TECHPLUS MEDIA *Publication*

ITPV

INDIA'S IT PARTNER VOICE

Connecting with Solution Provider in
EMERGING MARKET

Vol XV | Issue 6 | October 2026 | Pages 32

■ Northern ■ Eastern ■ Maharashtra ■ Gujarat ■ MP & Chwattisgarh ■ North East ■ Southern ■ UP & Uttarakhand ■ Bihar & Jharkhand

INDIA'S SOVEREIGN CLOUD REVOLUTION

Building the Infrastructure for the Next Digital Era

Top 50 Performing Cloud Partners in India



CXO TV Unveils the Top 20 CIOs and Technology Leaders in Australia for 2026



Google's AI C S.ompute Priorities Put Capacity Planning in Focus for GCP Partners



BenQ

Smooth Motion. Deeper Blacks. Smarter Visuals

GW2790P | GW2490P

120Hz 99% sRGB Eye Care Monitor With 1500:1 Contrast



IPS | 1500:1 Contrast Ratio | 120Hz Refresh Rate | 1ms MPRT | sRGB 99% | Eye-CareU

eyesafe | Visual Optimizer | VESA CERTIFIED MediaSync DISPLAY | HDMI | 2W x 2 Speakers

*Available in 24"" and 27" sizes

3 Onsite Warranty Years

Contact Person - Rahul Das | West Bengal | Rahul.Das@BenQ.com | 9560886360

"Available across all leading retail stores, BenQ Brand Online store & Amazon India"

www.BenQ.in | Sales.enquiryin@BenQ.com | 1800 419 9979 | Like BenQ India on

Scan to Know more

SEAGATE | mozaic 3+ | EXOS

Maximize scale. Optimize TCO. Sustain the future.

Powered by Seagate's Mozaic 3+ technology, the Exos M 32TB hard drive breaks through data center limitations with an exceptional 3TB per platter density.



Best-fit applications

- Scalable hyperscale applications/cloud data centers.
- Massive scale-out data centers.
- Big-data applications.
- High-capacity, high-density RAID storage.
- Mainstream enterprise external storage arrays.
- Distributed file systems, including Hadoop and Ceph.
- Enterprise backup and restore–D2D, virtual tape.

www.seagate.com

For sales enquiries, contact: **Sanjay Khushlani (Supertron)** - 98110 59025. Email: sanjay.khushlani@supertronindia.com
For marketing support, contact: **Talwinder Singh** - 96438 99527. Email: talwinder.singh@seagate.com

Seagate Authorised Distributor SUPERTRON

CONTENT

COVER STORY 6



India's Sovereign Cloud Revolution

Building the Infrastructure for the Next Digital Era

TRENDING NEWS 8-15, 18-21

Top 50 Performing Cloud Partners in India



AI Must Move From Promise to Proof as Investors Scrutinise Spending and Returns



Choosing an AI Cloud Partner: What CIOs Must Check Beyond Technology



CXO TV Unveils the Top 20 CIOs and Technology Leaders in Australia for 2026



CHANNEL NEWS 22-29

- Google's AI C S.ompute Priorities Put Capacity Planning in Focus for GCP Partners
- China's Memory Chip Push: What CXMT's DDR5 Plans Mean for the IT Channel



- AI's Debt Dilemma: What the Cloud Infrastructure Boom Means for IT Partners
- Microsoft Unveils Maia 300, Putting AI Cost Optimisation in Focus for Channel Partners
- SME Opportunity Is Growing, But Channel Partners Need to Look Beyond Events for Sales Growth



- Oracle's AI Expansion: Balancing Cloud Growth with Financial Discipline



- QualiZeal Reinforces Its GCC Focus with Appointment of Sunil Upadrasta as Vice President and India Head, GCC
- Meta Expands AI Infrastructure Footprint in Southeast Asia with Firmus Partnership
- Singapore Strengthens Cyber Defences with AI After UNC3886 Attacks



EXPAND YOUR BUSINESS WITH

AONMEETINGS

BECOME AN AUTHORIZED CHANNEL PARTNER



SELL INDIA'S FASTEST GROWING

ENTERPRISE VIDEO CONFERENCING PLATFORM

Add a High-Demand SaaS Solution to Your Portfolio & Earn Recurring Revenue

Businesses across India are looking for a secure, affordable alternative to expensive video conferencing platforms. Help your customers save up to 99% on collaboration costs while building a predictable recurring revenue stream for your business.

SAVE UPTO 99% ON VIDEO CONFERENCING COSTS

WEBINARS INCLUDED in all plans

PRIVACY-FIRST We do NOT use your meetings or recordings to train AI models.

HIPAA COMPLIANT (BAA available) & End-to-End Encryption.

UNBEATABLE INDIAN PRICING 179 to 1522/month (All plans)

UNLIMITED MEETINGS Up to 250 participants (Enterprise Plan) with no time limits.

SMART & RELIABLE Recording, Smart Search, Meeting Summaries & self-healing technology.

ONE PLATFORM FOR MEETINGS, WEBINARS, TRAINING & COLLABORATION

PARTNER BENEFITS

- Attractive Margins & Recurring Commissions
- Increase Customer Retention
- Dedicated Sales Enablement
- Marketing & Lead Generation Support
- Product & Sales Training
- Demo Assistance
- Fast Partner Onboarding
- Exclusive Partner Resources

IDEAL PARTNERS

IT System Integrators · Value Added Resellers (VARs) · Managed Service Providers (MSPs) · IT Infrastructure Companies · Telecom Partners · Cloud Solution Providers · Software Resellers · ERP & CRM Consultants · Digital Transformation Consultants · IT Consultants & Freelancers

HELP BUSINESSES COLLABORATE BETTER.

BUILD A STRONGER REVENUE STREAM.

SCAN TO BECOME A PARTNER TODAY!

WHY CUSTOMERS CHOOSE AONMEETINGS

- Enterprive-grade collaboration at affordable prices • HD Video, Screen Sharing & Interactive Tools
- Browser-based access - No complicated downloads • Reliable Performance
- Built for Indian Businesses • Trusted by businesses, educators & organizations

JOIN OUR GROWING PARTNER NETWORK

7 DAYS FREE TRIAL

INDIA'S AFFORDABLE ENTERPRISE VIDEO CONFERENCING PLATFORM

www.india.aonmeetings.com · info@aonmeetings.com · 9004242816



India's Sovereign Cloud Revolution

Building the Infrastructure for the Next Digital Era

That strategy is now becoming more significant as enterprises, governments and startups place greater emphasis on data sovereignty, infrastructure control, security, regulatory compliance and reducing dependency on foreign technology platforms. Zoho is also extending parts of this infrastructure to external developers through Catalyst, its full-stack cloud application development platform. Catalyst provides developers with services such as databases, authentication, serverless computing, storage, application hosting, APIs and other backend capabilities, allowing them to build and scale applications on infrastructure operated by Zoho.However, India's sovereign cloud story is much bigger than Zoho alone. Companies such as Yotta are building hyperscale data centres, domestic cloud infrastructure and AI



computing platforms within India. Yotta's Shakti Cloud, for example, is focused on providing GPU infrastructure and AI capabilities hosted domestically, supporting organisations that want greater control over where their workloads, datasets and AI models are processed.

The ecosystem is also evolving beyond basic cloud infrastructure. Indian enterprises are increasingly gaining access to sovereign AI platforms, locally hosted enterprise software, domestic GPU capacity and cloud environments designed around Indian regulatory and data-residency requirements. Partnerships involving companies such as IBM, Yotta, Sify and HCLSoftware indicate that sovereign cloud is gradually expanding into sovereign AI, enterprise automation and agentic AI infrastructure. Government policy is also moving in the same direction. India has been steadily expanding its domestic cloud ecosystem and encouraging cloud infrastructure that can support sensitive government and enterprise workloads under Indian jurisdiction. This is important because cloud sovereignty is no longer simply about whether a server is physically located in India. It also includes who controls the infrastructure, where administrative access sits, which jurisdiction applies to the data, how dependent organisations are on foreign platforms and how easily workloads can be moved between providers.

For Indian startups, this could create a major strategic opportunity. In the coming years, founders may increasingly have access to an Indian technology stack covering compute, storage, databases, identity, serverless infrastructure, AI models, GPU capacity and application development platforms. This could allow them to build products with greater domestic infrastructure control while potentially reducing exposure to vendor lock-in and cross-border data concerns.

This does not mean AWS, Azure or Google Cloud will suddenly become less important. Global hyperscalers still offer enormous advantages in terms of scale, geographic reach, ecosystem maturity, developer tools and enterprise adoption. Many Indian organisations will continue to use them, particularly through hybrid and multi-cloud architectures. The real shift is that Indian businesses may increasingly have credible alternatives rather than being dependent on global hyperscalers by default. India has already demonstrated its ability to build digital public infrastructure at enormous scale through platforms such as Aadhaar and UPI. The next stage of the country's digital evolution could go deeper into the technology stack, with India developing not only its own digital applications but also the cloud, data, AI and computing infrastructure required to run them.

That is why Zoho's long-term infrastructure strategy now looks particularly relevant. What once appeared to be an unconventional decision to build much of its own technology stack is increasingly aligned with a broader movement towards technology sovereignty. India's next technology revolution may therefore not simply be about building the next generation of Indian startups. It may be about building the Indian infrastructure on which those startups, enterprises and AI platforms operate. For CIOs, technology leaders and policymakers, the real question is no longer whether global hyperscalers will disappear. It is whether India can build a sovereign cloud ecosystem strong enough that organisations no longer need to depend on them by default.



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.

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.

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.

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.

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.

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.

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.

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.

Quantiphi 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, Quantiphi 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.

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.

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.

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.

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.

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.

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.

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.

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.

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.

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.

Uneecops is a leading SAP Gold Partner and Microsoft Solutions Partner serving Indian mid-market and enterprise clients. Operating in 10 Indian cities, Uneecops 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.

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.

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.

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.

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.

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.

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.

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.

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.

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.

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.

Choosing an AI Cloud Partner: What CIOs Must Check Beyond Technology



Financial resilience, delivery capacity and business continuity should sit alongside performance and security when selecting an AI cloud provider.

An AI demonstration can show what a platform is capable of. It cannot establish whether the provider can deliver capacity on schedule, sustain its investment or support a critical workload through disruption. For CIOs and IT leaders moving AI into production, these questions should be central to supplier selection. Choosing an AI cloud partner creates dependencies across applications, data and business operations. Data pipelines may become closely integrated with a platform, applications may rely on proprietary services, and employees may build processes around its availability. Evaluating a provider therefore requires understanding its ability to fulfil commitments throughout the relationship.

Financial resilience deserves particular attention because AI infrastructure requires substantial investment before it generates customer revenue. Providers must fund processors, networking, electricity, cooling and facilities while managing the timing of deployments and payments. Strong demand alone does not establish whether a company has sufficient cash to support its expansion. CIOs should work with finance and procurement teams to examine a prospective partner's liquidity, financing commitments, debt maturities and customer concentration. Privately held providers may need to supply financial disclosures or independent assessments under confidentiality agreements. The depth of scrutiny should reflect the importance of the workloads being entrusted to them.

Financial information also requires context. Negative free cash flow can reflect planned expansion, while a large contract backlog does not establish when payments will arrive or whether the work will generate attractive returns. The practical question is whether the provider has credible funding to deliver and maintain the specific services the enterprise intends to purchase. Delivery capacity needs equally careful verification. Operational infrastructure and planned infrastructure carry different risks. An attractive deployment date may still depend on construction, electricity connections, equipment deliveries or financing. IT leaders should establish what is available today, what remains under development and which dependencies could affect their project.

Capacity commitments should specify the hardware, location, networking, storage and availability dates required. Where appropriate, commercial payments should be linked to delivery milestones and acceptance criteria. A pilot using representative workloads can help validate sustained performance, concurrent usage, data movement and support responsiveness before the organisation makes a larger commitment. The commercial assessment should extend beyond the quoted GPU rate. Storage, networking, data transfer, software, support and unused capacity all affect total cost. Long-term reservations may reduce unit prices while creating spending obligations that exceed actual demand. CIOs should compare realistic usage scenarios, including slower adoption and peak demand, and ensure that finance teams understand minimum commitments, renewal terms and exit costs. Business continuity arrangements should address both technical outages and disruptions affecting the provider itself. Regional failures, acquisitions, service withdrawal and financial distress can create different recovery challenges. IT leaders need to establish who controls backups, how quickly information can be restored and whether recovery relies on the same provider or underlying infrastructure. Recovery time and recovery point objectives should reflect the business impact of an interruption and be tested against the proposed architecture. Contracts should clarify notification requirements, access to data, transition assistance and the treatment of prepaid services. Service credits can provide contractual compensation, but enterprises still need a practical way to keep essential processes running. An exit strategy is easier to develop before applications become deeply embedded in a platform. CIOs should identify dependencies on proprietary APIs, orchestration tools, model services and data formats, then assess the effort required to move them. A credible plan should identify a feasible destination, migration steps, replacement capacity, data-transfer costs and necessary application changes. The appropriate level of protection depends on business criticality. An experimental project may tolerate interruptions that would be unacceptable for a customer-facing service. Alternative deployment arrangements can improve resilience for critical workloads, although maintaining them adds cost and operational complexity. These trade-offs should be explicit when the architecture and budget are approved. Accountability also needs to remain clear when several suppliers are involved. An AI service may depend on an infrastructure owner, platform operator, reseller, managed service provider and model supplier. Support arrangements should identify an accountable owner, escalation routes and responsibilities across that chain. Security and governance reviews should establish how data is handled, which subprocessors are involved and what evidence supports the provider's commitments.

Supplier assessment should continue after the contract is signed. Periodic reviews can track delivery milestones, service performance, ownership changes and material developments affecting the provider's ability to support the organization. For CIOs and IT leaders, selecting an AI cloud partner means choosing a business dependency. Financial scrutiny, verified capacity and tested continuity arrangements help ensure that the partnership can support enterprise needs beyond the initial deployment.

AI Must Move From Promise to Proof as Investors Scrutinise Spending and Returns



China's technology market offers a warning about the risks of expectations running ahead of fundamentals. Reuters reported on 26 October that the STAR50 index, which includes major semiconductor and AI-related businesses, had fallen approximately 40% in less than four months, erasing around $480 billion in market value. The broader blue-chip market was roughly 20% below its June highs. The decline reflected a combination of stretched valuations, concerns over AI demand and potential restrictions on Chinese technology exports.The correction does not establish that AI's commercial potential has disappeared. It does demonstrate the vulnerability of businesses whose valuations depend on rapid growth, favourable market access and sustained investor confidence. A promising technology and an attractive investment are different propositions.

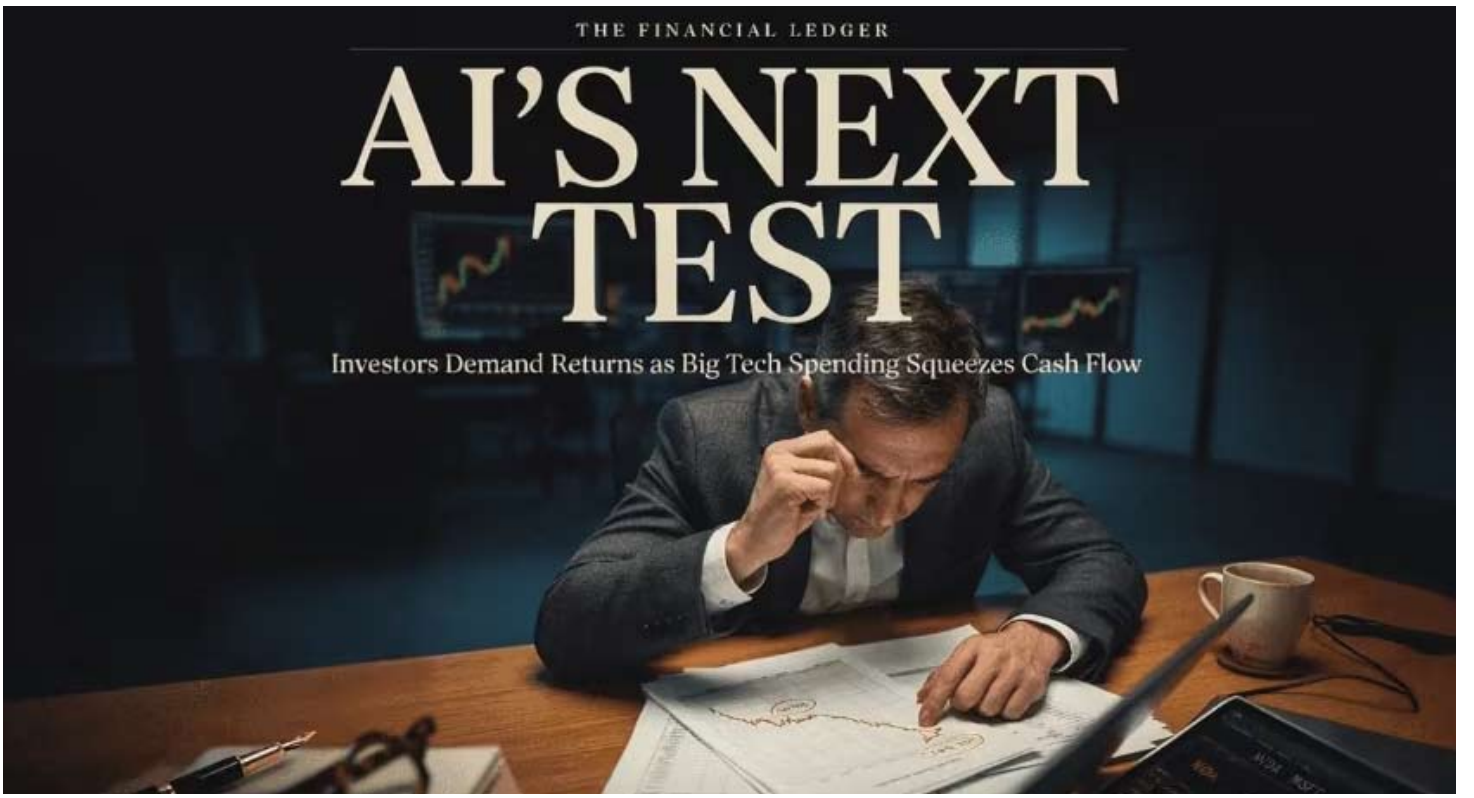
Similar scrutiny is emerging around the funding of the global AI buildout. Meta reported third-quarter operating cash flow of $32.79 billion against capital expenditure of $34.91 billion, including finance-lease principal payments, leaving free cash flow at negative $2.12 billion. Its operations remained cash-generative, but investment exceeded that generation during the quarter. The company expects full-year capital expenditure of $135 billion–$145 billion to support AI and its core business. Negative quarterly free cash flow is not, on its own, evidence of a failed strategy. Infrastructure can support revenue over several years, and established technology companies have substantial existing businesses. However, investors must assess whether future cash generation will justify the investment, financing requirements and risk of assets becoming less competitive. Workforce restructuring adds another dimension. Microsoft confirmed to CRN that approximately 60,000 employees were eligible for a voluntary exit offer. Eligibility should not be confused with actual departures, and the programme alone does not establish that AI has replaced those roles. Nevertheless, it illustrates the organisational changes taking place alongside substantial infrastructure commitments.

For CXOs, the practical implication is a higher standard of evidence for AI investment.

Successful demonstrations should lead to controlled production deployments with clear baselines, accountable business owners and measurable outcomes. Those outcomes might include lower processing costs, shorter service times, improved conversion, fewer errors or additional revenue. The economics must include the full cost of delivery: integration, data preparation, inference, security, human review and ongoing maintenance. Productivity claims also need to distinguish between time saved and savings actually realised. An employee completing a task faster creates potential value; converting that capacity into better service, additional output or lower expenditure requires operational change.

CXO TV's assessment is that AI leadership will increasingly depend on repeatable business value. Strong models remain important, but so do reliable deployment, customer retention and sustainable unit economics. Suppliers that can demonstrate those qualities will have a stronger commercial case than those relying primarily on benchmark performance or projected market size.

AI's future will be shaped by how convincingly businesses connect capability with economic results. For boards, investors and enterprise buyers, the demand is becoming clearer: show what works, what it costs and what value it delivers.



Microsoft, Alphabet and Amazon's earnings will put AI infrastructure costs, monetisation and financial discipline under scrutiny. The next round of Big Tech earnings will test investors' confidence in the economics of artificial intelligence. As technology companies expand spending on data centres, chips and computing infrastructure, attention is shifting towards how quickly those investments can generate sustainable revenue, profit and cash flow.

Microsoft and Google parent Alphabet are scheduled to report on 28 October, followed by Amazon on 29 October. Their disclosures will provide important evidence about the balance between AI demand and the cost of serving it, although a single earnings cycle cannot determine whether the wider AI investment boom is sustainable.

Meta's latest results illustrate the pressure. The company generated $32.79 billion in operating cash flow during the third quarter, but capital expenditure, including finance-lease principal payments, reached $34.91 billion. That left free cash flow at negative $2.12 billion. The distinction matters: Meta's operations continued to generate substantial cash, but infrastructure investment exceeded that cash generation during the quarter. Its full-year capital expenditure forecast stands at $135 billion–$145 billion, supporting both AI initiatives and its core business.

Meta shares subsequently fell more than 7%, with Reuters reporting investor concerns over rising AI expenditure and potential equity financing despite better-than-expected results. The reaction demonstrates that strong headline earnings may not be sufficient when investors question future funding requirements and investment returns.

For CXOs, three issues deserve particular attention in the coming announcements. First is the quality of growth: whether revenue, earnings and management guidance support expectations. Second is cash conversion: how operating cash generation compares with infrastructure expenditure. Third is evidence of monetisation: whether paid adoption, customer consumption, productivity improvements and operating margins show that AI investment is creating economic value.

Assessing those returns requires care. Cloud growth is not synonymous with AI revenue, and infrastructure expenditure can support several businesses over multiple years. Companies also monetise AI differently—through cloud services, software subscriptions, advertising performance or internal efficiency. A negative quarter of free cash flow therefore does not, by itself, establish that an AI strategy is failing.

Meta, for example, reported $82.45 billion in cash, cash equivalents and marketable securities at the end of September. Its cash-flow position should be evaluated alongside that financial capacity, future obligations and the returns management expects from its investment programme.

ITPV assessment is that a sustained gap between investment and returns could have consequences across the AI supply chain. If major buyers moderate infrastructure expansion, chip suppliers, specialist GPU cloud providers such as CoreWeave and Nebius, and data-centre and power developers could face changes in demand or project timing. These are potential scenarios, rather than confirmed outcomes from the forthcoming results.

For enterprise leaders, the same scrutiny should apply internally. AI programmes need measurable business outcomes, realistic infrastructure costs and clear milestones for scaling investment. The earnings season's most consequential signal will be whether companies can demonstrate that growing AI adoption is translating into durable financial returns.

KONICA MINOLTA

EXPERIENCE THE COLOURFUL TRANSFORMATION

RETHINK COLOURS

RETHINK INTELLIGENT INNOVATIONS FOR WORKPLACE

PRINT I COPY I SCAN

A3 Colour & Mono Multifunctional Printers

bizhub i-Series

For more information: SMS "KM MFP" send to 52424 or Call: 1-800-266-2525.

Konica Minolta Business Solutions India Pvt. Ltd.
www.konicaminolta.in | marcom@bin.konicaminolta.in
Connect with us:

Giving Shape to Ideas



TRANSCON ELECTRONICS PVT. LTD.

205, 2nd Floor, Center Point Building, Hemanta Basu Sarani,
Opp. Lalit Great Eastern Hotel, Kolkata - 700001
Ph.: 22488118, 22488210, 22481620,
Mobile: +91-8337071326, Fax: 03322486604
Email: abhishek@transconelectronics.com,
Website: www.transconelectronics.com

CXO TV Unveils the Top 20 CIOs and Technology Leaders in Australia for 2026



Australia's enterprise technology landscape is entering a new phase as artificial intelligence moves from experimentation into operational deployment. Across banking, healthcare, mining, government, utilities, retail and professional services, technology leaders are modernising core platforms, building AI-ready data foundations, strengthening cyber resilience and introducing automation into everyday business processes.

CXO TV's Top 20 CIOs and Technology Leaders in Australia for 2026 recognizes executives whose organisations demonstrate strong momentum across digital transformation, AI adoption, cloud, data, automation and emerging technology. The selection draws from Australia's 2026 CIO50 community, with additional consideration given to organizations demonstrating visible technology transformation, ecosystem partnerships and industry engagement.

CIO50 Australia describes its 2026 honourees as senior technology and digital executives driving innovation, rapid change, organizational culture and leadership across their organizations. The honourees below are presented alphabetically and are not ranked from first to twentieth.

Andrew Dome — Chief Digital Information Officer, Uniting NSW.ACT



Andrew Dome is helping reshape care delivery through digital transformation and generative AI. Uniting's GenAI assistant, Buddy, reduces frontline administrative burden, allowing employees to spend more time supporting communities and clients.

Brett Reedman — Chief Information Officer, Catholic Healthcare

Brett Reedman has led



a major technology-led transformation at Catholic Healthcare, moving the organisation toward a digitally enabled operating model capable of responding to workforce, compliance and evolving care requirements.

Carrie Ruan Hu — Chief Information Officer, New Aim



Carrie Ruan Hu is helping build an AI-native commerce environment at New Aim, combining Google Cloud, BigQuery ML and Gemini-powered agents to improve demand planning, operations and digital commerce.

Charles McHardie — Chief Information Officer, Services Australia

Charles McHardie operates within one of Australia's largest digital public-service environments. Services



Australia uses AI across staff productivity, analytics and supervised fraud detection while retaining human oversight for important decisions.

Chris Ware — General Manager, RTIO Digital, Rio Tinto Iron Ore



Chris Ware represents technology leadership at the intersection of mining, automation and operational technology, where digital platforms, connected assets and advanced data capabilities increasingly influence safety, productivity and industrial performance.

Crispin Blackall — Chief Information Officer, VicRoads

Crispin Blackall leads



technology within a major citizen-services environment, where digital platforms, secure information systems and modern infrastructure are central to improving service delivery, operational efficiency and customer experience.

Devesh Maheshwari — Chief Technology Officer, Lendi Group



Devesh Maheshwari is helping move Lendi toward an AI-native operating model, working across technologies and partners including AWS, Databricks and MongoDB to embed AI more deeply into business processes.

Gordon Dunsford — Executive General Manager Digital, Australian Energy



Market Operator

Gordon Dunsford leads digital capabilities within Australia's critical energy ecosystem, where resilient platforms, large-scale data and technology modernisation are increasingly important to managing a rapidly transforming national energy market.

Katherine Boiciuc — Chief Technology & Innovation Officer, EY Oceania



Katherine Boiciuc is a prominent advocate for responsible enterprise AI, helping organisations adopt generative AI and advanced computing while addressing governance, trust, cybersecurity, privacy and the broader implications of intelligent technologies.

Leeanne Chau — Executive General Manager, Strategy & Transformation, WaterNSW

Leeanne Chau's transformation mandate includes AI-enabled infrastructure innovation.



WaterNSW's remote video monitoring platform uses artificial intelligence to improve safety, operational performance, environmental outcomes and real-time decision-making across critical assets.

Matt Dixon — Director, Digital & IT, Suntory Oceania

Matt Dixon leads digital and IT capabilities within a major consumer-goods organisation, where enterprise platforms, supply-chain technology, data and digital operations are becoming increasingly important to scalable regional growth.



Michael McNamara — Executive General Manager, Enterprise Services, Australia Post

Michael McNamara supports enterprise transformation at Australia Post as the organisation expands Azure capabilities, strengthens cybersecurity and builds the foundations required to explore and adopt generative AI safely across the business.



Michael Salas — Chief Information & Digital Officer, BAE Systems Australia



Michael Salas leads information and digital capabilities in a complex defence environment, where secure transformation, cyber resilience, engineering technology and advanced digital systems are fundamental to both operations and innovation.

Miranda Ratajski — CIO, Group Business Units, Westpac



Miranda Ratajski is recognised within Westpac's broader technology transformation as the bank expands enterprise AI adoption. Westpac is rolling Microsoft 365 Copilot out to approximately 35,000 employees and supporting personnel.

Rohan Khanna — Chief Technology & Digital Officer, Probe Group

Rohan Khanna leads technology and digital



transformation in the customer-experience sector, where AI, automation, analytics and workforce technologies are creating new opportunities to redesign large-scale customer interactions and operations.

Sanjeev Gupta — Chief Information & Transformation Officer, HBF Health



Sanjeev Gupta combines technology and enterprise transformation leadership at HBF Health, linking digital modernisation with changing customer expectations, organisational efficiency, information capabilities and the future operating model of health insurance.

Simon Reiter — Chief Technology Officer, CareSuper

Simon Reiter leads technology within Australia's superannuation sector, where secure digital platforms, cloud, data and resilient infrastructure are providing the foundations needed for greater automation and future AI-enabled member services.



Tom Gao — Chief Information Officer, City of Sydney

Tom Gao represents the growing importance of digital leadership in government, where cybersecurity, data, modern citizen services and connected infrastructure increasingly shape how cities operate and engage residents and businesses.



Victor Zhu — CIO APAC / Head of Technology Asia & Global Integration, Aesop

Victor Zhu combines regional technology leadership with global integration at Aesop, supporting digital commerce, enterprise platforms, customer experience and connected technology operations across the premium retailer's expanding international footprint.



Vince Condina — Chief Information Officer, Adelaide University

Vince Condina leads technology during a significant transformation in Australian higher education, where integrated digital platforms, modern data capabilities and AI-enabled learning environments are reshaping the student and academic experience.

The CXO TV Top 20 CIOs and Technology Leaders in Australia for 2026 reflect a broader shift taking place across Australian enterprises. Digital transformation is no longer defined simply by cloud migration, application modernisation or replacing legacy infrastructure. Increasingly, organisations are building technology environments designed to support AI, intelligent automation and faster data-driven decision-making. Several members of the 2026 cohort demonstrate how quickly that transition is occurring. Westpac is taking Microsoft Copilot to tens of thousands of workers; New Aim is building AI-native commerce infrastructure around Google Cloud and Gemini; WaterNSW is applying AI directly to critical infrastructure monitoring; Lendi is publicly pursuing an AI-native operating model; and Services Australia is already applying supervised AI across defined government-service use cases.



At the same time, Australia's technology leaders are confronting the other side of the AI opportunity: trust, security, governance and responsible adoption. EY's Katherine Boiciuc has argued that sustainable competitive advantage in AI increasingly depends on whether organisations can build sufficient trust to drive adoption and long-term value—not simply how quickly they can deploy the technology. The Australian CIO mandate is consequently moving beyond technology delivery. CIOs and digital leaders are increasingly becoming architects of enterprise transformation, connecting AI, cloud, data, cybersecurity and automation with measurable improvements in customer experience, employee productivity, operational resilience and business performance.

Google's AI C S.ompute Priorities Put Capacity Planning in Focus for GCP Partners



MSPs and systems integrators could face greater pressure to validate infrastructure availability before committing to AI delivery schedules. Google's decision to allocate scarce computing resources to frontier AI development, while foregoing some near-term cloud revenue, raises important planning questions for its global partner ecosystem. For managed service providers, systems integrators and resellers building businesses around Google Cloud Platform, infrastructure availability could become an increasingly significant factor in converting customer demand into deployed workloads.

Speaking on the Big Technology Podcast on 20 October, Google and Alphabet CEO Sundar Pichai explained that the company is making compute allocation trade-offs to support advanced AI research. His comments highlight the competing demands facing a hyperscaler that both develops AI models and supplies infrastructure to external customers.

ItVARnews' analysis is that the potential channel exposure extends beyond infrastructure resale. If a customer cannot secure the required capacity on schedule, an implementation partner could also see deployment milestones, associated services billing and managed-services onboarding move back. These are potential commercial consequences, rather than confirmed losses across Google's partner network. Pichai's remarks do not establish that existing customer allocations are being withdrawn or that all GCP services face the same constraints.

For SIs delivering AI programmes, the practical challenge is aligning the proposed architecture with resources available in the customer's permitted locations. An alternative region or accelerator may require fresh performance testing, cost modelling and data-residency checks. Partners that commit to delivery dates before validating those dependencies could find themselves managing expectations around infrastructure they do not control.

Public commentary from cloud services provider DoiT illustrates an operational concern already facing GPU customers. In an article published on 15 October—before Pichai's interview—Senior Cloud Architect II Joshua Fox explained that customers can lose access to GPU capacity after stopping an instance or during hardware maintenance, and discussed reservations as a way to protect availability. This was technical guidance, rather than a response to Google's latest allocation comments.

The distinction between a pricing commitment and a capacity reservation is particularly important for partners advising customers. Google's Compute Engine documentation states that committed-use discounts do not, by themselves, reserve zonal capacity. The appropriate reservation arrangements must therefore be evaluated separately, with requirements varying by resource and commitment type.

Reservations also introduce financial considerations. Google states that reserved resources incur charges while the reservation exists, including when they are not being consumed, subject to applicable discounts. For MSPs, that creates a balancing act between securing capacity and avoiding idle infrastructure costs. Clear customer approval, utilisation monitoring and responsibility for reservation charges become important elements of service delivery.

The situation could also create opportunities for partners with expertise in workload optimisation, inference efficiency and capacity planning. Helping customers select appropriately sized models, improve utilisation or schedule suitable workloads more flexibly can become a valuable advisory service. Multicloud alternatives may offer options for some customers, but require their own capacity checks and an assessment of migration, security and operating costs.

For GCP partners worldwide, the immediate priority is to bring capacity validation earlier into the sales and delivery process. Proposals should identify infrastructure dependencies, confirm reservation options and establish alternatives before promising production dates. As AI demand grows, a partner's ability to secure and manage the resources behind a solution could become as commercially important as its ability to design it.

China's Memory Chip Push: What CXMT's DDR5 Plans Mean for the IT Channel



CXMT's planned server-memory launch could broaden sourcing options and intensify competition, but distributors and systems integrators should watch commercial availability, platform qualification and support before changing procurement strategies. China's ChangXin Memory Technologies, or CXMT, is preparing another step into the server-memory market. The company reportedly plans to introduce DDR5 registered memory modules based on its new 4F² DRAM architecture by the end of 2026. For server vendors, distributors and systems integrators, the development raises the prospect of additional supply and stronger competition. Its commercial impact, however, will depend on whether the planned technology reaches customers in dependable volumes.

The announcement concerns a new generation of server memory rather than CXMT's first entry into DDR5. The company's newsroom records an earlier DDR5 portfolio showcase in November 2025. This distinction matters: the competitive question is how successfully CXMT can advance its products and expand their adoption in enterprise infrastructure.

For the channel, an additional qualified supplier could offer greater flexibility when configuring servers and negotiating procurement agreements. If CXMT establishes sustained commercial supply, buyers could gain another sourcing option, particularly in markets where its products secure platform acceptance and distribution support. That remains a potential outcome rather than evidence of immediate relief in server-memory availability.

Pricing is another area to watch. Additional competitive supply could put pressure on comparable products, but a launch announcement alone does not establish that prices will fall. The effect will depend on production volumes, customer demand, manufacturing economics and the specifications of the modules available. Channel partners should therefore avoid building customer quotations around assumed discounts or price reductions that suppliers have not confirmed.

For established manufacturers such as Samsung, SK hynix and Micron, the potential challenge extends beyond matching prices. A credible new competitor could increase pressure to demonstrate advantages in performance, reliability, availability and customer support. The extent of that pressure will depend on CXMT converting its technology plans into products that enterprise buyers are prepared to deploy.

Server-memory procurement requires more than a competitive specification sheet. Systems integrators should verify compatibility with the intended server platform, the equipment manufacturer's support position and the conditions attached to warranties. Customers operating critical applications also need confidence in replacement availability and consistency across future orders. These considerations can outweigh an initial purchase-price advantage.

Distributors face a related inventory decision. Bringing in a new product line can create opportunities, but stocking commitments should follow evidence of customer demand and confirmed supply arrangements. Partners should establish product traceability, returns procedures, technical escalation routes and replacement terms before committing to significant volumes.

It is also important to distinguish DDR5 server memory from high-bandwidth memory used alongside advanced AI accelerators. CXMT's DDR5 plans should not be presented as proof of an immediate change in HBM competition. For channel businesses, positioning each product accurately is essential when discussing AI infrastructure requirements with customers.

Indian partners should watch for concrete commercial milestones: confirmed specifications, shipping dates, supported server platforms, authorised sourcing arrangements and local service provisions. Until those details are established, the announcement is a development to monitor rather than a reason to delay customer projects or assume an alternative component is ready for deployment.

CXMT's push could eventually strengthen buyers' negotiating options and widen competition in server memory. For the IT channel, the opportunity will become tangible when products can be sourced, validated, supported and delivered consistently. Partners that assess those conditions carefully will be better placed to translate a new supply option into customer value.

AI's Debt Dilemma: What the Cloud Infrastructure Boom Means for IT Partners



As AI cloud providers face rising financing pressure, channel partners must assess supplier resilience, protect customer commitments and build services around measurable returns.

The AI infrastructure boom is creating opportunities for systems integrators, cloud resellers and managed service providers. Enterprises need help deploying AI workloads, integrating data and managing computing costs. However, the financial pressure behind cloud expansion introduces a consideration for the channel: whether infrastructure suppliers can sustain the capacity and commercial commitments on which partners build their services.

Specialist AI cloud providers, or neoclouds, offer GPU computing capacity without requiring customers to purchase the hardware themselves. For partners, these platforms can expand deployment options. But delivering that capacity requires substantial upfront investment in processors, data centres, electricity, networking and cooling. Providers must recover those costs through profitable customer usage. CoreWeave illustrates the scrutiny facing this model. Reuters reported that yields on its April-issued bonds were trading around 15% on 15 October, reflecting heightened investor concern about credit risk. Its management has defended the company's financial position, pointing to contracted business as support for its obligations.

Microsoft Unveils Maia 300, Putting AI Cost Optimisation in Focus for Channel Partners



Microsoft announced its third-generation Maia 300 AI chip on 12 October, with plans to deploy potentially more than one million units in 2027. Microsoft claims approximately 40% more useful computing per megawatt than leading GPU-based systems, although it did not identify the comparison systems. The deployment is intended to support its internal AI services. From an itVARnews channel perspective, the announcement points towards a potential opportunity for system integrators and managed service providers to strengthen their AI cost advisory capabilities. Partners could help customers evaluate workload requirements, benchmark application performance and build business cases that connect infrastructure spending with measurable outcomes.

For cloud partners, the practical opportunity could lie in services surrounding enterprise AI adoption: application integration, data preparation, governance and ongoing cost management. As infrastructure evolves, customers will need guidance on selecting suitable deployment options and maintaining predictable operating costs. However, the announcement should not be interpreted as confirmation of a Maia 300 hardware resale opportunity or an immediate reduction in Azure pricing. Partners will need to establish customer availability, software compatibility and commercial terms before incorporating the new platform into proposals.

For Indian SIs and MSPs, the strategic takeaway is to develop expertise in measuring the cost of delivering AI applications. Demonstrating reliable performance, manageable expenditure and clear business value could become an increasingly useful differentiator in enterprise engagements.

SME Opportunity Is Growing, But Channel Partners Need to Look Beyond Events for Sales Growth



India's small and medium business segment continues to emerge as a significant growth opportunity for technology channel partners. As SMBs accelerate investments in cloud, cybersecurity, artificial intelligence, data management and workplace technologies, partners have an expanding addressable market. However, capturing this opportunity will require a shift in how partners approach marketing and demand generation.

For many channel organisations, events remain one of the most frequently used marketing tools. Roundtables, conferences, partner meets and customer gatherings can create visibility and help initiate conversations, but an event by itself does not necessarily create a sales-ready opportunity. The bigger challenge begins after the event: converting an attendee from someone who has heard about a solution into a prospect who understands the business case, demonstrates genuine intent and is prepared to engage with the sales team. This is where channel partners need to move towards integrated sales acceleration programmes rather than treating individual events as standalone campaigns. An event can remain an important part of the customer journey, but it should be supported by account identification, intent intelligence, content engagement, digital outreach, lead nurturing, qualification and structured sales follow-up.

The objective should be to progressively build what can be described as a mature-intent prospect. Before being handed to sales, the prospect should understand the technology, recognise the business problem it addresses, know the vendor or partner proposition and have demonstrated meaningful interest through multiple interactions. For channel partners, this approach can be particularly valuable in the SMB market. Sales teams typically operate with limited time and resources, making it difficult to repeatedly pursue large volumes of low-intent leads. Marketing therefore needs to provide fewer disconnected interactions and more qualified opportunities that have already progressed through a meaningful engagement journey.

OEMs can also play an important role by helping their channel ecosystem adopt integrated demand-generation models. Rather than allocating marketing development funds primarily around individual activities, vendors and partners can jointly build programmes connecting awareness, engagement, intent generation and sales conversion. The SMB opportunity is substantial, but partners will need more than event attendance numbers to capture it. The next phase of channel marketing will increasingly be about turning engagement into intent and intent into measurable pipeline.

Oracle's AI Expansion: Balancing Cloud Growth with Financial Discipline



For cloud partners and systems integrators, Oracle's infrastructure push presents opportunities—but delivery commitments and sustainable economics deserve close attention. Oracle's expansion in AI infrastructure highlights a defining challenge for the cloud industry: funding capacity ahead of customer revenue while preserving financial flexibility. For the IT channel, this investment could support more implementation, migration and managed services work. However, partners must distinguish between the scale of a vendor's ambitions and the infrastructure available to support individual customer projects.

Oracle's September results announcement demonstrated the strength of its cloud business. For the first quarter of fiscal 2027, total revenue reached $19.3 billion, while cloud infrastructure revenue increased 121% year on year to $7.4 billion. Remaining performance obligations reached $664 billion, signalling substantial contracted business awaiting recognition as revenue. The financial challenge lies in converting those commitments into profitable delivery. Data centres, processors, networking, electricity and cooling require funding before the associated services generate their full returns. Construction delays, equipment constraints or slower customer deployment can extend the period between investment and cash collection.

Oracle reported approximately $23 billion in operating cash flow for the quarter, yet free cash flow was negative $5 billion as infrastructure investment continued. It also completed a $20 billion common-stock sale before commissions to support its capital investment programme. These figures show both substantial cash generation and the funding demands of expansion. Negative free cash flow does not, by itself, establish financial distress. During expansion, it can reflect investment intended to support future earnings. The more useful questions concern how long the funding gap persists, what returns the assets generate and how much flexibility remains if delivery or customer demand falls short of expectations.

Funding choices involve trade-offs. Borrowing creates interest and repayment obligations, while issuing equity can dilute existing shareholders. Financial discipline therefore requires matching the timing and structure of funding with infrastructure delivery and customer payments. Expansion must also leave sufficient resources for ongoing operations, maintenance and future equipment replacement. Credit risk has already attracted scrutiny. In July, S&P Global Ratings downgraded Oracle to BBB−, citing rising business risk and weaker cash flow, with a stable outlook. The rating remained investment grade, although at its lowest rung. That assessment highlights financing pressure; it does not establish an inability to meet obligations or a failure in service delivery.

Oracle's contracted backlog provides visibility into future business, but it should not be treated as cash already available. Revenue recognition, payment schedules and delivery obligations determine when contracts contribute to cash flow. Their profitability also depends on the cost of providing the promised capacity over time. For systems integrators and cloud resellers, the practical implication is to anchor proposals in confirmed availability. A vendor's global expansion programme does not automatically establish that the required configuration is available in a particular location or on a customer's timetable. Partners should verify provisioning dates, deployment dependencies and acceptance criteria before committing implementation resources or promising go-live dates.

Commercial commitments also need alignment. A

partner offering fixed pricing, reserved capacity or service guarantees should understand the corresponding supplier terms. Differences between customer promises and upstream protections can expose the partner to unexpected costs, delays and disputes. Clear escalation arrangements and responsibility for each stage of delivery help manage that exposure. The expansion can also create opportunities beyond infrastructure resale. Partners can help customers prepare data, integrate applications, assess workloads and monitor cloud consumption. These services become more valuable when they demonstrate that deployed capacity is being used effectively and producing measurable business benefits.

Enterprise customers, meanwhile, should assess financial resilience alongside performance, security and support. Continuity arrangements, access to data and practical migration options remain relevant even when working with an established provider. The depth of assessment should reflect the business importance of the workload. Oracle's AI strategy will ultimately be judged by how effectively growing cloud revenue translates into cash after infrastructure spending. For the channel, the strongest approach is to build services around verified capacity, realistic customer demand and sustainable delivery margins. That discipline allows partners to participate in cloud growth while keeping their own commitments manageable.

QualiZeal Reinforces Its GCC Focus with Appointment of Sunil Upadrasta as Vice President and India Head, GCC



SUNIL UPADRASTA,
Vice President and India Head, GCC, QualiZeal

QualiZeal, a global leader in Trust-first, AI-native Quality Engineering and AI Assurance, has appointed Sunil Upadrasta as Vice President and India Head, GCC. A technology leader with 23+ years of experience across sales, business development, client engagement, delivery, practice leadership, digital transformation, and P&L management, Sunil will lead QualiZeal's GCC charter, driving strategic new-logo growth, market expansion, and C-suite engagement.

The appointment adds dedicated senior leadership to a focus area that has been core to QualiZeal. As GCCs move from execution-led to strategic capability hubs with greater ownership of products, platforms, quality, automation, and AI, they need trusted vendor partners with deep, focused specialization in Quality and AI Engineering. QualiZeal, with its Quality Engineering heritage and AI-native expertise, has been a natural partner for GCCs and has steadily deepened its engagement with them.

Sunil's experience across retail, financial services, healthcare, transportation, and technology, combined with leadership roles at Atos Syntel, Tata Consultancy Services (TCS), and Reliance Retail, positions him to take QualiZeal's GCC vision forward.

Speaking on the appointment, Kalyan Konda, Co-Founder, Executive Director & CEO, QualiZeal, said, "GCCs have been a core focus for QualiZeal, and our conversations with enterprise leaders have only strengthened our conviction. GCCs are evolving into strategic hubs that own quality, platforms, and AI, and that shift calls for a leader who understands it from the inside. Sunil brings extensive experience with global enterprises and a clear view of what GCC leaders need next. His appointment gives this focus dedicated leadership and strengthens our ability to partner with GCCs as they scale with confidence."

That ambition is matched by the momentum behind it. In less than five years, QualiZeal has rapidly grown to a 1,100+ strong AI-skilled workforce, advancing towards Vision 2028—its ambition to become the fastest Indian IT services company to reach $100 million in annual revenue. More importantly, that scale is being channeled into what comes next: Continuous AI Assurance, where AI accelerates quality, human judgment governs it, and trust is continuously earned through evidence. Its award-winning IP ecosystem of QMentisAI™, ValidAIte™, and NexaAI brings that vision to life, giving enterprises and GCCs a platform-led foundation for quality and AI-led transformation.

Commenting on his role, Sunil Upadrasta, Vice President and India Head, GCC, QualiZeal, said, "GCCs are at an inflection point. The most ambitious ones want ownership of products, platforms, quality and AI, not just execution. QualiZeal has already built the credibility, platforms, and talent to support that journey, and I am excited to lead it. My focus will be to work closely with CXOs and enterprise leaders to translate their strategic priorities into practical solutions that deliver measurable outcomes."

As GCCs raise their AI mandates and expectations for reliability and trust, QualiZeal's dedicated GCC leadership will help enterprises move from business priorities to measurable value, with Quality Engineering and AI assurance at the core.

Meta Expands AI Infrastructure Footprint in Southeast Asia with Firmus Partnership



Meta has strengthened its artificial intelligence infrastructure strategy in Asia-Pacific through a new agreement with Australian AI infrastructure company Firmus, securing additional GPU computing capacity across Southeast Asia. Under the agreement, Firmus will provide contracted computing capacity, along with options for future expansion, to support Meta's AI research, model development and training workloads. The infrastructure will be based on NVIDIA's full-stack DSX platform, designed to support large-scale accelerated computing environments. Financial details of the partnership have not been disclosed.

The latest deal extends an existing relationship between the two companies. Meta is already using NVIDIA GB300 NVL72 systems at Firmus' Melbourne AI facility, which Firmus describes as the largest deployment of NVIDIA Blackwell Ultra systems in the Southern Hemisphere.

Firmus specialises in developing and operating what it calls "AI factories" — infrastructure engineered specifically for demanding AI workloads. Its HyperCube platform combines computing, networking, liquid cooling and power systems in modular deployments, with support for current NVIDIA GB300 technology as well as future Vera Rubin NVL72 systems. The expansion also highlights Southeast Asia's growing importance in the global race to build AI computing capacity. Firmus currently has a portfolio spanning Australia, Singapore, Indonesia and Malaysia, with operational and developing facilities across the region. Earlier in September, the company announced a multi-year agreement under which OpenAI will use dedicated compute capacity at two Firmus AI factory sites in Malaysia.

For Meta, securing additional GPU capacity provides infrastructure needed to train increasingly compute-intensive AI models and expand its AI research activities across Asia-Pacific. Meta infrastructure executive Gaya Nagarajan described Firmus as a long-term strategic infrastructure partner supporting the company's next generation of AI development in the region. The agreement comes as hyperscalers and AI companies increasingly compete for access to GPUs, energy and data-centre capacity. For enterprise technology leaders, the development signals how AI infrastructure investment is expanding beyond traditional US data-centre hubs, with Southeast Asia emerging as an increasingly significant location for large-scale AI computing deployments.



Singapore is accelerating an overhaul of its national cybersecurity strategy following sophisticated attacks linked to the UNC3886 cyber espionage group, with artificial intelligence, continuous monitoring and faster incident response becoming central to the country's defence framework.

The campaign targeted Singapore's major telecommunications operators and led to Operation CYBER GUARDIAN, a large-scale coordinated response involving more than 100 cyber defenders from multiple government agencies. Authorities said the intrusion was contained without disruption to telecom services or evidence that customer data had been compromised.

The development is pushing Singapore beyond conventional perimeter-based cybersecurity towards an approach designed to detect attackers even after they have entered a network. The Cyber Security Agency of Singapore (CSA) is placing greater emphasis on proactive threat hunting, network visibility, penetration testing, adversarial simulations and rapid remediation. The strategy is centred around the principle of "lock down, find first, fix fast," reflecting the growing need to identify sophisticated threats before attackers can move laterally across interconnected systems. Artificial intelligence is becoming an important component of this transformation. AI-powered cybersecurity tools are being used to assess vulnerabilities across approximately 2,000 government systems, including analysing source code to identify potential weaknesses. Singapore is also exploring how AI-enabled defensive capabilities can be expanded across its Critical Information Infrastructure, which spans 11 sectors including energy, water, banking and finance, healthcare, transport, telecommunications and government services. The government is simultaneously strengthening collaboration between public agencies and critical infrastructure operators. Updated cybersecurity requirements are expected to increase the use of continuous network monitoring, threat hunting, penetration testing and coordinated incident-response exercises. This approach recognises that increasingly sophisticated cyber campaigns can affect multiple organisations simultaneously and require intelligence and response capabilities to be shared across organisational boundaries. Supply-chain security is another major focus. Singapore is tightening cybersecurity expectations for suppliers and service providers connected to critical infrastructure, recognising that attackers can exploit vulnerabilities in third parties as an indirect route into strategically important systems. Critical Information Infrastructure owners are expected to meet enhanced cybersecurity standards, including requirements associated with Singapore's Cyber Trust Mark, as the government raises security expectations through 2027.

For CIOs and CISOs, Singapore's response illustrates how cybersecurity strategies are evolving as AI changes both offensive and defensive capabilities. Traditional network boundaries alone are becoming insufficient against advanced persistent threats. Continuous monitoring, AI-assisted vulnerability detection, proactive threat hunting, rapid incident response and stronger third-party risk management are increasingly emerging as essential components of enterprise cyber resilience.

Channel Point

Has AI Raised Costs During the Transition?



Artificial intelligence is sold as a route to greater productivity and lower operating costs. But Zoho's latest disclosure highlights a more complicated reality: businesses can face rising expenditure during the transition, before the benefits of automation translate into financial savings. Zoho co-founder and chief scientist Sridhar Vembu has said the company cannot provide its usual annual salary increases this year, citing growing AI expenses, uncertainty in the software market and geopolitical challenges. The company has also reduced its marketing budget as it manages these pressures. "AI has raised costs dramatically," Vembu wrote on X on October 12. He cited a fourfold increase in prices for servers needed for Zoho's data centres, alongside rapidly increasing AI usage expenses. The server-price increase represents his account of Zoho's experience; it is not an established industry-wide benchmark.

The disclosure raises a question for enterprise leaders: can AI make employees more productive while making the business more expensive to run? During adoption, both outcomes can coexist. Spending on computing capacity and AI services can arrive immediately, while financial returns depend on how effectively businesses turn faster work into greater output, additional revenue or reduced expenditure. Demand is another part of the equation. Even if each AI operation becomes cheaper, a substantial increase in usage can push the overall bill higher. NVIDIA founder and CEO Jensen Huang highlighted that expansion in May 2025: "AI inference token generation has surged tenfold in just one year." His statement described computing demand, rather than a corresponding increase in every customer's costs. Zoho is pursuing infrastructure efficiency as one response. In June 2026, it introduced its Nathu La server platform, reporting 20–30% lower total cost of ownership and 12–18% lower power consumption at equivalent performance. These figures are company-reported results, rather than independent benchmarks.

"We are compounding the benefits accrued from owning and operating our entire technology stack," said Shailesh Davey, CEO of Zoho Corporation, in the announcement. Zoho's approach combines appropriately sized AI models with its own platform and servers, seeking to improve the economics of delivering AI to customers. Microsoft chairman and CEO Satya Nadella has similarly emphasised the relationship between AI spending and business value. "We are advancing the frontier on the cost-to-outcome curve, ensuring every customer can turn tokens into business results," he said in Microsoft's July 2026 earnings announcement. These statements illustrate different sides of the transition: expanding computing demand, efforts to reduce infrastructure costs and the need to demonstrate commercial returns. They are not responses to Zoho's salary decision, but provide context for the economics behind enterprise AI adoption. Zoho's experience supports the argument that AI can raise costs in the interim. It does not establish that every business will experience the same pressure, or that eventual savings are guaranteed. For CIOs and CEOs, the practical test is whether the full cost of deployment is justified by measurable improvements in business performance—and how long the organisation can afford to wait for that return.

KALPANA SINGHAL, Editor, ITPV Channel Magazine
(E-mail: kalpana@techplusmedia.co.in)

TECHPLUS MEDIA

EDITOR: KALPANA SINGHAL
CONTENT HEAD: Amit Singh
CONSULTING EDITOR: Rajneesh De
NEWS ANALYST: Ishita Gupta
CORRESPONDENT: Bhawna Thapliyal
NEWS REPORTER: Anindita Majumder, Urmi Saha

INTEGRATED MARKETING COMMUNICATION:
Arunim Agrawal, Mamta Kapoor

ASSOCIATE ANALYST
Shaithra S

SALES:
Anushikha Singh | Pratap Jana

PRODUCTION HEAD:
Aji Kumar

WEBSITE:
Gaurav Rana

PROMOTION:
Amit Pandey, Nikita Gurung

CIRCULATION:
Pratap Ram

FINANCE:
Inder Pal

HEAD OFFICE:
370A, Sant Nagar, East of Kailash, New Delhi
Tel: 41625763, 26237405, 41620042
Email - kalpana@techplusmedia.co.in

MARKETING OFFICE:
10 UF, West Wing, Raheja Tower,
MG Road, Shanthala Nagar, Ashok Nagar,
Bengaluru, Karnataka-560001

Delhi: 91-8178321837 | **Mumbai:**91-98997 01316
Kolkata & Guwahati: 91-9331072026
Bangalore: 91-8851119532

OWNED, PRINTED & PUBLISHED BY ANUJ SINGHAL Printed at Modest Graphics Pvt. Ltd., C 52-53, DDA Shed, Okhla Industrial Area, Phase - I, New Delhi-20, Place of Publication: 370A, 2nd Floor, Sant Nagar, East of Kailash, New Delhi-110065, Editor- Anuj Singhal

ITPV does not claim any responsibility to return adequate postage. All rights reserved. No part of this publication may be reproduced in any form without prior written permission from the editor. Back Page AD will carry RNI Number & Imprint Line

Note: While every possible care is taken prior to accepting advertising material, it is not possible to verify its contents. ITPV will not be held responsible for such contents, or for any loss or damages incurred as a result of transactions advertising/advertorial in this publication. We recommend that the readers make necessary inquiries and verification before remitting money or entering into any agreement with advertisers, or otherwise acting on advertisement in any manner whatsoever.

UNIQUE SOLUTIONS | HPE

Sharpen Your Edge.

Strengthen Your Networking Sales Conversations

Learn more



Postal Registration No. - **DL(S) 01/3377/2019-21 Posting Date - 13-14, 27-28**
Registered with Registrar of Newspapers of India under RNI No. **DELENG/2010/32787**

OmniAccess Stellar Wi-Fi 7

Unmatched performance and security for seamless connectivity



For more information, please contact us at channel.india@al-enterprise.com or +91-124-6202751

Alcatel·Lucent

The Alcatel-Lucent name and logo are trademarks of Nokia used under license by ALE.

OWNED, PRINTED & PUBLISHED BY ANUJ SINGHAL, Place of Publication: 370A, 2nd Floor, Sant Nagar, East of Kailash, New Delhi-110065, EDITOR: Anuj Singhal