity to technically qualified youth of the country.

"We must say during our business journey, STPI Aurangabad incubation centre has provided an excellent plug-and-play infrastructure which helped Excelize to expedite the establishment of its initial operations in 2004. The administrative support provided by the STPI was second to none. It helped Excelize a lot to operate efficiently. Furthermore, in collaboration with the STPI, Excelize was able to create employment opportunities in Aurangabad and its surrounding regions", said Pratap Dhopte, Chairman and Managing Director of Excelize.

Activities & Events

BengaluruITE.biz 2016

STPI has been promoting the IT industry in Karnataka in association with Govt of Karnataka through BengaluruITE.biz event. The 19th edition of the event co-hosted by STPI, was a three day event from 28th November to 30th November

Bhoomi Poojan of STPI Mysuru Building

On 27th October 2016, Bhoomi Pujan of the land for setting up of new building of STPI Mysuru centre was performed by Shri Devesh Tyagi, Sr. Director, STPI, along with Director STPI Bengaluru.

The proposed building (G+2) having 40,000 sq. ft. area, would consist of the state-of-the-art incubation centre,



raw office space and STPI NOC/Data centre. The facility will be ready to use by the end of 2018.



Dr. Omkar Rai, DG STPI sharing his views during panel discussion held on the Topic "Emerging Cities" of Karnataka for Investment in IT Sector

2016 at Bengaluru. As a part of this event STPI conducted its prestigious IT Export Awards programme on 29th November 2016 to recognize the performance of the IT, ITES and EHTP

companies. Along with IT stalwarts, STPI also took initiative to promote the MSME sector as 30 MSMEs were given space under STPI pavilion to exhibit their products and solutions.

STPI IT Export Awards

The STPI IT Export Awards was one of the key attractions during Karnataka's premier IT summit BengaluruITE.biz 2016. Awards are given on performance parameters like consistency in exports, employment of women and differently abled manpower during financial year 2015-16. Besides 10 major categories with 24 sub-categories, STPI presented 'IT Pride of Karnataka' awards to IT, ITES, and Electronic Hardware companies those have positioned themselves in the 'Billion Club' category (with exports exceeding Rs 1,000 crore).

Digital Rajasthan Conclave



Digital Rajasthan Conclave was organised by STPI in association with FICCI on 5th October 2016 at Jaipur. The event was inaugurated by Shri Gajendra Singh Khimsar, Hon'ble Minister of Industry, Govt. of Rajasthan as the Chief Guest and Dr. Omkar Rai,

Director General as Guest of Honour. The theme paper on 'Transforming Lives through Technology', prepared by Price Waterhouse and Coopers (PwC), was also released by the Hon'ble Minister and Director General, STPI on the occasion.



Closing remarks by Shri Shailendra Tyagi, Director STPI-Bengaluru on the eve of STPI IT Export function at BengaluruITE.biz 2016

Stone Laying Ceremony of STPI Amritsar Centre



The foundation stone of STPI centre at Amritsar was laid by Shri Ravi Shankar Prasad, Hon'ble Minister for Electronics & Information Technology and Law & Justice, Government of India, on 7th November, 2016 in the gracious presence of Smt. Harsimrat Kaur Badal, Hon'ble Minister for Food Processing Industries, Govt. of India; Shri Vijay Sampla, Hon'ble Minister of State for Social Justice

and Empowerment, Govt. of India; Sardar Adalish Partap Singh Kairon, Hon'ble Minister for Information & Technology, Govt. of Punjab; Shri Shwait Malik, Hon'ble Member of Parliament (Rajya Sabha), Punjab; Shri Raj Kamal Chaudhuri, Director, Department of Information Technology, Govt. of Punjab; Dr. Omkar Rai, Director General, STPI; Shri Devesh Tyagi, Senior Director,

STPI and Shri Rajneesh Agrawal, Director, STPI.

STPI centre at Amritsar shall act as a resource centre for IT/ITES units by offering general infrastructural facilities like ready to use incubation facility, High Speed Data Communication (HSDC) with uninterrupted data connectivity and other amenities required for export of software & IT services. STPI is constructing around 38,083sq. ft. built-up area for its centre at Amritsar.

The centre will include the facilities like state-of-the-art network operation centre, plug-and-play incubation facility, raw space for incubation and finishing school. Setting up of STPI centre at Amritsar will be a step forward to facilitate and support the dynamic IT entrepreneurs and startups of the city to explore global opportunities. The new facility will be operational in a short span and would help to create direct and indirect employment opportunities for the IT educated youths and general public of this region. The proposed centre is likely to promote the region as one of the preferred IT destination and will attract IT/ITES/BPO units to the state.

MoU between STPI and IIT Ropar



An MoU on co-operation between STPI and IIT Ropar was signed. This MoU is likely to create an environment in which students of the IIT Ropar will get opportunities for the global experience on the basis of reciprocity, mutual benefit and frequent interactions. This MoU has the potential to become a model of cooperation between STPI and premier technology institutions of India.

Third Edition of CeBIT India



STPI-Bengaluru along with Hannover Milano Fairs India Pvt. Ltd. has been co-hosting prestigious event CeBIT India for the last two years. In the third edition this year, for the first time, the

event was marked by the exclusive incubation products launch by STPI. The platform provided tremendous benefit to the Incubatees in publicizing their products and

getting attention of the market and VCs.

The Incubatees Product Launch event helped the SMEs and startups to endorse and channelize their products globally. During this event STPI-Bengaluru supported around 104 startups from 22 states of the country. STPI Startup & Digital India Pavilion under CeBIT India 2016 was inaugurated by Padmashree Prof. Dinesh Singh, Ex-Vice Chancellor, Delhi University & Director, STPI-Bengaluru on 8th December 2016.

On the second day of the CeBIT India 2016, STPI organized the Incubatees Products Launch. On this occasion, Dr Omar Rai, Director General, STPI launched 25 products developed by the STPI incubatees from all over India. The catalogue containing the profiles of the incubatees was also released during the event.

STPI Export Awards 2015-16 West Bengal



STPI Export Awards 2015-16, West Bengal was organized by STPI, Kolkata on 1st December 2016 in Kolkata. The focus of the event was to recognize the registered IT/ITES companies in the state of West Bengal and their prominent role in the software exports. The awards were categorized by the volume of the annual exports achieved by the IT companies.

The event was held in presence of Chief Guest, Shri Bratya Basu, Hon'ble Minister-in-Charge for IT & Electronics, Govt. of West Bengal; Guest of Honor,

Shri Talleen Kumar, Principal Secretary, IT & Electronics, Govt. of West Bengal; Guest of Honor, Shri Devesh Tyagi, Senior Director, STPI and Shri Prabir Kumar Das, Director; Shri Manjit Nayak, Addl. Director, STPI-Kolkata and the invited guests from the IT industry of West Bengal.

The congregation along with the awardees was addressed by Hon'ble Minister-In-Charge and Principal Secretary. They appreciated the role of STPI and the policies and incentives of STPI in the growth of IT/ITES industry in the country.

Advisory Board Meeting at STPI Gurugram

First Advisory Board Meeting of STPI, Gurugram for approval of incubation tariff was held on 14th September 2016. Availability of space for IT/ITES entrepreneurs at STPI, Gurugram office was adequately publicised in newspapers as well as on the website 'www.noida.stpi.in.' Many companies had enquired about incubation facilities at Gurugram building of STPI. In continuation to this, proposal from M/s. LI Technology was approved by Advisory Board Members. It was decided and conveyed that raw space measuring



6,779 sq. ft. on the fourth floor of the building will be given for incubation to M/s. LI Technology.

ICANN 57th Meet



ICANN 57 was inaugurated by Hon'ble Union Minister for Electronics & IT and Law and Justice Shri Ravi Shankar Prasad, Hon'ble MoS for Electronics & IT and Law and Justice, Shri P.P. Choudhary and senior officials from the Ministry of Electronics and Information Technology attended the

The Internet Corporation of Assigned Name and Number (ICANN) held its 57th meeting in Hyderabad, Telangana from November 3rd to 9th 2016. The

meeting. About 25 officers from the various centres of STPI also attended various technical sessions of ICANN 57 and actively participated in the workshops.

Signing of MoU for Setting up of New STPI Centres in Odisha



Memorandum of Understanding (MoU) was signed between STPI and Department of Electronics & IT, Govt. of Odisha for setting up of new STPI centres at Angul, Jajpur, Koraput (Jeypore) and Sambalpur in the state of Odisha.

The MoU was signed on 5th of November 2016 by Dr. Omkar Rai, Director General, STPI and Shri Pradeep Kumar Jena, IAS, Principal Secretary, Department of Electronics

& IT, Govt. of Odisha in the gracious presence of Shri Naveen Patnaik, Hon'ble Chief Minister, Odisha; Shri Pranab Prakash Das, Hon'ble Minister of State (Independent charge), Electronics & IT and Energy Govt. of Odisha; Shri Aditya Prasad Padhi, IAS, Chief Secretary, Govt. of Odisha; Shri Manas Panda, Director, STPI-Bhubaneswar and other dignitaries of the State and Central Governments.

Make in Odisha Conclave



STPI-Bhubaneswar participated in Make in Odisha conclave, which was organized by the Government of Odisha in collaboration with the Department of Industrial Policy & Promotion (DIPP), Government of India. The Conclave, inaugurated by Shri Naveen Patnaik, Hon'ble Chief Minister of Odisha, was held at Bhubaneswar from 30th November to 2nd December 2016. It showcased the policy & regulatory environment and investment opportunities in the manufacturing process of the state. Investment potential in ESDM Sector, Government policies & incentives and achievements made by the state were exhibited in the pavilion to attract Electronics & ESDM industries to the state.

STPI in association with Electronics & IT Department, Government of Odisha had set up Electronics & ESDM stall in the conclave. Shri Arun Jaitley, Hon'ble Union Minister for Finance and Corporate Affairs had joined as Chief Guest in the valedictory session. Dr. Omkar Rai, Director General, STPI was invited as esteemed speaker in the sectorial session on Electronics & IT in the Make in Odisha Conclave.

Seven Electronics & ESDM companies namely M/s. AB Global, Addsoft, Anant Power, Hari Telematics, IESA NETRA, Perfect VIP and Teesolve Semiconductor have participated in Electronics & ESDM Pavilion.

Gorakhpur will have STPI Centre



An MoU has been signed with Government of Uttar Pradesh on 25th November 2016 for setting up of STPI centre at Gorakhpur. This centre will provide required IT ecosystem to local youths of the eastern part of the state.

ICC Startup Pad 2016



Indian Chamber of Commerce (ICC) organized the ICC Startup Pad 2016, at Bhubaneswar, Ranchi and Patna to motivate prospective or new IT entrepreneur, with the intention of providing a platform for them to interact, learn and network with

some of the successful players of the eastern region.

Shri Manas Panda, Director, STPI-Bhubaneswar addressed the startup entrepreneurs at Ranchi which was aimed at boosting entrepreneurship at the college level.

MoU with Kerala Startup Mission to Establish a Resource Centre



The Kerala Startup Mission, an initiative of Government of

Kerala, has allotted 1.2 acres of land to STPI at Kinfra HiTech Park,

E-Jharkhand Summit

STPI-Ranchi participated in E-Jharkhand, a National Conference on IT & e-Governance, held at Ranchi by the initiative of Elets Techno Media. The conference underlined the achievements in the field of IT & e-Governance in the state of Jharkhand. Hon'ble Chief Minister of Jharkhand Shri Raghubar Das was Chief Guest at the e-Jharkhand summit.

INFOCOM Jharkhand 2016

STPI Ranchi co-hosted INFOCOM Jharkhand 2016 organized by ABP Pvt. Ltd. in order to promote IT sector, usage of IT and IT related services in the state of Jharkhand. The stakeholders of the event also discussed the potential growth of communication and IT in the state. Hon'ble Chief Minister of Jharkhand Shri Raghubar Das was Chief Guest in the event.

Kochi on long term lease. STPI is establishing a full-fledged resource centre with all amenities in the allotted land at Kochi. Accordingly, an MOU was signed between Kerala Startup Mission and STPI in the august presence of Hon'ble Chief Minister of Kerala, Shri Pinarayi Vijayan; Dr. Omkar Rai, DG, STPI and Shri M. Sivasankar, IAS, Secretary, DEIT, Government of Kerala on 21st November 2016.

Interaction meeting with NASSCOM EC Members



STPI-Bhubaneswar in collaboration with Electronics & IT Department, Government of Odisha organized an interaction meeting with NASSCOM EC members during NASSCOM Executive Council offsite meeting at Bhubaneswar. The NASSCOM leadership shared their views on the dynamic trends of the IT industry. Around 100 IT/ITES companies participated in the event.

STPI Digi Dhan Campaign

The Ministry of Electronics and IT has started a new campaign to promote cashless transactions. The campaign called Digi Dhan Abhiyan will enable every citizen, small trader and merchant to promote digital payment in their every day financial transactions. Under the Digi Dhan campaign, STPI has organized 316 events across the country and imparted cashless transaction training to 51,356 people from all walks of life till 31st December 2016.



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