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STPI

Newsletter

Software Technology Parks of India
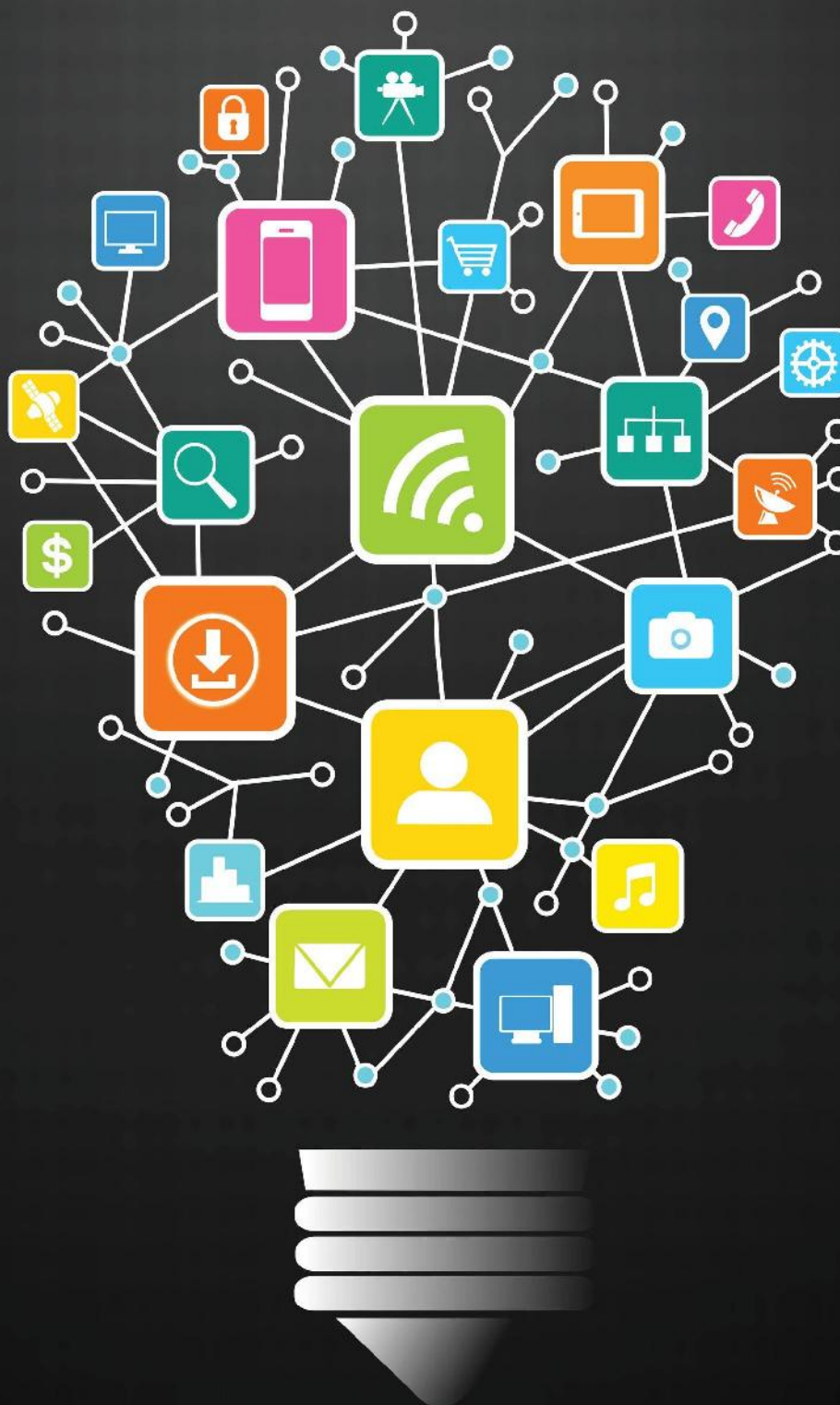
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Message from Director General

> Technology today is more focused on disruptive innovations. We are privileged to experience how technology is seamlessly connecting people and devices to realize zero distance and bringing hyper connectivity to our digital life. Interactions are never limited to people only. The Internet of Things (IoT) is conspicuously helping people to connect with anything and everything through smart devices.

Internet of Things (IoT): The Disruptive Technology for New India

It is a matter of great honour for STPI that President of India Shri Pranab Mukherjee laid the foundation stone of its Deoghar centre on 2nd April, 2017. On behalf of the organisation, I feel humbled by the faith and confidence which he bestowed on us in the field of skill development and job creation. We have been assigned the task of software export promotion, but our primary goal is to nurture the talent of the country in IT sector so that they can compete well in the international market. We will continue this tradition with renewed vigour and dedication.

As we are at the vantage point of digital revolution, the possibilities are endless. Technology today is more focused on disruptive innovations. We are privileged to experience how technology is seamlessly connecting people and devices to realize zero distance and bringing hyper connectivity to our digital life. Interactions are never limited to people only. The Internet of Things (IoT) is conspicuously helping people to connect with anything and everything through smart devices.

The adoption of IoT is growing exponentially. According to some estimation, by 2020 the world will have 50 billion connected devices and IoT spending would touch USD 2.92 trillion including consumer-centric spending around USD 1.49 trillion. India is not far behind the global race on IoT. By 2020, India will have its fair share of 1.9 billion units and the market size will be around USD 9 billion. There is no denying the fact that IoT will have significant impact on the socio-economic environment of future. From smart cities to driverless car and smart homes to energy management to waste management, the role of IoT will be ubiquitous. As the world is robustly moving towards smart homes, the efficacious usage of IoT will provide ecological sustainability, enhance convenience and result in financial savings.

That's just the tip of the iceberg of IoT story. The way we are progressing in IoT and building a connected ecosystem, India has the potential to create 10-15 million jobs in the IoT space alone. India has huge opportunities in smart cities, agriculture, healthcare, transportation, and waste management that will drive the adoption of IoT to not only build an efficient system with optimized resource utilization, but also to shift to new technologies and create new skills to manage the priorities of New India.

Dr. Omkar Rai

Central Business Solutions: Delivering Solutions to Drive Business

Central Business Solutions, Inc. (CBS) is a global company providing cutting edge technology products and services to the businesses globally. Incorporated in 2000 in Newark, California, CBS has grown from strength to strength and today it's a renowned organization having 17 years of rich experience and expertise in technology solutions, consulting and outsourcing. The company focuses on niche technology areas including security & compliance, infrastructure support services, data science and analytical services, data centre management, application design and development, testing services, system architecture design and evaluation, mobile application development services, measurement and automation service, human resource management and field sales solution. CBS has also developed a number of enterprise-level products such as Field Work Mobility, Job-360 and Skill Exam. In addition to products and solutions development, CBS also offers business services like contract and staffing services, sourcing services, incubation services, build operate and transfer services and offshore development services to clients globally.

Started with an investment of $2000 and one person, CBS today is a $10 million technology enterprise with 250 persons working around the world. CBS is serving globally including countries like Canada, Singapore, UK, Brazil and India apart from the US. The company plans to expand to 500 employees in the near term with $25 million revenue globally. Behind this seminal success is Mr. AnjulKatare, Chairman and CEO of CBS, a seasoned executive with technology, management and strategic edge. He says: "Our organization's core strengths are our dedicated employees who always have strived for nothing less than the best! We have been able provide outstanding results on our products and services to our clients through our core strengths and philosophy to deliver the best quality. Our company has been awarded as Inc 5000 fastest growing company in the year 2013-2014."

The long standing engagements of CBS with universities like UCLA, SJSU and others in the higher education space, global technology enterprises like SanDisk, Macys, EMC, Computer Associates, Yahoo, GAP, Accenture, Infor-SSA Global, HSI, OpenWave, WestMarine, ATOS, BlueCoat, Guavus, HighTail and have made the organization build cutting-edge products. "Companies like Roche, IBC, Vimo/Get Insured, Delta Dental, iMetrikus, Castlight in Healthcare space are examples of the strong relationships we have built with our customers," highlights Mr. Katare.

The success of CBS is incomplete without the contribution of offshore development centre in India which was started in 2005. In India, CBS operates from Pune, Bhilai and Durg. STPI has provided great support for the offshore office to support the US operation. The infrastructure provided really helped CBS to maintain the service level in the global market. Mr. Katare concludes: "We would like to thank our offshore infrastructure provider STPI to provide unparalleled infrastructure and security support to achieve our goal."

iMarque Solutions: Nurturing the Local Talent

![iMarque Solutions — Global Technology Services logo]

Established in 2004 in India, iMarque Solutions Pvt. Ltd. is the brainchild of Kuwait-based NRI Mr. Zakir Anwar. The company has grown from strength to strength and today it's a renowned organization having 13 years of rich experience in customer care, call centre, tele sales, data processing and revenue cycle management in verticals like Telecom, Aviation, Banking, Insurance, and NBFC. iMarque Solutions delivers high quality, cost-effective services on 24x7 mode with high availability by leveraging operational efficiencies and talented workforce. Headquartered in Chennai, the company operates from three locations including Puducherry, Mayiladuthuri and Cochin. With 1650-plus strong team, the company also operates from global offices in Kuwait, Qatar and UAE. In its recent endeavour of expansion, iMarque Solutions operates from its new facility in Puducherry and Mayiladuthurai with 750-plus employees and further plans to expand its human capital base to 3000 by 2020.

Mr. Anwar underlines the role of STPI Chennai in promoting the region around Puducherry and Mayiladuthurai to evolve further as a commercial center through India BPO Promotion Scheme (IBPS) is truly remarkable. He further explains as to how investing in Puducherry and Mayiladuthurai facilities has supported them in creating employment opportunities for the local community in nurturing their talent and providing world class facility in Tier 2 and Tier 3 Cities. Today, 100% of the associates working at the facility are from the same region only, quips Mr. Anwar.

The Company acknowledges the fact that STPI Chennai has promoted IBPS in a bigger way and this facilitated iMarque Solutions to expedite the establishment of its initial operations of 500 BPO seats in Puducherry and Mayiladuthurai. Mr. Anwar aptly highlights the administrative support provided by STPI Chennai was second to none, and further recognizes how the capital subsidy of Rs. 5 crores can support iMarque Solutions to operate efficiently. Furthermore, in association with STPI Chennai, iMarque Solutions can create more than 1000 employment opportunities in Puducherry, Mayiladuthurai and its surrounding regions.

The CEO of iMarque Solutions Mr V.S. Suresh, who has long been associated with Mr. Anwar in Kuwait, has played a seminal role in the successful growth of the company. With over two decades of experience in business management in domestic and international operations, Mr. Suresh is an expert in managing IT savvy companies. His expertise in strategic planning, information management, financial resource management and product development has helped iMarque Solutions to achieve new heights in BPO business.

MoS Met Industry Representatives

Hon'ble Union Minister of State for Electronics & Information Technology and Law & Justice, Shri P. P. Chaudhary interacted with the IT Industry leaders on 17th June 2017 at Hyderabad to discuss about the IT related issues during his visit.

Leaders from leading IT companies including Infosys, TCS, Convergys, ADP, C3i, HYSEA and NASSCOM members along with many other Industry officials also attended and expressed their views on the present IT scenario during the session.

MeitY Departments Review Meet

Hon'ble Union Minister of State, Shri P. P. Chaudhary has reviewed the MeitY departments such as STPI, NIC, STQC, CDAC, NIELIT, C-MET, and CSC on 18th June 2017.

Seminar on IT/ITES Entrepreneurship & Startups in Bihar

STPI organized a seminar on IT/ITES Entrepreneurship & Startups in Bihar in Patna on 11th May 2017. The objective of the programme was to make the startups keep abreast of government policies and incentives, with an aim to build a platform for a strong ecosystem for nurturing them in the field of IT/ITES/ESDM sector and to empower them to grow through innovation in the state. The seminar was addressed by Shri Ravi Shankar Prasad, Hon'ble Union Minister for Electronics & Information Technology; Dr. Omkar Rai, DG, STPI; Shri Devesh Tyagi, Sr. Director, STPI; Shri Manas Panda, Director, STPI-Bhubaneswar and startup entrepreneurs like Dr. Pavan Soni, Founder and Innovation Evangelist, Inflexion Point Consulting; Shri Kunal Krishna, Co-founder, AHA Taxis; Shri Sharad Sagar, Taxis Founder & CEO Co- Founder, Dexterity Global; Shri Gautam Kumar, Co-founder, Far Eye and Ms. Baijanti Devi, CSC Gaya.

Around hundred entrepreneurs/startups participated in the seminar.

Mandatory Training for Senior Level Management

In the presence of Dr. Omkar Rai, DG, STPI the two days mandatory training for Senior Level Management conducted at STPI headquarters in New Delhi. With this, CTD has successfully completed its first phase of mandatory training programme covering all the employees of STPI.

IT/ESDM Industry Interaction Meet

Shri Ravi Shankar Prasad, Hon'ble Union Minister for Law & Justice and Electronics & Information Technology held IT/ESDM Industry Interaction Meet at ITC Gardenia, Bengaluru on 22nd April, 2017.

Hon'ble Minister sought industry bodies to provide their valuable inputs and grievances. Around 100 companies participated in the meet and Industry representatives put forth their concerns and urged Hon'ble Minister's support in sorting them out. Minister assured that the necessary actions would be taken to address the concerns of the industry. During the meet Hon'ble Minister answered the queries raised by IT Industry and shared his views on the Govt. policies and Digital India activities.

IT/ITES Industry Meet in Nagpur

IT/ITES Industry Meet for STPI-registered IT/ITES companies at Nagpur was organized by STPI in the presence of Smt. Aruna Sundararajan, Secretary, Ministry of Electronics & Information Technology (MeitY), Govt. of India and Shri Devesh Tyagi, Senior Director, STPI on 13th April, 2017 in Nagpur. STPI-registered units, IT Industry association, local entrepreneurs and IBPS industry leadership participated in this event.

Smt. Aruna Sundararajan, Secretary, MeitY interacted with the IT industry leadership and shared her views on various IT/ITES industry promotional schemes of Government of India. She further stated about STPI's new state-of-the-art incubation facility of 20,000 sq. ft. which is coming up in Nagpur shall cater to the needs of startups and growth of IT/ITES/ESDM industry in Nagpur. The Industry representatives appreciated the support provided by STPI.

Inauguration of STPI-Agartala Centre

Shri P. P. Chaudhary, Hon'ble Minister of State for Law & Justice, Electronics & IT, Government of India inaugurated the STPI-Agartala centre on 25th April, 2017.

The centre provides services such as incubation services (plug-and-play and raw), datacom services, and statutory services for the IT/ITES industry. From 1387 sq. ft. of raw incubation space and 61 plug-and-play incubation seats, 1007 sq. ft.

Launch of Startup India Hub

Smt. Nirmala Sitharaman, Hon'ble Minister of State (I/C) for Commerce and Industry launched Startup India Hub on 19th June, 2017. The incubated startups from Electropreneur Park had the opportunity to network and interact with key government officials from DIPP to derive maximum mileage from this initiative by DIPP. Startup India Hub is proposed to act as a one-stop online platform for all stakeholders of the startup ecosystem to discover, connect, and engage with each other. The Hub attempts to solve the problem of information asymmetry and lack of access to knowledge, tools and experts.

of raw space and 50 plug-and-play incubation seats have already been allotted to incubatees.

Future of Innovation

Software Technology Parks of India has sponsored the event 'Future of Innovation held on 2nd June, 2017 at Hotel Westin, Koregaon Park, Pune.

This event was planned as a new initiative by SEAP (Software Exporters Association of Pune). The objective of this event was to conduct a survey on innovation readiness of technology sectors in Pune. The intended outcome of survey was recommended the steps moving forward based on what has been achieved so far. During this event, a survey report has been published in presence of IT Industry association and leadership of various IT companies.

Shri Sanjay Kumar Gupta, Director STPI-Pune, was present in this event to release innovation readiness survey report. The report focuses on fostering an ecosystem in Pune that enables business and social growth through high-tech products and services. It also consists of an article from the STPI covering major initiatives for the entrepreneurs/startups/MSMEs and growth story of STPI across India.

The Parliamentary Standing Committee on Information Technology

The Parliamentary Standing Committee (chaired by Member of Parliament Shri Anurag Thakur) meeting held on 15th May, 2017 with representatives of IT Industry and Associations on the challenges being faced by Indian IT sector due to recent changes in the US immigration/visa policy. The objective of the meeting was to prepare the mitigation plan to overcome with this recent change to avoid impact on IT industry growth.

Sanjay Kumar Gupta, Director STPI-Pune, participated in this event along with Shri Rajiv Kumar, Joint Secretary, MeitY.

Make in Nashik

"Make in Nashik" event was organised in Mumbai during 30th and 31st May, 2017 by Nashik Industries and Manufacturers Association (NIMA), an apex body representing the industries of Nashik. Panel discussion on "From Napa Valley to Silicon Valley – A City in Transformation" was held during the event with focus on its continually changing phases from being a city of temples to the wine capital of India and now to a happening place in the field of Information Technology.

Shri Sanjay Kumar Gupta, Director STPI-Pune, participated as panellist and shared his views on IT industry development and various other government schemes and initiatives. He further stated that STPI-Nashik playing a seminal role in promotional activities of IT Industry since last two decades. STPI has presence in Nashik since 2002 and is providing support to the IT/ITES Industry. Few of the new units have also taken benefit under the India BPO Promotion Scheme (IBPS) in Nashik.

1st BPO Unit under India BPO Promotion Scheme Launched in Patna

Shri Ravi Shankar Prasad, Hon'ble Minister for Law & Justice, Electronics & Information Technology, Government of India launched the

1st BPO unit M/s Maestros Technical Services Pvt. Ltd. under India BPO Promotion Scheme in Patna on 19th April, 2017.

TCS Opens 1000-seater BPO Centre under India BPO Promotion Scheme in Patna

Tata Consultancy Services (TCS) opened a 1,000-seater BPO centre under the India BPO Promotion Scheme (IBPS) in Patna on 11th May, 2017.

TCS BPO centre was inaugurated by Hon'ble Union Minister of Electronics & Information Technology and Law & Justice, Shri Ravi Shankar

Prasad.

Dr. Omkar Rai, Director General, STPI said that Bihar has been allocated 4,600 seats under the IBPS, out of which 1,910 have been allotted to the successful companies for setting up of their BPO and ITES operation in the state after 3rd round of bidding.

Visit of US Consulate General, Hyderabad to STPI-Rourkela

Mr. John Fleming, US Consulate General, Hyderabad visited STPI-Rourkela campus on 22nd May, 2017 to explore the possibilities for collaboration

with US-based companies in the field of IT/ITES/ESDM sector. An interaction session was also conducted with IT/ITES entrepreneurs during his visit.

Showcasing MeitY Achievements

STPI coordinated with various MeitY organisations like CDAC, NIELIT, CSC, SAMEER, UIDAI, and CMET and helped them showcase their achievements, Govt. schemes, and their services through the stalls that were designed and set up by STPI. Shri Ravi Shankar Prasad, Hon'ble Union Minister for Law & Justice and Electronics & Information Technology inaugurated this exhibition after the Conference of IT Professionals and visited the stalls.

Tolic- Mangaluru Rajbhasha Shield To STPI-Mangaluru

STPI–Mangaluru, Sub Centre of STPI-Bengaluru has been awarded second prize in recognition of its outstanding performance in the implementation of the Official Language Policy of the Govt. of India and in promoting the usage of Hindi in official work during 2016-17.

A BPO Unit under IBPS Launched in Patna

Shri Ravi Shankar Prasad, Hon'ble Union Minister of Electronics & Information Technology launched a BPO unit of M/s Shakti Infotech Pvt. Ltd. under India BPO Promotion Scheme (IBPS) in Patna on 13th June, 2017.

Conference of IT Professionals

Conference of IT Professionals was held on 4th June, 2017 at Ernakulam. The conference was organised by STPI by inviting almost all the major exporters and startups from the region to have an interaction with Shri Ravi Shankar Prasad, Hon'ble Union Minister for Law & Justice and Electronics & Information Technology, who chaired the conference. Secretary, MeitY; DG, STPI; Group Coordinator, MeitY; Secretary, Dept. of Electronics & IT, GoK; Senior Director, STPI and the Director, STPI-Thiruvanthapuram were among the dignitaries on the dais. A good number of IT professionals attended the conference and got benefitted through the direct interaction with the Hon'ble Minister and other dignitaries.

Visit of Palestine Delegates for Setting up of Palestine India Techno Park

Palestine delegates visited STPI-Bengaluru on 4th May, 2017 in connection with setting up of Palestine India Techno Park. During the meet Shri Shailendra K Tyagi, Director, STPI-Bengaluru briefed the activities of STPI-Bengaluru. As part of industry visit, delegates visited Infosys-Bengaluru.

SRISHSTI 2017

STPI participated in SRISHSTI 2017 organised by Vidyarthi Shiksana Seva (VSS) Trust held at R.V. College of Engineering in Bengaluru from 26th to 28th May, 2017 in Bengaluru. This annual technical event promoted innovation and entrepreneurship amongst students pursuing engineering studies. SRISHTI 2017 manifested the creativity, talent and hidden potential of students and also developed industrial and institutional interaction for better growth. STPI supported the event by sponsoring for the activities such as Hobby Project competition (including both Engineering and Non-Engineering students), Paper Presentation for Engineering students and Idea Presentation for Science students. STPI also promoted its services by setting up a stall at the event for 3 days.

Dr. Omkar Rai, Director General, STPI addressed the gathering during the valedictory function of SRISHTI 2017 in Bengaluru.

Meeting on BPO Promotion Scheme

Meeting of Hon'ble Minister of Electronics and IT Shri Ravi Shankar Prasad with Chief Minister of UP was held on 6th June, 2017 along with all department officials including STPI. The matters pertaining to STPI and India BPO Promotion Scheme were discussed during the meeting.

National Convention on "Making Policies for Promoting Innovations, Entrepreneurship and Startup"

STPI-Indore co-sponsored the one-day National Convention on "Making Policies for Promoting Innovations, Entrepreneurship and Startup" organised by Vidyarthi Kalyan Niyas(VKN) and Bhopal Smart City Development Corporation Limited (BSCDCL) on 20th June, 2017 at Bhopal.

The event was inaugurated by Hon'ble Chief Minister of MP Shri Shivraj Singh Chauhan. Director General of STPI, Dr. Omkar Rai graced the event as special guest and Shri Vijay Kumar Saraswat member of NITI Ayog as keynote speaker.

Dr. Omkar Rai informed the gathering about the pivotal role played by STPI in boosting the software exports from the country by citing relevant facts and figures. The event was attended by representatives of the startups and entrepreneurs across the country, academicians, government officials and students.

Business Plan Pitch Sessions by Startups

The startups from Electropreneur Park had the opportunity to make an investor's pitch to various Angel investors during the two-day event, STARup2017, on 6th and 7th May, 2017 in Bengaluru. Five of the promising startups designing ESDM-based solutions from Electropreneur Park participated and made business pitch to a group of investors followed by one-to-one sessions with selected investors. STARup is a gathering of over 2,000 entrepreneurs, investors, corporate representatives and government officials and influencers from the Indian, Israeli, Asian and European startup ecosystem. It's a networking experience, where startup meets the right people through an effective curation process.

New STPI Centre at Pant Nagar

Shri Ravi Shankar Prasad, Hon'ble Minister for Law & Justice and Electronics & Information Technology visited Dehradun on 26th April, 2017. During his visit, he made a series of announcements, including the opening of new STPI Centre at Pant Nagar. Hon'ble Minister had a meeting with Hon'ble Chief Minister of Uttarakhand at CM Awas where he explained the activities and achievements of STPI and announced that to boost export from the region, a new STPI centre at Pant Nagar will be opened soon. STPI-Dehradun officials were also present in the meeting. Hon'ble CM directed the Principal Secretary (IT) to check the feasibility of land. Principal Secretary (IT) said that land is available at SIIDCUL Pant Nagar which can be allotted for new STPI Centre. Hon'ble Minister directed STPI officials to follow up with Principal Secretary for the land allotment.

Dehradun Half Marathon 2017

STPI-Dehradun became venue partner for Dehradun Half Marathon 2017 "Run For Safety" on 30th April, 2017. People from IT Industry, students and national athletes participated in the event. Blade runners from different parts of the country also participated in the event.

Review Meeting

Hon'ble Minister of Law & Justice and Electronics & Information Technology took a review meeting with STPI, CSC and UIDAI at Rishikesh on 30th May, 2017. He instructed STPI and ITDA to work together for the growth of IT sector in the state.

Hon'ble President of India Lays the Foundation Stone of STPI Centre at Deoghar

Hon'ble President of India, Shri Pranab Mukherjee laid the foundation stone of Software Technology Parks of India (STPI) Centre at Deoghar, Jharkhand on 2nd April, 2017. Speaking on the occasion, the President said that Jharkhand played a key role in India's freedom struggle. The pain and sacrifices of Sidho Murmu, Kanho Murmu, Tilka Manjhi and Birsa Munda are always remembered. The state has made progress on many fronts since attaining statehood in 2000. Its rich deposits of mineral resources, forests and industrial infrastructure etc. have laid down the foundation for all-round development.

The President said that the problem of job creation cannot be solved unless people are imparted skills to increase their employability. India has a huge workforce and skill development can help in economic development of this vast country.

The President said that he believes, the initiatives launched by Software Technology Parks of India Centre will transform the employment landscape of this region and provide much needed impetus to Information Technology.

The event witnessed the gracious presence of Smt. Droupadi Murmu, Hon'ble Governor, Jharkhand; Shri Rajiv Pratap Rudy, Hon'ble Union Minister of State Skill Development and Entrepreneurship (Independent Charge), Government of India; Shri Bandaru Dattatreya, Hon'ble Minister of State for Labour and Employment (Independent Charge), Government of India; Shri P. P. Chaudhary, Hon'ble Minister of State, Law & Justice, Electronics & Information Technology, Government of India; Shri Raj Paliwar, Hon'ble Minister for Labour, Employment & Training, Government of Jharkhand; Shri Randhir Kumar Singh, Hon'ble Minister for Agriculture & Sugarcane Development, Animal Husbandry & Fisheries, Government of Jharkhand; Shri Nishikant Dubey, Hon'ble MP (Lok Sabha) , Godda; Shri Abhijit Mukherjee, Hon'ble MP (Lok Sabha), Jangipur; Dr. Omkar Rai, Director General, STPI; Shri Devesh Tyagi, Senior Director, STPI and Shri Manas Panda, Director, STPI-Bhubaneswar.