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Why the Cloud Triopoly Is Fracturing

For over a decade, cloud infrastructure has been synonymous with a trio of tech titans — Amazon Web Services (AWS), Microsoft Azure, and Google Cloud Platform (GCP). Together, these three giants formed a near-unbreakable triopoly, controlling the lion's share of the global cloud market. But a new wave of shifts in enterprise needs, technological disruption, and regional regulation is causing this once-solid dominance to crack.The cloud triopoly is fracturing — and it's a pivotal moment for CIOs, CTOs, and digital transformation leaders.

Beyond the Big Three

While AWS, Azure, and GCP still command significant influence, alternative cloud providers are emerging as credible, strategic choices — particularly for specialized

workloads, compliance-sensitive industries, and regional deployments. Players like Oracle Cloud Infrastructure (OCI), IBM Cloud, Alibaba Cloud, and Tencent Cloud are finding traction, while newer entrants like CoreWeave (for AI/ML workloads) and Wasabi (for low-cost object storage) are carving out niche dominance. This shift is accelerated by the rise of multi-cloud strategies. Enterprises are no longer willing to be locked into one cloud vendor. Instead, they're mixing and matching providers to optimize cost, performance, data sovereignty, and compliance. Kubernetes, containers, and infrastructure-as-code tools like Terraform have made it easier than ever to run applications across multiple clouds — without the complexity of re-architecting everything from scratch.

Edge, Sovereignty, and AI-Driven Demand

The cloud story is no longer just about central data centers. The rise of edge computing and sovereign cloud requirements is further weakening the grip of the triopoly. Companies now seek localized performance, especially in sectors like manufacturing, logistics, and healthcare. Edge providers like Cloudflare, Akamai, and Fastly are stepping in to deliver latency-sensitive workloads at scale.At the same time, the explosive demand for AI and GPU-powered infrastructure is opening the door to specialist providers like Lambda Labs, Paperspace, and CoreWeave, who offer flexibility and pricing that the big three struggle to match. Moreover, regulators are watching. In Europe and Asia, data localization laws and antitrust concerns are pushing governments and enterprises to favor regional cloud providers over hyperscalers. This opens the market to a new breed of players that offer control, transparency, and tailored services.

What Should CXOs Do?

The fracturing of the cloud triopoly presents both risk and opportunity. On one hand, vendor sprawl can lead to integration challenges, cost overruns, and security complexities. On the other, it unlocks freedom — freedom to innovate, negotiate better terms, and align infrastructure more closely with business goals.Forward-looking CXOs must adopt a cloud-smart strategy — one that isn't based on brand loyalty, but on workload fit, flexibility, and long-term digital resilience. The era of single-cloud dominance is ending. As the triopoly fractures, cloud strategy is becoming a board-level discussion, not just an IT decision. Those who embrace this change with clarity and agility will be the ones who future-proof their enterprise infrastructure for the decade ahead.

FROM COMPLIANCE TO COMPETITIVE EDGE: TSAARO'S AKARSH SINGH ON WHY PRIVACY IS INDIA'S NEXT TECH OPPORTUNITY

AKARSH SINGH,
Chief Privacy Officer & Founder, Tsaaro

In an era where data is both an asset and a vulnerability, privacy is no longer just a legal checkbox – it's becoming the cornerstone of digital trust. In the latest edition of CEO Talk on ITPV, Akarsh Singh, Chief Privacy Officer and Founder of Tsaaro, one of India's leading privacy and cybersecurity consulting firms, shares powerful insights into the evolving privacy landscape in India and beyond.

The Urgency: Privacy in the Age of AI and DPDP

With the Digital Personal Data Protection Act (DPDPA) finally coming into motion in India and global regulations like GDPR setting high bars, Singh calls privacy a "human right in the digital age." For CXOs, he outlines two top priorities:

Identifying where their enterprise data resides

Understanding responsibilities toward employees' and customers' data

"It's no longer about just storing data. It's about how and why you're using it — and what purpose was consented to," Singh explains. This becomes critical in an AI-driven world, where unchecked data training can lead to ethical breaches and brand erosion.

AI Governance Without Killing Innovation

As the pace of Generative AI adoption accelerates, Singh urges DPOs and CISOs to build AI governance frameworks with human oversight, without stalling innovation. "AI is a black box. Unless there's a human in the loop, you don't know what outcomes you're unleashing." The real risk? Speed without safeguards. "Privacy shouldn't become collateral damage in the rush to innovate."

The Cross-Border Complexity

Navigating global data compliance — from India's DPDPA to Europe's GDPR and UK's DP frameworks — is a rising challenge. Singh stresses that Indian exporters and IT majors are already ahead, having adapted to international frameworks. The real challenge lies with domestic-first businesses that are just beginning the compliance journey.

"It's not rocket science — it's data discovery and mapping compliance rules to that data. But the journey takes time — 6 months for SMEs, up to 2 years for large firms."

Mindset Shift: Privacy as a Trust Driver

Singh makes a compelling case for privacy as a competitive advantage, not a compliance burden.

"Consumers are already choosing privacy — Apple, Signal, Telegram prove it. The moment one option offers better privacy, users will shift. Brands that lead on privacy will lead the market." Yet, most Indian enterprises still lag. The shift will come, Singh says, as Gen Z professionals — digital natives who value privacy — enter leadership roles.

Tsaaro's Playbook: Privacy First, Revenue Follows

Tsaaro operates across India, the UAE, Saudi Arabia, and the Netherlands, serving clients across sectors — from airports and stock trading apps to IoT firms and consumer electronics.

What sets Tsaaro apart? A mission-first approach: "We are India's first privacy-focused consulting firm, and for us, the priority has always been education — not just projects." With free tools, whitepapers, workshops, and their flagship "DPO Club", Tsaaro is actively nurturing a privacy-literate business ecosystem.

India's Moment in Privacy Tech Singh boldly asserts: India will be to privacy tech what China is to manufacturing. As indigenous platforms mature and regulations scale, India will lead the world in scalable, affordable privacy tools — built in English, deployable globally.

"With Data Security Council of India's support and a growing startup ecosystem, the cost of privacy tech will drop — and India will export that excellence."

On Data Breaches, Boards & Budgets

Singh pulls no punches: "Most data breaches are buried. Disclosures are low, and boards are often unaware or underfunded." The rising frequency of attacks and SEBI's disclosure mandates will force change, but Singh believes cybersecurity budgets remain constrained by tight margins.

"There's a psychological shift needed — security isn't just an expense. It's protection of brand equity, customer trust, and shareholder value."

Talent Gaps & The Real Problem

India has a surge in demand for DPOs, CISOs, and privacy engineers — but capability is the issue, not opportunity. Singh blames "a lack of continuous learning mindset", stating that tech evolves faster than traditional corporate hierarchies can reskill.

"Commitment to learning is the differentiator now — not just years of experience."

Final Message to CXOs

Akarsh's closing advice is sharp:

"Don't stop at surface-level concepts. Dig deep into technical knowledge. Because when leadership doesn't understand the tech, data breaches happen — and everyone notices."

CXO Takeaway:

If your enterprise is scaling digital operations, building AI products, or handling customer data — privacy isn't a department's job. It's your business strategy.

As Singh reminds us:

"Privacy is not a checkbox. It's your brand currency."

ASIRT Synergy Biz Conclave 2025 Sets a New Benchmark for India's IT Channel Ecosystem

The ASIRT Synergy Biz Conclave 2025, held from August 1st to 3rd at Gateway Hotels & Resorts in Nashik, proved to be a powerful convergence of innovation, insight, and industry collaboration. As a proud media partner, ITPV Magazine had the privilege of witnessing this high-impact event that brought together over 130 leading System Integrators (SIs), Independent Software Vendors (ISVs), and key decision-makers from across the country. Organized by the Association of System Integrators and Retailers in Technology (ASIRT), the conclave went beyond being a traditional industry gathering—it emerged as a future-facing platform shaping the next phase of digital transformation and business growth in the Indian IT channel.

The three-day event featured a compelling mix of visionary keynotes, real-world case studies, hands-on tech showcases, and vibrant networking opportunities. Notably, Dr. Nitin Paranjape captivated the audience with a deep dive into Microsoft Copilot and its implications for AI-led productivity in the partner ecosystem. Similarly, Mr. Mahesh Khatri delivered an energizing keynote tracing the evolution of artificial intelligence, while sharing actionable insights into how partners can stay ahead in the AI-first future.

What truly stood out was the spirit of collaboration that permeated the event. ASIRT welcomed industry associations from Nashik, Bhusawal, Dhule, Jalgaon, and Malegaon for in-depth discussions with ASIRT leadership, paving the way for regional partnerships and a more integrated Maharashtra IT partner network. The conclave created a space where business alliances were born, ideas were exchanged, and strategic relationships were nurtured.

The success of the Synergy Biz Conclave was bolstered by the strong backing of its sponsors. Enjay IT Solutions Ltd. led as the Title Sponsor, with Synology and Data-Skill Systems as Platinum Sponsors. The Gold Sponsors included a dynamic lineup: Sophos + Sejutronics, NPAV, CloudPe, AnyDesk + eCaps, Zaperon + BD Software, Samsung + Bluecom, and Tally Prime + Neotech Infocom. The conclave also saw strong member sponsor support from Roomnxt, Paths Group, Pal India, Mukesoft, Jaypeetex, ViDHi Data Recovery Lab, Jet Refill World, Aegis Infoware, and Clear Intentions IT Solutions.

At ITPV Magazine ,we believe this conclave signifies more than just a successful event—it reflects a rising wave of transformation across the IT partner ecosystem. It showcased ASIRT's continued commitment to nurturing a sustainable, forward-looking platform for OEMs, CIOs, CTOs, CISOs, and brands to collaborate with India's leading channel partners. As India's IT channel steps into a new era of AI, cybersecurity, and digital innovation, itVARnews remains committed to amplifying these conversations and serving as the voice of the partner community.

We applaud ASIRT for curating a conclave that successfully merged inspiration with action, and we encourage all technology stakeholders to join hands with ASIRT in shaping the next chapter of India's digital story—one that thrives on partnership, progress, and shared growth.

Turning Tariffs into Triumph: How Indian Businesses Are Thriving Despite U.S. Trade Barriers

Although U.S. tariffs on Indian goods initially caused exporters to worry, they have ultimately acted as a wake-up call, encouraging Indian companies to reconsider their international strategies, diversify their markets, and embrace innovation. What started out as a setback has now evolved into a tale of transformation as Indian businesses move quickly and strategically to forge new growth avenues.

Indian exporters have started establishing operations in non-tariff and free trade area (FTA)-friendly countries such as the United Arab Emirates, Singapore, Vietnam, and Mauritius, instead of relying solely on a single market. In addition to providing simpler trade access to the US and the EU, these jurisdictions also allow Indian businesses to be eligible for duty-free or reduced tariff status. In order to fully avoid tariff complications and take advantage of Singapore's top-notch logistics and tax advantages, an engineering firm based in Pune that had previously experienced profit erosion from U.S. duties established a Singapore subsidiary and began fulfilling orders from there. As Indian businesses establish regional hubs in key global locations, similar examples are appearing in a variety of industries, including pharmaceuticals, textiles, and auto components.

India Inc. has seen a wider change in perspective as a result of the problem with U.S. tariffs. To advance up the value chain, businesses are investing more in R&D, product innovation, and branding rather than merely exporting basic goods or raw materials. Building intellectual property, developing unique products, and producing high-caliber final goods that can fetch premium prices around the world are now the main priorities. This trend has been further accelerated by government programs such as the Production Linked Incentive (PLI) schemes and the Make in India initiative, which encourage manufacturers to scale with an eye toward the long term. Concurrently, India has fortified its international trade ties by signing bilateral accords like the Australia-India ECTA and the India-UAE CEPA. By lowering dependency on Western economies and fostering resilience against geopolitical upheavals, these trade agreements are providing new avenues for Indian exports to flourish in markets in the Asia-Pacific, Middle East, and Oceania regions.

In order to stay competitive in the face of tariffs, Indian companies are also implementing smarter supply chain models. These include utilizing bonded warehouses, streamlining shipping and customs processes, and investigating digital trade compliance platforms. Establishing operations in non-tariff nations has evolved from a reactive to a feasible strategic option for businesses seeking to future-proof their exports.Essentially, what initially appeared to be a protectionist issue has turned into a potent motivator for Indian companies to expand internationally with more astute tactics and varied footprints. Indian exporters' tenacity, inventiveness, and flexibility serve as evidence that tariffs did not imprison India; rather, they changed it. India is not only keeping up, but also creating new guidelines for international interaction as the dynamics of trade continue to change.

If CIOs and CISOs Start Thinking Like CEOs, What's the Next Move for CEOs?

Written by Anuj Singhal

The corporate game is changing, and honestly, it's getting pretty wild. The C-suite isn't what it used to be. CIOs and CISOs are no longer the "tech fixers" in the background—they're stepping into the spotlight as strategic business players, driving revenue, building trust, and shaping customer experiences. In short, they're leveling up to think like CEOs.

But here's the big question: If everyone's wearing the CEO hat, what does that mean for the actual CEO?

The New Power Play : Think of today's CIO as the CEO of Digital. They're not just managing servers or tech infrastructure anymore. They're leading AI rollouts, automation strategies, digital-first customer journeys, and transformation initiatives that directly boost market share. They're making calls that influence revenue streams and define a company's future. Meanwhile, the CISO has become the CEO of Trust. In a world where data leaks can sink brands overnight, CISOs are building security frameworks that protect not just information but reputation. They're leading conversations on compliance, risk, and customer confidence, ensuring that trust becomes a competitive advantage.

So, what's left for the CEO? The role isn't disappearing—it's evolving.

The CEO 2.0 Playbook

Here's what modern CEOs need to do to stay ahead: 1 Empower C-suite leaders to act like co-CEOs: The CEO's job now is less about micromanaging and more about building an ecosystem of leaders who can independently drive success in their domains. 2 Be the ultimate storyteller: In today's world, customers and employees connect with purpose-driven brands. CEOs need to own the company's story and ensure every leader is aligned with that vision. 3 Act as the Chief Integrator: The CEO is the glue—connecting technology (CIO), trust (CISO), and growth (CMO/CSO) into one clear, powerful business narrative.

From Boss to Mentor

The CEOs of tomorrow won't just be decision-makers—they'll be mentors, coaches, and culture architects. Their strength will come from inspiring teams, fostering collaboration, and empowering innovation, rather than just issuing directives from the top. Think about it this way: If the CIO is driving digital transformation and the CISO is protecting trust, the CEO's job is to orchestrate all these moving parts into one symphony. It's about harmonizing technology, security, and human experiences into a cohesive business strategy.

The Big Question

As CIOs and CISOs start acting like CEOs, the challenge for CEOs is to level up becoming "leaders of leaders." The future CEO must be someone who sets the vision, builds ecosystems, and focuses on long-term impact rather than just quarterly wins. We're entering the era of "Chief Envisionary Officers," where leadership is about clarity, culture, and collaboration. CEOs who adapt to this new mindset will thrive. Those who don't? Well, they'll risk getting left behind in their own boardrooms.

BenQ PD Series: Designed for Precision. Built for Professionals.

BenQ's PD Series of professional monitors has become a trusted choice for creators across industries—from designing and animation to UI/UX, industrial design, and motion graphics. Built on the foundation of accurate color, workflow versatility, and ergonomic design, the PD Series is engineered to empower professionals at every stage of the creative process.

Every PD model is backed by BenQ's AQColor™ technology, delivering 100% sRGB and Rec.709 coverage, and is factory-calibrated for color accuracy right out of the box. With certifications like Pantone Validated and Calman Verified, the PD lineup gives creators the confidence to work on projects where color fidelity is non-negotiable.

From high-end models like the PD3226G with 144Hz 4K support for VFX and motion graphics, to the 5K-ready PD2730S for detail-intensive design work, the PD range delivers professional-grade performance across budgets and workflows.

Introducing the BenQ PD2706QN:

The newest addition to the PD family, the BenQ PD2706QN, brings professional-grade design features to a wider audience. With a 27-inch QHD (2560x1440) resolution, 100Hz refresh rate, and 100% sRGB/Rec.709 color coverage, the PD2706QN is tailor-made for modern design workflows—offering smoother visuals and refined accuracy for UI/UX designers, editors, illustrators, and educators.

Key highlights of the PD2706QN include:

- 100Hz refresh rate for a fluid, responsive experience—perfect for motion-heavy design tasks or fast-paced editing
- Pantone Validated & Calman Verified with factory calibration (Delta E ≤ 2)
- USB-C with 65W Power Delivery, HDMI, and DisplayPort for single-cable connectivity and dock- like convenience
- Ergonomic stand with full tilt, swivel, pivot, and height adjustability
- CAD/CAM, Animation, and Darkroom modes for specialized creative workflows
- Integrated KVM switch for seamless dual-system control

Whether you're building wireframes, editing visuals, or running dual systems, the PD2706QN offers a streamlined, color-accurate experience—at a price point that makes scaling easy for studios, agencies, and institutions.

JioPC: India's First AI-Ready Cloud Computer

Reliance Jio today announced the launch of JioPC, a groundbreaking cloud-based virtual desktop platform that brings AI-ready and secure computing to every Indian household. Designed to revolutionise computing in India with the first-ever pay-as-you-go model, with no lock-in and zero maintenance, JioPC marks a transformative leap in India's digital journey.

Get all the performance and features of a high-end PC worth at least Rs 50,000 without any upfront investment. With plans starting as low as Rs 400/ month and no lock-in, JioPC turns any screen into a full-fledged computer, requiring no costly hardware or upgrades. Just plug in, sign up, and start computing.

JioPC redefines personal computing by offering a cloud-powered, next-gen AI-ready PC experience that is:

- Always up to date with the latest technology
- Fast and seamless, with instant boot-up and no lag
- Secure by design, with network-level protection from viruses and malware
- To access, just a Jio Set-Top Box, keyboard, mouse, and screen are required

With no repairs, no depreciation, and no one-size-fits-all hardware, JioPC is tailor-made for India's evolving needs, catering to students, professionals, small businesses, and growing households alike.

To empower creativity and productivity, JioPC has partnered with Adobe, offering users free access to Adobe Express, a world-class design and editing tool. The platform also includes access to all key AI tools as well as all popular applications and 512 GB of cloud storage, included in the subscription.

JioPC is built for India's fast-growing digital economy — from solopreneurs and side hustlers to school-going children. It provides:

- Flexible, on-demand computing that can be upgraded anytime
- A subscription-first model that ensures you never overpay or underperform
- AI-ready tools for innovative learning, work-from-anywhere, and everyday tasks

JioPC is available to all existing and new JioFiber and Jio AirFiber customers across the country. New users can access the service for free for one month.

JioPC makes computing smarter, safer and future-proof, without the burden of ownership. It evolves with you, learns alongside you, and grows in response to your needs. From classrooms to corner stores, from home offices to creative studios — JioPC is India's computer-as-a-service revolution.

Key Highlights

- Starts as low as Rs 400/ month with flexible pay-as-you-go plans, no lock-in.
- No hardware required — turns any screen into a smart PC
- Fastest boot-up, always updated, never slows down
- Network-level security — virus, malware & hack-proof
- AI-ready tools for learning, work, and creativity
- Available pan-India for all JioFiber and Jio AirFiber users
- 1-month free trial, includes Jio Workspace, Microsoft Office (browser), 512 GB cloud storage

How to Set Up JioPC

1. Power on your Jio Set-Top Box and go to the Apps section
2. Launch the JioPC app and click 'Get Started'
3. Plug in your keyboard and mouse
4. Sign in using your linked contact number, or enter details to register
5. Log in and start using your cloud computer

Redington Achieves Notable Milestone with Highest Ever Q1 Revenue of Rs. 26,002 Crore

Q1 FY26 Revenue Up 22% YoY; and PAT Up 12% YoY

Redington Ltd announced its financial results for the quarter ended June 30, 2025 (Q1 FY'26) delivering strong performance vis-à-vis the industry across all business segments.

At Rs. 26,002 Crores this was our best Q1 ever, with a robust 22% growth in revenues, and a 12% growth in PAT. The PAT performance excluding Arena (subsidiary) stood at 1.32% for the quarter.

This performance was supported by solid execution across businesses and geographies and securing new opportunities in Technology & Cloud Solutions. Strong execution in India, UAE and Kingdom of Saudi Arabia with 24%, 35% & 32% YoY growth respectively. From Businesses perspective, strong momentum was a result of high growth in the premium mobility segment and large deal wins & execution in India & UAE.

Redington continues to evolve as a holistic technology solutions provider addressing the market demand for smartphones, PCs, servers, storage, networking, software solutions for hybrid work and learning environments, consumer, SMB and enterprise customers. It is also responding to the emerging technology requirements fueled by growing adoption of Cloud, Generative AI, Cyber Security and Sustainable Technologies.

V.S. HARIHARAN,
Managing Director & Group CEO, Redington Ltd.

"In Q1FY26, our growth has been stellar led by Cloud, Mobility & Technology solutions business with strong double digit growth rates. India, UAE & KSA continue to provide us with the momentum by delivering a high growth, outperforming the market, while Africa continues to remain stable.

Cloud grew by a phenomenal 41% YoY growth on the back of increasing adoption of subscription and consumption models. With our enhanced focus on software, cyber-security and application software, we have embarked on the next wave of digital transformation that will further strengthen our growth trajectory." said Mr. V.S. Hariharan, Managing Director & Group CEO, Redington Ltd.

Q1 FY25 Business Highlights

Mobility business grew by 44% YoY supported by growth in the premium segment

Cloud businessgrew 41% YoY, maintaining strong momentum with the hyperscalers

Technology Solutions Group (TSG)grew 21% YoY, driven by large deal wins

Redington remains committed to bridging the gap between rapid innovation and technology adoption, and unlocking new opportunities by focusing on Cloud, AI, and Digital-first solutions. Through strategic investments in partner enablement, access to next-gen technologies, and industry-wide digital transformation, Redington empowers businesses to stay ahead in an increasingly dynamic tech landscape.

The company's evolution into a holistic technology solutions provider is fueling growth across consumer devices, enterprise IT, and emerging domains like Cloud, Generative AI, Cybersecurity, and Sustainable Tech. Redington also continues to serve the growing demand for hybrid work and learning solutions.

Safe Harbor

Certain statements in this release are forward-looking in nature. The business involves various risks and uncertainties that could result in actual outcomes differing materially. These statements are based on information currently available to the company's management, and Redington does not undertake any obligation to update them in the future.

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Sophos and Halcyon Announce New Intelligence-Sharing and Mutual Anti-Tamper Protection Initiative

Joint Collaboration Enables Real-Time Intelligence Sharing and Mutual Anti-Tamper Protections to Accelerate Ransomware Detection and Response

Sophos, a global leader of innovative security solutions for defeating cyberattacks, announced a strategic threat intelligence-sharing partnership with Halcyon, the leading anti-ransomware solution provider. This collaboration brings together two of the most experienced teams in ransomware defense to accelerate detection, enhance protection, and improve response capabilities for more than 300,000 organizations worldwide, including enterprises and mid-market businesses in India.

The collaboration between Sophos and Halcyon will exchange threat intelligence in real time, including indicators of compromise (IOCs), adversary behaviors, and attack patterns, to enhance ransomware prevention and accelerate response time. Following Halcyon's recent announcement of a community-focused Ransomware Research Center, this data-sharing initiative will inform defenses across both Sophos' and Halcyon's solutions. It will benefit customers using Sophos Endpoint powered by Intercept X, as well as Sophos Managed Detection and Response (MDR), Sophos XDR, Halcyon's Anti-Ransomware Platform, and other joint capabilities.

As part of the collaboration, Halcyon and Sophos will also implement mutual anti-tamper protections that allow each platform to monitor and safeguard the other's agents in customer environments. This helps ensure that organizations using both solutions benefit from added resilience, reducing the risk of ransomware interfering with security defenses and preserving the integrity of their overall protection strategy.

The threat intelligence collaboration is part of Sophos' broader strategy to expand the reach and speed of its threat response through strategic partnerships. Sophos X-Ops, the company's cross-functional threat intelligence unit, will work closely with Halcyon's research and engineering teams to share and operationalize ransomware-related insights across a wide array of attack surfaces.

"Ransomware tools and tactics are evolving constantly, and the best defense is timely, relevant intelligence that enables defenders to act quickly and with confidence," said Simon Reed, chief research and scientific officer, Sophos. "By sharing insights with Halcyon, we're improving signal fidelity and accelerating detection across our systems, which strengthens protection for all the organizations we serve."

"Halcyon is honored to partner with Sophos. Over the last four years, based on our telemetry, Sophos has time and time again proven to be one of the most effective endpoint security platforms we have encountered, reliably performing and disrupting attackers at a level that simply outperforms the majority of the players in the next-generation antivirus and endpoint detection and response (EDR) space. Their dedication to innovate and

roll out industry-leading and unique features continues to put their customers at an everyday advantage over the most sophisticated attacks affecting enterprises today," said Jon Miller, CEO and co-founder of Halcyon.

Key benefits of the collaboration between Sophos and Halcyon include:

Real-time ransomware intelligence: Sophos and Halcyon will share timely threat intelligence, including indicators of compromise (IOCs), attacker behaviors, and tools used in active ransomware campaigns. This intelligence supports earlier detection, broader visibility, and more informed responses.

Strengthened defenses across products and services: Shared intelligence will enhance threat detection models, enrich contextual telemetry, and accelerate protection updates within each company's solutions, including Sophos Central and Halcyon's Anti-Ransomware Platform.

Mutual anti-tamper protections: Each solution actively monitors the other's agents to prevent tampering or disablement during ransomware attacks, helping ensure that security defenses remain intact and effective throughout an incident.

This collaboration highlights Sophos' and Halcyon's continued commitment to cybersecurity innovation, industry cooperation, and the mission to defeat cybercriminals. Together, Sophos and Halcyon are delivering the intelligence needed to stay one step ahead of attackers.

Persistent Announces Strategic Leadership Changes to Scale Its Growth Momentum

Persistent Systems, a global leader in Digital Engineering and Enterprise Modernization, today announced strategic leadership changes to scale its growth momentum and enhance its operational excellence. Dhanashree Bhat, Chief Operating Officer, has decided to move on from her role effective August 11, 2025, to pursue external career opportunities. Persistent is grateful for her invaluable contributions. The Company has elevated Jaideep Dhok as Chief Operating Officer – Technology, effective August 12, 2025. This change reflects the strength of the Company's existing leadership, succession planning, long-term transformation priorities, and continued focus on seamless execution.

Jaideep Dhok previously served as Senior Vice President – Banking, Financial Services and Insurance (BFSI) of the Company. He has more than 23 years of experience across horizontal technologies and in the BFSI industry. With over 14 years at Persistent, he has led major transformation programs, built new business lines, and expanded Persistent's BFSI segment. Jaideep currently leads the APAC region and is a key contributor to the Company's AI strategy. In his new role, Jaideep will assume additional responsibility for Delivery Excellence, Talent

Acquisition/Talent Management, Learning and Development, as well as Alliances and Partnerships. Commenting on this reorganization, Sandeep Kalra, Chief Executive Officer and Executive Director, Persistent, said, "We thank Dhanashree for her contributions to strengthening Persistent's operational and people-focused capabilities and wish her the best for her future journey. We are pleased to welcome Jaideep to his new role as Chief Operating Officer – Technology. His strong technology background, coupled with execution focus and deep understanding of our business, will help us scale with agility as we look to pivot our Company on the AI-led, platform-driven strategy."

Additionally, as part of this transition, Vinit Teredesai, Persistent's Chief Financial Officer and Executive Director, who currently leads Corporate Finance, Treasury, Financial Reporting, Taxation, Enterprise Risk Management,

JAIDEEP DHOK,
Chief Operating Officer – Technology, Persistent

and Investor Relations, will also assume responsibility for IT and ESG. With this reorganization, Persistent remains strongly positioned to execute its strategic priorities and continue to deliver value to all stakeholders.

Palo Alto Networks Redefines Application Security with the Industry's Most Comprehensive Prevention-First ASPM

- ***Cortex Cloud expands the platform with a prevention-first ASPM to automatically stop risks from reaching production***
- ***New open AppSec partner ecosystem unifies all data from industry-leading AppSec providers on a single platform for unprecedented cross-vendor visibility***

Palo Alto Networks, the global cybersecurity leader, today announced Cortex® Cloud™ Application Security Posture Management (ASPM), a prevention-first application security module that intelligently blocks security issues from reaching production. Now, security leaders and developers can fix security risks before cloud and AI applications have been deployed, which is 10 times faster, more efficient, and cost effective.

In addition, Cortex Cloud ASPM includes an open AppSec partner ecosystem, enabling organizations to consolidate data from their preferred third-party code scanners into one, centralized platform for comprehensive visibility. Combining native ASPM data with insights from third-party vendors enables security teams to dramatically improve their security posture, all without forcing developers to change tools. Palo Alto Networks AppSec partners feature leading vendors such as Black Duck, Checkmarx, GitLab, HashiCorp, Semgrep, Snyk and Veracode.

This release builds on the introduction of Cortex Cloud, which merged the company's industry-leading cloud native application protection platform (CNAPP) and best-in-class cloud detection and response (CDR) capabilities for real-time cloud security. As part of the broader unified Cortex platform, customers can benefit from AI-ready data spanning code, cloud, and SOC to transform end-to-end security operations.

Sarit Tager, VP of Product Management, Palo Alto Networks

"As AI-generated code compresses application development from months to hours, security must evolve to protect the speed of innovation. Equipped with an industry-leading CNAPP, best-in-class CDR and now prevention-first ASPM, Cortex Cloud delivers the most comprehensive approach to cloud security and automatically stops risks before they reach production with end-to-end visibility across the entire application lifecycle."

Cortex Cloud ASPM fully integrates and significantly enhances Palo Alto Networks existing best-in-class application security offerings already available in Cortex Cloud. Key benefits include:

- Prevent risks, don't chase them: Proactively stop security issues from reaching production, using full application and business context to enforce targeted guardrails without slowing down production.
- Prioritize real issues, not false alarms: Pinpoint critical, exploitable risks without forcing developers to change tools by correlating findings from an open ecosystem of native and third-party scanners with complete code, cloud, runtime and business context.
- Automate fixes, skip the backlog: Eliminate manual remediation across security and development teams using industry-leading automation at every stage of the application lifecycle.

Katie Norton, Research Manager, DevSecOps and Software Supply Chain Security, IDC

"Application risks reaching production remain a persistent challenge for security teams and continue to leave organizations exposed. As development speed accelerates, the challenge is not just identifying vulnerabilities but focusing on those that pose real risk. By connecting application security with the live threat landscape, Palo Alto Networks' Cortex Cloud ASPM can help organizations to stop threats faster and operate more efficiently."

Cortex Cloud ASPM is currently in early access and expected to be generally available in the second half of 2025. To learn more about the Cortex platform and how Palo Alto Networks is transforming cybersecurity, read our blog.

PNY Brings Full NVIDIA RTX PRO™ Workstation GPU Series to India Fueling National AI & Innovation Strategy

Empowering India's AI, Healthcare, Design, and Research Sectors with Next-Gen GPU Acceleration

PNY Technologies, a global leader in professional GPU computing solutions, today announced the launch of the full NVIDIA RTX PRO™ desktop GPU series in India. Based on NVIDIA's new Blackwell architecture, the new series brings together revolutionary hardware design and enterprise-ready reliability. Available exclusively through PNY's distribution partner Acro Engineering Company, these next-gen GPUs promise to accelerate India's ambitions in AI, digital infrastructure, and future-ready industries.

The newly introduced lineup includes the

- NVIDIA RTX PRO™ 6000 Blackwell Workstation Edition
- NVIDIA RTX PRO™ 6000 Blackwell Max-Q Workstation Edition
- NVIDIA RTX PRO™ 5000 Blackwell
- NVIDIA RTX PRO™ 4500 Blackwell
- NVIDIA RTX PRO™ 4000 Blackwell

With next-generation Tensor Cores, RT Cores, GDDR7 ECC memory, PCIe Gen 5, and DisplayPort 2.1, these GPUs are engineered to deliver superior performance for AI & GenAI model training/inference, 3D rendering, design visualization & simulation, scientific computing & medical diagnostics, and real-time collaboration & digital content creation.

PNY is deeply invested in scaling India's digital momentum. With rising investments in AI, HPC, animation, and cloud-native workflows, PNY's expanded portfolio now empowers Indian enterprises and institutions to deploy NVIDIA RTX PRO™ GPUs in every vertical where data, speed, and precision matter.

"India is undergoing a technological transformation at an unprecedented scale and the demand for professional GPU solutions has never been higher. The NVIDIA RTX PRO™ series reflects our commitment to empowering India's innovators — from AI research labs and digital creators to healthcare providers and engineering firms. With Acro as our trusted partner, we're ensuring that world-class GPU solutions are now within reach of every serious tech-driven organization in India," said Devanshu Bajpai, National Sales Manager – PNY India.

The NVIDIA RTX PRO™ desktop GPU series is set to redefine performance standards across India's rapidly evolving technology sectors. In AI and GenAI, these GPUs supercharge LLM training, transformer inference, and AI agent deployment, making them an essential tool for India's next-gen startups and SaaS innovators. In healthcare and life sciences, they enable real-time imaging, AI-based diagnostics, and genomics analysis, supporting breakthrough research and advanced hospital applications with unmatched compute power and memory bandwidth.

For media, animation, and VFX professionals, the GPUs deliver native support for 8K rendering, real-time ray tracing, and virtual production, fueling India's booming post-production and digital content industry. In the fields of architecture, engineering, and manufacturing, they drive high-fidelity simulations, prototyping, and smart city design. Meanwhile, academic institutions and research labs can leverage their power for advanced simulations in quantum chemistry, fluid dynamics, and AI-assisted learning, reinforcing India's supercomputing and research infrastructure with enterprise-grade reliability.

Availability

The full NVIDIA RTX PRO™ workstation GPU series is now available to order through Acro Engineering Company, PNY's authorized distributor in India. Backed by PNY's global engineering support and Acro's trusted integration network, Indian enterprises can now deploy the world's most advanced GPUs with local expertise and service continuity.

Organizations, research labs, and system integrators looking to harness NVIDIA RTX PRO™ GPUs for next-gen AI and visualization workloads can reach out directly to PNY India for consultation and deployment assistance.

Inflection Point Ventures launches $110 million fund 'IPV International'

- **IPV International is a Category I Angel Fund with a total corpus of $110 million.**
- **Investment ticket size ranges from USD 100K to USD 1M**
- **The fund has officially been launched and is currently operational.**
- **While Sector-agnostic, the fund will maintain a strategic focus on select high-growth sectors**
- **The IPV International structure allows the fund to tap into cross-border opportunities, expanding its global reach**
- **NRIs, OCIs, foreign nationals are exempt from Indian tax filing if their only Indian-sourced income comes from the GIFT City. The fund enables NRIs & foreign nationals to become part of the India growth story.**
- **Indian resident investors can now invest in foreign startups more easily overcoming the regulatory challenges associated with investments via ODI & SEBI approvals.**

Inflection Point Ventures (IPV), one of India's largest angel investment platforms, has launched the 'IPV International, a $110 million Category I Angel Fund registered under GIFT City's IFSCA (International Financial Services Centres Authority) framework.

The first close of the fund happened in April 2025. The fund opens broader investor participation and has successfully made the first investment in Singapore based promising deeptech company Cellivate Technologies which is working on replacing fetal bovine serum with a patented, ethical, and scalable cell-based alternative using magnetic stimulation, targeting biotech, pharma, and beyond.

IPV International will lead or participate in early-stage to pre-Series A rounds, building a diversified portfolio, with average ticket sizes ranging from USD 100K to USD 1 million. The fund has secured both the Fund Registration Certificate and the Fund Management Entity (FME) license from IFSCA, enabling it to operate fully within GIFT City's regulatory framework.

Vinay Bansal, Founder CEO, IPV, says, "After establishing a strong presence in the Indian startup ecosystem, IPV is now extending its offerings through IPV International. Given the evolving global startup landscape and the rising appetite for international exposure, launching an international fund allows us to seamlessly participate in cross-border investment opportunities. By leveraging GIFT City's global access framework, we can now invest in high-potential international businesses. A presence in GIFT City enables us to scale beyond national borders, engage with global startup ecosystems, and remain aligned with the rapidly shifting dynamics of the venture capital and private equity markets. At the same time, we are seeing strong interest not just from Indians & NRIs, but also from non-Indian investors eager to invest in the booming Indian startup ecosystem and the GIFT City structure makes it significantly easier for them to invest."

Ankur Mittal Co-Founder, IPV, says, "IPV International is designed to replicate our proven, sector-agnostic investment strategy. Our investment thesis remains rooted in rigorous due diligence and structured evaluation, aligned with the approach that has shaped IPV's strong track record. The launch of this fund significantly expands our horizon. This strategic move enables us to

consider high-potential foreign startups alongside domestic opportunities. By leveraging the global access provided by the GIFT City platform, we're now well-positioned to invest in innovative ventures across international markets, enhancing both portfolio diversification and investor value."

The fund operates under the International Financial Services Centres Authority (IFSCA), which serves as a SEBI-equivalent unified regulator. IFSCA offers a clear, flexible, and innovation-friendly framework, drawing interest from funds, startups, and global asset managers alike.

IPV International offers a highly investor-friendly environment, driven by a liberalized tax regime and simplified compliance. Residents, non-residents, foreign nationals – all can invest with minimal regulatory friction—no requirement for PAN or Indian tax filings, provided their only source of income in India stems from GIFT City-based investments

Mitesh Shah, Co-founder, IPV, says, "IPV has been on an impressive journey over the past six years. We've backed Unicorns, Soonicorns, and high-growth startups that are driving meaningful change across the country. With a proven track record including 50 successful exits from a portfolio of over 220 startups, IPV is now set to leverage this experience and scale its platform to reach both national and international investors through IPV International. Combined with the tax efficiency and regulatory clarity offered by the GIFT City framework, the fund is well-positioned to attract a global investor base, including both domestic and international participants."

India's leading and longest-serving aviation services provider, Indamer Technics Goes Live with Ramco Aviation Digitized its 3rd Party MRO business operations in just 45 days.

Global aviation software provider Ramco Systems announced the successful implementation of its Aviation Software at Indamer Technics Private Limited, a leading Indian aviation services company, designing and delivering technical, operational and financial solutions to enhance the efficiency and competitiveness of the Indian commercial aviation and government sectors.

With modules for Maintenance, Engineering, Supply Chain Management, Quality, Contract and Quote Management and Customer Billing and Finance, Ramco Aviation Software has replaced Indamer Technics legacy systems with a single integrated solution. Indamer Technics achieved go-live and adoption within 45 days, and has already begun realizing significant benefits, including enhanced inventory accuracy and visibility, effective tracking of open orders and project progress, improvement in billing TAT and accuracy, as well as streamlined material requirements planning and consumption.

Ashwani Acharya, Chief Operating Officer, Indamer Technics Private Limited, said, "In a fast-tracked rollout aligned with our business goals, we transitioned our MRO operations to Ramco Aviation Software. The system now powers every stage of our workflow, from contract execution to aircraft delivery. Thanks to the dedication and seamless collaboration between the teams at Indamer Technics and Ramco, we shall be able to deliver greater value, faster, to our customers."

Sam Jacob, Executive Vice President & SBU Head – Aviation, Aerospace and Defense, Ramco Systems, said, "Realizing go-live status in just 45 days is a testament to the strength of our partnership with Indamer Technics and the robust capabilities built into Ramco Aviation Software, which embody the best-of-the-breed aviation MRO industry's best practices. With this successful go-live, Indamer Technics now has a scalable, future-ready platform that will support their evolving needs and reinforce their position as a key player in India's MRO sector for years to come. This is the level of transformation we strive to deliver for every organisation in the aviation MRO industry."

Ramco Aviation Software is trusted by 24,000+ users to manage 4,000+ aircraft globally. With 70+ Aviation organizations onboard, Ramco is the solution of choice for top Airlines, 3rd party MROs, large Heli-Operators, leading Defense organizations, and major Urban Air Mobility companies around the world. Available on cloud, Ramco Aviation Suite provides accessibility with 'Anywhere Apps', significantly accelerating organizational efficiency and agility. Ramco is changing the paradigm of enterprise software with Artificial Intelligence based solutions, intelligent voice enabled user experience, and advanced features such as digital task cards, offline maintenance capability, conversational chatbots, HUBs and cognitive solutions.

Exabeam Boosts Investment in India Through Strategic Hires for Channel and Regional Growth

Appointments strengthen commitment to supporting local security resilience, channel development, and critical innovation

Exabeam, a global leader in intelligence and automation that powers security operations, has expanded its investment in India through the strategic growth of its regional team. The appointments of George Joseph as Regional Sales Manager and Prabhakar A. R. Kini as Channel Account Manager, India enable Exabeam to increase its local presence to further serve the region's evolving security needs and support its growing channel ecosystem.

As Regional Sales Manager, Joseph brings over two decades of strategic sales experience across the Indian market to the role from positions at OPSWAT, Exclusive Networks, and Pulse Secure. He will apply his experience within the IT/ cybersecurity industry to lead a customer-centric team to deliver tailored security solutions, foster long-term relationships, and boost cyber resilience in the region.

"We're so pleased to welcome George and Prabhakar to the Exabeam team. Now is a pivotal time for cybersecurity innovation in India, and their combined expertise will play a key part in expanding our local presence," said Mazen Adnan Dohaji, Vice President & General Manager, IMETA. "I'm incredibly proud of the growth we've achieved in the region over the last decade. With George and Prabhakar on board, we're entering an exciting new growth phase as we strengthen our channel strategy and deepen our customer support to meet the demands of an increasingly dynamic threat landscape."

PRABHAKAR A. R. KINI,
Channel Account Manager, India enable Exabeam

Kini joins Exabeam with 12 years of experience in the IT industry and a strong foundation in product management, channel sales, and strategic business development. Within his role as Channel Account Manager, he will develop, manage, and grow relationships with Tier 1 channel partners to deliver greater threat detection, investigation, and response (TDIR) to end users in India.

"What's clear is that cybersecurity is becoming a more urgent priority for business leaders in India as digital transformation efforts accelerate. These evolving needs are the driving force behind our strategic expansion into the region, reflecting our commitment to empowering local organizations with world-class TDIR capabilities," said Dohaji. "From our dedicated infrastructure, including our local Google Cloud region, to growing our team, our focus is on meeting the unique security requirements of organizations in India – whether they operate on-premises or in the cloud. We're excited to build on these strong foundations and trusted relationships as we continue to grow alongside our customers and partners."

The strategic investments from Exabeam in India follow the major expansion of its integrated multi-agent AI system, Exabeam Nova. The Exabeam Nova Advisor Agent is now the industry's first AI capability designed to turn security data into a strategy that CISOs in India and across the globe can defend in the boardroom.

GEORGE JOSEPH,
Regional Sales Manager, India, Exabeam

5 AI Strategies CIOs Are Using to Cut Costs in 2025

In 2025, Chief Information Officers (CIOs) across the globe are doubling down on artificial intelligence (AI) to optimize operations, reduce costs, and drive business resilience amid economic uncertainty. Recent reports from BCG and The Hackett Group reveal that AI adoption among enterprises has surged fivefold in the last year, with cost reduction emerging as the top priority for IT leaders. One of the most effective strategies is AI-driven cloud resource optimization, where CIOs are deploying reinforcement learning to manage and allocate cloud workloads dynamically. This approach has resulted in cost savings of up to 40%, alongside improved system performance. Simultaneously, generative AI is transforming workforce operations, automating repetitive tasks across HR, finance, and customer service—allowing companies like ServiceNow to save $100 million by reducing planned hiring.

Forward-thinking CIOs are also reimagining business processes, redesigning workflows from the ground up with AI at the core, rather than layering AI onto outdated legacy systems. According to BCG, this approach alone can cut IT function costs by up to 50%. Moreover, executive collaboration is proving vital, with CIOs partnering closely with CFOs and CSOs to ensure AI investments are aligned with strategic business outcomes and ROI. Finally, the shift toward frugal AI design and technical debt reduction—by using lightweight models, optimizing data pipelines, and modernizing outdated systems—is helping organizations achieve long-term cost efficiency without sacrificing innovation.

Enterprises like Carlyle Group have showcased the success of this AI-first approach, rolling out AI tools across 90% of their workforce and cutting project timelines from weeks to hours. With global AI spending projected to exceed $300 billion in 2025, CIOs are not just using AI as a tool for innovation but as a fundamental lever for cost optimization, efficiency, and competitive advantage.

NETGEAR Strengthens Business Portfolio with Professional Services Launch and Leadership Appointment

NETGEAR Inc. has announced the expansion of its business services portfolio, marking a strategic milestone in its evolution as a comprehensive solutions provider for commercial clients. This includes the appointment of Massimo Mazzeo Ocello as Vice President of Global Systems Engineering, Customer Support, and Services.

The company has also introduced a professional services catalog for its business customers, with the first set of offerings targeted toward the commercial AV segment. These services are designed to support smoother implementations, faster value realization, and reduced risk for partners and end-users.

MASSIMO MAZZEO OCELLO, Senior Director–Head of Alliance & Partnerships for India, NETGEAR

Ocello, who joined NETGEAR in April 2025, brings over two decades of global leadership experience in networking, wireless, cloud, and managed services. His previous stints include senior roles at RUCKUS/ Commscope. In his new position, he will report to Pramod Badjate, President and GM of NETGEAR for Business.

"With the introduction of professional services, our goal is to help simplify complex AV-over-IP deployments and ensure successful outcomes for our partners and customers," said Ocello. "There is a growing demand for value-added support beyond product delivery—particularly in AV and IT environments where precision and integration are critical."

NETGEAR's AV-focused service debut includes onsite engineering assistance tailored to high-visibility installations and live events. This development builds on the company's legacy of nearly 30 years and its work with more than 450 AV manufacturing partners.

According to company leaders, the professional services initiative is part of a broader effort to address growing expectations among partners and customers for end-to-end support, risk mitigation, and faster deployment readiness.

The initial offering for AV customers is expected to be followed by phased rollouts across other business segments in the future.

What CIOs Expect from AI–and How Partners Can Deliver

As Artificial Intelligence (AI) becomes the strategic cornerstone of enterprise transformation, CIOs across industries are redefining their expectations—not just from technology vendors, but also from their channel partners. For system integrators, VARs, managed service providers, and ISVs, this shift represents both a challenge and an unprecedented opportunity to reposition as strategic advisors in the AI-led enterprise era.

CIOs are no longer satisfied with AI pilots or experimental deployments. They expect end-to-end, production-grade AI solutions that deliver measurable business outcomes—from faster time-to-market and reduced operating costs to improved customer experience and enhanced workforce productivity. This shift means that channel partners must evolve beyond infrastructure provisioning to become enablers of intelligent business transformation.

A major trend emerging in 2025 is the demand for horizontal AI scalability. CIOs want AI models that are not confined to a single use case or department. Channel players must now help clients scale AI solutions across geographies, functions, and verticals—be it predictive analytics in retail, GenAI-driven knowledge management in healthcare, or AI-assisted financial reporting in BFSI. This calls for deep domain understanding, repeatable deployment templates, and robust integration with platforms like SAP, Salesforce, Workday, and Microsoft 365.

With the widespread adoption of Generative AI, partners are seeing rising interest in deploying private LLMs, industry-specific copilots, and secure enterprise chatbots. CIOs expect these tools to be implemented with guardrails—ensuring compliance, data protection, and transparency. Channel partners can add tremendous value here by offering deployment services, API integrations, data masking solutions, and managed AI operations tailored to each client's regulatory and security posture.

AI governance is another area where channel partners can step in. With regulations like the EU AI Act and India's DPDP Act gaining traction, CIOs need partners who can help implement responsible AI frameworks—including model traceability, access control, usage monitoring, and bias detection. Vendors may provide the tools, but it is the channel ecosystem that ensures correct configuration, policy alignment, and localised compliance.

The conversation around AI has also reached the security desk. As AI becomes integrated into infrastructure, it becomes a target and a tool in the cybersecurity landscape. CIOs are increasingly seeking partners who can secure ML pipelines, protect AI assets, and audit model behaviors. For MSSPs and cybersecurity VARs, this is a greenfield to expand into AI security assessments, SOC automation with AI, and AI-based threat modeling.

CIOs are also vocal about one critical issue: they don't want a fragmented tech stack. They expect partners to design solutions that interoperate across cloud, on-prem, and edge environments—especially in sectors like manufacturing, logistics, and healthcare. This opens the door for

partners to leverage hybrid AI models, offer orchestration layers, and build connectors that make multi-vendor environments work seamlessly.

Furthermore, AI is shaping how the workforce interacts with technology. Enterprises are investing in employee-facing AI solutions—like AI-driven upskilling platforms, content generators, and code copilots. Channel partners have an opportunity to resell, customize, and manage these tools as part of digital workplace offerings, enabling a human-machine synergy that boosts productivity and morale.

From a go-to-market perspective, solution providers must now lead with outcomes, not SKUs. CIOs expect partners to understand their business goals and propose AI solutions aligned to KPIs—be it in reducing fraud, improving SLAs, or accelerating onboarding. Partners who build industry-specific AI playbooks and bundle services with measurable impact will gain mindshare faster.

Vendors, too, are recalibrating their channel programs. Many are expanding incentives, training, and co-selling frameworks around AI use cases, especially those related to GenAI, AI Ops, and industry verticalization. Smart partners will tap into these programs to build repeatable solutions and recurring revenue models, differentiating themselves in a crowded market.

To serve the modern CIO, the channel must undergo its own transformation—from product-centric selling to consultative AI enablement. Partners must develop capabilities in data engineering, AI governance, vertical AI modeling, and cloud-native development. Certifications, advisory services, and AI labs are becoming crucial investments for forward-thinking partners.

In summary, the AI wave has moved from exploration to execution. CIOs are looking for partners who can translate AI potential into performance—and they're willing to invest in relationships that offer vision, velocity, and value. For the channel, this is the moment to step up, lead from the front, and help enterprises unlock AI's full promise.

Partner Takeaway:

The future belongs to channel partners who deliver not just AI tools, but intelligent outcomes. Build industry relevance, ensure governance, prioritize security, and bundle AI with business impact—and CIOs will keep you in the boardroom.

Calculus Group Teams Up with Seceon to Deliver AI-Powered Cybersecurity at Scale

The Calculus Group, one of the fastest-growing players in the Managed Security Services Provider (MSSP) space, has announced a strategic global partnership with cybersecurity innovator Seceon. The move positions Calculus as a Global MSSP Partner for Seceon, with the aim to deliver real-time, AI-enhanced threat detection and response solutions to enterprises worldwide.

At the heart of this collaboration lies the Seceon OTM platform, a unified, AI-driven cybersecurity solution renowned for its ability to combine threat visibility, detection, automated response, and compliance enablement under a single architecture. Calculus will integrate this platform into its managed security offerings to bolster threat defense and simplify security operations for businesses across regions.

"This partnership marks a significant leap forward in our ability to offer end-to-end, intelligence-led cybersecurity," said Sooraj Vasudevan, CEO of Calculus. "With Seceon's advanced platform, we're empowering organizations to stay resilient against sophisticated threats while maintaining operational agility and compliance with evolving regulations."

For Seceon, the alliance is a strategic pathway to broaden global reach and accelerate the adoption of its AI-powered solutions.

"We're thrilled to join forces with a trusted MSSP like Calculus," noted Chandra Pandey, CEO of Seceon. "Together, we're bringing seamless, scalable, and automated cybersecurity to organizations that demand visibility and speed in response to an ever-changing threat landscape."

The collaboration underscores a growing trend in the cybersecurity market: the convergence of AI, automation, and unified threat management as a means to counter increasingly complex attacks. By combining Seceon's innovation with Calculus' deep MSSP capabilities, the duo is expected to disrupt traditional security models and deliver faster, more intelligent cyber defenses for enterprise customers.

This partnership comes at a time when cybersecurity teams are under pressure to do more with less—making automation and integrated platforms essential in modern security strategies.

Stay tuned to itVARnews for more updates on cybersecurity partnerships and next-gen MSSP innovations.

How SIs and Channel Ecosystems Are Evolving for the Outcome Economy

In the world of digital services, the function of channel partners and system integrators (SIs) is changing dramatically. Clients are demanding business impact in today's results-driven enterprise environment, and they are no longer content with traditional solution deployment or integration services alone. Delivering results rather than just tools is the clear expectation. Value-added resellers (VARs), local consultancies, and international SIs are being forced by this change to become strategic business enablers rather than project-based implementers. The value you help realize now matters more than the technology you install.

The entire IT channel ecosystem's go-to-market strategy is being redefined by this new reality. Now, channel players have to follow what many refer to as the "build-and-run" model. In order to provide consistent value over time, clients anticipate that partners will remain involved after the handover and integrate themselves into the client environment. From setting up the solution to training teams to optimizing its performance months or years after implementation, this covers it all.

The emergence of outcome-based pricing is a significant component of this change. Contracts are increasingly being tied to quantifiable business KPIs, such as platform adoption rates, revenue uplift, operational cost reductions, or quicker go-to-market cycles, rather than time-and-materials billing or license resale margins. Customers desire to share risks. They are looking for partners who have enough faith in the solution to pay them according to its success.

The use of embedded teams is another new standard. In order to work in agile cycles, better align with the business vision, and iterate quickly, forward-thinking SIs are assigning consultants and tech experts to client product teams, either onsite or remotely. Clients want real-time collaboration and co-creation; consultants working in silos are becoming obsolete.

Additionally, there is a greater call for end-to-end accountability. Businesses are sick of only getting a high-level roadmap or a PowerPoint strategy. They are looking for execution partners who can provide everything from design and architecture to change management, business adoption, and user training. In short, they want more partners who can take ownership of results and fewer vendors.

Support after implementation has also emerged as a crucial differentiator. After go-live, the real work usually starts. It is now expected of top SIs and channel participants to provide continuous value through proactive user support, data-driven performance tracking, and continuous optimization. How success is defined and maintained is changing as a result of the shift from one-time initiatives to long-term collaborations.

This model is already being adopted by multinational corporations like Accenture, Deloitte, and Capgemini, who have repositioned themselves as transformation partners with "build-and-run" credentials. Simultaneously, cloud hyperscalers such as AWS, Salesforce, and Microsoft are collaborating with partners to innovate through managed service bundles, digital pods, and vertically specific offerings that go beyond licensing. These collaborations are now intended to promote shared responsibility for corporate results.

It's interesting to note that startups and niche players are succeeding by producing targeted outcomes in specific domains. By owning results rather than frameworks, these businesses are gaining clients. Examples include using machine learning to reduce customer churn by 30% and advanced analytics to improve supply chain forecast accuracy.

This development presents both a challenge and an opportunity in India and the APAC region, where channel partners are essential to digital enablement. In addition to selling solutions, Indian SIs and VARs now have to manage change, create experiences, and produce measurable outcomes. The complexity of integration is rising as customers

embrace AI-powered services, composable platforms, and multi-cloud strategies. The next stage of growth will be determined by those who can make this complexity simpler while maintaining ROI.

The key will be upskilling. These days, proficiency in fields like DevOps, cybersecurity, business intelligence, cloud-native platforms, and customer experience is crucial. The successful SI is no longer a backend technician—it's a cross-functional business problem solver who can speak both to CIOs and business heads with confidence and clarity.

The channel's message is very clear: what you sell is important, but what you help customers accomplish is even more important. The journey from integrator to impact partner is well underway. For those willing to evolve, the rewards—longer client relationships, strategic relevance, and recurring revenue—are enormous. But for those stuck in the past, the risk of being replaced is equally real.

At itVARnews, we believe that this transformation presents an unprecedented opportunity for SIs and channel partners to move up the value chain. Those who can balance agility with accountability and tech skills with business understanding will emerge as the true builders of enterprise success in this decade.

Hitachi Vantara Announces Virtual Storage Platform One's Availability on Google Cloud Marketplace to Strengthen Hybrid Cloud Data Management

Hitachi Vantara, the data storage, infrastructure and hybrid cloud management subsidiary of Hitachi, Ltd. (TSE: 6501), today announced new capabilities for Virtual Storage Platform One Software-Defined Storage (VSP One SDS), now available on Google Cloud Marketplace. The new capabilities bring enterprise features to the public cloud, including two-way asynchronous replication, thin provisioning and advanced data compression. These enhanced features provide enterprises with greater flexibility, data efficiencies, enhanced disaster recovery options and simplified data mobility across on-premises and cloud environments.

As hybrid cloud deployment architectures grow, organizations increasingly combine public and private clouds to meet evolving business needs. According to a 2025 cloud adoption report, nearly 80% of companies now use multiple public clouds and 60% operate several private clouds, highlighting the rising need for consistency and control in complex infrastructures. As AI significantly increases the data storage requirements for businesses, recent industry research shows that 47% of IT and security leaders struggle with limited visibility across hybrid environments – making it more challenging to manage risk and maintain control.

With its availability on Google Cloud Marketplace, VSP One empowers customers to deploy storage resources across cloud and on-premises environments through a single management interface with no re-architecting required. New capabilities include thin provisioning and compression that can further reduce cloud storage costs by up to 40%, enabling customers to maximize efficiency and performance while minimizing overhead. Additionally, two-way asynchronous replication enhances disaster recovery strategies by allowing primary and secondary sites to operate as both source and target.

"Bringing VSP One to Google Cloud Marketplace will help customers quickly deploy, manage and grow the data management solution on Google Cloud's trusted, global infrastructure," said Dai Vu, managing director, Marketplace & ISV GTM Programs, Google Cloud. "Hitachi Vantara can now securely scale and support customers on their digital transformation journeys."

VSP One offers enterprise-level availability to the public cloud, designed to support high service reliability and uptime that businesses of all sizes expect, especially when downtime or re-architecture costs are significant. VSP One is engineered for continuous availability, with a target of 99.999% uptime. This helps reduce costs while enabling native migration to and from any storage platform and cloud. It supports quicker recovery from unplanned outages and helps organizations maintain business continuity with greater confidence.

"Customers want the freedom to choose the right cloud for every workload and the assurance that their data will remain protected, available and easy to manage," said Octavian Tanase, chief product officer, Hitachi Vantara. "With availability on Google Cloud Marketplace and the addition of two-way asynchronous replication, VSP One empowers our customers to easily streamline hybrid cloud operations while strengthening their resiliency posture."

Opening new opportunities for Hitachi Vantara channel partners to support customers as they evolve their hybrid cloud strategies, this offering provides a more flexible, software-defined approach and deeper integration with Google Cloud. It gives partners new ways to address critical priorities like resiliency, security and sustainability, while helping customers improve operations, strengthen data protection and get more value from the infrastructure they already have.

The expansion to Google Cloud reflects Hitachi Vantara's ongoing commitment to innovation across the VSP One platform. It builds on the recent launch of VSP 360, a unified data management software platform that simplifies the VSP One user experience and provides transparent insights into data and infrastructure.

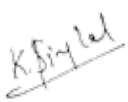
Channel Point

Navigating the Duality of AI—Ally or Illusion?

Artificial Intelligence is increasingly woven into our daily lives—offering productivity boosts, personalized services, and even companionship through advanced chatbots. The question is no longer "Can AI assist us?" but "Should AI become a companion?" LinkedIn cofounder Reid Hoffman argues that while AI tools like Inflection AI's Pi can be helpful, they lack the emotional reciprocity that defines true friendship. Friendship, in its pure form, is built on shared vulnerability, mutual investment, and genuine care—qualities AI cannot authentically replicate. Hoffman warns against the illusion that AI can fill the void of human connection, noting that such beliefs could lead to emotional detachment.

Mark Zuckerberg, however, envisions AI companions as a solution to rising loneliness, especially in hyper-digital societies. His perspective frames AI as a bridge—offering accessible interactions when human connections are scarce. Yet, critics argue this risks deepening social disconnection by replacing rather than supplementing real-world relationships. Academic research mirrors this split view. Studies show companion chatbots can improve short-term social health, particularly for isolated individuals. However, ethical red flags loom—concerns over emotional manipulation, user dependency, and privacy breaches cannot be ignored.

Ultimately, whether AI becomes an ally or a hollow substitute depends on governance, ethics, and intentional use. Industry leaders are being urged to prioritize transparency, regulate emotional AI systems, and design tools that enhance rather than erode human bonds. The choice is ours: harness AI to complement authentic relationships or risk building a society where "friendship" is just another service we consume.



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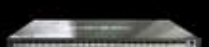
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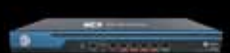
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