

Top 50 Channel Titans India's Most Visionary Partner Firms of the Decade





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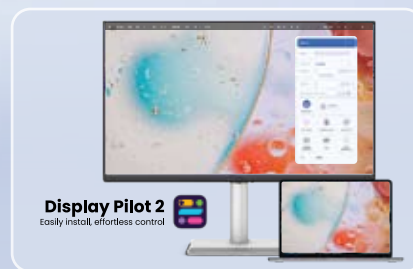
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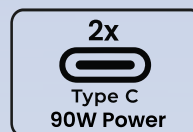
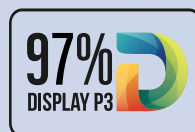
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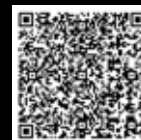


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Top 50 Channel Titans: India's Most Visionary Partner Firms of the Decade

The Indian IT channel is no longer just an enabler of technology—it has become a strategic force shaping the digital economy. As enterprises race to adopt AI, cloud, cybersecurity, automation, and edge computing, channel partners are stepping beyond the traditional boundaries of resale and integration. They're building platforms, co-creating IP, driving recurring revenue, and acting as the digital architects of tomorrow.

The Future Channel 50, curated by itVARnews,

represents the top 50 partner firms from India that have not only navigated the waves of transformation—but have led them. These are the visionaries, the ecosystem orchestrators, the cloud-native pioneers, and the resilience builders powering India's digital ambitions across every sector—from BFSI and healthcare to manufacturing, government, and e-commerce.

They have reimagined their roles:

- From resellers to solution aggregators
- From system integrators to IP-led service innovators
- From product implementers to business outcome advisors
- From followers of OEMs to co-creators of market-ready platforms

In this exclusive edition, we recognize those who are pushing boundaries with:

- AI-driven service delivery models
- Zero-trust cybersecurity

- frameworks
- Multi-cloud orchestration engines
- Industry-specific SaaS solutions
- ESG-compliant and inclusive growth models

The Future Channel 50 are not just accelerating India's digital transformation—they are influencing how technology is bought, deployed, and scaled in the next decade. Each company profiled here has a story worth knowing—and a future worth watching.

WORKMATES CORE2CLOUD SOLUTION PVT. LTD.



Founded by: Basanta Kumar Rana leading cloud-native consulting company helping enterprises adopt secure and scalable cloud-first solutions with deep AWS, Azure, and security expertise.

Rapyder Cloud Solutions Pvt. Ltd.



Founded by: Amit Gupta A digital-native consulting firm specializing in cloud migration, DevOps, and modern application development, with a stronghold in BFSI and retail.

Operisoft Technologies Pvt. Ltd.

Founded by: Parveen

Arora Known for cloud automation and security, Operisoft offers modern workplace transformation and cloud migration strategies for mid-sized businesses.

Core5 Systems and Services Pvt. Ltd.



Founded by: Davendra Singh This digital services company accelerates data center modernization and hybrid cloud adoption through consulting, deployment, and 24/7 support.

DigitalTrack Solutions Private Limited



Founded by: Muneer Ahamed DigitalTrack is a leading cybersecurity and IT infrastructure solution

provider based in Chennai. With deep domain expertise in firewall security, endpoint protection, and enterprise networking, the company supports large enterprises, PSUs, and BFSI clients with robust cyber defense and managed security services across India.

i2k2 Networks



Founded by: Rahul Agarwal With a strong focus on managed hosting and private cloud, i2k2 delivers secure and compliant digital infrastructure for mission-critical enterprises.

CloudThat



Founded by: Bhavesh Goswami An early AWS training partner in India, CloudThat provides cloud

skilling, solutioning, and end-to-end consulting for government and enterprise clients.

Minfy Technologies Pvt. Ltd.



Founded by: Vijay Jain Minfy has established itself as a hyperscale cloud partner with strengths in AI/ML, application modernization, and digital healthcare transformation.

Comprinno Technologies Pvt. Ltd.



Founded by: Prasad Puranik Comprinno is a DevOps and FinOps specialist offering Kubernetes, CI/CD, and cost-optimized cloud migration frameworks for digital-native enterprises.

Pentagon System and Services Pvt Ltd



Founded by: Sairaman Mudaliar A legacy system integrator turned cloud enabler, Pentagon excels in hybrid cloud deployment and VDI solutions across enterprise sectors.

Quadrasystems.net India Pvt. Ltd.



Founded by: Prashanth Subramanian Quadra has redefined Microsoft cloud implementation in India, supporting enterprises with secure modern workplaces and business continuity.

Locuz Enterprise Solutions Pvt. Ltd.

Founded by: Uttam Majumdar With deep expertise in high-performance computing (HPC), cybersecurity, and



hybrid cloud, Locuz is a trusted transformation partner for large enterprises.

Sapphire Infotech Ventures Pvt Ltd



Founded by: Bhavesh Lakhani Focused on next-gen cybersecurity and digital identity, Sapphire is helping companies meet compliance, protect assets, and accelerate secure growth.

Sonata Software Ltd.



Samir Dhir (MD & CEO) Sonata is leading global modernization efforts with Platformation™ strategy—a

unique IP-led digital transformation framework.

Motherson Technology Services Ltd.



Rajesh Thakur (CEO) Part of the Motherson Group, it offers smart factory, IoT, and enterprise digital transformation solutions across manufacturing verticals.

Magnamious Systems



Pvt. Ltd.

Founded by Jiten Mehta A Mumbai-based system integrator with over two decades of experience in IT infrastructure, networking, and AV solutions, Magnamious supports large-scale digital projects across government and corporate sectors.

Hitachi Systems India Pvt. Ltd.



CEO: Anuj Gupta A trusted partner for end-to-end infrastructure, cloud, and cybersecurity transformation for large Indian enterprises and government bodies.

Wysetek Systems Technologists Pvt Ltd



Founded by: Rajesh Mathkar Wysetek delivers enterprise-grade cybersecurity, infra deployment, and cloud migration with a strong customer success culture.

Frontier Business Systems Pvt Ltd



Founded by: Ravi Verdes
Frontier provides tailored IT solutions across networking, infrastructure, and managed services with strong alliances with OEMs.

Orient Technologies Pvt. Ltd.



Founded by: Ajay Sawant
A veteran in enterprise networking and data center solutions, now rapidly evolving into a cloud and security-focused MSP.

Precision Infomatic M Pvt. Ltd.



Founded by: Murali Vishwanath
Precision is redefining managed services in India with its automation-first approach and strategic partnerships with global OEMs.

Thoughtworks



Founded by: Neville Roy Singham
Thoughtworks is globally renowned for digital engineering, agile transformation, and its strong community of social-impact tech leaders.

NeuroGaint Systems Pvt. Ltd.



Founded by: SANDEEP BANDARU
A new-age tech firm with innovation hubs in India and the US, NeuroGaint focuses on AI, digital engineering, and data science solutions for healthcare, retail, and enterprise automation.

1CloudHub (OCH Digitech Pvt. Ltd.)

Founded by: Ilango Murugesan
A born-in-the-cloud partner, 1CloudHub



drives digital agility through DevOps, containerization, and cloud-native architecture services.

Enreap India Pvt Ltd

Founded by: Surendrapal Singh
Formerly Addteq, Enreap focuses on DevOps automation and enterprise agility by integrating Atlassian, GitLab, and cloud platforms.

CloudStok Technologies Pvt. Ltd.



Founded by: Prateek Rawat
An emerging player focused on FinTech and e-Gov sectors, CloudStok develops scalable SaaS solutions on AWS and GCP.

Team Computers Pvt. Ltd.

Founded by: Ranjan Chopra
From infra to



insights, Team Computers combines IT services with data science to help enterprises become analytics-driven.

PC Solutions



Founded by: Devendra Taneja
A legacy enterprise IT player with strengths in cybersecurity, cloud platforms, managed services, and infrastructure consulting.

Arrow PC Network Pvt Ltd



Founded by: Gurpreet Singh
Arrow PC is a

powerhouse in Dell and VMware implementations, with a growing practice in digital workspace and cloud security.

LDS Infotech Pvt Ltd



Founded by: Amarnath Shetty LDS focuses on IT infrastructure services, virtualization, and structured cabling projects across banking and enterprise segments.

Progressive Infotech Pvt. Ltd.



Founded by: Prateek Garg Progressive is a digital workplace transformation leader with an AI-first managed services platform called Centilytics.

Equinix India

Founded by: Manoj Paul



Equinix operates global data center and interconnect hubs, enabling cloud-neutral architecture and edge compute for India's digital economy.

Neovatic Technologies Pvt Ltd



Founded by: Venugopal Uppalapati A futuristic tech firm blending blockchain, cybersecurity, and edge computing into scalable services for enterprise modernization.

Newgen Software Technologies Ltd.

Founded by: Diwakar Nigam Newgen's low-code



process automation and content services platforms are modernizing enterprise workflows across 70+ countries.

ITCG Solutions Pvt. Ltd



Founded by Nilesh Kuvadia Based in Gujarat, ITCG delivers end-to-end IT services including networking, security, and cloud enablement with a strong regional presence in India.

Secure Network Solutions India Pvt. Ltd



Founded by NK Mehta Headquartered in Chennai, SNS specializes in enterprise cybersecurity consulting, SOC implementation, and next-gen threat defense for BFSI, government, and IT/ITES sectors.

Rishabh Software Pvt. Ltd.

Founded by: Raju Shah Rishabh delivers custom software, data engineering, and mobility solutions to



global clients from its centers in Gujarat and Texas.

Uneecops Business Solutions Pvt. Ltd.

Founded by: Piyush Jain SAP Platinum Partner Uneecops delivers ERP, analytics, and automation



solutions for SMBs with rapid implementation frameworks.

Bluechip Technologies Ltd.

Founded by: Kazeem Tewogbade A data management expert offering enterprise-grade storage, cloud migration, and ITAM



services to mid and large enterprises.

Cloudbox99 Pvt. Ltd.



Founded by: Naveen Chadha A promising cloud MSP with strong cloud security and disaster recovery offerings for BFSI and e-commerce sectors.

Xammer

Founded by: Rohan P. Xammer builds hyper-personalized marketing and commerce stacks for D2C and retail clients using AI and customer data platforms.

eMudhra Ltd.



Founded by: V. Srinivasan eMudhra is a global leader in digital identity, PKI infrastructure, and eSign services, with deep roots in government and BFSI.

Brio Technologies Pvt. Ltd.



Founded by: Farhan Syed Brio is a top Google Workspace partner known for smooth cloud migrations, Google Cloud development, and training delivery.

PRIYAM INFOSYSTEMS PVT. LTD.

Founded by Dhiraj Vijayvargia from Jaipur .An SAP Business One specialist, Priyam Infosystems empowers SMEs with ERP consulting, Tally custom implementation, and support tailored for industries like manufacturing and distribution



E Square System & Technologies Pvt. Ltd.



Founded by: Dharendra(Dhiru) Khandelwal E Square provides secure infra solutions, cloud backup, endpoint management, and disaster recovery for SMBs and enterprises.

Collabera Technologies Pvt. Ltd.



Founded by: Hiten Patel (Global) A talent-first digital engineering and staffing leader, Collabera provides agile transformation, cloud enablement, and AI delivery.

DEV IT Ltd.



Founded by: Pranav Pandya A public-listed company delivering e-Governance, SAP, and application services across India, Africa, and North America.

CDP India Pvt. Ltd.



Founded by: Ankit Desai A CRM, ERP, and digital transformation solutions provider focused on Microsoft Dynamics 365 and BI solutions.

RAH Infotech Pvt. Ltd.



Founded by: Ashok Kumar A leading and fastest growing cybersecurity and network optimization VAD representing 30+ global OEMs, offering distribution, services, and support.

These 50 partner firms are not just part of India's tech transformation — they are engineering the future.

From Selling to Solving: The MSP Playbook for AI- Driven Success



In the rapidly evolving landscape of artificial intelligence (AI), Managed Service Providers (MSPs) are facing a pivotal shift in their operational paradigms. The traditional model of offering discrete products is giving way to a demand for comprehensive, outcome-driven solutions. This transition is not merely a trend but a response to the growing need for tangible returns on investment and the mitigation of risks associated with AI adoption.

Wellington based MSP Asa Cox, CEO of Arcanum AI highlights a prevalent concern among clients: the fear of being misled by overpromised and underdelivered AI solutions. This skepticism underscores the necessity for MSPs to build trust by providing transparent, effective, and tailored AI applications. Arcanum AI's platform, Numa, exemplifies this approach by offering AI assistants that automate repetitive tasks, thereby enhancing productivity for small- to medium-sized businesses.

The integration of AI into MSP offerings necessitates a collaborative approach between vendors and service providers. It's imperative for vendors to understand

the unique challenges faced by MSPs and to co-develop solutions that are not only technologically sound but also aligned with the specific needs of end-users. This partnership model ensures that AI tools are effectively integrated into existing workflows, delivering measurable value and fostering long-term client relationships.

Moreover, the emphasis on solutions over products reflects a broader industry trend towards service-oriented architectures. MSPs are now expected to act as strategic advisors, guiding clients through the complexities of AI implementation and ensuring that technology investments translate into business growth. This role requires a deep understanding of both the technological landscape and the client's operational objectives.

In conclusion, the future of MSPs in the AI era hinges on their ability to transcend traditional product offerings and embrace a solution-centric approach. By fostering collaborative relationships with vendors and focusing on delivering tangible outcomes, MSPs can navigate the challenges of AI integration and position themselves as indispensable partners in their clients' digital transformation journeys.

Channel Partner Concerns in 2025: What Enterprise Tech Vendors Must Address Now

In 2025, channel partners working with enterprise tech (Ech) vendors are facing a series of challenges that are reshaping how they evaluate alliances, manage profitability, and drive growth. One of the most pressing concerns is the demand for predictable margins and transparent incentive structures. With shrinking rebates and dynamic pricing models, partners are calling for clearer visibility into earnings and long-term ROI, particularly in cloud and managed services. Another rising concern is the persistent go-to-market (GTM) conflict—many partners report direct sales teams from vendors pursuing the same accounts, eroding trust and threatening the integrity of partner relationships.



Moreover, the rapid evolution of AI, cloud, and cybersecurity solutions has outpaced the training and enablement provided to partners. They are asking for better upskilling programs, technical certifications, and co-selling resources to stay relevant. Lead generation has also become more expensive and competitive, with partners urging vendors to increase support through MDFs, performance-based campaigns, and ABM-ready assets.

The complexity of partner portals and digital tools continues to be a frustration. Many partners struggle with outdated, cluttered systems for deal registration, content access, and enablement—hindering speed and efficiency. At the same time, shifting customer buying behaviors, especially the increased involvement of CXOs in decision-making, have made longer sales cycles the norm. Partners now need deeper account-level insights and personalized engagement support from vendors.

In regions like APAC, LATAM, and EMEA, another recurring concern is the lack of localized support and flexibility. Partners are demanding more regional autonomy, faster support turnarounds, and tailored GTM approaches that reflect local market realities. Without this, vendors risk alienating valuable local relationships.

To remain competitive and channel-friendly, Ech vendors must rethink their partner programs with a clear focus on trust, enablement, co-selling collaboration, and profitability. The most successful vendors in 2025 will be those who don't just sell through the channel—but build with the channel, recognizing partners as strategic growth enablers in an AI-powered, customer-centric business landscape.

Are Cybersecurity and Value-Added Services Enough, or Must IT Channels Now Co-Innovate and Build Their Own IP?



For years, cybersecurity and value-added services have been the twin pillars upon which most IT channel partners in India and beyond have built sustainable businesses. These offerings have delivered reliable revenues, sticky client relationships, and a perception of trust in an increasingly risk-sensitive digital world. However, as the global tech landscape pivots toward AI-first strategies, automation, and platform-led ecosystems, the very definition of value in the channel is undergoing a fundamental transformation. The question facing partners now is no longer whether cybersecurity and services are important—they are—but whether that alone is sufficient to survive and thrive in the future. Increasingly, the answer seems to be no.

While cybersecurity continues to dominate IT budgets—with global spending projected to exceed \$280 billion in 2025—there's growing commoditization

across the stack. From endpoint protection to managed detection and response (MDR), many offerings have become checklist items rather than true differentiators. At the same time, hyperscalers and security OEMs are building direct marketplaces and automating service delivery through AI, reducing the traditional margin and role of the channel in the process. Customers now expect faster onboarding, tighter integration, and tailored insights—not just resale and support.

This market evolution is pushing forward-thinking partners to reconsider their business model. More and more are exploring the possibility of building their own intellectual property—transforming from pure service providers to co-innovators or even Independent Software Vendors (ISVs). With the rise of low-code platforms, open APIs, and cloud marketplaces, the barrier to entry for

creating niche solutions has significantly lowered. A custom compliance dashboard for healthcare, a cloud cost optimizer for SMBs, or a simple onboarding automation tool—each of these could represent not just additional revenue but a critical shift in positioning. Owning even a small piece of software IP gives partners pricing power, brand uniqueness, and increased enterprise valuation.

This doesn't mean abandoning cybersecurity and services. On the contrary, the most successful players are blending both models. They continue to lead with cybersecurity, but they differentiate by layering proprietary solutions on top—automated scripts, integration connectors, data portals, and industry-specific plug-ins that are built around client needs. This hybrid approach enhances stickiness, boosts profitability, and gives partners leverage in vendor negotiations. Several vendors now even

offer co-innovation programs and financial incentives for partners that contribute to their marketplace ecosystem—recognizing that channel-led development accelerates ecosystem depth.

To remain competitive, partners need to act. First, they must identify areas where their teams are already creating repeatable value—whether in reporting, workflow automation, or domain-specific consulting—and assess which elements can be productized. Second, they must invest in upskilling—particularly in DevOps, cloud-native development, and AI integration. Third, they must forge deeper technical partnerships with OEMs and cloud providers that support co-building efforts, including funding innovation sprints or offering technical co-sell programs.

The bottom line is this: cybersecurity and value-added services are necessary, but no longer sufficient. They secure the door but don't differentiate what's inside. For IT channels looking to grow beyond transactional sales and protect margins in the age of automation and AI, building IP—no matter how small—may be the key to unlocking future relevance and revenue. The future of the channel lies not just in securing customers but in co-creating with them. Those who evolve will lead. Those who don't may simply become middlemen in a rapidly disintermediating ecosystem.

Beyond Credit and Fulfilment: The Next Evolution of IT Distribution



India's IT distribution ecosystem has long been the backbone of the tech supply chain. Traditionally focused on logistics, inventory management, and credit facilitation, distributors have served as enablers of reach and access for OEMs and the reseller community. But the rules of the game are changing. With rapid digital transformation, customer demands are no longer limited to product procurement—they are focused on business outcomes, integrated solutions, and specialist expertise. To stay relevant, distributors must evolve from being financiers and box movers to ecosystem orchestrators and innovation enablers.

Rise of the Specialist Partner

Across the Indian IT

landscape, we are witnessing the steady rise of specialist partners. These are players who no longer rely on volume-based selling, but instead focus on niche domains like cybersecurity, AI/ML, data analytics, cloud migration, or industry-specific digital solutions. These specialists are not just resellers—they're solution providers and consultative experts. They require deeper support from their upstream partners, including access to training, pre-configured solutions, integration environments, and real-time collaboration with other domain experts. This is prompting a shift in expectations from distributors, who must now act as enablers of co-creation, not just suppliers.

From Credit to Capability

While credit support

remains a crucial value-add in the Indian market, it's no longer a competitive differentiator. Distributors who want to stay ahead must expand their offerings to include technical advisory, solution building, and even their own IPs. Leading distributors are now investing in solution centres of excellence, launching bundled offerings like cybersecurity-as-a-service, and creating migration toolkits for multi-cloud setups. These initiatives allow them to support specialist partners with tools that solve real business problems—creating value beyond price and margin. In this new model, capability trumps commodity.

Marketplace as the New Growth Engine

One of the most impactful transformations underway is the emergence

of digital distribution marketplaces. No longer just B2B ordering portals, these marketplaces are evolving into integrated platforms where partners can access a wide range of resources—from product SKUs to bundled services, APIs, co-marketing kits, training content, and partner collaboration tools. In this ecosystem model, a cybersecurity partner in Delhi could team up with a data analytics MSP in Mumbai to co-deliver a solution for a BFSI customer, all within the distributor's platform. These digital marketplaces don't just facilitate transactions—they foster innovation and scale.

The Partner as Producer

To unlock true value, distributors must now see their partners not as consumers of IT goods, but as producers of digital solutions. This means creating environments that allow partners to develop, validate, and launch their own solutions. It includes offering sandboxes, developer kits, verticalized solution templates, and go-to-market support. By investing in partner incubation and co-branding opportunities, distributors can nurture a thriving community of solution creators—strengthening loyalty and building recurring revenue streams in the process. It's a fundamental mindset

shift: from enablement to empowerment.

Everything-as-a-Service and the Data Edge

The future of IT consumption is XaaS (Everything-as-a-Service). Whether it's hardware, software, cloud, or support—everything is moving to a subscription or usage-based model. Distributors must evolve to support these new models by building platforms that can handle provisioning, metering, billing, and SLA management across multiple vendors. At the same time, distributors are sitting on a goldmine of channel and customer data. When harnessed through AI and analytics, this data can be used to predict market trends, personalize offerings, and optimize partner engagement. The distributor of the future will be as much a data company as a supply chain operator.

Time for a Strategic Reset

In a market that's more competitive, fragmented, and fast-moving than ever, Indian IT distributors must make a bold pivot. Their role is expanding—not shrinking—but only for those who are ready to lead the change. The winners will be those who embrace specialization, build marketplaces, invest in intellectual property, and support partners as creators—not just resellers. The future of IT distribution lies not in what you ship, but in what you enable.

As the channel landscape shifts, distributors have a historic opportunity to transform from transactional players into ecosystem powerhouses. Those who do will not only survive the change—they'll drive it

Radware Launches New Cloud Security Service Centers in India and Kenya

Offers local customers world-class network and application protection



Radware a global leader in application security and delivery solutions for multi-cloud environments, announced the launch of new cloud security service centers in Chennai and Mumbai, India, and Nairobi, Kenya. Today, Radware supports a network of more than 50 cloud security service centers worldwide with a mitigation capacity up to 15Tbps.

Radware's global network of data centers mitigates attacks closest to their point of origin. This helps organizations improve application response times for in-region traffic and reduce mitigation response times against a variety of attacks, including denial-of-service attacks, web application attacks,

malicious bot traffic, and attacks on APIs. It also helps them keep data within their borders to meet strict data privacy regulations.

According to Radware's 2025 Global Threat Analysis Report, Web DDoS attacks, which appear as high intensity, Layer 7 application attacks, surged globally 550%, while web application and API attacks rose 41% between 2023 and 2024.

"Our ongoing investments in our security network continue to play an important role in our cloud security growth strategy," said Haim Zelikovsky, Vice President of Cloud security services for Radware. "Cloud innovation is central to our mission in providing customers industry-leading cyber protection, reliability, and availability at a time when cyber threats are not only increasing in frequency and magnitude but also sophistication."

Radware has received numerous awards for its DDoS mitigation, application and API protection, web application firewall, and bot detection and management solutions. Industry analysts such as Aite-Novarica Group, Forrester, Gartner, GigaOm, IDC, KuppingerCole and QKS Group continue to recognize Radware as a market leader in cyber security.



HAIM ZELIKOVSKY,
Vice President, Cloud security services,
Radware



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Redington Closes FY25 with 99,562 Cr Revenue, Cloud Business Soars 41 Percent



Redington Ltd has reported a historic financial performance for the fiscal year ending March 31, 2025. The company announced a consolidated annual revenue of 99,562 crore, marking a robust 11% year-on-year (YoY) growth, with strong gains across all business verticals and geographies. The momentum continued into the final quarter (Q4 FY25), with revenues of 26,510 crore, up 18% YoY, and profit after tax (PAT) reaching 400 crore, reflecting a 23% increase when adjusted for a one-time divestment gain.

This performance underlines Redington's strategic shift from a traditional distribution model to becoming a full-stack digital and cloud solutions provider, capable of addressing the evolving technology needs of enterprises, SMBs, and channel partners. Notably, the company excluded a one-time profit of 537 crore from the divestment of its step-down subsidiary, Paynet Ödeme Hizmetler A.Ş., to present a more accurate picture of its

core operational success.

India led the regional performance with an impressive 26% YoY revenue growth in Q4, followed closely by the UAE with 24%. The company also reported steady progress in Saudi Arabia and promising growth trends in the African region. This geographic expansion is a direct result of Redington's investments in partner enablement, its growing solutions portfolio, and a deepened focus on digital transformation solutions across sectors.

Speaking on the results, V.S. Hariharan, Group CEO of Redington Ltd, stated, "Building on the momentum from Q3, our Q4 performance reinforces our commitment to sustainable and profitable growth. We have delivered stable results across markets and product lines, with a clear emphasis on cloud, AI, and services-led transformation. Our strategy to evolve from a distribution-led model to an ecosystem orchestrator is paying off."

One of the standout highlights of the fiscal year has been the exponential

growth in Redington's cloud business, which expanded by 41% YoY. This growth reflects increasing enterprise adoption of subscription and consumption-based models, particularly in the SMB and mid-market segments. Redington's cloud arm has consistently invested in partner certification programs, technical enablement, and multi-cloud solution development, which have significantly enhanced customer outcomes and vendor alignment.

In parallel, the Technology Solutions Group (TSG) recorded a 28% YoY growth, driven by several large enterprise deal wins and the onboarding of new global software vendors. The focus on building professional services capabilities and AI-driven solutioning has enabled the TSG to support more complex digital transformation mandates across sectors such as BFSI, healthcare, education, and manufacturing.

Beyond numbers, Redington's evolution is rooted in its mission to bridge what it calls "Technology

Friction" – the gap between rapid innovation and the pace at which technology is adopted by businesses. To bridge this gap, the company has doubled down on investments in digital tools, data intelligence, partner training, and localized support services.

Redington's transformation into a digital-first, cloud-enabled, and services-driven organization has also seen the company expand into new-age areas such as Generative AI, Cybersecurity, Sustainable Tech, and Hybrid Work solutions. These domains, particularly generative AI, are increasingly being integrated into Redington's go-to-market narratives, creating new revenue streams and deeper engagement with enterprise customers.

For the partner ecosystem, Redington's FY25 results signal greater growth opportunities. With brands prioritizing consumption models and outcome-based services, partners aligned with Redington can now access bundled solutions that integrate hardware, software, cloud, and services – all under a single framework. This allows channel players to move beyond resale and focus on solutioning, deployment, and lifecycle management.

The company has also enhanced its partner programs with better margin structures, co-selling opportunities, digital marketing support, and access to Redington's proprietary platforms for deal registration

and opportunity tracking. These efforts have led to greater stickiness with system integrators (SIs), VARs, and ISVs across India and emerging markets.

Redington's results come at a time when the global tech industry is witnessing fundamental shifts. With AI adoption rising, cybersecurity threats evolving, and sustainability becoming a boardroom priority, enterprises are increasingly turning to ecosystem-led providers who can offer bundled, scalable, and secure solutions. Redington's ability to stitch together global vendor relationships with regional execution strength positions it well to capitalize on this shift.

On the financial front, the company's board has recommended a final dividend of 6.80 per equity share. This equates to 39.5% of the consolidated net profit, excluding the one-time gain from the Paynet divestment, and reflects Redington's continued commitment to delivering shareholder value.

With this fiscal milestone, Redington is now among a select group of Indian IT solution providers to near the 1 lakh crore revenue mark – a feat made possible by consistent innovation, strong leadership, and a deep understanding of market dynamics. As the company sets its sights on FY26, the focus will be on further scaling its cloud portfolio, doubling down on AI partnerships, expanding in newer markets like Central Asia and Southeast Asia, and strengthening its digital platforms for partners and customers.

In conclusion, Redington's FY25 results are not just about revenue numbers; they are a testament to its successful pivot to becoming a strategic transformation enabler in a fast-evolving IT ecosystem. With its strong foundation, forward-looking strategy, and partner-first approach, Redington is poised to lead the next phase of digital acceleration across India and beyond.

This performance also sets a positive tone for the broader channel and IT distribution ecosystem in India, signaling that with the right mix of strategy, agility, and customer alignment, traditional players can successfully reinvent themselves for the digital-first economy.

Strategic Investment Priorities for IT Channel Partners in 2025



As the IT channel continues to evolve rapidly, 2025 is expected to be a pivotal year for value-added resellers (VARs), system integrators, and technology service providers. Channel leaders globally have outlined four key areas where partners should focus their strategic investments to remain competitive and relevant in the dynamic market landscape.

One of the most critical areas of focus is talent development. With digital transformation accelerating across industries, the demand for skilled professionals in cloud architecture, cybersecurity, data engineering, and AI continues to grow. Partners that prioritize recruitment and continuous training will be better equipped to support their clients' complex needs. In markets like India, where there is a large yet evolving talent base, building robust internal capabilities will be a key differentiator.

Another top priority is investment in artificial intelligence and cybersecurity. These technologies are now considered essential for modern IT infrastructure. Channel partners who build their offerings around AI-driven insights, automation, and threat intelligence solutions will be in a strong position to meet growing customer expectations. As enterprises increasingly seek AI-powered solutions that enhance security, operational efficiency, and business agility, partners need to align

their capabilities accordingly.

Managed services are also emerging as a significant growth area. The transition from transactional sales to subscription-based, outcome-focused engagements is reshaping the channel model. By offering managed services that include infrastructure, cloud, cybersecurity, and compliance, partners can ensure recurring revenue streams and long-term client relationships. The ability to deliver proactive support and continuous value is now a critical success factor.

Additionally, co-selling and ecosystem collaboration are gaining prominence. The channel has moved beyond isolated vendor-partner relationships to a more interconnected model where collaboration with OEMs, cloud providers, ISVs, and even peer partners can significantly extend market reach. Strategic alliances, co-innovation, and integrated go-to-market strategies are helping partners unlock new revenue opportunities and serve clients more effectively.

In summary, the success of IT channel partners in 2025 will hinge on their ability to adapt to these strategic priorities. By investing in talent, embracing AI and security, expanding managed services, and fostering ecosystem partnerships, partners can drive sustainable growth and deliver greater value to their customers in an increasingly competitive environment.

Hewlett Packard Enterprise extends innovations with new distributed services switches, expanded wired and wireless portfolio to meet AI and high-performance computing demands

HPE Aruba Networking doubles performance capabilities of widely-deployed data center distributed services switches



Hewlett Packard Enterprise announced expansions of its HPE Aruba Networking wired and wireless portfolio, along with new HPE Aruba Networking CX 10K distributed services switches, which feature built-in programmable data processing units (DPU) from AMD Pensando to offload security and network services to free up resources for complex AI workload processing.

The new expansions from HPE Aruba Networking include:

- The HPE Aruba Networking CX 10040 is HPE's latest distributed services switch — also known as a "smart switch" — that doubles the scale and performance of the previous

networking and security solution.

- Four new HPE Aruba Networking CX 6300M campus networking switches, which provide faster data speeds for enterprise IoT, AI, or high-performance computing with a more compact footprint.
- New Wi-Fi 7 access points (APs) and capabilities for AI-driven indoor and outdoor connectivity that deliver the highest quality of service for data, voice, and video communications.

"Data-fueled AI, IoT, and other high-performance applications are driving unprecedented demands for enterprises to provide cost-effective connectivity, no matter where devices and users are or how they access the network,"

said Phil Mottram, EVP and general manager, HPE Aruba Networking. "HPE is again raising the bar with innovations that simplify data center and overall server connectivity at ten times the scale and performance and one-third the cost of traditional enterprise solutions."

"As AI and data-driven applications continue to transform every industry, the need for scalable, compliant, and high-performance networking has never been greater," said Soni Jiandani, senior vice president and general manager, Networking Technology and Solutions Group, AMD. "Together with HPE and the HPE Aruba Networking CX 10040 platform, we're delivering cutting-edge solutions that combine AMD's advanced,

programmable DPU and software technology with HPE's data center networking—enabling secure, scalable services for datacenter and colocation deployments that support the world's largest enterprises at a fraction of the cost of legacy solutions."

Solutions that exceed industry standards

HPE Aruba Networking is demonstrating its ongoing commitment to powering enterprises of all sizes and across every industry as AI, IoT, and other types of high-performance computing accelerate. HPE Aruba Networking solutions continue exceeding industry standards by delivering performance, security, and intelligence along with all-inclusive licensing that generates significant savings. The latest advances announced today include:

HPE Aruba Networking CX 10040 smart switch, utilizing an AMD Pensando DPU to double the scale and performance of the widely-deployed HPE Aruba Networking CX 10000 distributed services switch, supporting the growth in AI-driven computing, while maintaining its built-in firewalling, in-line encryption, and precision

telemetry for increased security, greater observability and more efficient server operation.

HPE Aruba Networking CX 6300 series campus switches, providing encryption protocols, precision timing, and application recognition and control (ARC), which enables enterprises to meet multiple types of data security, volume, and bandwidth service level agreements (SLAs) on a single switch. The four new switches also operate within a smaller footprint to provide maximum capacity and performance in demanding environments.

New Wi-Fi 7 access points, introducing the indoor HPE Aruba Networking 720 and 740 Series and indoor/outdoor 760 Series, which feature a unique network slicing capability – dynamic application prioritization – to deliver the transmission priority and performance required for the real-time computing needs of AI and cloud-delivered applications. The HPE Aruba Networking 760 Series is designed for indoor/outdoor and industrial environments with flexible radio and antenna modes.

Application-aware networking across campus switches is now available on the HPE Aruba Networking CX 5420 and 6200 series switches, enabling enterprises to apply specific policies more granularly to ensure that AI, IoT, and high-performance computing data can travel over the entire network based on pre-defined SLAs.

A single point of visibility, control and analytics delivered by the latest release of HPE Aruba Networking Central provides secure, AI-powered network management that seamlessly scales across campus environments and data centers.

HPE Morpheus VM Essentials integration with HPE Aruba CX 10000 Switch Series helps organizations unify the orchestration of virtualize and physical network and security services such as distributed firewall, microsegmentation across ESXi, KVM and bare metal hosts, easing migration to an open virtualization model with no forklift required.

Wipro Appoints Sandeep Dhar as Global Head of its GCC Practice

Wipro Limited, a technology services and consulting company, today announced the appointment of Sandeep Dhar as Global Head of its Global Capability Center (GCC) practice.

Sandeep brings over 30 years of experience in the GCC ecosystem and consulting, having been instrumental in setting up and scaling some of the well-known GCCs in his career. As Managing Director, he led the transformation of Tesco and Goldman

Sanjeev Jain, Chief Operating Officer, Wipro Limited. "We are delighted to welcome Sandeep to our team. His vast experience in leading and transforming GCCs, combined with Wipro's robust capabilities and comprehensive suite of services for GCCs, will enable us to deliver superior business value to clients."

Sandeep Dhar, Global Head – GCC Practice, Wipro Limited, said, "As GCCs evolve to meet the dynamic business needs, enterprises require



SANDEEP DHAR, Global Head,
Global Capability Center (GCC) practice, Wipro Limited

Sachs Consumer Bank GCCs into strategic centres of innovation and growth. In his senior leadership responsibilities across industries, Sandeep has successfully managed P&Ls, driven digital transformation initiatives, and implemented advanced engineering practices.

In his new role, Sandeep will spearhead Wipro's consulting-led and AI-powered GCC strategy, designed to help global enterprises establish and scale as future-ready transformation and innovation hubs. Sandeep will report to Sanjeev Jain, Wipro's Chief Operating Officer.

"Wipro has been a trusted partner to GCCs for over two decades," said

a trusted partner with the strategic vision to transform them into innovation hubs that drive impact. Wipro is ideally positioned to be the strategic partner of choice for GCCs, offering services that align with their objectives to establish, scale, transform or exit. I look forward to enhancing our focus and execution in this space."

Wipro's GCC services cover the entire lifecycle, from portfolio strategy to setup and operation. This ensures clients receive solutions that align with their strategic goals, offering tailored approaches for efficiency, transformation, innovation, and enhanced performance.

F5 Expands Strategic Collaboration with Red Hat to Enable Scalable, Secure Enterprise AI

Solutions address key challenges in enterprise AI adoption enabling secure model serving, scalable data movement, and real-time inference across environments



F5 the global leader in delivering and securing every app and API, today announced an expanded collaboration with Red Hat, the world's leading provider of open-source solutions, to help enterprises deploy and scale secure, high-performance AI applications. By enabling integration for the F5 Application Delivery and Security Platform with Red Hat OpenShift AI, F5 customers can adopt AI faster and more securely, focusing on practical, high-value use cases such as retrieval-augmented generation (RAG), secure model serving, and scalable data ingestion.

"Enterprises are eager to harness the power of AI, but they face significant challenges in scaling and securing these applications," said Kunal Anand, Chief Innovation Officer at F5. "Our collaboration with Red Hat

aims to simplify this journey by providing integrated solutions that address performance, security, and observability needs, enabling organizations to realize tangible AI outcomes."

This collaboration comes at a time when AI adoption is accelerating. According to F5's 2025 State of Application Strategy Report, 96% of organizations are now deploying AI models, a significant increase from just 25% in 2023. Additionally, the report highlights that 72% of respondents aim to use AI to optimize application performance, while 59% focus on cost optimization and security enhancements.

To support these growing demands, F5 is collaborating with Red Hat to focus on the real-world building blocks enterprises need to operationalize AI. From securing data pipelines to optimizing inference

performance, F5 solutions are tailored to help organizations deploy AI with confidence, speed, and control.

Key areas of collaboration include:

RAG and model serving at scale – F5 supports AI-powered applications on Red Hat OpenShift AI that combine large language models with private datasets, helping to ensure secure data flow, high GPU utilization, and fast response times.

Big data movement and ingestion – With MinIO and F5 working in tandem on Red Hat OpenShift AI, customers can accelerate the ingestion of large datasets for training and inference.

API-first AI security – F5 provides robust protection against evolving threats like prompt injection, model theft, and data leakage through its F5 Distributed Cloud WAAP and F5 BIG-IP

solutions.

As part of its vision, F5 is committed to driving open-source innovation through its collaboration with Red Hat. Red Hat OpenShift AI provides a modular, open platform for building and deploying AI applications across hybrid environments, while F5's API Gateway and AI security capabilities are designed to integrate more seamlessly—without locking customers into a single cloud or toolset. With this collaboration, F5 is helping organisations take an open, flexible approach to AI infrastructure using Red Hat OpenShift AI.

"As AI becomes core to how businesses operate and compete, organizations need platforms that offer flexibility without compromising security," said Joe Fernandes, Vice President and General Manager, AI Business Unit, Red Hat. "We believe the future of AI is open source, and Red Hat OpenShift AI, when used in combination with F5's robust security and observability, gives organizations the necessary tools to build and scale AI applications with greater confidence, anywhere they choose to run them."

The collaboration will be featured at this week's Red Hat Summit 2025 (May 19–22 in Boston), where F5 and its partners will highlight real-world AI use cases—including secure model serving and RAG workloads—built on Red Hat OpenShift AI.

Yotta and NVIDIA Launch Shakti Cloud on DGX Cloud Lepton to Power India's Sovereign AI Ambitions

- *Yotta Integrates NVIDIA DGX Cloud Lepton to Accelerate Sarvam's Sovereign LLM development for India*
- *Part of Yotta's larger ambition to advance sovereign AI in India. Yotta, empaneled under the India AI Mission, also provides over 50% of the Mission's advanced GPU compute capacity, driving AI adoption and expanding nationwide access to AI infrastructure.*



Yotta Data Services, a leading sovereign cloud infrastructure and platform services provider, today announced that it is teaming with NVIDIA to advance sovereign AI development across India and Southeast Asia by making its GPU compute resources available on NVIDIA's DGX Cloud Lepton platform.

Yotta's Shakti Cloud will integrate with DGX Cloud Lepton software and host the training of Sarvam's Sovereign Large Language Model, an LLM designed exclusively for Indian languages and use cases. Developed in partnership with the Government of India under the IndiaAI Mission, this model serves as a foundation for the nation's generative and agentic AI development.

As part of this integration, Yotta becomes one of the first participants in the new DGX Cloud Lepton marketplace. Yotta is also one of only five Reference Platform NVIDIA Cloud Partners globally and the first NVIDIA Cloud Partner

(NCP) in the Asia-Pacific region to join the NVIDIA Exemplar Clouds initiative.

"AI cloud computing is pivotal to India's digital future," said Sunil Gupta, Co-founder, CEO & Managing Director, Yotta. "As an empaneled partner in the India AI Mission, Yotta is proud to contribute to the nation's vision by delivering sovereign, high-performance GPU cloud infrastructure through NVIDIA DGX Cloud Lepton. This enables startups, enterprises, and researchers to build homegrown large language models and AI solutions that reinforce digital sovereignty and innovation at scale." He further added, "As part of our commitment, in the near future we are deploying the latest NVIDIA B200 GPUs to support advanced AI workloads, from LLMs and recommender systems to generative applications, accelerating India's leadership in AI."

"India stands at the threshold of a new era, where cloud-powered NVIDIA AI

infrastructure can serve as an engine of innovation for over a billion people," said Alexis Bjorlin, vice president of DGX Cloud, NVIDIA. "With Yotta on the DGX Cloud Lepton marketplace, local enterprises and startups can build and deploy world-class AI to empower India's digital transformation."

The platform integrates with the NVIDIA software stack, including NVIDIA NIM and NeMo microservices, NVIDIA Blueprints and NVIDIA Cloud Functions (NVCF), to accelerate and simplify the development and deployment of AI applications.

Yotta Integration with DGX Cloud Lepton Software Stack Supercharges India AI

Yotta is adopting DGX Cloud Lepton GPU management software, which delivers real-time GPU health diagnostics and automates root-cause analysis, eliminating manual operations and reducing downtime.

Yotta's Shakti Cloud GPUs coming to the DGX Cloud Lepton marketplace reside in Yotta's Tier IV certified NM1 data center, Mumbai and D1, North India's largest data center, Greater Noida, supporting sovereign AI with data residing within India's borders and under India's jurisdiction. The DGX Cloud Lepton software stack enables real-time GPU health

monitoring and automated workload orchestration across Yotta's multi-region infrastructure. Developers can discover and procure on-demand or reserved GPU instances, supporting seamless access from training to deployment.

Sarvam To Train India's Sovereign LLM With DGX Cloud Lepton

Sarvam will be the first to access Yotta Shakti Cloud with NVIDIA DGX Cloud Lepton and NVIDIA NeMo to train India's sovereign Large Language Model. Sarvam is on a mission to build the bedrock of Sovereign AI for India and make GenAI a reality for Bharat. The team has already demonstrated proven capability in developing foundational models proficient in Indian languages.

"We're building multi-modal, multi-scale foundation models that are capable of reasoning, designed for voice, and fluent in Indian languages," said Vivek Raghavan, Co-founder of Sarvam. "Training our models on Yotta's Shakti Cloud, powered by NVIDIA DGX Cloud Lepton, is a meaningful step in advancing India's sovereignty in AI. This partnership will help us bring AI into real-world use, from citizen services to enterprise applications, all built and run within the country."

Databricks Agrees to Acquire Neon to Deliver Serverless Postgres for Developers + AI Agents



Databricks, the Data and AI company, announced its intent to acquire Neon, a leading serverless Postgres company. As the \$100-billion-plus database market braces for unprecedented disruption driven by AI, Databricks plans to continue innovating and investing in Neon's database and developer experience for existing and new Neon customers and partners.

Neon: An Open, Serverless Foundation for Developers and AI Agents

AI agents are becoming increasingly integral components for modern developers, and Neon is purpose-built to support their agentic workflows. Recent internal telemetry showed that over 80 percent of the databases provisioned on Neon were created automatically by AI agents rather than by humans, underscoring how explosively agentic workloads are growing. These workloads differ from human-driven

patterns in three important ways:

1. **Speed + flexibility:** Agents operate at machine speed and traditional database provisioning often becomes a bottleneck — Neon can spin up a fully isolated Postgres instance in 500 milliseconds or less and supports instant branching and forking of not only database schema but also data, so experiments never disturb production.
2. **Cost proportionality:** Agents demand a cost structure that scales precisely with usage — Neon's full separation of compute and storage keeps the total cost of ownership for thousands of ephemeral databases proportional to the queries they actually run.
3. **Open source ecosystem:** Agents expect to leverage the rich Postgres community — Neon is 100 percent Postgres-compatible and works out of the box with popular extensions.

"The era of AI-native,

agent-driven applications is reshaping what a database must do," said Ali Ghodsi, Co-Founder and CEO at Databricks. "Neon proves it: four out of every five databases on their platform are spun up by code, not humans. By bringing Neon into Databricks, we're giving developers a serverless Postgres that can keep up with agentic speed, pay-as-you-go economics and the openness of the Postgres community."

Databricks and Neon's Shared Vision

Together, Databricks and Neon will work to remove the traditional limitations of databases that require compute and storage to scale in tandem — an inefficiency that hinders AI workloads. The integration of Neon's serverless Postgres architecture with the Databricks Data Intelligence Platform will help developers and enterprise teams efficiently build and deploy AI agent systems. This

approach not only prevents performance bottlenecks from thousands of concurrent agents but also simplifies infrastructure, reduces costs and accelerates innovation — all with Databricks' security, governance and scalability at the core.

"Four years ago, we set out to build the best Postgres for the cloud that was serverless, highly scalable, and open to everyone. With this acquisition, we plan to accelerate that mission with the support and resources of an AI giant," said Nikita Shamgunov, CEO of Neon. "Databricks was founded by open source pioneers committed to making it easier for developers to work with data and AI at any scale. Together, we are starting a new chapter on an even more ambitious journey."

Neon's talented team is expected to join Databricks after the transaction closes, and the team brings deep expertise and continuity for Neon's vibrant community. Together, Neon and Databricks will empower organizations to eliminate data silos, simplify architecture and build AI agents that are more responsive, reliable and secure.

We plan to share more at Data + AI Summit in San Francisco, taking place June 9–12.

Details Regarding the Proposed Acquisition

The proposed acquisition is subject to customary closing conditions, including any required regulatory clearances.

Twilio Announces Multi-Year Strategic Partnership with Microsoft to Accelerate Conversational AI Initiatives

Twilio to develop conversational AI solutions built on Microsoft Azure AI Foundry and Twilio's customer engagement platform



Twilio (NYSE: TWLO), the customer engagement platform that drives real-time, personalized experiences for today's leading brands, today announced at Twilio SIGNAL a multi-year strategic partnership with Microsoft to accelerate adoption of conversational AI solutions for customer engagement. The collaboration unlocks potential for more than 10 million Twilio developers and thousands of Microsoft managed customers to build the future of conversational AI and helps deliver on Twilio's vision: ensuring that every digital interaction between businesses and consumers is amazing.

Conversational AI enables computer systems to understand and respond to human conversations in a way that mimics natural dialogue. It leverages natural language processing (NLP) and machine learning (ML) to analyze and interpret human voice and text input, delivering appropriate responses through AI-generated voice or text.

Businesses building conversational AI experiences for customer engagement have run into a number of

challenges — from lack of precision due to incomplete data, to difficulty scaling beyond successful pilot programs due to legacy systems integration challenges and lack of robust data infrastructure. Twilio's expertise and leadership across communications, data, and AI, combined with Microsoft Azure AI's safe, secure, enterprise-grade, and global infrastructure uniquely help accelerate conversational AI adoption across the enterprise.

"Every interaction between a business and their customers is an opportunity to build loyalty and trust, and those interactions have been drastically improved by AI," said Inbal Shani, Chief Product Officer at Twilio. "Conversational AI enhances customer engagement by delivering precision for our customers, and rich and dynamic experiences for their consumers."

The two companies will collaborate on developing conversational AI customer engagement solutions built on Microsoft Azure AI Foundry and Twilio's comprehensive customer engagement platform that combines

communications, contextual data, and AI. Product innovation areas of focus for the strategic partnership will consist of a broad range of conversational AI services, including:

- Capabilities for building multi-channel AI agents for automating and dramatically improving every customer engagement;
- AI agents that assist live agents in the contact center via enhanced Twilio Agent Copilot capabilities; and
- Multi-modal solutions for enhancing and improving digital interactions between businesses and customers.

"Azure AI Foundry enables customers to confidently scale AI including AI agents across their organization with our enterprise-grade technologies and best practices that help manage risk, improve accuracy, protect privacy, reinforce transparency, and simplify compliance," said Asha Sharma, Corporate Vice President, Azure AI Platform at Microsoft. "Customers will see strong business value with the combination of Azure AI Foundry and Twilio's communications and data capabilities — the critical last mile connection between businesses and customers."

Conversational AI at Twilio

Twilio's Conversational AI solutions provide model flexibility, streamlined options for businesses to augment capabilities at

their own speed, and native integrations to the leading Communications Platform as a Service (CPaaS) and Customer Data Platform (CDP) to drive more efficient and engaging customer interactions.

In addition to the strategic partnership with Microsoft, Twilio announced numerous conversational AI enhancements and innovations today at Twilio SIGNAL for businesses exploring conversational AI solutions for customer care and sales.

Notable innovations include:

ConversationRelay (General Availability): A conversational AI capability that enables developers to create robust natural voice AI agents using their choice of LLM. Twilio seamlessly integrates real-time streaming, the latest speech recognition technology, interruption handling, and expressive, human-like voices, allowing developers to create advanced agentic applications more quickly, and with less overhead.

Conversational Intelligence (General Availability for Voice and Private Beta for Messaging): An expansion of Twilio's Voice Intelligence, Conversational Intelligence analyzes voice calls and text-based conversations, converting them into structured data and insights that improve customer experiences and operational efficiency, at scale.

Securonix Introduces GenAI Agents for Security Operations Center, Automating High-volume Workflows for Level 1/2/3 SOC Analysts

Open Architecture-Based Agentic Mesh Vision Will Reduce Tedious Analyst Workloads by Up to 50 Percent

Securonix, Inc., five time leader in the Gartner Magic Quadrant Cybersecurity for SIEM, and Customers' Choice in the 2024 Gartner Peer Insights 'Voice of the Customer,' today announced the next phase of Securonix EON, introducing modular Generative Artificial Intelligence (GenAI) Agents that mark a revolution in autonomous security operations. These specialized, decision-capable agents are designed to perform high-impact jobs to be done (JTBD) across the threat detection, investigation, and response (TDIR) lifecycle. These intelligent security agents represent the future of security operations: autonomous, explainable, human-aligned—and ready to scale with the threat landscape.

"Our customers and prospects are interested in increasing the efficiency and accuracy of their Security Operation Centers, and reducing the burden on their SOC analysts," said Kash Shaikh, President and CEO of Securonix. "Our innovations in agentic AI as a part of EON directly target this demand, and have been a driving factor in our new business growth, which has grown 40% year-over-year. The market is demanding a future-proof platform that unifies SIEM, SOAR, UEBA and Data Pipeline Management, all scaled with an agentic AI experience. Securonix is



responding."

This next phase moves Securonix EON beyond co-pilot assistance into modular autonomy, with AI agents that can function independently while aligning with human intent and organizational policies. With these innovations, Securonix offers a pathway to agentic mesh, a new open architecture that enables agent-to-agent communication not just within the platform, but across third-party tools and vendor ecosystems. By leveraging standard-based protocols and APIs, our agents can exchange data, trigger actions, and cooperate with any compatible system—extending the mesh beyond Securonix to wherever your defenses live.

"At NTT DATA, we believe the future of cybersecurity will be shaped by agentic AI—technology that can think, adapt, and act autonomously.

We're excited to partner with Securonix as they lead this shift. Their vision for an intelligent, agent-driven SOC aligns closely with our commitment to innovation, resilience, and delivering next-gen security outcomes at scale." said Pranay Anand, Vice President of Technology Solutions, NTT DATA.

Appendix Modular Multi Agents Built for Security Jobs To Be Done

The new agents are each purpose-built to take on jobs to be done in security operations by every member of the team and relieve cumbersome SOC analyst 1/2/3 workloads by up to 50%. Together, they streamline detection, investigation, and response so your team can focus on what matters most:

- **Policy Agent:** Turns

analyst intent into high-precision detection content, faster. Policy Agent transforms natural language objectives into deployable detection rules. It simulates outcomes before deployment, flags issues, and enables analysts to craft and refine detection content with unprecedented speed and clarity.

- **Response Agent:** Accelerates threat response by executing high-confidence containment actions without delay. When a validated threat is detected, the Response Agent initiates containment and remediation actions—like user lockouts, host isolation, or session revocation—while enforcing escalation policies. It's designed to reduce MTTR and lighten analyst workloads by handling routine, policy-cleared threats.
- **Insider Intent Agent:** Detects early indicators of insider threats through psycholinguistic analysis, behavioral drift and contextual risk. Insider Agent will leverage access patterns, HR signals, and UEBA telemetry to flag risky behavior tied to insider threats. It builds adaptive profiles that evolve over time, allowing SOC teams to act on emerging risk before damage is done—without alert overload.
- **Noise Cancellation**

Agent: Suppresses false positives and reduces alert fatigue to keep analysts focused on real threats.

Noise Cancellation Agent uses LLM reasoning, behavioral patterns, and analyst feedback to classify, deduplicate, and suppress irrelevant alerts—cutting down noise while preserving visibility into what matters most.

- **Spotter Agent:** Helps analysts investigate faster by querying data lakes and surfacing relevant anomalies. Spotter Agent functions as an autonomous threat hunter. It translates analyst intent from natural conversational requests into optimized queries across Snowflake and other data lakes, surfacing anomalies using behavioral baselines and risk scores, and continuously learns through analyst feedback to fine-tune investigations.
- **Investigate Agent:** Surfaces contextual intelligence in real time by analyzing global threat indicators and assigning confidence scores and threat categories—like ransomware, phishing infrastructure, or botnet activity—to observed IOCs. The Investigate Agent empowers other agents to prioritize and classify alerts more accurately, streamlining investigations and accelerating threat triage across the SOC.
- **Threat Intel Agent:** Curates investigation results, annotating and enriching with plain language summaries and advice, ensuring analysts do not waste time interpreting large amounts of correlated data and can

quickly understand the severity and context of an investigation.

- **Data Pipeline**

Management Agent:

Orchestrates intelligent data flow by classifying, filtering, and routing security telemetry based on context, value, and urgency. The Data Pipeline Manager Agent enables real-time analysis for high-priority events while deferring low-risk data for forensics or compliance, reducing noise and storage overhead. It empowers all agents with the right data at the right time—optimizing detection, accelerating investigations, and maximizing cost-efficiency across the SOC.

Building Toward an Open Agentic Mesh

While each agent can execute jobs to be done independently today, Securonix is actively building the revolutionary framework for an open agentic mesh – a self-orchestrating interconnected system of agents that share memory, context, and intent to solve problems together with Securonix and with other multi-vendor agents to provide flexibility. In this agentic mesh, agents will register themselves, collaborate on jobs to be done, and coordinate with other agents or humans to get jobs done.

The mesh will enable:

- **Context-passing** between agents (e.g., Investigation → Response)
- **Orchestration** logic that adapts in real-time based on outcomes

- **Policy-governed autonomy**, where agents operate within defined human-led guardrails

“As a rapidly expanding company, we’re selective when it comes to the technology and partners we choose to engage with, and Securonix’s innovative approach to autonomous, AI-driven security operations truly sets them apart.” said Neehar Pathare, MD, CEO / CIO of 63SATS Cybertech. “We’re excited to dive into how their agentic architecture can enhance the intelligence and agility to the Security Operations Center.”

From Co-Pilot to Agent to Agentic: Human-in-the-Loop at the Core

Securonix’s agentic philosophy is grounded in trust and transparency. Agents may act autonomously, but analysts retain full control. Organizations define the rules of engagement—role-based permissions, escalation paths, and playbook override logic—to ensure that human intent remains central to every action. This balance ensures speed without sacrificing oversight. The system adapts but never overrides human authority.

“As organizations look to move beyond traditional SIEM use cases, they’re demanding predictive analytics, real-time threat detection, actionable insights, and intelligent automation. Securonix delivers all of this—now powered by GenAI agents.” said Kevin Leong, CISO, Managed Services Business Unit, NEC Asia Pacific Pte Ltd. “Their advanced platform strengthens our portfolio, giving customers deeper visibility and faster response

to the threats that matter most.”

The Future of AI-Driven Cyber Defense

Together, these agents represent the next stage in autonomous, modern SOC—intelligent, explainable, and built to scale. In this next phase, Securonix is not only delivering powerful new capabilities but also constructing the architecture needed to transition from modular agents to a coordinated, intelligent mesh.

“Securonix is helping us reimagine what’s possible in the SOC. With GenAI at the core, we’re detecting threats faster, responding smarter, and reducing the noise that would have overwhelmed our team.” said Richard Henderson, Executive Director and Chief Information Security Officer, Alberta Health Services.

This is what it means to bring autonomous decision-making to security operations—not just faster responses, but smarter, more consistent, and deeply explainable actions that scale with your environment.

Ashok Prabhu, Chief Executive – Sales of Noventiq ValuePoint emphasizes the need for smarter security operations, stating “As organizations look to move beyond traditional SIEM use cases, they’re demanding real-time threat detection, actionable insights, and intelligent automation. Securonix delivers all of this—now powered by GenAI agents. Their advanced platform strengthens our portfolio, giving customers deeper visibility and faster response to the threats that matter most.”

India Rising: Why Now Is the Time for Global Investors to Bet Big on Bharat

Nvidia's Enterprise AI platform and data center GPUs will be a key focus



India is no longer just a growth story — it's rapidly becoming the world's most compelling investment destination. As the fifth-largest economy with a projected GDP growth of 6.8% in FY2025, India is outperforming most major global economies amid a climate of economic uncertainty. With political stability, a booming digital economy, and a rapidly expanding middle class, India presents an unmatched convergence of scale, talent, and opportunity.

The government's recent reforms — including the Production-Linked Incentive (PLI) schemes, Digital Personal Data Protection Act, and its assertive focus on Ease of Doing Business — are sending a clear signal: India is ready to partner, produce, and prosper. Over \$75 billion in FDI flowed into the country in FY2023, and sectors like electronics, semiconductors, clean energy, digital infrastructure, and AI-led innovation are drawing heightened attention from global boardrooms.

What's truly driving investor interest now, however, is India's digital maturity and startup energy. The country is home to over 115 unicorns, with massive growth in SaaS, fintech, and climate tech. As of 2025, India has over 850 million internet users, and digital payments crossed \$3 trillion in volume —

showcasing deep tech penetration. The launch of ONDC (Open Network for Digital Commerce) is reshaping retail, while India Stack continues to be a global model for digital public infrastructure.

The CXO community has a critical role to play here. For CEOs and CTOs of global enterprises, India isn't just a market — it's a center of engineering excellence, a supply chain alternative, and increasingly, a testbed for innovation at scale. CIOs see value in India's fast-growing cloud, AI, and cybersecurity ecosystem, while CFOs benefit from cost efficiencies and favorable taxation in many state-led investment corridors. For CHROs, the young and digitally fluent talent pool (with over 1 million STEM graduates annually) is unmatched.

Whether it's Apple diversifying iPhone assembly through Indian partners, Amazon investing over \$12 billion in India by 2030, or Tesla eyeing EV manufacturing in the country, the momentum is real and rising. India's G20 presidency, global diplomatic outreach, and alignment with Quad and IPEF initiatives further strengthen its geopolitical positioning.

In a world fragmented by geopolitical shocks, talent crunches, and supply chain recalibration, India stands out as a reliable, fast-moving, and forward-looking partner. For investors and CXOs with a long-term lens, the message is clear: India is not just ready for investment — it's redefining what the future of global business looks like.

HCLTech appoints Kiran Cherukuri as Global GCC Practice Leader

HCLTech, a leading global technology company, today announced the appointment of Kiran Cherukuri as Global GCC Practice Leader.

In his new role, Kiran will be responsible for scaling HCLTech's Global Capability Center (GCC) practice by bringing focused offerings that leverage HCLTech's services and technology portfolio as well as corporate functions capabilities. To date, HCLTech has been a partner to over 200 GCCs in India.

Welcoming Kiran, Rahul Singh, Chief Operating Officer—Corporate Functions, HCLTech, said, "GCCs have evolved into centers of strategic digital innovation for global enterprises. HCLTech plans to double down on this fast-growing segment with a sharp focus on India. I am confident that Kiran's rich experience, deep domain expertise and ecosystem acumen will enable us to build on our proven leadership in the GCC space."



"GCCs are poised to deliver higher value through the transformation of technology and skills. I am excited to be part of HCLTech once again and contribute to the growth strategy for this segment," added Kiran Cherukuri.

SANDEEP DHAR,
Global GCC Practice,
HCLTech

Kiran brings over three decades of experience across leading technology companies and entrepreneurial ventures. Among his previous stints, Kiran worked with HCLTech for over 14 years, contributing significantly to Digital Foundation Services, Engineering and R&D Services, Industry Solutions and Talent Solutions. He successfully set up global delivery centers and managed business development, alliances and marketing. Kiran holds a degree in Electronics and Communications Engineering and a Postgraduate Diploma in Business Management.

As U.S. Credit Wobbles, Global Investors Turn Their Gaze to India's Resilient Growth and AI-Driven Leadership



Moody's recent downgrade of the U.S. credit rating from Aaa to Aa1 has sent ripples through global markets, triggering a capital realignment that now favors emerging, digitally advanced economies. In this global rebalancing, India stands out not only for its economic resilience but also for its bold strides in AI and technology innovation—led by a dynamic CXO community at the forefront of this transformation.

India's projected GDP growth of 6.8% for FY25, as reported by the IMF, reinforces its position as the fastest-growing major economy. Beyond macro numbers, what's truly attracting investors is India's deep-rooted shift toward technology-led value creation. With over \$71 billion in FDI in FY23 and \$25 billion in foreign portfolio inflows in just the first half of 2025, India's capital markets are surging with confidence. This wave of investment is flowing into sectors that sit at the intersection of AI, automation, cloud computing, and advanced analytics—industries where Indian CXOs are leading global conversations.

India's CXO community—spanning CIOs, CTOs, CDOs, and tech entrepreneurs—is playing a pivotal role in this shift. These

leaders are driving enterprise-wide digital transformations, adopting AI for predictive analytics, cybersecurity, supply chain optimization, and personalized customer experiences.

Platforms like UPI, ONDC, and Aadhaar are not only reshaping India's economy but are also being recognized globally as models of scalable digital infrastructure. It's no surprise that global investors like BlackRock, GIC, and Temasek are increasing their India exposure by billions, backing the very companies and leaders pioneering this change.

Meanwhile, India's vibrant IT services sector—home to industry giants and fast-growing SaaS startups alike—is rapidly embedding AI into its core offerings. From intelligent automation in BPO to GenAI in enterprise software, the Indian IT ecosystem is evolving beyond cost efficiency to value innovation. This transformation is being guided by CXOs who understand that the future belongs to agile, AI-first organizations.

With over 110 unicorns, a growing base of AI-led startups, and a government committed to innovation through initiatives like the IndiaAI Mission, the country is becoming a preferred destination for AI capital and collaboration. For global stakeholders, India offers not just a growth market, but an AI-literate leadership that is future-ready.

Too Many Cybersecurity Players? CXOs Weigh the Benefits and Burdens of a Crowded Security Landscape

The cybersecurity market has exploded in recent years, with a surge of vendors entering the space offering everything from endpoint detection and extended detection and response (XDR) to identity management, zero-trust frameworks, and cloud-native security. While this influx reflects innovation and urgency in response to evolving threats, it's also raising red flags among enterprise decision-makers. Is the growing crowd of security vendors delivering better protection, or is it introducing more complexity, confusion, and cost?



For many CISOs, the increasing number of tools has led to what's now being called "vendor fatigue."

Managing 15 to 25 different security platforms has become a daunting operational task. Each tool comes with its own dashboard, alerts, and learning curve—leading to overlapping capabilities and fragmented visibility. In high-stakes environments, this can slow down response times and increase the risk of oversight.

On the flip side, the abundance of players has also driven innovation. Many startups are addressing niche challenges with cutting-edge solutions that legacy platforms may overlook. The competition has fueled better pricing models, faster feature rollouts, and the ability for enterprises to tailor their security stacks with more precision. However, integration remains a major challenge. Without seamless interoperability, even the best tools can become isolated silos. Furthermore, inconsistent compliance standards across solutions create headaches for risk teams trying to enforce unified policies across distributed systems.

CXO leaders increasingly agree: the future of cybersecurity isn't about adding more tools—it's about simplifying complexity. They're now prioritizing platforms that consolidate key capabilities, integrate easily with existing infrastructure, and demonstrate measurable outcomes, not just theoretical protection. As the threat landscape evolves, so must the industry's approach to defense. In today's crowded market, the most successful vendors will be those who solve real problems without adding new ones.



Top 50 MSPs – Catalysts of Digital Resilience

Dear Readers,

The Managed Services landscape is undergoing a remarkable shift — one where MSPs are no longer just service providers, but have emerged as strategic transformation partners, trusted by enterprises navigating complexity, cost, and constant change.

In this special issue of ITPV, we are proud to present our annual list of the Top 50 Managed Services Providers (MSPs) — the visionaries who are shaping modern IT with agility, accountability, and innovation. These MSPs are delivering much more than uptime — they're delivering outcomes.

From cloud optimization and cybersecurity to hybrid workplace management and AI-driven automation, MSPs today are integrating deeper with business goals. What's equally exciting is how many of these players are collaborating with ISVs and SaaS innovators — creating joint value and acting as co-creators of digital-first experiences.

In a landscape shaped by platformisation, subscription models, and outcome-based SLAs, the line between MSPs, ISVs, and CSPs is blurring. This issue captures that collaborative energy.

We salute these 50 leaders — not just for their scale, but for their customer obsession, service maturity, and resilience. Their stories reflect the future of IT services: partnership-led, innovation-driven, and insight-powered.

Happy reading!

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