

ITPV

INDIA'S IT PARTNER VOICE

Connecting with Solution Provider in
EMERGING MARKET
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India's IT Channel Partners Can Become the **FIRST LINE OF DEFENCE AGAINST THE GREAT AI DRAIN**

as India Races to Build
AI Sovereignty in 2026



\$180B+
India AI market
by 2030



1.5M+
IT channel partners
in India



85%
Enterprise AI spend
to foreign cos

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WHY NOTHING
CAN MAKE
SAM ALTMAN
AND DARIO AMODEI
HOLD HANDS —
AND WHY IT MATTERS
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IN 2026

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BIG TECH'S
AI SPENDING RACE
INTENSIFIES AS
CLOUD GIANTS
DOUBLE DOWN ON
INFRASTRUCTURE



Experience True Mac Colors in Stunning 5K Nano-Gloss Clarity.

MA270S

27" 5K Nano Gloss Monitor for Mac



Nano Gloss Panel

**5K Display
218 PPI**

**450 nits
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**1.07
Billion Colors**

**Mac Color
Tuning
Technology**

**99%
DISPLAY P3**

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Ports**

**2 Type-C
Ports**

**Daisy Chain
(With TB4)**

Smart KVM

**Display Pilot 2
Software for
Mac Integration**

**2000:1
Contrast Ratio**



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India's IT Channel Partners Can Become the **FIRST LINE OF DEFENCE AGAINST THE GREAT AI DRAIN**

as India Races to Build
AI Sovereignty in 2026



As India rapidly emerges as one of the world's largest AI consumers, a crucial question defines the nation's strategic future: will India build or merely buy? The country's vast IT channel ecosystem may hold the answer

As India rapidly emerges as one of the world's largest consumers of Artificial Intelligence platforms, a new strategic debate is beginning to shape conversations across the country's technology ecosystem — how can India prevent The Great AI Drain? While enterprises, startups, developers, and consumers are increasingly subscribing

to AI platforms from global technology giants such as OpenAI, Google, Microsoft, and Anthropic, industry experts believe India's vast

IT channel ecosystem may play a decisive role in ensuring the country does not become merely a large AI consumption market.

The concern stems from a growing dependence on foreign-

owned AI ecosystems. Every AI subscription, API call, enterprise copilot deployment, and cloud AI workload contributes revenue to foreign hyperscalers and AI companies.

Beyond economics, experts warn that the larger risk involves long-term dependency on imported compute infrastructure, proprietary models, and

enterprise intelligence systems that could define the next era of global economic power.

The Channel Ecosystem — At The Centre Of India's AI Story

India's IT channel partners — including system integrators, MSPs,

AI



\$180B+
India AI market
by 2030



1.5M+
IT channel partners
in India



85%
Enterprise AI spend
to foreign cos

VARs, distributors, cloud consultants, infrastructure providers, cybersecurity firms, and enterprise solution partners — are now being viewed as critical stakeholders in shaping India's AI sovereignty journey. Analysts believe the channel ecosystem sits closest to enterprise customers and therefore has the strongest ability to influence how AI

infrastructure, enterprise AI workflows, data governance, and AI spending evolve in the country.

Industry leaders are increasingly calling for India to move beyond simply consuming AI tools and instead build domestic AI capabilities. Speaking at the India AI Impact Summit 2026, Sundar Pichai said India can become a "full-

stack player in AI," adding that the country has the digital infrastructure, developer ecosystem, and scale necessary to shape the future of artificial intelligence globally.

Similarly, Nandan Nilekani has repeatedly advocated for open digital infrastructure and AI diffusion at scale. During the IndiaAI Impact Summit, Nilekani described India's AI moment as potentially similar to the UPI revolution — an "AI UPI moment" — emphasising that technology

must benefit all, else risk a social and economic backlash.

The Opportunity — Eight Strategic Plays For Channel Partners

Industry observers believe channel partners can play a transformative role by helping enterprises adopt sovereign AI architectures, local AI models, hybrid AI deployments, open-source AI stacks, and India-hosted infrastructure environments. Rather than acting only as resellers of global AI subscriptions, channel firms could evolve into AI orchestration partners, governance advisors, infrastructure builders,



“The Great AI Drain is not a technology problem — it is a strategic choice. India's channel ecosystem has the relationships, the trust, and the ground-level intelligence to make sovereign AI real, not just aspirational. The question is whether we act now or watch another generation of economic value flow out of the country.”

KALPANA SINGHAL,
Editor & Co-Founder, Techplus Media

AI

High-value opportunity areas for Indian IT channel partners:

- **Sovereign AI deployments** — helping enterprises host AI workloads on India-domiciled infrastructure under RBI, SEBI and DPDP compliance frameworks
- **Private enterprise LLMs** — deploying and fine-tuning open-source models (Llama, Mistral, Gemma) on client infrastructure for sensitive industry data
- **On-premise AI infrastructure** — building GPU clusters, edge AI nodes and inference servers for enterprises unable to use public cloud AI
- **India-hosted AI environments** — partnering with Yotta, Utho, NxtGen and other domestic cloud providers to build sovereign AI delivery platforms
- **Open-source AI orchestration** — integrating Hugging Face, LangChain, Make.com and agentic frameworks for enterprise workflow automation
- **AI governance and compliance** — advising on model risk management, audit trails, explainability requirements and regulatory alignment under RBI AI guidelines
- **Domain-specific AI models** — building and deploying vertical AI solutions for BFSI, healthcare, manufacturing and government sectors
- **AI security and observability services** — monitoring AI pipelines for drift, prompt injection, adversarial attacks and compliance violations

and India-first AI solution providers.

Sovereignty In Action — What Leaders Are Saying

The importance of sovereign AI infrastructure is gaining traction at the highest levels of Indian industry and government. At the AI

Summit 2026, Jeet Adani stated that India must build its own sovereign AI infrastructure to avoid dependence on imports and protect national resilience. Prime Minister Narendra Modi has repeatedly emphasised that AI should remain open and innovative while “keeping command in our hands” — reflecting growing policy-level concerns around

technological control and national competitiveness.

For India’s IT channel ecosystem, these signals from policy leaders represent more than rhetoric — they represent a market signal. Government procurement priorities, DPDP enforcement, RBI AI governance mandates and SEBI cloud regulations are all pushing enterprise India toward domestically

governed AI infrastructure. The channel partner who can navigate these requirements becomes indispensable.

The Channel Partner Of The Future — From Reseller To AI Builder

The shift may also redefine the future role of channel partners themselves. Traditional hardware and software resale businesses are gradually evolving into AI-led advisory and platform businesses. Channel firms capable of understanding AI governance, enterprise workflows, compute economics, cybersecurity risks, and industry-specific AI use cases may emerge as strategic transformation partners in the AI economy.

Experts believe Indian channel partners are uniquely positioned because they already manage enterprise relationships across cloud, cybersecurity, datacentres, networking, collaboration, and managed services. As AI becomes embedded into enterprise workflows, CIOs are increasingly looking for trusted advisors capable of integrating AI securely into existing business environments — not just vendors pushing standalone AI tools.

THEN — The Reseller Model

- Sell hardware, software and cloud subscriptions
- Earn margin on global vendor products
- Act as last-mile delivery for global ecosystems
- Customer relationship = transactional
- Compete on price and availability

NOW — The AI Builder Model

- Design sovereign AI architectures for Indian enterprises
- Build and deploy private LLMs on domestic infrastructure
- Advise on AI governance, compliance and model risk
- Customer relationship = strategic transformation partner
- Compete on depth of AI judgment and industry expertise



“The Indian IT channel doesn’t sell technology. It sells judgment. For twenty years that has meant knowing which Indian business can absorb a new platform and which one needs three quarters of groundwork. AI doesn’t change the work — it raises the consequence. Compliance for a 50-person manufacturer in North India is not the same calculation as for a 5,000-person enterprise in Bengaluru. The partners who hold that depth are the only ones who can make sure Indian companies adopt AI on Indian terms, not global defaults.”

SHAM KAMBOJ,
CEO, Bagful International LLP

The Verdict — Warning And Opportunity

As AI reshapes industries globally, the debate around The Great AI Drain is no longer just about technology consumption — it is increasingly about economic sovereignty, digital independence, and long-term strategic control.

Analysts believe India’s channel ecosystem could eventually become the

bridge between global AI innovation and local economic value creation. Instead of merely forwarding

enterprise spending toward foreign AI platforms, channel firms could help retain more value within India

through domestic hosting, AI consulting, vertical AI products, localised AI models, and AI-driven managed services built specifically for Indian enterprises.

For India’s IT channel ecosystem, the moment may represent both a warning and a once-in-a-generation opportunity:

either remain downstream distributors of global AI ecosystems — or become builders of India’s own AI-powered future.

The Great AI Drain is not inevitable. It is a choice. And India’s IT channel partners — with their 1.5 million touch points across the Indian enterprise landscape — are the only stakeholders positioned to make the right one at scale.

Top 50 Performing Cloud Partners in India

By Hitanshi Gupta

Sourced from the consolidated AWS, GCP, and Azure India Partner

Programme register, this report profiles the 50 most prominent cloud partners

operating in India ranked by their tier designations, certification depth, industry

recognitions, and revenue performance across the three major hyperscaler ecosystems.



India's largest IT exporter, TCS holds Premier status across all three hyperscalers. Serving 500+ Fortune enterprises globally, TCS delivered over \$10B in cloud-enabled revenues in FY2025, leading digital transformation mandates across BFSI, manufacturing, and retail.



Tech Mahindra's NXT.NOW cloud platform supports 200+ transformation programmes across telecom, banking, and manufacturing. Recognised as AWS Advanced Partner and Microsoft Solutions Partner, it generated ₹3,200 crore in cloud-driven FY2025 revenue.



Infosys Cobalt cloud platform powers transformation for 200+ enterprises across 50 countries. Recognised as a top AWS Premier Partner and Microsoft Solutions Partner, the firm earned \$2.7B in cloud revenue in FY2025.



LTI Mindtree's Canvas platform consolidates cloud migration, FinOps, and AI workloads across AWS and Azure. Ranked a Leader in ISG cloud services and earning Google Cloud Premier Partner status in 2025.



Wipro FullStride Cloud Services accelerates migration and modernisation for global clients. Holding advanced competencies on AWS and Azure, Wipro processed over \$1.5B in cloud-related engagements in FY2025, spanning 60+ countries.



Sonata Software's Platformation framework transforms legacy enterprises onto Azure and AWS. Named Microsoft Inner Circle Partner 2025 and serving 175+ global clients, Sonata delivered 35% cloud revenue growth in its FY2025 earnings.



HCLTech's Cloud Smart framework has enabled over 600 enterprise migrations globally. A Microsoft Azure Expert MSP and AWS Premier Partner, HCLTech achieved \$1.3B+ in cloud-led revenue, winning Hyperscaler Partner of the Year awards in 2025.



Hexaware's RapidX platform automates cloud migration, delivering 40% faster deployments for global BFSI and healthcare clients. Recognised as AWS Premier Tier Partner and Microsoft Azure Expert MSP in India for 2025.



Birlasoft accelerates SAP-on-cloud and Oracle migrations for manufacturing and life sciences clients. Holding Microsoft Solutions Partner and AWS Select Partner designations, the company grew cloud services revenue 28% year-on-year in FY2025.



Persistent Systems is a GCP Premier Partner and AWS Advanced Partner, delivering AI-integrated cloud engineering for ISVs and enterprises. Cloud services now comprise 42% of total revenues, growing at 30% CAGR.



Fractal Analytics drives AI-first cloud transformation for Fortune 500 CPG and BFSI companies. A Microsoft Azure AI Partner of the Year finalist 2025 and AWS ISV Partner, Fractal serves 100+ Fortune 500 clients globally.



Zoho Corporation offers 55+ cloud-native SaaS products serving 100M users across 150 countries. Bootstrapped and profitable, Zoho reported ₹10,500 crore in FY2025 revenue, setting a global benchmark for sustainable B2B SaaS from India.



Freshworks' AI-powered CRM and ITSM products serve 67,000+ global businesses. A NASDAQ-listed SaaS company from Chennai, Freshworks crossed \$700M in ARR in 2025 and expanded its Freshservice ITSM to 20 new enterprise accounts.



NTT DATA India is a Tier-1 cloud integrator delivering managed cloud, security, and AI solutions to 300+ enterprise clients. Holding Expert MSP status on Azure and Advanced Partner on AWS, NTT DATA India grew cloud revenue 22% in FY2025.



Kyndryl India, spun off from IBM, manages mission-critical cloud infrastructure for leading BFSI, telecom, and government clients. Holding alliances across AWS, Azure, and GCP, Kyndryl India operates one of the largest cloud services delivery centres in Asia.



DXC Technology India delivers enterprise cloud transformation and managed services for global insurance, healthcare, and public sector clients. Its Bengaluru delivery centre leads multi-cloud governance and cost optimisation programmes for 80+ enterprise accounts.



Avanade, jointly owned by Accenture and Microsoft, is India's leading Azure-specialist partner. Delivering cloud-native and AI solutions on Microsoft stack, Avanade India expanded its headcount 30% in 2025 and won Microsoft Partner of the Year in the Modern Work category.



Cloud4C is India's largest hyperscaler-agnostic managed cloud services provider with 4,000+ employees. Holding 20+ advanced cloud certifications across AWS, Azure, and GCP, Cloud4C serves 4,000 organisations across 26 countries.



Quantipi is an AI-first cloud company and Google Cloud Premier Partner, winning GCP Partner of the Year (Data & AI) 2025. Serving Fortune 500 healthcare and BFSI firms, Quantipi has deployed 300+ AI solutions across three hyperscalers.



Searce is a GCP Premier Partner and CRN Solution Provider 500 company, ranked India's top Google Cloud integrator. Specialising in data engineering and AI workloads, Searce grew its GCP delivery team 40% and expanded to the US and Middle East in 2025.

■ TRENDING NEWS



Crayon India is a Microsoft Licensing Solution Provider and Azure Expert MSP, managing software asset and cloud cost governance for 1,200+ Indian enterprise and mid-market accounts. Crayon India achieved Gold Cloud Platform status in 2025.



Niveus Solutions is an AWS Advanced Consulting Partner and GCP Premier Partner, specialising in cloud-native application development and AI solutions. The Mangaluru-headquartered firm serves 200+ Indian enterprises and was named AWS Rising Star Partner 2025.



Noventiq (formerly Softline India / Value Point Systems) is a Microsoft Azure Expert MSP and global IT services company. Serving 3,000+ Indian clients across BFSI and manufacturing, Noventiq India recorded 28% cloud services growth in FY2025.



Celebal Technologies, a Jaipur-based Microsoft Solutions Partner, specialises in Azure Data, AI, and Fabric implementations. Recognised as Microsoft India's fastest-growing data analytics partner, Celebal grew to 3,000+ employees and 500+ enterprise clients by 2025.



Yotta Data Services operates India's largest privately-owned hyperscale data centre campus in Navi Mumbai. With AWS and Azure as anchor cloud partners, Yotta serves 500+ enterprises and has commissioned 30,000+ server racks across three facilities.



Sify Technologies is India's first NASDAQ-listed internet company and a multicloud managed services leader. Operating 12 data centres pan-India, Sify holds AWS Advanced Partner and Azure Expert MSP status, serving 10,000+ enterprise and government clients.



Airtel Business, Bharti Airtel's enterprise arm, delivers cloud connectivity and managed cloud services to 3,000+ large enterprises. As an AWS Direct Connect Partner and Azure ExpressRoute Provider, Airtel Business grew cloud-managed services revenue 32% in FY2025.



MAQ Software is a Microsoft Power BI Partner of the Year 2025 and Inner Circle member, deploying Azure Analytics and Fabric solutions for Fortune 500 retail, BFSI, and healthcare clients globally. The Noida-based firm holds 38 Microsoft certifications.



YASH Technologies is a SAP-on-Azure specialist and Microsoft Solutions Partner serving manufacturing and life sciences enterprises globally. The Indore-headquartered firm manages 200+ SAP S/4HANA cloud migrations and grew Azure practice revenues 26% in 2025.



Rubrik, with significant India engineering operations, is a leading cloud data security and backup platform. Listed on NYSE in 2024 and named Microsoft Security Partner of the Year 2025, Rubrik secures 10,000+ organisations including 20 of India's top 30 banks.



Druva, headquartered in Pune and listed in the US, is an AWS-native SaaS data protection platform. Managing 2 billion+ backed-up files daily for 6,000+ enterprise clients globally, Druva achieved AWS ISV Accelerate status and grew ARR 25% in FY2025.



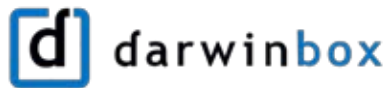
Haptik AI, a Reliance Industries subsidiary, is India's leading conversational AI platform. Serving 500M+ users across 400+ enterprise deployments on Azure and GCP, Haptik was named a Gartner Cool Vendor and processed 4B+ monthly AI interactions in 2025.



CleverTap is India's leading customer engagement and retention platform serving 2,000+ global brands. An AWS Advanced Partner and Unicorn valued at \$775M, CleverTap processes 100 billion+ events monthly and expanded to 14 new markets in 2025.



Unecops is a leading SAP Gold Partner and Microsoft Solutions Partner serving Indian mid-market and enterprise clients. Operating in 10 Indian cities, Unecops delivered 150+ SAP S/4HANA cloud implementations and grew cloud revenues 30% in FY2025.



Darwinbox is Asia's fastest-growing HR technology platform and a Unicorn serving 850+ enterprises across 100+ countries. An AWS Partner Network member and Microsoft Azure-integrated, Darwinbox raised \$72M in 2024 and serves 3M+ employees on its cloud HCM.



Embee Software is a Microsoft Azure Expert MSP and AWS Advanced Partner headquartered in Mumbai. Serving 500+ Indian enterprises across BFSI, manufacturing, and retail, Embee earned Microsoft India Partner of the Year and grew cloud practice 38% in FY2025.



Minfy Tech is an AWS Premier Consulting Partner and the largest AWS-focused cloud services firm in India. Serving 400+ Indian enterprise and SMB clients, Minfy earned AWS Migration Partner of the Year India 2025 and deployed 500+ workloads on AWS.



Ample Technologies is a top-tier Apple Authorised Reseller and AWS Partner Network member serving enterprise mobility and cloud needs across India. Headquartered in Bengaluru, Ample serves 2,000+ corporate accounts and grew enterprise cloud revenues 20% in FY2025.



CloudThat is India's premier cloud training and services company, an AWS Training Partner, Microsoft Learning Partner, and GCP Training Partner. Upskilling 100,000+ cloud professionals annually, CloudThat grew its managed services practice 35% in FY2025.



Sysfore Technologies is a GCP Premier Partner and AWS Advanced Partner based in Bengaluru. Specialising in cloud migration and data analytics, Sysfore delivered 300+ GCP projects for Indian ISVs and enterprises, winning GCP Specialisation Partner status in 2025.

■ TRENDING NEWS



IFI Techsolutions is a Microsoft Gold Cloud Platform Partner and Azure-focused managed services provider in India. Serving mid-market BFSI and manufacturing clients, IFI grew its Azure cloud management practice 33% and earned Microsoft Solutions Partner designation in 2025.



Team Computers is a Microsoft Azure Expert MSP and AWS Select Partner serving 2,000+ Indian enterprise and government clients. The New Delhi-based firm manages 50,000+ cloud seats and won Microsoft India Gold Partner in Cloud Platform for 2025.



Motherson Technology Services, part of the \$19B Samvardhana Motherson Group, delivers IT managed services and cloud transformation for manufacturing and automotive clients. An Azure Solutions Partner, Motherson Tech managed 200+ cloud migration projects across 41 countries.



Redington India is the country's largest IT distribution and cloud solutions aggregator, serving 30,000+ channel partners. An AWS Distribution Partner, Azure CSP, and GCP Reseller, Redington processed ₹40,000 crore in cloud-linked distribution revenue in FY2025.



Ingram Micro India is the country's leading technology distributor and cloud aggregator, managing cloud subscriptions for 25,000+ reseller partners. Holding hyperscaler distribution agreements across AWS, Azure, and GCP, Ingram Micro India crossed \$2B in cloud-linked GMV in 2025.



Velocis Systems is a Microsoft Solutions Partner (Azure) and AWS Advanced Partner headquartered in Delhi. Serving 600+ mid-market and enterprise clients in India, Velocis specialises in Azure Infrastructure, Security, and Copilot deployments, growing 40% in cloud revenues in FY2025.



Nihilent
evolving ideas

Nihilent is a BSE-listed IT consulting firm and Microsoft Solutions Partner serving global BFSI, telecom, and retail clients. Delivering cloud transformation and analytics programmes across Azure and AWS, Nihilent grew cloud practice revenues 22% and expanded Africa operations in FY2025.



Flentas Technologies is an AWS Advanced Consulting Partner and cloud-native MSP headquartered in Mumbai. Specialising in DevOps, FinOps, and cloud security, Flentas serves 150+ enterprise clients and earned AWS DevOps Competency designation in India for 2025.



Rapyder Cloud Solutions is an AWS Premier Consulting Partner and Indian-origin managed cloud company. Specialising in cloud migrations and DevSecOps, Rapyder manages 300+ AWS workloads and was recognised as AWS Rising Star MSP Partner India for 2025.



Shivami Technologies is a Google Cloud Premier Partner and Microsoft Solutions Partner serving data analytics and AI workloads for Indian enterprises. Recognised as GCP's top data engineering partner in India, Shivami grew headcount 50% in 2025 serving 200+ clients.

Top 5 CIO Movements of April 2026 in India



Enterprise technology leadership across India continued to evolve in April 2026 as organisations strengthened analytics platforms, innovation mandates, and global digital operations through senior IT appointments. Several strategic movements



TITIR PAL,
Head of Analytics and Information Management, Citi India

highlight how CIO-level roles are expanding beyond infrastructure oversight toward AI, product engineering, and transformation leadership. Among the notable transitions, Titir Pal assumed responsibility as Head of



BHUSHAN MALI,
Global AI and innovation Lead, Syngenta

Analytics and Information Management at Citi India, reinforcing the growing importance of enterprise data intelligence across



RITURAJ TIWARI,
Product Technology Lead, LG Electronics

BFSI platforms. Meanwhile, Bhushan Mali stepped into a global AI and innovation leadership role at Syngenta, reflecting how digital transformation in agritech is increasingly driven by automation and workforce analytics.

In the manufacturing and



BIJAY CHOWDHURY,
Country Lead, UKG

electronics sector, Rituraj Tiwari took on a product technology leadership role at LG Electronics, highlighting the convergence of product engineering and enterprise IT. At the enterprise software layer, Bijay Chowdhury joined UKG in a country leadership role aligned with talent technology transformation initiatives across India



GAURAV SHUKLA,
Group Quality Technology Lead, Piccadilly Agro Industries

operations.

Completing the list, Gaurav Shukla assumed a group quality technology leadership role at Piccadilly Agro Industries, signalling continued digitisation momentum in process-heavy industrial environments.

Together, these appointments underline a broader shift across Indian enterprises where CIO-aligned roles are increasingly anchored around analytics platforms, automation frameworks, and AI-enabled decision systems rather than traditional infrastructure governance.

BenQ Redefines the Mac Display Category with Launch of 5K Flagship MA270S

Introducing a New Standard for Mac-Centric Displays—Where True Mac® Color, 5K Precision, and Seamless Workflows Converge

In a move set to reshape the premium display landscape for Mac users, BenQ, a global leader in display innovation, today announced the launch of its flagship MA270S 5K monitor—a defining addition to the MA Series that establishes a new benchmark for Mac-centric visual experiences.

As the creator economy accelerates and Mac adoption continues to grow across design, video, and development communities, the demand for displays that can truly match the Mac experience has never been more critical. With the MA270S, BenQ introduces not just a monitor, but a purpose-built extension of the Mac ecosystem engineered to eliminate long-standing gaps in color consistency, clarity, and workflow integration.

“With our glossy and matte models, BenQ established a strong foundation in Mac-compatible displays for Mac users,” said Rajeev Singh, Managing Director, BenQ India. “With the MA270S 5K monitor, we are redefining what Mac-first displays should be, where color, performance, and experience align seamlessly with how creators work. This is a natural evolution that transforms the display from a peripheral into an integral part of the Mac ecosystem.”

A New Benchmark in Visual Precision: 5K Designed for Mac Creators

At the heart of the

MA270S is a 5K (5120 × 2880) resolution with 218 ppi, delivering pixel-level clarity that mirrors—and in many workflows, enhances—the native Mac display experience. This level of detail is critical for professionals working in high-resolution environments, from video editing timelines to intricate design compositions.

With 99% P3 color coverage and a 2000:1 contrast ratio, the MA270S is meticulously tuned to reproduce true Mac colors, addressing one of the most persistent challenges faced by creators: color inconsistency between Mac devices and external displays. The result is a seamless visual continuum, enabling creators to work with confidence across screens.

Complementing this is a 70Hz refresh rate, delivering smoother motion and more fluid on-screen interactions—enhancing everything from timeline scrubbing to everyday navigation.

Beyond Compatibility: A Display That Thinks Like a Mac

Unlike conventional monitors adapted for Mac connectivity, the MA270S is engineered from the ground up to behave like a native Mac display. From color calibration to brightness response curves, every parameter is aligned with macOS visual standards.

Powered by BenQ Display Pilot 2, the experience extends beyond visuals into intelligent workflow control:

- Automatic color profile syncing with Mac devices
 - Brightness and volume control via Mac keyboard
 - Advanced workspace management and screen partitioning
 - Auto Pivot and intuitive multi-screen control
- This deep integration ensures that users don't have to adjust their behavior—the display adapts to them.

Seamless Power, Connectivity, and Scalable Workflows

The MA270S is built for modern, multi-device workflows. With Thunderbolt 4 connectivity (up to 96W power delivery), users can connect, charge, and transfer data through a single cable—creating a clean, minimal desk setup.

Beyond a single-screen experience, the MA270S supports daisy chaining for dual 5K displays, enabling creators to expand their workspace without compromising resolution or clarity—ideal for complex timelines, multi-window coding, and immersive creative setups.

The display also functions as a central connectivity hub, with multiple HDMI and USB-C ports to support a wide range of devices, while Smart KVM allows seamless switching between systems using a single keyboard and mouse—ensuring uninterrupted workflows across Mac and PC

MA Series



environments.

Design That Belongs in the Apple Ecosystem

With its refined industrial design and Nano Gloss Panel, the MA270S delivers both aesthetic harmony and visual performance. The panel enhances contrast and depth while maintaining clarity across viewing angles, bringing out the full richness of Mac visuals.

A 150mm height-adjustable stand with tilt, swivel, and pivot ensures ergonomic flexibility, supporting long hours of creative work with sustained comfort.

Shaping the Future of Mac-Centric Workspaces

With the launch of MA270S, BenQ signals a strategic shift—from building compatible displays to defining a Mac-optimised display ecosystem. As workflows become increasingly multi-device and visually demanding, the MA Series is positioned to become the preferred choice for creators seeking precision, consistency, and seamless integration.

This launch reinforces BenQ's commitment to innovation at the intersection of technology and user-experienced solutions that are not only technically superior but intuitively aligned with how modern creators work.

BenQ Redefines the Mac Display Category with Launch of 5K Flagship MA270S



India's technology sector is facing one of its toughest periods in recent years as the Nifty IT index has declined by more than 25% this year, wiping out nearly \$115 billion in market value amid weakening global demand, macroeconomic uncertainty, and changing enterprise technology priorities. The sharp correction reflects growing investor concerns around slower discretionary spending, delayed transformation projects, pricing pressure, and cautious decision-making from global enterprises — particularly in key markets such as the US and Europe, which continue to contribute a significant share of revenue for Indian IT services firms.

Industry analysts believe the sector is currently navigating a major transition phase. While enterprises continue to invest in cloud,

cybersecurity, automation, and AI-driven modernization, traditional large-scale transformation deals and legacy support projects are seeing slower momentum. Clients are increasingly demanding measurable ROI, faster execution cycles, and AI-led productivity outcomes rather than conventional manpower-heavy outsourcing models. The rise of Generative AI has further intensified the pressure on traditional IT business models. Enterprises are now evaluating how AI copilots, automation platforms, and autonomous workflows can reduce operational costs and improve efficiency, forcing IT services firms to rethink delivery structures, workforce models, and pricing strategies.

Technology leaders also point toward broader geopolitical and macroeconomic challenges

impacting the sector, including high interest rates, recessionary fears in western economies, supply chain instability, and reduced venture funding activity globally. These factors have collectively contributed to slower deal closures and more conservative enterprise spending behaviour. Despite the near-term volatility, many industry observers believe the current correction could accelerate the next evolution of India's IT sector. Companies that successfully reposition around AI engineering, cloud-native services, cybersecurity, platform modernization, data intelligence, and outcome-driven managed services are expected to emerge stronger in the long term.

Several IT firms have already started increasing investments in AI partnerships, internal productivity automation,

GPU infrastructure readiness, and workforce reskilling programs to adapt to the changing enterprise landscape.

Experts believe the sector is not witnessing a collapse, but rather a structural reset where the traditional labour-arbitrage model is gradually evolving into an AI-enabled value creation model. The coming quarters are expected to test how effectively Indian IT companies can balance cost optimisation with innovation-led growth while maintaining global competitiveness in the AI era. For India's technology ecosystem, the downturn also highlights a larger industry reality: the future of IT services may no longer be defined solely by scale and headcount, but increasingly by intellectual property, AI capability, automation efficiency, and strategic business



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Why AI Governance Is Becoming a Boardroom Priority, Not Just an IT Discussion



As artificial intelligence rapidly moves from experimentation to enterprise-wide deployment, organisations across the world are facing a growing realization: AI without governance may become one of the biggest operational and reputational risks of the decade. From data privacy concerns and hallucinated outputs to cybersecurity vulnerabilities and regulatory exposure, the race to adopt AI is now being matched by an equally urgent need to govern it responsibly.

The scale of adoption itself explains why governance has become critical. According to McKinsey & Company, more than 65% of organisations globally are already using generative AI in at least one business function, nearly double the level reported just a year earlier. Meanwhile, PwC estimates that AI could contribute up to \$15.7 trillion to the global economy by 2030, making it one of the largest

economic shifts in modern business history. However, experts warn that the speed of adoption is significantly outpacing governance readiness.

A recent study by IBM Institute for Business Value found that while CEOs are aggressively investing in AI, fewer than one-third of organisations have established mature AI governance frameworks. This gap is creating growing concern around issues such as biased decision-making, intellectual property misuse, compliance violations, and insecure AI deployment. Industry observers note that many enterprises are integrating AI tools into workflows before fully understanding how models are trained, what data they access, or how outputs are validated.

Regulators globally are now moving faster to address this risk. The European Union's AI Act, one of the world's first comprehensive AI

regulations, introduces strict compliance requirements for "high-risk" AI systems, including transparency, accountability, and human oversight obligations. In Singapore, the Infocomm Media Development Authority (IMDA) has expanded its AI Verify governance framework to help enterprises test AI systems for fairness, explainability, and robustness. The United States and United Kingdom are also intensifying policy discussions around responsible AI deployment, particularly in sectors like healthcare, finance, and critical infrastructure.

Technology leaders increasingly believe AI governance is no longer just a legal or compliance issue—it is becoming a competitive differentiator. Brad Smith, Vice Chair and President of Microsoft, publicly stated that "the only way to earn trust in AI is to ensure people know how systems are governed, tested, and controlled." Similarly, Jensen Huang, CEO of NVIDIA, recently emphasized that AI must evolve with "guardrails, transparency, and human accountability" as models become more autonomous and powerful.

The financial implications are equally significant. According to Gartner, organisations that fail to implement AI governance could face increased regulatory penalties, reputational damage, and operational disruptions

as AI-generated decisions begin influencing customer interactions, financial processes, hiring, and cybersecurity. Gartner also predicts that by 2027, enterprises with formal AI governance platforms will achieve 30% higher customer trust scores than competitors without structured oversight mechanisms.

For enterprises, the challenge is not simply about controlling AI—it is about creating systems where innovation and accountability can coexist. This includes defining clear ownership of AI systems, implementing human-in-the-loop validation, monitoring model drift, protecting sensitive data, and ensuring transparency in automated decision-making. Many organisations are now establishing AI governance councils involving CIOs, CISOs, legal teams, risk officers, and business leaders to create enterprise-wide oversight structures.

For aspiring CXOs, the message is becoming increasingly clear: the future of AI leadership will not be defined only by how fast organisations adopt artificial intelligence, but by how responsibly and securely they scale it. In the years ahead, governance may become the factor that separates sustainable AI-driven enterprises from those exposed to operational, regulatory, and reputational crises.

Big Tech's AI Spending Race Intensifies as Cloud Giants Double Down on Infrastructure



The global artificial intelligence race is entering a new phase as major technology companies sharply increase investments in AI infrastructure, cloud capacity, and advanced compute ecosystems. Companies including Microsoft, Google, Amazon Web Services, Meta, and NVIDIA are continuing aggressive spending to secure long-term leadership in enterprise AI adoption.

Industry estimates suggest combined AI-driven capital expenditure from major hyperscalers could touch nearly \$725 billion in 2026, highlighting how foundational infrastructure has become central to the next generation of enterprise

technology competition.

The investment wave is no longer limited to AI model development alone. Organizations are now competing across the full stack — including GPUs, memory systems, cloud datacenters, orchestration software, and AI-native enterprise services. Analysts note that this infrastructure race is increasingly shaping market valuations, with companies showing strong AI-cloud execution gaining significant investor momentum.

At the centre of this shift is the growing demand for enterprise AI workloads. Large language models, autonomous AI agents, and generative AI applications

require significantly higher compute and memory capacity than traditional cloud environments. This has triggered massive procurement of advanced AI chips and accelerated hyperscaler expansion plans globally.

The ecosystem impact is also becoming visible across strategic partnerships. AI firms are increasingly entering long-term infrastructure agreements to secure compute availability amid rising demand pressures. Recent industry developments show AI providers collaborating with hyperscale datacenter operators and cloud infrastructure players to overcome capacity bottlenecks and improve AI

service reliability.

However, alongside the investment optimism, concerns around monetization and ROI are also growing. Some analysts believe the pace of AI infrastructure spending is outpacing near-term revenue realization, raising questions around long-term sustainability and profitability.

For CIOs and enterprise leaders, the broader signal is clear: AI is no longer being treated as an experimental technology layer. It is rapidly becoming the core infrastructure foundation around which future enterprise platforms, cloud ecosystems, and digital operating models will be built.



AI Agents Are Not Yet Cheaper Than Employees for Most Enterprises, Say Industry Leaders



A quiet but powerful shift is reshaping the modern workplace, and aspiring CXOs need to pay close attention. The traditional “Yes Sir” culture—built on hierarchy, authority, and unquestioned execution—is rapidly giving way to a new mindset driven by a single word: “Why?” Led by Gen Z, this shift is not about rebellion, but about clarity, logic, and purpose. Today’s workforce, raised in an era of instant information and transparency, expects decisions to be explained, not imposed. They are less willing to follow instructions blindly and more inclined to understand the reasoning behind them. For future leaders, this signals a fundamental change in how authority is perceived. Leadership is no longer defined by position alone; it is increasingly earned through credibility, communication, and the ability to provide context.

For aspiring CXOs, this evolution presents both a challenge and an opportunity. The challenge lies in moving away from command-and-control leadership styles toward a more collaborative, transparent approach. The opportunity, however, is far greater—those who embrace this shift can build stronger, more engaged teams that think critically and innovate faster. Gen Z’s tendency to question decisions is

forcing organisations to eliminate inefficiencies, justify processes, and align work with meaningful outcomes. This ultimately leads to better decision-making and more accountable leadership. As you grow into leadership roles, your ability to respond to “Why?” with clarity and confidence will define your effectiveness. The future of leadership will not be about having all the answers, but about creating an environment where questions are encouraged and used to drive better outcomes.

In this new reality, the role of a CXO is evolving from being a decision-maker to becoming a context-builder. It is no longer enough to direct teams—you must enable them to understand the “why” behind every strategic move. This requires sharper thinking, clearer communication, and a deeper alignment between business goals and employee expectations. Organisations that adapt to this shift will move faster, attract better talent, and build cultures rooted in trust and accountability. Those that resist may struggle with disengagement and attrition. For aspiring CXOs, the message is clear: the rise of “Why?” is not a threat to leadership—it is a test of it. And those who can answer it convincingly will define the next generation of enterprise leadership.

As enterprises aggressively experiment with AI agents to automate workflows, customer support, software development, and operational tasks, a growing debate is emerging across the technology industry: are AI agents truly cheaper than hiring employees? While AI vendors continue promoting autonomous AI systems as the future of productivity, industry experts believe the economics remain far more complex than the market hype suggests. Many enterprises are discovering that deploying AI agents at scale involves substantial hidden costs, including LLM API usage, cloud infrastructure, orchestration platforms, vector databases, cybersecurity layers, compliance systems, and continuous human supervision. Unlike traditional software, AI agents require ongoing monitoring, tuning, governance, and integration with enterprise systems — significantly increasing operational complexity.

Personal Computing Entering a Post-PC Phase as AI Infrastructure Reshapes Global Silicon Demand



Personal computing may be moving into a new architectural phase as the rapid expansion of artificial intelligence infrastructure begins to reshape how processing power is produced and deployed worldwide.



NIRAV PATEL,
Chief Executive Officer,
Framework

According to Nirav Patel, Chief Executive Officer of Framework, the explosive demand for AI model training and inference is increasingly consuming global semiconductor capacity, potentially shifting the centre of computing away from local devices and toward cloud-hosted intelligence platforms.

Speaking about evolving hardware trends in the AI era, Patel noted that hyperscale data centres are absorbing a growing share of advanced silicon supply, signalling a structural transition in how computing resources are prioritised. As enterprises accelerate investments in large-scale AI infrastructure, more processing workloads are expected to move from endpoint devices to

centralised environments optimised for high-performance inference and automation. Industry analysts suggest this shift could redefine the role of personal computers over the coming decade. Instead of functioning as primary compute engines, laptops and desktops may increasingly operate as access interfaces connected to remote intelligence layers delivered through cloud platforms and edge AI services. The transition mirrors earlier enterprise moves from on-premise servers to cloud infrastructure but now extends into end-user computing itself. Technology leaders across the ecosystem are already positioning for this transformation by investing

heavily in AI accelerators, distributed compute fabrics, and cloud-native productivity environments. As intelligent agents begin executing workflows across enterprise systems rather than simply assisting users locally, computing power is expected to concentrate further inside hyperscale environments. For CIOs and digital infrastructure leaders, the implications are strategic. If silicon allocation continues to favour AI training clusters and inference platforms, the future enterprise workstation could increasingly resemble a secure gateway to remote cognition rather than a standalone processing unit—marking the early signals of what many observers now describe as the emerging post-PC phase of computing

AI SDRs vs Human SDRs: Who Wins the Enterprise Pipeline Battle in 2026?



The rise of AI-powered Sales Development Representatives (SDRs) is rapidly reshaping enterprise pipeline generation in 2026, as organisations increasingly deploy automation to manage prospecting at scale. According to industry estimates, nearly 40–60% of outbound prospecting workflows across SaaS and cloud vendors are now partially automated, while AI-driven engagement platforms are helping reduce early-stage sales cycle time by up to 30%. Modern AI SDR systems integrated with platforms such as Salesforce, HubSpot, and intent-layer providers like 6sense can now handle prospect discovery, enrichment, outreach sequencing, and behavioural qualification simultaneously across thousands of accounts. As a result, enterprises are shifting from volume-based cold outreach to signal-led engagement models.

Where AI SDRs Are Winning AI SDR platforms are outperforming traditional outbound teams in three measurable areas: Scale: AI tools can execute personalised outreach across 5,000–20,000 contacts per month, compared with 600–1,200 contacts

typically handled by a human SDR. Speed: Automated enrichment reduces prospect research time by up to 70%, allowing teams to move from list creation to campaign execution within hours rather than days. Signal Intelligence: Intent-driven platforms improve meeting conversion rates by 20–35%, according to account-based marketing benchmarks across enterprise SaaS campaigns.

These efficiencies are particularly visible in sectors such as cybersecurity, cloud infrastructure, and data platforms, where early-stage qualification depends heavily on behavioural engagement signals rather than direct conversations. Where Human SDRs Still Lead Despite automation gains, human SDRs remain critical in complex enterprise environments. Research across global B2B buying behaviour shows that 74% of enterprise buyers still prefer speaking to a human representative before final vendor shortlisting, especially for deals exceeding six figures.

Human SDR strengths include:

- stakeholder mapping

across large buying committees • objection handling during early discovery • navigating procurement workflows • building executive-level trust

These capabilities remain difficult for automation systems to replicate—particularly in regulated sectors such as BFSI, healthcare, and public infrastructure technology.

The Rise of Hybrid SDR Architectures

Forward-looking revenue teams are increasingly deploying hybrid SDR operating models in which AI manages top-of-funnel engagement while humans step in once intent thresholds are detected. Organisations adopting this structure report pipeline productivity gains of 25–40%, as automation eliminates repetitive prospecting tasks and allows human representatives to focus on high-value conversations. Agentic assistants built on models from providers such as OpenAI are accelerating this transition by enabling real-time message personalisation based on engagement signals across email, web activity, and content consumption behaviour.

Cost Pressures Are Accelerating Adoption

Economic considerations are also driving change. The

average fully loaded cost of a US-based SDR now exceeds \$85,000 annually, while AI SDR platforms can operate at 60–80% lower marginal outreach cost per engagement. This is encouraging mid-market and growth-stage vendors to deploy automation-first pipeline strategies. At the same time, studies suggest that B2B buyers now complete nearly 70% of their research journey independently before engaging with sales teams, increasing the importance of AI systems that can detect intent earlier in the decision cycle.

CXO TV Analysis

The debate in 2026 is no longer whether AI SDRs will replace human SDRs—it is how revenue organisations redesign pipeline architecture around both. AI SDRs are becoming the infrastructure layer of modern demand generation, managing scale, sequencing, and behavioural intelligence. Human SDRs are evolving into strategic engagement specialists operating closer to opportunity conversion. Enterprises that successfully combine automation speed with relationship depth are reporting stronger pipeline predictability, lower acquisition costs, and faster deal velocity. In the emerging intent-driven marketing era, the winning model is not AI versus humans—but AI working ahead of humans to identify

LTM Named a Leader in ISG Provider Lens SAP Ecosystem 2026 Report, Highlighting SAP Business AI Capabilities



from traditional run-centric models to AI-driven, outcome-oriented managed services, supported by predictive AIOps, automation and business-aligned SLAs.

“As an AI-centric organisation, being recognized as a leader for Business AI and managed services by ISG across SAP transformation, underscores the strength of our AI-native SAP capabilities and advisory-to-execution model,” said Krishnan Iyer, Chief Growth Officer, LTM. “With enterprises seeking to modernise SAP while managing risk and complexity, we remain focused on embedding AI responsibly to drive consistent and impactful business outcomes.”

“LTM demonstrates strong leadership in SAP S/4HANA transformation and SAP Business AI/ BTP services through its AI-native approach, large-scale global delivery, and deep SAP alignment, leveraging proprietary accelerators to drive clean-core transformations, faster time-to-value, and scalable, innovation-led enterprise modernization,” said Tarun Nathooram Vaid, Manager and Principal Analyst, ISG.

The recognition reflects LTM’s scale and depth in serving large, global enterprises, supported by a strong SAP practice and U.S. delivery footprint, as well as continued investments in AI-enabled platforms, SAP BTP innovation and ecosystem partnerships.

LTM, the Business Creativity partner to the world’s largest enterprises, has been named a Leader in the ISG Provider Lens SAP Ecosystem 2026, U.S. report, published by Information Services Group (ISG), a leading global technology research and

advisory firm.

In the report, LTM was recognized as a Leader across three key quadrants:

- SAP S/4HANA System Transformation – Large Accounts
- SAP Business AI and

Business Technology Platform (BTP) Services

- SAP Application Managed Services

ISG recognises LTM for its advisory-driven, AI-native approach to SAP transformation, enabling large enterprises to modernise complex SAP systems with minimal disruption. The report also notes LTM’s strength in integrating AI throughout the SAP lifecycle to achieve tangible business outcomes.

ISG also noted LTM’s strong focus on clean-core SAP modernization, leveraging SAP BTP for side-by-side extensibility, modular innovation and upgrade-safe architectures. This approach allows enterprises to modernize SAP environments while maintaining resilience, governance and long-term agility.

In the SAP Application Managed Services quadrant, ISG recognized LTM for evolving SAP operations



KRISHNAN IYER,
Chief Growth Officer, LTM

Seagate Introduces Storage Built for Consumer Data Explosion

New consumer storage solutions deliver higher capacities, pro-grade reliability and scalable performance for everyday backup and AI-driven creative workflows



Seagate Technology Holdings plc (NASDAQ:STX) today announced new and refreshed consumer and prosumer storage solutions across its Seagate, and LaCie brands, including the Seagate One Touch desktop external hard drive and the LaCie 8big Pro5 multi-bay RAID storage solution.

Designed to support sustained data growth created at the point of capture, the portfolio provides flexible storage options ideal for higher resolution photos and videos and demanding creative workflows as more and more creators adopt AI content development platforms. As files grow larger and live longer, the updated portfolio delivers simplified operational experience, higher capacities, and scalable performance, helping users stay productive and in control of their data without compromising performance or scalability.

Portfolio highlights:

- Higher capacity options across portable, desktop

and RAID storage, scaling up to 256TB

- Industry's only Bus-Powered USB-C for desktop hard drives, requiring no external power supply
- Thunderbolt™ 5 support for high-performance creative workflows
- Integrated backup, monitoring, and Rescue Data Recovery Service, designed for long-term peace of mind
- Toolkit, user-friendly auto backup to secure all those important files and data

“From AI-assisted creativity to massive game libraries and family memories, personal data is growing faster and lasting longer,” said Lance Ohara, VP, Edge IoT at Seagate. “People need storage that’s designed for this new reality – simple to use, built to scale, and ready for what AI brings next.”

The Seagate One Touch: everyday convenient backup made easy

Best for: everyday backup and personal use.

The Seagate One Touch desktop external hard drive offers straightforward, high-capacity storage designed for easy setup and long-term file management—without added hardware complexity or reliance on cloud subscriptions.

A single-cable USB-C connection provides both power and data, eliminating the need for external power adapters and reducing desktop clutter.

- Capacities: 8TB, 20TB, 24TB
- Bus-powered 3.5-inch USB-C desktop drive with single cable connectivity
- Drag-and-drop setup and file transfers
- Cross-platform compatibility with Windows and Mac
- Includes Seagate Toolkit, auto backup software and Rescue Data Recovery Services for added peace-of-mind

LaCie 8big Pro5: Professional RAID storage for advanced creative workflows

Best for: creative professionals and production teams

The LaCie 8big Pro5 is a Thunderbolt™ 5 multi-bay RAID storage

solution built for creative professionals working with multi-stream 4K/8K video, large RAW image libraries, and AI-assisted production environments. With high-capacity configurations, fast data transfer speeds, and enterprise-class reliability, it enables teams to work at scale in studio or on-location environments.

- Capacities: 32TB, 64TB, 128TB, 192TB, 256TB
- Multiple RAID configurations for speed or redundancy, Thunderbolt™ 5 performance (up to 120Gbps) Up to 2800MB/s (RAID 0) performance
- Up to 140W power delivery for laptops
- Includes RAID Manager and 5-year limited warranty with Rescue Data Recovery

Availability and Price:

The Seagate One Touch 8TB is now on Amazon or Flipkart at an MRP of INR 49,999 and will be available through Seagate authorized resellers from next week. Pricing for other capacities will be announced later once available in the market.

The LaCie 8big Pro5 will be available in India soon.

Media Assets:

For more information, please reference the Seagate One Touch , and the LaCie 8big Pro5 Data Sheet.

TrendAI™ Zero Day Initiative Leads Industry Remediation at Pwn2Own Berlin

Ethical hackers earn over \$1.2 million in prizes at event sponsored by NVIDIA



TrendAI, the enterprise cybersecurity business from Trend Micro Incorporated (TYO: 4704; TSE: 4704),

today celebrated the efforts of the global security research community at Pwn2Own Berlin.



SHARDA TICKOO,
Country Manager for India and SAARC, TrendAI

Contestants discovered and disclosed 47 unique zero-day vulnerabilities across categories including AI databases, coding agents, web browsers, enterprise applications, servers, and more.

Sharda Tickoo, Country Manager for India and SAARC at TrendAI: "TrendAI™ uses the deepest threat intelligence in the industry to protect our customers. We use the vulnerabilities discovered at Pwn2Own to empower vendors to patch these vulnerabilities quickly, while also offering our customers protection well ahead of the rest of the industry via virtual patching. As AI tools and infrastructure continue to become central to businesses functions, staying ahead of vulnerabilities will be as critical as ever."

NVIDIA joined the event as a first-time sponsor of Pwn2Own, bringing its own category of products for researchers to target for vulnerability disclosures. Megatron Bridge, NV Container Toolkit, and Dynamo were included.

The disclosures made through the ZDI at Pwn2Own and year-round allow vendors to quickly understand and fix vulnerabilities before cybercriminals exploit them, ultimately benefiting organizations and end users of the impacted software or hardware. ZDI research has shown that vendors are

increasingly neglecting to patch software vulnerabilities that are disclosed to them. Through ZDI's coordinated disclosure process, TrendAI Vision One™ customers receive are protected an average of three months ahead of the rest of the industry.

Highlights from the event included:

Orange Tsai (@orange_8361) of DEVCORE Research Team chained 3 bugs to achieve Remote Code Execution as SYSTEM on Microsoft Exchange, earning \$200,000. They also chained 4 logic bugs to achieve a sandbox escape on Microsoft Edge, earning \$175,000.

Splitline (@splitline) of DEVCORE Research Team chained 2 bugs to exploit Microsoft SharePoint, earning \$100,000.

Nguyen Hoang Thach (@hi_im_d4rkn3ss) of STARLabs SG (@starlabs_sg) used a Memory Corruption bug to exploit VMware ESXi with the Cross-tenant Code Execution add-on, earning \$200,000 and 20 Master of Pwn points.

Chompie of IBM X-Force Offensive Research (XOR) used a single bug to exploit NV Container Toolkit, earning \$50,000.

A total of \$1,298,250 in prizes were awarded to the participants. The next competition, Pwn2Own Cork, will be held in October.

Persistent Recognized by Google Cloud for Advancing AI-Led Supply Chain Transformation

Enabling faster, more resilient operations with unified data and cloud-native infrastructure

Persistent Systems, a global Digital Engineering and Enterprise Modernization leader, announced that it has been recognized as a 2026 Google Cloud Partner of the Year in the Services & Industry Solutions – Supply Chain & Logistics category. The recognition highlights Persistent’s ability to modernize supply chain operations on Google Cloud, helping enterprises improve visibility, accelerate decision-making and deploy AI-driven capabilities in production environments.

Enterprises across manufacturing and retail are re-architecting supply chains to become more resilient and intelligent. Yet legacy systems and fragmented data continue to limit visibility, slow decisions and constrain automation. Persistent addresses these challenges by modernizing core systems on the Google Cloud ecosystem to create a unified, cloud-native data foundation that supports intelligent orchestration across planning, inventory and logistics operations. This foundation enables organizations to operationalize AI across the supply chain lifecycle, spanning demand forecasting, inventory optimization, logistics management, and exception resolution through integrated data platforms, automation and intelligent agents.

Built on Google Cloud’s AI stack, including Gemini,

Persistent drives production-ready deployment of Agentic and GenAI capabilities, helping enterprises move from insights to autonomous actions and continuous optimization, driving responsive, data-driven supply chain operations.

The recognition is based on demonstrated customer impact, execution strength and alignment with Google Cloud’s strategic priorities, highlighting Persistent’s innovation and specialized technical expertise in addressing the unique challenges of the supply chain and logistics sector on Google Cloud. It reinforces the Company’s position as a trusted partner and ecosystem orchestrator of choice, combining deep engineering capabilities with a differentiated AI-first approach to



JAIDEEP VIJAY DHOK,
COO- Technology, Persistent

modernize complex enterprise environments through cloud-native architectures, automation and infrastructure-as-code, delivered at scale with minimal disruption. It also reflects Persistent’s leadership in AI-first execution using Gemini Enterprise to address supply chain and logistics challenges.

Persistent’s long-standing partnership with Google Cloud advances co-innovation and go-to-market initiatives focused on advancing AI-led supply chain transformation across industries. As a Premier Google Cloud Partner with nearly two decades of experience, more than 50 areas of Google Cloud expertise, multiple partner specializations and over 2,000 Google Cloud certifications, Persistent enables enterprise-scale transformation across industries with consistency and speed.

Jaideep Vijay Dhok,
Chief Operating Officer –
Technology, Persistent

“Being recognized as a Google Cloud Partner of the Year in the Services & Industry Solutions – Supply Chain & Logistics category reflects the strength of our partnership and the impact we are delivering for enterprises. As organizations re-architect supply chains for resilience and intelligence, we are working with Google Cloud to modernize core



KEVIN ICHHPURANI,
President, Global Partner
Ecosystem and Channels,
Google Cloud

systems, unify data and embed AI across the lifecycle. Together, we are enabling organizations to move from fragmented, reactive operations to connected, autonomous supply chains that sense, respond and optimize in real time.”

Kevin Ichhpurani,
President, Global Partner
Ecosystem and Channels,
Google Cloud

“The Google Cloud Partner Awards honor the strategic innovation and measurable value our partners bring to customers. We are proud to name Persistent a 2026 Google Cloud Partner Award winner, celebrating their role in driving customer success over the last year.”

72% Surge in Spyware Attacks Hits Indian Businesses in 2025: Kaspersky



A rise in spyware attacks is putting businesses in India at growing risk, according to global cybersecurity and digital privacy company Kaspersky.

In 2025, Kaspersky business solutions detected 369,445 spyware attacks targeting organisations in India, a sharp 72% increase compared to 214,407 detections recorded in 2024.

Spyware is a type of software that is secretly installed on a user's computer to collect their data. Spyware's surveillance activity leaves users open to data breaches and misuse of private, confidential data. Spyware also affects network and device performance, slowing down daily user activities.

It has emerged as one of the fastest-growing B2B threats in India, with Kaspersky recording a significant surge in detections targeting Indian businesses, underscoring the urgent need for organisations to strengthen their defences against this silent, data-

stealing malware.

The threat is unfolding alongside India's explosive digital growth by 2025, with internet connections crossing 100 crore, with UPI processing over 21 billion transactions worth ₹27 lakh crore in December 2025 alone, creating a vast and lucrative attack surface for threat actors. The Union Budget 2025 – 26 allocated ₹782 crore for cybersecurity, reflecting the government's recognition of the growing threat to India's digital infrastructure.

Adding to this urgency, India's Digital Personal Data Protection (DPDP) Act, 2023, and DPDP Rules, 2025, now make spyware breaches a direct regulatory liability mandating explicit consent, prompt breach reporting, encryption, and periodic audits. Yet more than 83% of Indian organisations have not begun comprehensive DPDP implementation, leaving critical gaps that threat actors are well-positioned to exploit.

"Spyware is one of the

most dangerous threats against Indian businesses today, precisely because it works in silence. By the time an organisation realises it has been compromised, sensitive data, strategic decisions, and corporate intelligence may already be in the hands of adversaries. India's rapid digital expansion, its thriving IT and start-up ecosystem, and the accelerating digitisation of critical sectors like BFSI, manufacturing, and government services make it a high-value target. A spyware incident is no longer just a security failure, it is a regulatory and reputational crisis that can have lasting consequences on business continuity and stakeholder trust. Organisations in India must move beyond reactive defences and adopt intelligence-led, AI-powered security solutions that can detect and disrupt threats before data is compromised," says Jaydeep Singh, General Manager for India, Kaspersky.

Kaspersky's findings highlight how spyware underpins modern

cyberespionage by enabling attackers to quietly monitor systems, capture sensitive data, and track internal communications over extended periods. Designed for stealth and persistence, these tools allow threat actors to build a detailed picture of organisational activity and extract high-value intelligence, reinforcing the growing role of advanced spyware in long-term, targeted intelligence gathering.

To reduce the risks of malicious spyware attacks, Kaspersky experts recommend organisations to:

- Always keep software updated on all the devices you use to prevent attackers from infiltrating your network by exploiting vulnerabilities

- Do not expose remote desktop services (such as RDP) to public networks unless absolutely necessary and always use strong passwords for them

- Use advanced Kaspersky Next security products for comprehensive visibility across all company's corporate infrastructure to rapidly hunt out, prioritize, investigate and neutralize complex threats and APT-like attacks

- Use the latest Threat Intelligence information to stay aware of actual TTPs used by threat actors

- Back up corporate data regularly. Backups should be isolated from the network. Make sure you can quickly access the backups in an emergency if needed.

Micron Redefines AI Performance With Sampling of 256GB DDR5 Server Module

Delivers industry's fastest performance capability with 1-gamma DRAM and advanced packaging



Micron Technology, Inc. announced it has sampled 256GB DDR5 registered dual in-line memory modules (RDIMM) to key server ecosystem enablers. The module is built on the company's leading-edge 1-gamma technology, which is capable of speeds up to 9,200 megatransfers per second (MT/s), greater than 40% faster than modules in volume production today[1]. Micron's module employs advanced packaging techniques, 3D stacking (3DS) multiple memory dies connected by through-silicon vias (TSVs). Combined with Micron's 1-gamma DRAM, these innovations provide the capacity, speed and power efficiency required to scale next-generation AI systems. A single 256GB module can reduce operating power by more than 40% versus two 128GB modules, enabling greater efficiency for modern AI data centers.[2]

Ecosystem partner validation

Micron is collaborating with key ecosystem enablers to validate the 256GB 1-gamma DDR5 RDIMM across their respective current and next-generation server platforms. This co-validation ensures broad platform compatibility and accelerates the path to production

deployment for data center customers building AI and HPC infrastructure at scale.

"Capacity, bandwidth, and power are the defining drivers of AI efficiency. With our 256GB DDR5 RDIMM, Micron is enabling servers to deliver significantly higher performance," said Raj Narasimhan, senior vice president and general manager of the Cloud Memory Business Unit at Micron. "Built on our 1-gamma DRAM using advanced 3DS and TSV packaging, this solution delivers industry-leading speed and power efficiency, helping data center architects scale AI infrastructure more efficiently."

Meeting the memory demands of the AI era

The rapid proliferation of large language models (LLMs), agentic AI, real-time inference and high-core-count CPU workloads is driving an urgent need for greater enterprise server memory capacity, higher bandwidth and improved power efficiency. Micron's 256GB DDR5 RDIMM addresses these growing requirements head-on, enabling server architects, hyperscale operators and platform partners to maximize memory capacity per socket while operating within the thermal and power boundaries of modern data center infrastructure.

- [1] Performance advantage is calculated comparing 9,200 MT/s versus products at 6,400 MT/s.
- [2] Operating power measured in watts. Calculated by comparing two 128GB modules running at 9.7 W (19.4 W total) versus a single 256GB module at 11.1W

MeitY Updates Compulsory Registration Rules for Standalone HDDs in India

Effective November 2026, all non-USB standalone hard drives must comply with updated registration requirements



In a recent notification published in The Gazette of India, the Ministry of Electronics and Information Technology (MeitY) has amended the Electronics and Information Technology Goods (Requirements for Compulsory Registration) Order, 2021, specifically addressing standalone hard disk drives (HDDs).

Key points from the notification:

- Scope: Applies to all standalone HDDs except USB-type external drives, which follow existing regulations.
- Indian Standard: Compliance must meet IS 13252: Part 1: 2010, detailing general safety requirements for IT equipment.
- Effective Date: November 5, 2026
- Legal Authority: Issued under the Bureau of Indian Standards Act, 2016

This amendment reinforces India's commitment to IT hardware safety, standardization, and consumer protection, and has significant implications for manufacturers, distributors, and importers. Companies operating in the Indian market are encouraged to audit their HDD portfolios and ensure full compliance to avoid regulatory penalties.

For enterprise tech stakeholders, this is a critical regulatory update that could impact supply chain, product certification processes, and market readiness.

Dell Updates Partner Program with AI-Led Platform, New Incentives for Enterprise Modernisation



The 2026 Dell Technologies Partner Program updates focus on AI adoption, cyber resilience, cloud modernisation, demand signals, deal registration and partner-led enterprise growth. Dell Technologies has announced updates to its Partner Program for 2026, with a stronger focus on helping partners address enterprise demand around AI infrastructure, cyber resilience, cloud modernisation and strategic account expansion. According to Dell, the latest enhancements are aimed at improving partner engagement, simplifying business processes and rewarding partners that lead with strategic solutions. The company has also highlighted the growing role of partners in addressing a large enterprise technology opportunity, which it estimates at \$6.1 trillion, with over \$4 trillion expected to be delivered through partner-led routes to market.

New Incentives for Strategic Solutions

As part of the 2026 program updates, Dell is introducing new incentive structures for partners selling selected focus products and solutions. These include areas such as Dell Private Cloud, Dell Automation Platform, cyber resilience solutions, PowerStore, Z-Series networking and premium Client+ products.

The company said partners leading with these strategic offerings will be eligible for a differentiated base rebate. The move reflects the growing customer focus on infrastructure modernisation, AI-ready environments, data protection and hybrid cloud transformation. Dell is also introducing a Focus Accounts Incentive, designed to reward partners for expanding business within existing and underpenetrated accounts. This signals a shift towards recognising deeper customer engagement, rather than

only rewarding new account acquisition.

Recognition for Advisory and Systems Integrator Partners

Dell has also outlined plans to recognize the role of advisory and systems integrator partners in enterprise transformation deals. These partners often influence solution design and buying decisions before a final transaction takes place. Through co-sell impact recognition, Dell aims to acknowledge partner influence in enterprise solutioning, even in cases where the advisory or SI partner may not directly transact the final purchase.

AI-Powered Partner Experience

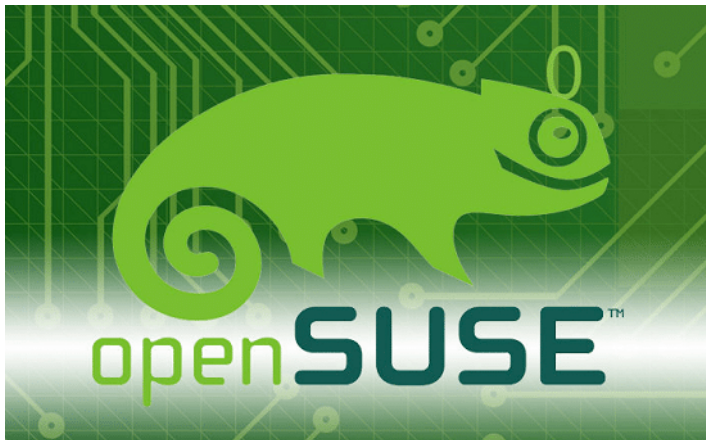
A major part of the update is Dell's plan to introduce an AI-powered partner platform later this year. The platform is expected to bring together demand signals, sales collaboration,

deal registration, pricing and account management under a unified partner account experience. Dell said the platform will use AI to reduce process friction and improve partner productivity. Key capabilities include automated deal registration, faster approvals, dynamic pricing, AI-powered assistants and demand signal visibility. The company also stated that it delivered more than 200,000 demand signals to partners in FY26, helping them identify customer purchase likelihood and timing.

Why It Matters for Channel Partners

For channel partners, the update reflects a broader industry shift: enterprise customers are consolidating technology decisions around fewer, more strategic partners capable of supporting AI, cloud, security and infrastructure modernisation together. The revised Dell partner framework indicates that vendors are increasingly aligning partner rewards with solution-led engagement, account expansion and customer transformation outcomes. For India's IT channel ecosystem, the move is relevant as partners continue to reposition themselves from transactional resellers to strategic technology advisors across AI infrastructure, hybrid cloud, cybersecurity, storage, networking and managed services.

SUSE Expands AI and Open Infrastructure Ecosystem Amid Rising Sovereign AI Demand



As enterprises worldwide accelerate AI adoption while navigating rising concerns around digital sovereignty, infrastructure complexity, cybersecurity, and vendor lock-in, enterprise open-source technologies are increasingly becoming central to modern IT strategy.

At SUSECON 2026, SUSE announced a series of infrastructure, AI and ecosystem initiatives aimed at

helping enterprises manage AI workloads, modernize virtualization environments and strengthen operational flexibility across hybrid and distributed IT ecosystems.

The announcements reflect a broader shift taking place across the enterprise technology landscape, where organizations are seeking greater control over data, infrastructure and AI deployment models amid evolving regulatory and operational pressures.

Sovereign AI and Enterprise Control Move to the Forefront

One of the key themes emerging from SUSECON 2026 was the growing enterprise focus on Sovereign AI — enabling organizations to build and deploy AI capabilities while retaining control over sensitive data, governance policies and infrastructure environments.

SUSE introduced SUSE AI Factory with NVIDIA, a unified enterprise AI software stack designed to support AI deployment and governance across data center, cloud and edge

environments. The platform combines open-source infrastructure principles with AI lifecycle management and zero-trust security approaches.

The development comes at a time when enterprises are increasingly evaluating how AI workloads can be deployed within private and sovereign environments rather than relying entirely on external hyperscale infrastructure.

According to SUSE's 2026 research findings shared during the event, 41% of Indian enterprises now rank digital sovereignty among their top technology priorities — significantly above the global average. Security, risk reduction, data residency and auditability were identified among the primary drivers behind this shift.

"With the implementation of AI ranked as India's top budget priority for the next two years, Indian enterprises face the urgent need to scale innovation while closing the gap between sovereignty ambition and operational resilience," said Josep Garcia, General Manager Asia Pacific, SUSE.

AI Infrastructure and Digital Twin Technologies Gain Momentum

SUSE also announced a partnership involving Switch and NVIDIA focused on accelerating Digital Twin systems and AI infrastructure optimization.

The initiative leverages SUSE AI and NVIDIA Omniverse technologies

to enable simulation-driven optimization of data center performance and AI workloads. The approach reflects growing industry interest in using AI-powered digital twins to improve operational efficiency, energy management and infrastructure planning.

As AI adoption scales, enterprise infrastructure requirements are evolving rapidly, particularly around compute density, power management, cooling and workload orchestration.

Agentic AI Ecosystems Begin Expanding Beyond Experimentation

Another major trend highlighted at SUSECON was the rise of Agentic AI and autonomous operational systems.

SUSE announced ecosystem integrations with platforms including Amazon Quick, Fsas Technologies, n8n and Revenium, alongside collaborators such as Stacklok, aimed at supporting orchestration and automation across Linux and Kubernetes environments.

The move reflects increasing enterprise interest in AI-driven infrastructure operations capable of automating workflows, reducing manual intervention and improving operational responsiveness while maintaining governance controls.

Industry analysts increasingly view agentic infrastructure as one of the next major phases of enterprise AI adoption,



JOSEP GARCIA,
General Manager Asia Pacific, SUSE

particularly as organizations move from isolated AI deployments toward integrated operational intelligence.

Virtualization Modernization and Vendor Diversification Continue

The conference also highlighted growing enterprise demand for alternatives within the virtualization market.

SUSE announced a partnership with Cloudbase Solutions to integrate Coriolis migration capabilities into SUSE Virtualization environments, enabling organizations to migrate workloads from VMware and public cloud environments with reduced downtime and operational disruption.

The development comes amid broader enterprise reassessment of virtualization strategies, licensing structures and long-term infrastructure flexibility across hybrid cloud environments.

Support for SAP environments and mixed virtual machine-container management was also emphasized as organizations continue modernizing legacy infrastructure stacks while attempting to avoid deeper vendor dependency.

Hybrid Cloud and Open Infrastructure Remain Strategic Priorities

SUSE further announced the availability of its portfolio on Oracle Marketplace as part of ongoing hybrid cloud expansion efforts.

The broader messaging across SUSECON 2026 reinforced a recurring theme within enterprise infrastructure strategy: organizations increasingly want open, interoperable and flexible technology environments capable of supporting AI, cloud-native workloads and edge operations without excessive lock-in.

As enterprises navigate the next phase of AI-led digital transformation, infrastructure decisions are becoming increasingly tied to governance, resilience, sovereignty and long-term operational control rather than purely technology adoption alone.

The announcements at SUSECON 2026 suggest that open-source ecosystems are positioning themselves not only as cost-efficient alternatives, but as strategic enablers of enterprise AI flexibility and digital resilience in an increasingly regulated and AI-driven technology environment.

VDart Digital Appoints Former Wipro Executive Rajesh Dubey as Vice President and Practice Leader – Enterprise Application Services



RAJESH DUBEY,
Vice President and Practice
Leader, VDart Digital

VDart Digital, a global digital transformation and technology services company, today announced the appointment of Rajesh Dubey as Vice President and Practice Leader – Enterprise Application Services.

Rajesh joins VDart Digital with more than 25 years of experience leading enterprise-scale digital transformation initiatives, ERP modernization programs, cloud migrations, enterprise platform transformations, and global delivery operations across multiple industries.

In his new role, Rajesh will lead VDart Digital’s Enterprise Application Services portfolio, including Oracle, SAP, Salesforce, and other enterprise software platforms. He will be responsible for driving strategy, innovation, delivery excellence, customer growth, AI-led modernization across the portfolio, strategic technology partnerships and expansion of the company’s enterprise transformation capabilities globally.

“Rajesh’s appointment is part of the growth strategy and

represents an important step in strengthening VDart Digital’s enterprise application services and transformation capabilities as organizations continue modernizing their core business platforms,” said Mohamed Irfan Peeran, CEO of VDart Digital. Rajesh brings the leadership experience, operational rigor, and transformation expertise required to help our customers navigate that journey successfully. His appointment significantly strengthens our Oracle, SAP, Salesforce, and broader Enterprise Applications capabilities globally”.

Prior to joining VDart Digital, Rajesh served as Practice Delivery Head – Enterprise Application Services at Wipro, where he led a large enterprise applications portfolio and managed globally distributed delivery teams supporting transformation initiatives for enterprise customers. Before Wipro, he held multiple senior leadership roles at Infosys, including Practice Manager – Oracle Services and Integrated Account Delivery Director, where he led large-scale ERP transformation programs, Oracle Cloud modernization initiatives, and enterprise delivery operations across global markets.

“VDart Digital has built a strong reputation for delivering practical, outcome-driven transformation solutions for global enterprises. I am excited to join the organization at such a pivotal stage of growth and help expand the Enterprise Application Services practice across Oracle, SAP, Salesforce, and enterprise platforms by combining cloud modernization, AI-driven transformation, and delivery excellence to create meaningful value for our clients.” Said Rajesh Dubey, Vice President and Practice Leader – Enterprise Application Services

Channel Point

AI Agents Are Not Truly “No-Code” Yet — Enterprises Still Need Technical Expertise

The rise of AI agents has triggered massive excitement across the enterprise technology ecosystem, with vendors increasingly promoting a future where businesses can automate workflows, build applications, and deploy intelligent systems without writing code. However, despite the rapid growth of “no-code” and “low-code” AI agent platforms, industry experts believe the reality is far more complex. While modern AI agent platforms can generate workflows, automate repetitive tasks, connect SaaS applications, and even build simple business processes using natural language prompts, enterprises still require significant technical expertise once deployments move beyond basic experimentation. The promise of fully autonomous “no-code AI agents” remains partially aspirational rather than operational at enterprise scale.

According to recent industry research, many organizations are successfully piloting AI agents, but only a smaller percentage have been able to scale them reliably across production environments. Experts point out that as workflows become more complex, businesses still need developers, architects, cybersecurity teams, API specialists, governance frameworks, and infrastructure engineers to manage integrations, permissions, observability, compliance, and system reliability. The biggest misconception, analysts say, is confusing “easy interface” with “zero technical dependency.” Most no-code AI platforms simplify workflow creation through drag-and-drop builders and plain-language instructions, but behind the scenes enterprises still face challenges involving APIs, cloud infrastructure, identity management, enterprise security, data governance, orchestration logic, and monitoring systems. Industry observers believe AI agents are now evolving beyond chatbots into autonomous operational systems capable of taking actions, coordinating tasks, writing code, triggering workflows, and interacting with enterprise systems. That transition introduces entirely new governance and risk-management requirements. Enterprises are increasingly discovering that uncontrolled AI agents can create security vulnerabilities, compliance risks, workflow failures, and unpredictable business outcomes if guardrails are not designed carefully. The software engineering ecosystem is also witnessing the rapid rise of coding agents such as Claude Code, Codex, Cursor, and other autonomous developer assistants. Research shows these tools are being adopted at remarkable speed across GitHub and enterprise development environments. However, multiple academic studies indicate that human developers still perform the majority of maintenance, debugging, dependency management, governance, and production oversight around AI-generated code. Even major AI companies acknowledge that enterprises are shifting toward hybrid operating models where humans increasingly supervise and orchestrate AI systems rather than fully replacing technical teams. Anthropic executives recently revealed that employees are increasingly becoming “managers of AI agents,” highlighting how the future of enterprise AI may revolve more around AI supervision than complete no-code autonomy.

For CIOs and enterprise leaders, the key challenge now is not simply adopting AI agents, but building the operational maturity required to govern them safely at scale. As enterprises race toward agentic AI deployments, experts believe the future will likely belong not to fully “no-code” organizations, but to companies that successfully combine AI automation with strong engineering, governance, cybersecurity, and enterprise architecture capabilities.

K Singh

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