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“CISOs can leverage the **DPDP Act** to enhance security, build trust, & gain a competitive edge.”

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Page No. 10



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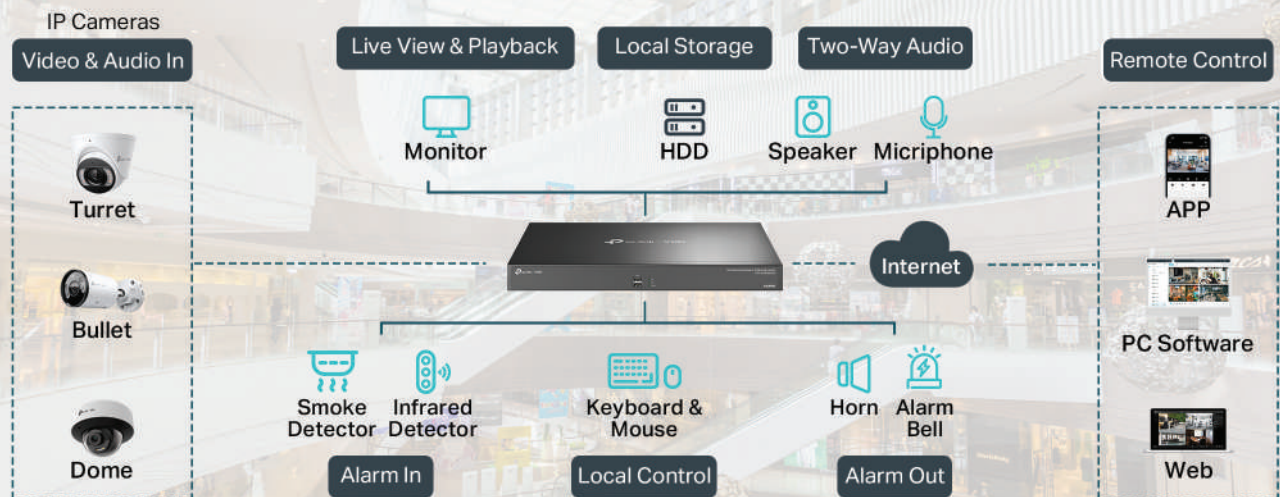


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## From the Editor — Union Budget 2025: Expectations from India's IT Community

Page No. 6

### HIGHLIGHTS



Page No. 8  
**Interaction with Mr. Bijoy Alaylo, TP-Link India**



Page No. 10  
**Effective Budgeting for DPDP Act Compliance: A Strategic Approach for CISOs**



Page No. 12  
**Interaction with Mr. Zakir Hussain Rangwala, BD Software**



Page No. 14  
**Interaction with Mr. Sunil Bansal iVOOMi**



Page No. 15  
**Interaction with Mr. Sanjay Patolia, Vibranium**

**XPG-ADATA PARTNERS WITH ACRO, KBC, AND TAG TO REVOLUTIONIZE STORAGE SOLUTIONS IN INDIA**

Page No. 20




BenQ Launches a New QHD Monitor in its Game-Changing 100Hz Series!

**18**



Kingston NV3 NVMe PCIe Gen 4.0 SSD Review – Unboxing, Performance, Gaming, Editing Test

**19**



SPARSH CCTV COLLABORATES WITH INDIAN RAILWAYS TO SECURE JAMMU RAILWAY DIVISION AND PRAYAGRAJ'S MAHA KUMBH RAILWAY STATIONS

**21**



ACMA TECH EXPO 2025: A GRAND CELEBRATION OF INDIA'S ICT PROWESS

**22**



MSI INTRODUCES NEXT-GEN NVIDIA GEFORCE RTX 50 SERIES GRAPHICS CARDS FOR THE AI ERA

**25**



Ingram Micro Appoints Sanjib Sahoo as President of Global Platform Group

**26**



KONICA MINOLTA BEGINS 2025 WITH NEW OFFICE LAUNCHES IN MUMBAI AND KOLKATA

**27**



TP-LINK HOSTS PARTNERS ACROSS INDIA FOR FACTORY VISIT TO SHOWCASE 'MAKE IN INDIA' INITIATIVES

**28**



TECH DATA AND DELL TECHNOLOGIES SIGN MOU TO DRIVE AI ADOPTION THROUGH DELL AI FACTORY

**30**

01

02

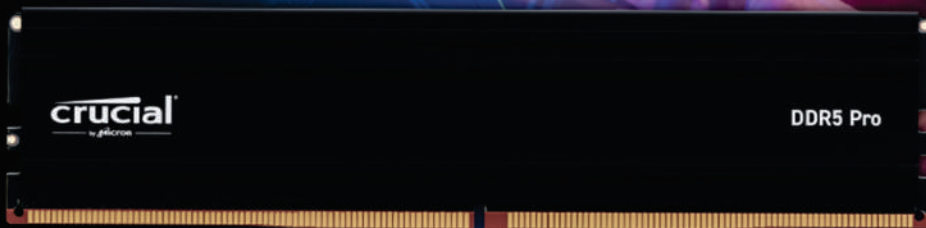
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# From the Editor

## Dr. Tarun Kumar Taunk

### Union Budget 2025: Expectations from India's IT Community

The Union Budget 2025 is eagerly awaited, particularly by India's IT community, which has consistently been a cornerstone of the nation's economic growth. As technology continues to drive innovation and employment, the sector's stakeholders anticipate policy measures that will address emerging challenges, foster growth, and enhance India's competitiveness in the global digital economy. Below are key expectations from the IT community ahead of this pivotal announcement.

#### Focus on Digital Infrastructure Development

India's IT sector relies heavily on robust digital infrastructure. The community expects significant allocations for enhancing broadband connectivity, especially in rural and semi-urban areas. Initiatives like BharatNet need renewed funding and clear timelines to ensure the digital divide continues to narrow. Additionally, investments in 5G deployment and research into 6G technologies will be critical for positioning India as a leader in next-generation communication networks.

#### Incentives for Emerging Technologies

To maintain its global edge, India's IT industry seeks incentives for research and development (R&D) in emerging technologies such as artificial intelligence (AI), machine learning (ML), blockchain, and quantum computing. A dedicated fund to promote innovation in these areas could encourage startups and established firms alike to invest in cutting-edge solutions. Tax breaks on R&D spending and grants for collaborative projects between academia and industry are high on the sector's wishlist.

#### Support for Startups and MSMEs

Startups and Micro, Small, and Medium Enterprises (MSMEs) form the backbone of India's tech ecosystem. The community hopes for an expansion of initiatives like Startup India, with simplified compliance norms, access to low-cost capital, and tax exemptions for early-stage ventures. Additionally, MSMEs in the IT sector could benefit from incentives to adopt digital tools and expand their global reach,

particularly in Tier-2 and Tier-3 cities.

#### Strengthening Cybersecurity Frameworks

As India's digital footprint expands, so does its vulnerability to cyber threats. The IT community expects the Union Budget to allocate funds for strengthening national cybersecurity frameworks. Establishing dedicated cybersecurity training programs, setting up more Computer Emergency Response Teams (CERTs), and providing financial incentives for companies to invest in cybersecurity measures could significantly enhance the nation's digital resilience.

#### Skill Development and Workforce Upskilling

With the rapid evolution of technology, the demand for skilled professionals in areas like AI, data science, and cloud computing is soaring. The IT community looks forward to announcements of new skill development schemes and increased funding for existing ones, such as the Pradhan Mantri Kaushal Vikas Yojana (PMKVY). Collaborations between the government, educational institutions, and industry players can help bridge the skill gap and prepare India's workforce for future demands.

#### Tax Reforms and Simplifications

Tax compliance remains a significant challenge for IT firms, particularly startups and smaller enterprises. The industry expects further simplification of the Goods and Services Tax (GST) framework and clarity on taxation for Software-as-a-Service (SaaS) businesses. Tax incentives for exports of IT services and products can also bolster India's position as a preferred outsourcing destination.

#### Boosting Exports and Expanding Global Reach

The Indian IT sector has long been a leader in exports, particularly in software and IT-enabled services. To maintain this momentum, the industry seeks support through export incentives and international trade agreements. Policies that simplify compliance and reduce bureaucratic hurdles can help Indian companies expand their global footprint and remain competitive.

#### Editor-in-Chief

Dr. Tarun Taunk

#### Sr. Advisor

Sooraj Khatri  
(Ex-Director  
Indian Overseas Bank)

#### Reporter

Vivek Parmar  
Sunita Sharma  
Rini Gupta

#### Marketing

Vikas Gupta  
Shantanu Chatterjee  
Vikas Sharma

#### Promotion & Branding

Hina Taunk  
Vighnesh Taunk  
Khushagra Taunk

#### Website & Android

Manish Jain

#### Digital Content Team

Sonik Panwar  
Gautam Singh

#### HEADQUARTERS

52/121, Veer Tejaji Road, Mansarovar,  
Jaipur - 302020  
Tel.: +91-141-4014911, +91-141-4033911  
Fax: +91-141-4033911  
E-Mail: info@itvoice.in  
Website: www.itvoice.in

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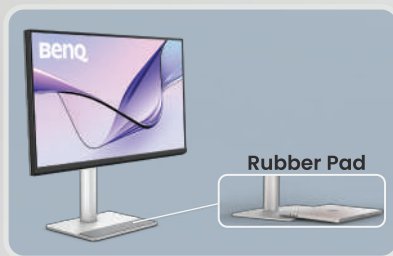
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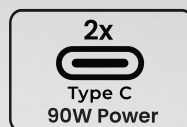
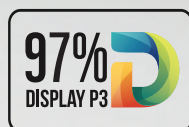
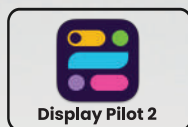
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# Shaping the Future of Connectivity: An Exclusive Conversation with Bijoy Alaylo, Vice President, TP-Link India

**Bijoy Alaylo, Vice President of TP-Link India, is driving innovation and local manufacturing in the networking and surveillance industry. At ACMA Tech Expo 2025, he shared insights into TP-Link's Gujarat initiatives, cutting-edge solutions, and ambitious plans for 2025.**

**Vighnesh: How has your experience been at the event so far, and could you share insights into the products TP-Link has on display?**

**Bijoy Alaylo:** It has been a fantastic experience at the ACMA Tech Expo. This exhibition has been a cornerstone of the industry for decades, and after a brief hiatus, it is wonderful to witness its revival with such enthusiasm.

TP-Link has always shared a strong bond with ACMA, and being a part of this event holds special significance for us. Yesterday was particularly remarkable, with the Chief Minister of Gujarat, Mr. Bhupendra Patel, inaugurating the exhibition.

He visited our booth and was pleasantly surprised to learn that over 70% of TP-Link's products are now manufactured in Gujarat, including a wide range of networking and surveillance products. Witnessing the development of surveillance equipment within his home state left a lasting impression, further emphasizing our commitment to the 'Make in India' initiative.

Our booth features an extensive portfolio of products, ranging from enterprise-level switches and access points to our latest surveillance solutions. These innovations mark TP-Link's evolution from being predominantly a networking brand to becoming a leader in surveillance technology as well.

**Vighnesh: Could you elaborate on TP-Link's engagements and initiatives during the expo?**

**Bijoy Alaylo:** Certainly! During the expo, we participated in roundtable discussions with government officials and representatives from Gujarat Technological University (GTU). These discussions revolved around TP-Link's contribution to Gujarat's technological advancement.

We are actively collaborating with ACMA, GTU, and FAIITA (Federation of All India IT Associations) to foster partnerships, support local businesses, and uplift the IT industry. Our presence at this event underscores our commitment to strengthening partnerships and contributing to the growth of Gujarat's technological ecosystem.

**Vighnesh: As we approach a new year, could you share TP-Link's vision and goals for 2025?**

**Bijoy Alaylo:** Certainly! The year 2025 is set to be a pivotal year for TP-Link. Let me outline some of our key priorities:

- 1. Growth Targets:** In 2024, we achieved remarkable growth of 25-30% year-on-year. For 2025, we are aiming to sustain this growth trajectory, with a specific focus on surveillance solutions, which are driving significant



**“At TP-Link, we are committed to driving innovation, empowering businesses, and contributing to India's technological growth while staying true to the 'Make in India' initiative.”**

## **2. Focus on Surveillance:**

Our VG (surveillance) division is experiencing consistent double-digit growth month-on-month. This success is fueled by our innovative product range, which includes cutting-edge cameras and solutions tailored for both residential and enterprise clients.

## **3. Enterprise Solutions:**

Our OM Series of

enterprise-level switches and access points continues to gain traction. These products are designed to serve SMBs, enterprises, and surveillance segments, and we anticipate substantial growth in this category throughout 2025.

With these initiatives, we are poised to achieve new milestones and elevate TP-Link India to greater heights.

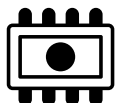




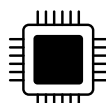
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# Effective Budgeting for DPDP Act Compliance: A Strategic Approach for CISOs

The Digital Personal Data Protection (DPDP) Act marks a pivotal step in India's digital evolution, establishing a comprehensive framework to protect personal data while aligning with international privacy norms. For Chief Information Security Officers (CISOs), the Act presents both challenges and opportunities. It demands a careful and proactive rethinking of budgets to ensure full compliance, enhance data security, and build trust in an increasingly data-driven world.

At its core, compliance goes beyond meeting regulatory requirements—it represents a strategic business initiative. By integrating the Act's provisions into their long-term planning, CISOs can safeguard organizational resilience and customer confidence. The following strategies provide a roadmap for crafting a budget that supports robust DPDP compliance, empowering organizations to thrive in a privacy-conscious world.

## Understanding the Core Requirements

The journey to compliance begins with a thorough grasp of the DPDP Act's provisions. Organizations must:

- Implement systems to manage explicit, purpose-specific, and revocable consent.
- Collect and process data strictly for stated purposes, adhering to the principle of purpose limitation.
- Empower individuals with the ability to access, correct, or delete their personal data seamlessly.

These requirements demand robust systems, clear processes, and a strong commitment to protecting data principal rights.

## Identifying Gaps Through Assessment

A comprehensive gap analysis is critical to understanding where your organization stands. This involves reviewing existing data-handling practices, identifying weaknesses, and evaluating the adequacy of current security measures. This assessment will guide budget allocation, ensuring investments address the most pressing compliance gaps.

## Setting Clear Objectives

Establishing well-defined compliance objectives aligned with broader organizational goals is essential. Focus on:

- Enhancing data security to meet stringent DPDP standards.
- Building efficient consent management systems.
- Strengthening incident response protocols to mitigate risks and manage breaches effectively.

## Strategic Budget Allocation

Budgeting for compliance involves targeted investments across multiple areas:

- Technology: Invest in tools for data discovery, classification, consent management, and cybersecurity enhancements like encryption and intrusion detection.
- Personnel: Appoint or train a Data Protection Officer (DPO) to lead compliance efforts and foster a culture of awareness through employee training.
- Legal and Consulting Support: Collaborate with legal experts to draft compliant policies and seek consulting support for seamless implementation.
- Process Optimization: Automate workflows for managing data requests and retention policies while ensuring policies remain updated.
- Monitoring: Regular audits and real-time monitoring tools are crucial for maintaining compliance and mitigating risks.

## Preparing for Incident Management

No organization is immune to breaches, making preparedness a cornerstone of compliance. Establish a detailed incident response plan that defines stakeholder responsibilities and allocates funds for breach simulations, forensic investigations, and reporting mechanisms. Set aside contingency funds to cover penalties and legal expenses if needed.

## Fostering Collaboration

Compliance is not just an IT responsibility; it requires collaboration across departments. Legal teams interpret the law, IT implements technical safeguards, HR trains employees, and operations embed compliance into daily workflows. This collective effort ensures a unified and effective approach.

## Adopting a Long-Term View

The DPDP Act compliance is a journey, not a destination. A multi-year perspective allows organizations to address immediate risks while gradually building robust systems and processes. Allocate resources for ongoing updates as regulations evolve to ensure long-term compliance.

## Monitoring and Transparency

Accountability is key. Regularly track the effectiveness of compliance initiatives, report progress to stakeholders, and adjust strategies based on audit findings.

Transparent communication builds trust and ensures continuous improvement.



## Vishal Salvi - CEO of Quick Heal Technologies Ltd.

**“The DPDP Act represents more than a regulatory challenge—it’s an opportunity to strengthen data security, build trust, and drive business resilience. By adopting a strategic approach to budgeting and fostering cross-departmental collaboration, CISOs can turn compliance into a competitive advantage.”**



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# Zakir Hussain Rangwala on Strengthening Cybersecurity and Scaling New Heights with BD Software in 2025



**Zakir Hussain Rangwala, CEO of BD Software Distribution Pvt. Ltd., is a leading voice in India's cybersecurity landscape. Speaking at the ACMA Tech Expo 2025, he highlighted the company's innovative solutions, the role of AI in combating cyber threats, and their ambitious plans for growth in 2025.**

The response to our offerings has been truly overwhelming. Our partners and customers have shown great interest, particularly in our Bitdefender portfolio, which has been very well-received. These solutions are designed to cater to both businesses and individual users, ensuring comprehensive protection against the ever-evolving cyber threats.

We have also had extensive discussions with our partners during the expo, exploring avenues to expand our presence in Tier 2 and Tier 3 cities—a key strategic focus for us in 2025.

**The Role of AI in Cybersecurity**  
**Vighnesh: With advancements in artificial intelligence (AI), cybersecurity has become more critical than ever. How do you perceive the role of AI in shaping the cybersecurity landscape, and how is BD Software adapting to these changes?**

**Zakir Hussain Rangwala:** This is indeed a very pertinent question. The rapid evolution of AI presents both opportunities and challenges—it is a double-edged sword. While AI enables stronger defenses and more efficient threat detection, it is also being exploited by malicious actors to orchestrate sophisticated cyberattacks.

At BD Software, we are proactively leveraging AI to:

- Enhance threat detection and response capabilities.
- Enable real-time analysis for quicker and more informed decision-making.
- Minimize false positives, thereby improving operational efficiency.

Our AI-powered tools are designed to

predict and prevent potential threats before they materialize, reinforcing our commitment to providing robust cybersecurity solutions. However, as AI continues to evolve, the industry must remain vigilant in the face of this ongoing battle between ethical AI and malicious AI.

**BD Software's Plans for 2025**  
**Vighnesh: What strategic initiatives does BD Software have planned for 2025?**

**Zakir Hussain Rangwala:** The year 2025 marks a significant milestone in BD Software's journey as we aim to scale new heights. Our strategic focus will be on the following key areas:

- **Team Expansion:** We currently have a team of 100 professionals. By March 2025, we plan to expand this to 150 members, ensuring we have the expertise needed to support our growing operations.
- **Geographic Expansion:** BD Software operates from five offices across India. By mid-2025, we aim to establish two additional offices to enhance our reach and provide better support to our partners nationwide.
- **Strengthening Existing Solutions:** While we already offer a portfolio of 20 robust solutions, our priority will be to deepen market penetration and provide enhanced support for these offerings, rather than introducing new solutions.
- **Enhanced Sales and Support Activities:** Expanding our sales and support infrastructure will be a key focus area to ensure seamless services for both our partners and customers.

**“Cybersecurity is no longer an option; it's a necessity in today's digital age. Together, we can tackle emerging challenges and build a stronger, more secure future.”**

**Vighnesh: Could you share insights about BD Software and the products you have showcased at the expo?**

**Zakir Hussain Rangwala:**

We take immense pride in being one of India's leading value-added distributors in the cybersecurity and alternative software domains, serving the market successfully for over a decade.

At this expo, we are showcasing a diverse range of solutions, including:

- **Bitdefender Cybersecurity Solutions**
- **Data Loss Prevention (DLP) Solutions**
- **Classroom Management Software**



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# Driving Innovation: Sunil Bansal's Vision for Transforming India's IT and Electronics Landscape

iVOOMi India, under the leadership of Sunil Bansal, has revolutionized the IT and electronics market with a strong focus on innovation. In this interview, Mr. Bansal discusses the company's journey, flagship products, and future plans to redefine India's tech landscape.

**IT Voice:** To start, could you share with us what inspired you to establish iVOOMi India and the vision behind its inception?

**Sunil Bansal:** Our journey began with a deep conviction in the power of innovation. When I first entered the market, I recognized a significant gap—while there were many companies, few were focused on offering genuinely innovative products. Most brands concentrated on conventional offerings, leaving a huge opportunity for something fresh and disruptive in the IT and consumer electronics space. At iVOOMi, innovation has always been at our core. It is not just part of our name, but our commitment. We have introduced several firsts in the Indian market, and I am proud to say that many of our flagship products remain unmatched in terms of their uniqueness. Our mission is simple: to continuously develop products that challenge and redefine market standards.

## Standing Out in a Competitive Market

**IT Voice:** The IT peripherals and consumer electronics markets are highly competitive, with pricing and innovation being crucial factors. How is iVOOMi tackling this challenge?

**Sunil Bansal:** Much of the

competition stems from a lack of differentiation—many brands offer similar products with comparable specifications, where price often becomes the main differentiator. At iVOOMi, we've taken a different approach.

Our products are built on originality and innovation, ensuring they stand out in the marketplace. This strategy has allowed us to grow exponentially year after year. By offering something fresh and impactful, we don't have to compete in the traditional sense; we create our own niche.

## iVOOMi's Flagship Products and Portfolio

**IT Voice:** Could you provide us with an overview of some of iVOOMi's flagship products and key focus areas?

**Sunil Bansal:** Certainly! In 2024, we have focused heavily on monitors. Here's an overview of some of our key offerings:

- **Ultra-Wide Monitors:** We offer 34-inch ultra-wide monitors with refresh rates of up to 240 Hz and 29-inch displays with 165 Hz refresh rates, catering to gamers and professionals.
- **Frameless Monitors:** Our 22-inch, 27-inch, and 32-inch frameless monitors are designed to offer an immersive viewing experience.
- **Commercial Displays:** We



**“At iVOOMi, Innovation isn't just part of our name—it's our promise to continuously redefine market standards and deliver products that stand out.”**

offer a range of commercial monitors, including 15-inch, 17-inch, 20-inch, and 24-inch models tailored for service-based and commercial markets.

Beyond monitors, our portfolio also includes:

- Docking Stations and Monitor Arms
- SMF Batteries
- High-Performance Keyboards and Mice

(both wired and wireless)

- Laptop Stands and Accessories

We remain focused on offering reliable, innovative, and user-centric products that cater to a wide range of needs, from high-performance gaming setups to professional workstations.



# Empowering the Future of Cybersecurity: A Conversation with Sanjay Patolia, Founder & CEO of Vibranium



**Sanjay Patolia, Founder & CEO of Vibranium, shares insights into his company's journey, its AI-driven cybersecurity innovations, and its mission to empower partners. Patolia also discusses Vibranium's growth, its recent product launches, and ambitious plans for the future.**

but also creates valuable opportunities for growth and strengthens the community of IT businesses across Gujarat.

**Vighnesh: Let's move on to Vibranium. As the Founder & CEO, can you share the journey of the company and its accomplishments so far?**

**Sanjay Patolia:** Vibranium's journey began with extensive research and groundwork over six years before launching in September 2021. Today, I am proud to say that we have crossed 800,000 satisfied users across 14 states in India. Our company is at the forefront of cybersecurity and technology innovation, particularly in AI-driven solutions. On our third anniversary, we achieved a major milestone by becoming the first in the world to introduce AI-driven malware detection and multi-layered threat intelligence in our cybersecurity suite.

**Vighnesh: Can you tell us about the recent product launches and how Vibranium is addressing cybersecurity challenges?**

**Sanjay Patolia:** At the ACMA Tech Expo, we unveiled our latest Endpoint Security (EPS) solutions, equipped with an advanced admin console. What sets this product apart is its simplicity, scalability, and ease of use. Installation takes just 36 seconds, and the solution can seamlessly scale from networks with 25 to over 100 users. We designed it to eliminate implementation complexities, enabling both channel partners and end-users to deploy and manage it effortlessly.

**Vighnesh: You mentioned empowering channel partners. Can you elaborate on Vibranium's mission and how it**

**supports the partner ecosystem?**

**Sanjay Patolia:** At Vibranium, we are driven by two core missions. First, we aim to create a Ransom-Free India by delivering advanced, indigenous cybersecurity solutions. Second, we prioritize the growth and profitability of our channel partners. Our products are designed to provide strong margins while offering cutting-edge security to customers. This approach reduces complexities, allowing partners to focus on growing their businesses while delivering powerful cybersecurity solutions.

**Vighnesh: What are Vibranium's plans for 2025, and how do you see the company evolving?**

**Sanjay Patolia:** Looking ahead to 2025, Vibranium has an ambitious roadmap that includes product expansion, partner network growth, and a potential global footprint. We will continue to invest in R&D to launch new, AI-driven tools for endpoint protection and cybersecurity. Additionally, we plan to extend our reach across India, providing partners with robust support systems and training programs. Eventually, we aim to enter global markets with our innovative AI-powered cybersecurity solutions.

**Vighnesh: Finally, any message you'd like to share with the IT community and aspiring entrepreneurs?**

**Sanjay Patolia:** To the IT community, my message is clear: innovation is the key to success. The industry is evolving rapidly, and staying ahead requires a commitment to research, learning, and adaptability.

**"Innovation is the key to success. The industry evolves rapidly, and staying ahead requires a commitment to research, learning, and adapting."**

**Vighnesh: Before diving into Vibranium, let's talk about the ACMA Tech Expo. As Vice President of ACMA, what are your thoughts on the expo and its impact?**

**Sanjay Patolia:** The ACMA Tech Expo is a pivotal event for Gujarat, marking a significant milestone after 12 years. This exhibition, organized by the state's largest IT association, ACMA, is a testament to the dedication of our team. Its purpose is to create a networking platform where OEMs and manufacturers can showcase their innovations, thus fostering collaboration between industry leaders and even smaller partners. The expo not only serves as a display of technological advancements

# HIGHLIGHTS



Empowering Businesses Globally  
Cutting-Edge Displays  
Business Growth Opportunities  
Connect with Leaders  
Where Tech & Ideas Converge  
Interactive Sessions  
Networking Redefined  
Experience Digital Excellence  
Explore IT Solutions  
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# BenQ Launches a New QHD Monitor in its Game-Changing 100Hz Series!



BenQ, a global leader in display technology, introduces the GW2790Q monitor. With

its 27" High-resolution QHD 2K IPS display, the monitor delivers an immersive visual experience while offering advanced eye care features to boost productivity and ensure comfort. The GW2790Q monitor offers 2560 x 1440 resolution, a 100Hz refresh rate for smooth performance, and 99% sRGB color coverage for vibrant, accurate colors. Dual HDMI 2.0 and DP 1.2 ensure seamless connectivity for creative projects, office tasks, coding, or gaming. Its compact, space-saving design fits effortlessly into any setup, making the GW2790Q the perfect all-in-one display for productivity and entertainment.

BenQ's Brightness Intelligence Gen 2 optimizes screen brightness according to ambient light, while Low Blue Light Plus and Flicker-Free technologies minimize eye fatigue. TÜV Rheinland-certified for low blue light and flicker-free performance, the monitor also features M-Book, E-Paper, Coding, Color Weakness, Cinema modes, and RPF 35 Eye-Safe 2.0 certification, ensuring enhanced eye comfort for all users.

Key Features Include:

## Immersive Visuals

- The 27" QHD IPS display provides an engaging viewing experience ideal for productivity and entertainment
- 100Hz Refresh Rate - Smooth visuals perfect for gaming and multimedia
- 99% sRGB Coverage - Vibrant and accurate colors come alive
- High 1500:1 native contrast ratio for sharp and immersive content

## Seamless Connectivity

- Dual HDMI 2.0 and DisplayPort 1.2 enable seamless connectivity with multiple devices
- 5-way adjustable input hotkey for quick access to customized display settings
- VESA-certified Media Sync ensures optimal performance and compatibility



## Extensive Eye Care

- TÜV Rheinland certified and RPF 35 compliant for low blue light and flicker-free eye comfort
- Advanced eye-care features: Brightness Intelligence Gen 2, Low Blue Light Plus, and Flicker-Free technology to reduce eye fatigue
- M-Book Mode ensures color consistency with MacBook displays
- E-Paper Mode replicates the look of physical paper for comfortable reading
- Coding Mode improves text clarity, ideal for programmers
- Color Weakness Mode designed for users with color vision deficiencies.



"We are proud to introduce the latest addition to the BenQ Home and Office series monitors, designed for unmatched visual immersion and advanced eye care. Featuring wide sRGB coverage, smooth refresh rates, and innovative eye care technology, these monitors deliver an exceptional viewing experience while reducing eye strain during long hours of use."

**Rajeev Singh, Managing Director, BenQ India**



# Kingston NV3 NVMe PCIe Gen 4.0 SSD Review – Unboxing, Performance, Gaming, Editing Test



In the ever-evolving world of storage solutions, Kingston's latest NV3 NVMe PCIe Gen 4.0 SSD has emerged as a reliable and high-performance option for both professionals and enthusiasts. This detailed review covers the standout features, specifications, and overall performance of this SSD, offering valuable insights for buyers.

## Unboxing and First Impressions

The Kingston NV3 SSD arrives in a sleek and compact packaging, featuring essential details such as its PCIe Gen 4.0 interface and storage capacity options. Upon opening the package, users will find:

The NV3 SSD unit Protective SSD base and cover. The overall unboxing experience is seamless and straightforward, reflecting Kingston's commitment to user convenience.

## Design and Build Quality

The Kingston NV3 boasts a slim and lightweight form factor with dimensions of 22mm × 80mm × 2.2mm and an official weight of just 7 grams. This makes it an ideal choice for thin laptops and desktops. Its aesthetic stays true to

Kingston's minimalistic design language, with a clean PCB design and sturdy build.

## Key Features

- **PCIe 4.0 Interface:** Offers significant speed improvements over PCIe 3.0, enabling faster read and write operations.
- **High-Capacity Options:** Available in storage variants of 500GB, 1TB, 2TB, and up to 4TB to meet various storage needs.
- **Silicon Motion SM2269XT Controller:** Ensures efficient performance and reliability.
- **3D TLC NAND Flash:** Provides durability and faster access speeds.
- **Sequential Read/Write Speeds:**
  - Read Speed: Up to 6,000 MB/s
  - Write Speed: Up to 5,000 MB/s

These speeds make the NV3 SSD ideal for heavy workloads, such as video editing, gaming, and running large software applications.

## Compatibility and Installation

The NV3 is cross-compatible with PCIe 3.0 slots, ensuring it can be used in older systems while delivering



enhanced performance in PCIe 4.0-enabled devices. Its M.2 2280 form factor makes installation simple and secure, fitting into most modern laptops and desktops with ease.

## Performance Tests

During rigorous testing, the NV3 delivered exceptional results across various tasks:

- **Video Editing:** Rendered large video files seamlessly with minimal lag. Export times were significantly reduced, making it a perfect companion for creative professionals.
- **Gaming:** The SSD enhanced gaming experiences by drastically reducing load times. Open-world games loaded smoothly, ensuring uninterrupted gameplay with high graphics settings.
- **Multitasking:** The NV3 excelled in handling multiple applications simultaneously. Whether it was running a virtual machine, editing high-resolution images, or transferring large files, the SSD showcased exceptional stability and speed.
- **File Transfers:** Demonstrated high-speed data transfer, saving valuable time during daily tasks.
- **The SSD maintained its advertised speeds,** showcasing Kingston's emphasis on delivering promised performance.

## Temperature Management

The Kingston NV3 operates

within a temperature range of 0°C to 70°C during use and supports storage temperatures from -40°C to 85°C. This ensures the SSD can handle heavy workloads without compromising performance.

## Warranty and Support

Kingston provides a generous 3-year warranty for the NV3, along with free technical support. However, users should note that removing the warranty sticker may void the warranty.

## Pros and Cons

Pros:

- Blazing-fast read and write speeds.
- Lightweight and compact design.
- Available in high-capacity options.
- Affordable pricing for a Gen 4.0 SSD.

Cons:

- No dedicated DRAM cache.
- May not reach full potential in non-PCIe 4.0 systems.

## Final Verdict

The Kingston NV3 NVMe PCIe Gen 4.0 SSD stands out as an excellent choice for users seeking speed, reliability, and storage capacity. Whether you are upgrading your laptop or building a new PC, this SSD can handle intense workloads with ease. Its ability to enhance gaming, multitasking, and creative workflows makes it a versatile solution for a wide range of users.



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# XPG-ADATA PARTNERS WITH ACRO, KBC, AND TAG TO REVOLUTIONIZE STORAGE SOLUTIONS IN INDIA

ADATA Technology Co. Ltd., the world's leading brand for memory modules and flash memory, along with its renowned gaming brand XPG, continues to set new benchmarks in the industry. Demonstrating its unwavering commitment to innovation and expanding customer outreach, XPG-ADATA proudly announces strategic partnerships with India's leading national distributors—ACRO, KBC, and TAG.

This collaboration marks a significant milestone in enhancing product availability and expanding XPG-ADATA's footprint in the Indian market, ensuring seamless access to cutting-edge technology for businesses and consumers alike. Below is an overview of the 2025 distribution strategy by product segments:

This partnership aligns with XPG-ADATA's commitment to providing innovative solutions tailored to India's growing digital needs. By



collaborating with ACRO, KBC, and TAG, the company ensures its high-quality storage and memory products are available efficiently and effectively across the country.

To further enhance customer satisfaction, XPG-ADATA will provide

100% warranty support for all products purchased through these official distributors. Warranty services will be facilitated through our service locations spread across PAN India, ensuring a seamless experience for customers requiring RMA support.



**“We are thrilled to partner with national distributors for XPG-ADATA, ensuring a balanced and mutually beneficial collaboration. This strategic move strengthens our nationwide reach, accelerates growth, and enhances our ability to deliver cutting-edge solutions, reinforcing our commitment to India’s dynamic technology market.”**

**Mr. Ravvi Dhyani, Country Manager, ADATA**



**“I am delighted to announce our restructured strategy for the Indian market, supported by a new partnership model with three key distributors—ACRO, KBC, and TAG. Their strong networks and potential will enable us to grow in specific regions and rebuild our presence in India. This approach reflects our commitment to providing valuable support to our partners and driving mutual growth. With Team ADATA’s focus on delivering high-quality solutions, we are confident in expanding our footprint and strengthening our position in this dynamic market.”**

**Mr. Charles Wei, Sales Head, ADATA**



# SPARSH CCTV COLLABORATES WITH INDIAN RAILWAYS TO SECURE JAMMU RAILWAY DIVISION AND PRAYAGRAJ'S MAHA KUMBH RAILWAY STATIONS



Sparsh CCTV, a pioneer in electronic surveillance, has partnered with Indian Railways to enhance security and operational efficiency for the newly inaugurated Jammu Railway Division. This collaboration coincides with the inauguration of three new trains and marks a historic milestone in enhancing connectivity between Kashmir and the rest of India. Additionally, Sparsh CCTV played a key role in ensuring comprehensive security during the Maha Kumbh at Prayagraj, safeguarding millions of pilgrims.

Sparsh's comprehensive solutions have been integral to ensuring the success of the Udhampur-Srinagar-Baramulla

Rail Link (USBRL), a project of immense strategic and economic significance for India. By enabling seamless rail connectivity in this sensitive region, USBRL underscores the Government of India's commitment to infrastructure growth and national security.

Also, during the Maha Kumbh, Sparsh CCTV ensured comprehensive security for millions of pilgrims arriving at Prayagraj's railway stations. Key highlights include cyber-secured STQC-certified cameras installed across all major stations, end-to-end video management systems for real-time monitoring and efficient crowd control, 360-degree security coverage at Prayagraj (PRYJ), Prayagraj Junction (PYGS), Phaphamau

Junction (PFM), and Rambag (PRRB), and crowd management analytics deployed at major locations, ensuring seamless handling of large gatherings. Sparsh's integrated CCTV and video management solutions established a control room to oversee operations, providing a secure and seamless experience for pilgrims.

The USBRL project, hailed as one of the most challenging railway undertakings in post-independence India, features engineering marvels such as 38 state-of-the-art tunnels spanning 119 kilometers, 927 bridges covering 13 kilometers, and the iconic Chenab Bridge—the world's highest arch railway bridge, standing at 359 meters above the riverbed. Sparsh CCTV has ensured the safety and operational efficiency of this project by deploying advanced surveillance technologies, including fire and smoke detection, abandoned object monitoring, face recognition, and train speed analytics. An integrated Command and Control Center, equipped with advanced AI, SCADA systems, and an Emergency Calling System,



facilitates real-time monitoring of train movements and signaling, ensuring improved safety, efficiency, and operational management.

Security has been a paramount concern in the Kashmir region, and the USBRL project sets a benchmark for integrating cutting-edge surveillance and operational systems in such a sensitive area. For the first time in India, an entire railway surveillance system has been executed by a single company. Sparsh has deployed a range of solutions, including explosion-proof cameras, stainless steel cameras, advanced video management software, and servers, all designed and manufactured in India. This achievement highlights the country's capability to address complex challenges with indigenous technology.

The implementation of this surveillance infrastructure has been managed in collaboration with key stakeholders such as RailTel, Konkan Railways, and renowned integrators like L&T, TATA, and Siemens PSJV ensuring a world-class safety framework for the project. Sparsh's solutions have



**"We are immensely proud to contribute to both the USBRL project and the Maha Kumbh, two monumental initiatives that reflect India's spirit of progress and unity. By delivering innovative, 100% Made in India solutions, we have reinforced our commitment to safety, quality, and the vision of Atmanirbhar Bharat."**

**Mr. Sanjeev Sehgal, Founder & CEO of Sparsh CCTV**

# ACMA TECH EXPO 2025: A GRAND CELEBRATION OF INDIA'S ICT PROWESS



The 11th edition of the ACMA Tech Expo 2025 began with a grand inauguration at Vigyan Bhavan, Science City, Ahmedabad, today. Gujarat Chief Minister Shri Bhupendra Patel officially launched the event, which has become a hallmark of innovation and technological excellence in India's ICT sector.

**A Stellar Start to India's Premier ICT Exhibition**  
Running from January 2

to January 4, 2025, the event's first day set a strong tone, attracting a diverse audience of global OEMs, manufacturers, and Indian 'Make in India' companies. These participants showcased a range of cutting-edge innovations, highlighting the immense potential of the ICT sector to redefine India's technological future.

**Key Highlights**  
**Grand Inauguration:**  
The event started with

a ceremonial ribbon-cutting by Gujarat CM Shri Bhupendra Patel, who emphasized the role of innovation and self-reliance in shaping India's global competitiveness.

**Innovations on Display:**  
Attendees were treated to demonstrations of next-generation ICT solutions, including advanced hardware, software integrations, and transformative digital tools designed to drive growth across industries.

**High-Profile Attendees:**  
The event saw participation from CXOs, CIOs, IT professionals, and hardware dealers, as well as decision-makers from multinational corporations, government bodies, and leading Indian companies.

**Networking and Collaboration:**  
The expo facilitated dynamic interactions and knowledge sharing among industry leaders, creating opportunities for partnerships and growth in

India's rapidly evolving ICT landscape.

## A Platform for Future Trends

The ACMA Tech Expo continues to align with India's vision of self-reliance under the 'Make in India' initiative, emphasizing the importance of local manufacturing and innovation. Attendees explored solutions that cater to diverse industry needs, from AI-powered systems to sustainable manufacturing technologies. Event Details , January 2-4, 2025 , Vigyan Bhavan, Science City, Ahmedabad 10:30 AM to 6:30 PM

## A Glimpse into India's Tech Future

As the ACMA Tech Expo 2025 unfolds, it continues to showcase India's growing role as a global leader in ICT. Today's events underscored the country's capabilities, setting the stage for an impactful exhibition that promises to drive innovation and collaboration in the days ahead.

# EXCITING START TO 2025: LEXAR AT THE VIDEO & PHOTO FAIR IN PUNE, WEST INDIA

As we step into the new year, Lexar is poised to make waves in the tech world, and what better way to begin 2025 than by showcasing our innovative products at one of the most awaited events in the industry—the Video & Photo Fair in Pune. From January 3rd to 5th, this event will serve as a dynamic platform for Lexar

to connect with customers, industry professionals, and enthusiasts alike, setting the tone for what promises to be an exciting year of growth and success.

The Video & Photo Fair in Pune is one of the leading events in India, bringing together top brands and cutting-edge technology in the fields of photography, videography,

and digital content creation. For Lexar, this is not just another event; it's an opportunity to engage with a broad audience of photographers, videographers, and tech enthusiasts to showcase our high-performance products designed to elevate the



creative process. Lexar's portfolio includes memory cards, USB drives, and storage solutions that cater to the needs of professional photographers, content creators, and even casual users.



# TEAM COMPUTERS AND HP UNVEIL THE FUTURE OF HIGH-PERFORMANCE COMPUTING AT THE HP Z SERIES EVENT

Team Computers, a leading IT solutions provider in collaboration with HP, successfully hosted the HP Z Event at Zorba, New Delhi. The event brought together 70 delegates, including industry professionals, decision-makers, and technology enthusiasts, for an evening dedicated to exploring the cutting-edge capabilities of the HP Z Series range.

The event featured insightful sessions led by experts from Team Computers and HP,

highlighting the advanced features and unparalleled performance of the HP Z Series workstations. These sessions delved into how the Z Series is tailored to meet the demands of high-performance computing, creative workflows, and data-intensive tasks across industries.

A key highlight of the event was the exclusive hands-on experience zone, where attendees had the opportunity to interact with the latest innovations in the HP Z Series lineup.



## DIGISOL WRAPS UP A SUCCESSFUL SHOWCASE AT SSSA BUSINESS EXPO 3.0



Digisol Systems Ltd., a leading provider of Made-in-India IT Networking Solutions, proudly concludes its successful participation in the Security and Surveillance Association (SSSA) Business Expo 3.0. The two-day event, held on 10th & 11th, provided an excellent platform for showcasing Digisol's

cutting-edge networking products and solutions tailored for the security and surveillance industry.

The expo witnessed an overwhelming response from attendees and industry professionals. At the Digisol stall, visitors explored a range of Made in India IT Networking Solutions designed to meet

the growing demands of security and surveillance applications, including [PoE switches, Structured Cabling Solutions, etc.]

**"SSSA Business Expo 3.0 was a great platform to connect with partners, electricians, system integrators, and contractors, while showcasing our strong**

**distribution network and Made-in-India solutions,"** said Prashant Shanbhag, DIGISOL's Regional Manager for North & West Region.

At the SSSA Business Expo 3.0, Digisol showcased its latest PoE Switches and Structured Cabling Solutions, specifically designed for seamless integration into surveillance setups. The team actively engaged with industry professionals, fostering insightful discussions on the pivotal role of reliable networking in enhancing security infrastructure. Through its participation, Digisol also reinforced its unwavering commitment to empowering India's digital growth by offering locally manufactured, globally competitive products that cater to the evolving needs of the security and surveillance industry.

# ASUS ANNOUNCES NUC 14 ESSENTIAL

ASUS today announced ASUS NUC 14 Essential, an ultracompact, entry-level mini PC powered by the latest Intel® Core™ N-series processor. Designed for exceptional performance and enhanced power efficiency, the capabilities of NUC 14 Essential are further boosted by a versatile array of ports including Bluetooth® 5.3 and Intel Wi-Fi 6E (Gig+). Support for up to three 4K displays provides users with smooth multitasking experiences, allowing them to stream videos, create content, and analyze data with ease.

## Energy-efficient performance in a compact package

The latest Intel Core N-series processor enables ASUS NUC 14 Essential to make light work of daily office tasks. Featuring up to eight E-core architectures, the processor

offers a perfect balance of energy efficiency and performance, offering a 42% improvement over previous-generation processors. NUC 14 Essential lets users browse the web, attend videoconferences, stream videos, or create content with ease, making it ideal for office workers and students.

The easy-access design of NUC 14 Essential takes upgradability to another level, facilitating simple and effortless memory and SSD upgrades. What's more, the compact NUC 14 Essential includes a VESA mount kit so it can be attached to the rear of a monitor, to digital signage, or to a kiosk for field deployment. Its compact 0.56-liter chassis blends in well in any workspace, office, or classroom.



## Streamlined workflows and seamless collaborations

ASUS NUC 14 Essential features Intel Wi-Fi 6E (Gig+) and Bluetooth 5.3 for smooth and secure data transfers. Even in congested environments, Wi-Fi 6E offers great performance and flexibility by accessing high-speed 6GHz channels, making applications more responsive for file sharing, backups, and updates.

Meanwhile, Bluetooth 5.3 provides more immersive audio for clear videoconferencing, music listening, and video-streaming experiences.

# GIGABYTE UNVEILS TWO GROUNDBREAKING QD-OLED MONITORS AT CES 2025: SETTING NEW STANDARDS IN SPEED AND CLARITY

GIGABYTE, the world's leading computer brand, announced two innovative QD-OLED monitors, marking a new era in display technology. The AORUS FO27Q5P sets a new benchmark with its remarkable 500Hz refresh rate, the fastest in the QD-OLED segment, alongside DP2.1 UHBR20 bandwidth support.

Meanwhile, the GIGABYTE MO27U2 redefines clarity and precision as the unprecedented 27-inch 4K QD-OLED monitor with a 240Hz refresh rate and ultra-detailed 166 PPI resolution. Both monitors are equipped

with GIGABYTE's exclusive OLED Care technology and enhanced Tactical Features, ensuring gamers a superior experience in speed, clarity, and reliability.

The AORUS FO27Q5P revolutionizes competitive gaming with its industry-leading 500Hz refresh rate, providing unprecedented motion clarity and image sharpness. It surpasses the VESA ClearMR (CMR 13000) threshold and is poised to achieve the upcoming ClearMR 21000 standard, showcasing its forward-thinking design.

This innovation has earned GIGABYTE an invitation from VESA



to advocate for ClearMR 21000, further solidifying its leadership in display technology. Meanwhile, set to be certified with VESA DisplayHDR™ True Black 500, it delivers precise shadow details and rich, deep blacks. With DP2.1 UHBR20

delivering a massive 80 Gbps bandwidth—2.5 times higher than DP 1.4—the FO27Q5P ensures seamless compatibility with next-gen GPUs, ready for 500Hz gaming. Tailored for esports professionals and FPS enthusiasts, this monitor is a game-changer



# MSI INTRODUCES NEXT-GEN NVIDIA GEFORCE RTX 50 SERIES GRAPHICS CARDS FOR THE AI ERA



MSI has unveiled its groundbreaking NVIDIA GeForce RTX 50 Series graphics cards, featuring cutting-edge designs including Suprim Liquid, Suprim, Vanguard, Gaming Trio, Ventus, and Inspire. Engineered with enhanced thermal solutions, the cards

are crafted to meet the high-performance demands of next-gen GPUs, delivering advanced cooling and peak performance.

Powered by NVIDIA Blackwell, GeForce RTX 50 Series GPUs bring game-changing capabilities to gamers and creators. Equipped with a massive level of AI horsepower,

the RTX 50 Series enables new experiences and next-level graphics fidelity. Multiply performance with NVIDIA DLSS 4, generate images at unprecedented speed, and unleash creativity with NVIDIA Studio. Plus,

access NVIDIA NIM microservices – state-of-the-art AI models that let enthusiasts and developers build AI assistants, agents, and workflows with peak performance on NIM-ready systems.

## SUPRIM LIQUID

The SUPRIM LIQUID redefines high-end graphics cards with an innovative hybrid cooling system and a design inspired by diamond-cut precision. Its 360 mm radiator, paired with STORMFORCE Fans, delivers efficient heat dissipation for peak performance, while a patented water block with a special waterway, micro-fin copper base, and automotive-grade coolant keep the GPU and VRAM running cool under heavy workloads.

# LG'S LIGHTWEIGHT GRAM LAPTOPS GET NEW INTEL CHIPS AND OFFLINE AI FEATURES

LG has expanded its ultra-light Gram and Gram Pro laptop series, introducing new AI-powered features that enhance both cloud-based and on-device capabilities, surpassing the functionality of existing Gram models.

The 16-inch Gram Pro stands out as the first Copilot Plus PC in LG's Gram lineup and is notable for being the only model to incorporate Intel's Lunar Lake Core Ultra V-Series processors. The 17-inch Gram Pro and 16-inch 2-in-1 versions use Intel's Arrow Lake Core Ultra H-Series processors instead.

These laptops will come in 17-inch and 16-inch versions with 2,560 x 1,600 displays, up to 32GB of LPDDR5X memory, and up to 2TB Gen4 NVMe SSD storage. The 16-inch Gram Pro and 16-inch Gram Pro

2-in-1 will feature Intel Arc GPUs, while the 17-inch model will include an Nvidia GeForce RTX4050 graphics card.

A unique feature in these laptops is "Gram Chat On-Device," powered by LG AI Research's EXAONE model. It offers offline functionalities, such as Time Travel, which lets users revisit recently accessed web pages, documents, videos, and audio. These features are similar to Microsoft's Copilot Plus suite and Apple Intelligence, though their performance remains to be fully tested.

Power of AI. Power of you.

gram AI



Additionally, LG introduces Gram Chat Cloud, powered by OpenAI's GPT-4, which provides detailed, web-

based responses and integrates with calendars and email services. This feature requires an active internet connection and is free for the first year.

# INGRAM MICRO APPOINTS SANJIB SAHOO AS PRESIDENT OF GLOBAL PLATFORM GROUP



Ingram Micro Holding Corporation, a leading global technology B2B platform company, has promoted Sanjib Sahoo, an acclaimed business and digital strategist, to President of its Global Platform Group. The announcement underscores the company's commitment to redefining the B2B technology ecosystem.

Sahoo will spearhead the

advancement of Ingram Micro's innovative platform, Xvantage™, a patent-pending AI-driven solution designed to simplify customer and vendor interactions and create value. CEO Paul Bay highlighted Sahoo's role in transforming Ingram Micro into a disruptive digital leader, emphasizing the company's shift from a traditional distributor to a platform-first business model.

## Sahoo's Journey and Contributions

Previously serving as EVP of Global Technology and Chief Digital Officer since 2021, Sahoo was instrumental in conceptualizing and launching Xvantage™. This platform, powered

by AI and machine learning, provides real-time insights, data exchange, and simplified B2B transactions, significantly enhancing efficiency. Currently deployed across 16 countries, Xvantage™ integrates cloud, hardware, and services into seamless operations, transforming the industry's approach to transactions and decision-making.

With 29 million lines of code, 20 intelligent engines, and 30 patents pending, Xvantage™ is recognized as a revolutionary tool in the tech industry. By 2024, the platform had supported over 161,000 customers and 1,500 vendors globally, addressing complex B2B challenges with end-to-end automation, actionable business intelligence, and mobile accessibility.

# NETGEAR APPOINTS ANNAMALAI AR AND ABHISHEK AS COUNTRY SALES HEADS FOR STRATEGIC REGIONS



NETGEAR has announced the appointment of two key leaders to drive growth across strategic markets, Annamalai AR, formerly Senior Sales Head, has been appointed as the Country Sales Head for the Middle East and Africa

(MEA) region, where he will lead efforts to deliver tailored networking solutions for the region's dynamic needs. Meanwhile, Abhishek, also a former Senior Sales Head, has been named the Country Sales Head for India, SAARC,

and Mauritius, bringing his expertise to advance NETGEAR Enterprise's presence and innovation in these diverse markets.

These strategic appointments reflect NETGEAR's ongoing commitment to empowering leadership that drives innovation and strengthens market presence globally.

**"I am honoured to take on this expanded role and contribute to NETGEAR's success in the MEA region. These markets present immense potential, and I look forward to**

**building on our strong foundation to drive growth and deliver innovative solutions for our customers," said Annamalai AR.**

**"This new role is an exciting challenge, and I am eager to collaborate with our teams and partners to further enhance NETGEAR's market leadership in India and neighbouring regions. Together, we will continue delivering impactful solutions to our customers," said Abhishek.**



## DIGITAL LIVE SOLUTIONS LIMITED: A NEW YEAR, A NEW ERA OF INNOVATION

As we step into 2025, we at Digital Live Solutions Limited are thrilled to usher in a new era of innovation and convenience. Formerly known as Digital Live Services, our rebranded identity reflects our commitment to delivering cutting-edge solutions that empower users and redefine customer service.

To kickstart this exciting transformation, we are proud to introduce our new mobile app—a revolutionary platform designed to make your life easier by placing everything you need at your fingertips.

### Why the Transformation?

The shift from Digital Live Services to Digital Live Solutions Limited represents more than just a name change. It signifies our renewed dedication to providing enhanced digital services that cater to the evolving needs of our users and partners. This rebranding marks the beginning of our journey toward

creating seamless, tech-driven experiences.

### Introducing the Digital Live Solutions App

Our latest innovation, the Digital Live Solutions App, is here to simplify your interactions with our services. Whether you're a user tracking a service request or an engineer streamlining workflows, the app is designed to meet diverse needs with efficiency and ease.

### Key Features of the App

- Easy Access to Product Details
- Explore and manage product information with a few simple taps.
- Real-Time Service Tracking
- Keep tabs on your service



requests and complaints, knowing exactly where they stand at any moment.

- Seamless User Registration
- Onboard effortlessly as a new

user with a quick and hassle-free registration process.

- Engineer-Friendly Tools
- Empowering engineers with intuitive tools for efficient service delivery and improved customer satisfaction.
- All-in-One Functionality
- Track warranties, manage invoices, and access a comprehensive range of services through a single platform.

## KONICA MINOLTA BEGINS 2025 WITH NEW OFFICE LAUNCHES IN MUMBAI AND KOLKATA



Konica Minolta Business Solutions India Pvt. Ltd. has announced a strategic realignment of its office presence in Mumbai and Kolkata. This move aims to optimize talent

deployment and market responsiveness, enhancing the company's operational capabilities in these key markets. The new offices in Andheri, Mumbai, and Salt Lake, Kolkata, will serve as business hubs supporting sales, business development, technical pre-sales, service infrastructure, and human capital

management. These facilities will act as talent incubation platforms, bridging global technological expertise with local market potential.

Mr. Shinichiro Oka, Executive Vice President & Executive Officer at Konica Minolta, Inc., highlighted India's role in the company's global strategy, emphasizing the potential for growth and innovation. Ms. Susmita Dutta, Chief Human Capital Officer, India, shared that the new branches will provide platforms for talent development, knowledge exchange, and professional growth. The expansion aligns with Konica Minolta's global sustainability guidelines, aiming to minimize environmental impact and drive digital transformation across India.



KONICA MINOLTA

# TP-LINK HOSTS PARTNERS ACROSS INDIA FOR FACTORY VISIT TO SHOWCASE 'MAKE IN INDIA' INITIATIVES



A leading name in networking solutions, successfully hosted a two-day factory visit for its valued partners from across the country on January 6th and 7th, 2025. The event brought together 60 partners and around 10 senior and mid-management team members from TP-Link India. This initiative was aimed to strengthen relationships and showcase the company's 'Make in India' manufacturing capabilities.

Under the theme "Together Power the Future," participants were given an exclusive tour of state-of-the-art manufacturing plants in Silvassa and Daman. The visit highlighted the company's advanced production processes, stringent quality standards, and dedication to expanding local manufacturing operations.

The journey commenced with a tour of the Silvassa plant, where partners observed cutting-edge manufacturing



technologies in action. The first day concluded with a gala dinner at Hotel Deltin, Daman, where TP-Link's leadership outlined their vision and growth strategies for 2025.

On the second day, partners visited the Daman manufacturing unit, further solidifying their trust in the company's production capabilities. The visit also offered an opportunity for interaction with the manufacturing team, who shared behind-the-scenes insights into their operations.

Visiting partners were equally ecstatic and elated at the opportunity

provided and a few of the members shared their views.

**Dr. Nilesh Thakare, MD and Co-Founder, Daccess IT Infra Pvt Ltd, Pune, Maharashtra, expressed his appreciation:** "I thank TP-Link team! The factory visit was superb. The arrangements were impeccable, and it was a truly superb experience. Witnessing the Make-in-India manufacturing process of Wi-Fi APs, switches, and other products firsthand was truly insightful. The hospitality, food, and fun were all top-notch. I look

forward to a long-term relationship."

**Debasis Behera, Trioline Tech Solutions, Bhubaneswar, Odisha, added:** "Thanks Team TP-Link for arranging such an insightful factory visit. Witnessing the entire process of assembling in both factories was really amazing. Hoping to see 100% products, including chips and PCBs, manufactured in India soon. Returned back home with lots of good memories and learnings and further strengthening relationship with the brand."



**"We believe the tour provided valuable insights and reinforced confidence in our solutions. At TP-Link, we are firmly committed to the 'Make in India' initiative. Currently, 91.5% of our sales come from Made-in-India products, and we aim to increase this to 96% by the end of the year."**

**Sanjay Sehgal, Director & COO of TP-Link India**



# IRIS GLOBAL EMPOWERS MUMBAI PARTNER COMNET SOLUTIONS

Eyes Big on Surveillance, Smart City Projects, Education, State Data Centers, Telecom Networks, and Traffic Management Initiatives. Iris Global Services, India's most trusted ICT distributor and Value-Added Distributor (VAD), has successfully delivered over 2000 HP AIO devices to its Mumbai-based partner, COMnet Solutions. This significant delivery supports the Maharashtra Government's Food & Civil Supply (FCS) project, modernizing IT infrastructure across over 400 ration shops with cutting-edge computing solutions.

Founded in 1998, COMnet Solutions is a leading SITC (Supply, Installation, Testing, and Commissioning)

provider offering end-to-end IT infrastructure solutions to global corporations. Specializing in HPI endpoints, COMnet serves sectors including Food & Civil Supply, Banking, Healthcare, and Smart Cities.

**"We procured more than 2000 HP AIO systems from Iris Global for the FCS project. Over the next 12 months, we anticipate significant orders from Maharashtra, a domain we have mastered," said Mr. Sanjay Divekar, Founder Partner, Comnet Solutions.**

With a diversified portfolio, COMnet's expertise spans Smart City solutions, Data Centers, and Command-and-Control Systems. The company's revenue has



surpassed Rs 900 crore, with its net worth growing by over 50% since inception. **"It's been a satisfying journey as we've evolved from basic solutions to high-grade technology," Mr. Divekar added.**

COMnet credits much of its success to its long-standing partnership

with Delhi-based Iris Global Services. **"Our relationship with Iris, led by Ms. Kamini Talwar and Mr. Sanjiv Krishen, is built on trust and cooperation. Together, we've achieved Rs 200 crore in business post-COVID," said Mr. Divekar.**

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# TECH DATA AND DELL TECHNOLOGIES SIGN MOU TO DRIVE AI ADOPTION THROUGH DELL AI FACTORY



Tech Data, a TD SYNEX Company, and Dell Technologies have signed a Memorandum of Understanding (MoU) to enable the Dell AI Factory in India, a one-stop platform that offers products,

solutions and services to accelerate AI adoption across industries.

With this agreement, Tech Data and Dell will establish a Center of Excellence for Dell to

showcase use cases and product demonstrations. They will also collaborate with leading Independent Software Vendors (ISVs) to deliver pre-validated, end-to-end AI solutions. These offerings seamlessly

combine Dell's advanced hardware with specialized software, simplifying AI deployments for partners and empowering them to engage customers confidently and address evolving market needs.

Tech Data's Destination AI™ program will further support partners with training, technical guidance, and pre- and post-sales services, accelerating their AI readiness and driving sustainable business growth.

To further strengthen the AI ecosystem, Tech Data will onboard additional ISVs, enhancing the Dell AI Factory with specialized software solutions that complement Dell's technology. This will ensure greater adaptability to the unique needs of various industries.



"We are excited to strengthen our partnership with Dell Technologies and introduce the Dell AI Factory to Channel Partners, India's AI market is expanding rapidly, and Partners are eager to capitalize on the immense opportunities it presents. The Dell AI Factory, combined with our Destination AI™ program, is designed to equip them with the advanced tools and capabilities they need to meet this growing demand and deliver cutting-edge AI solutions to their customers."

**Sundareshan K., Vice President and Country General Manager, Tech Data Advanced (India) Private Limited.**



"At Dell Technologies, we are committed to driving innovation that simplifies and accelerates technology adoption. Our collaboration with Tech Data to launch the Center of Excellence in India underscores this commitment, offering channel partners a robust platform to deliver tailored AI solutions seamlessly. By combining our expertise through Dell AI Factory and advanced hardware solutions, we are equipping our partners with the tools and expertise necessary to address diverse industry challenges and unlock new growth opportunities in the AI era."

**Vivek Malhotra, Senior Director & General Manager, India Channels, Dell Technologies**



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