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Microsoft rolls out the Trusted Cloud Tour for Indian enterprises

Continuing its endeavor to build a secure and trusted cloud ecosystem, Microsoft has rolled the Trusted Cloud Tour. A year-long program designed to help organizations build trust and a comprehensive information security strategy, the Microsoft Trusted Cloud Tour will be a combination of multi-city and virtual sessions that will touch over 150 enterprises across the country. Microsoft also announced the general availability of Azure Sentinel, a cloud-native security information and event management (SIEM) system in India.

"Cloud-based services and mobile computing have changed the technology landscape for the modern enterprise. As companies embrace the opportunities presented by cloud innovation and mobile computing to enhance customer experiences, increase productivity, and optimize operations, their digital journey accelerates. With traditional IT boundaries disappearing, building a trusted IT ecosystem takes planning, time and commitment for organizations to get it right. Microsoft is empowering businesses in India to manage this by delivering trust in technology and bringing the right blend of modern cloud technology and expertise, combined with unparalleled built-in privacy, security, compliance and transparency benefits of enterprise grade and at hyper scale." said Keshav Dhakad, Group Head & Assistant General Counsel, Corporate, External & Legal Affairs (CELA), Microsoft India, commenting on the two announcements.

Pantum's All-year Product and Distribution Strategy Achieves National Coverage in India

Pantum, a developer and manufacturer of laser printers and printing solutions, has establisheda nationwide storefront and distribution network in Indiaby the first half of 2019.The sales channel was built in the six months through a series of events, roadshows, seminars and sales promotions aimedatmaking an omnichannel ecosystem with close connections to end-users.

The customized approach to the world's second-most populous nation and sixth-largest economy covered many Tier-1 cities in India, such asHyderabad, Chennai, Bangalore, Delhi, Mumbai, and Kolkata. Seminars and roadshows have helped the company obtain trust and recognition from its partners and end-users on its signature products, including the outstanding 3 in 1 monochrome laser multifunction printer, theM6502NW.

Pantum M6502NW is an entry-level monochrome multi-function 3-in-1 laser printer with copy and scan functionality in addition to standard print features. Designed for SOHO professionals, small and medium business, corporate as well as other end-users, it is not only the most environmentally friendly machine, but its compact size, simple design, smart Install feature and excellent performance earn lots of recommendations with a broad user and make a worthy choice for them.

Global Device Shipments Will Decline 3.7% in 2019

Worldwide shipments of devices — PCs, tablets and mobile phones — will decline 3.7%, according to the latest forecast from Gartner, Inc.

Gartner estimates there are more than 5 billion mobile phones used around the world. After years of growth, the worldwide smartphone market has reached a tipping point. Sales of smartphones will decline by 3.2% in 2019, which would be the worst decline the category has seen

"This is due to consumers holding onto their phones longer, given the limited attraction of new technology," said Ranjit Atwal, senior research director at Gartner.

The lifetimes of premium phones — for example, Android and iOS phones — continue to extend through 2019. Their quality and technology features have improved significantly and have reached a level today where users see high value in their device beyond a two-year time frame.

Consumers have reached a threshold for new technology and applications: "Unless the devices provide significant new utility, efficiency or experiences, users do not necessarily want to upgrade their phones," said Mr. Atwal.

"The major players in the mobile phone market will look for 5G connectivity technology to boost replacements of existing 4G phones," said Mr. Atwal. "Still, less than half of communications service providers (CSPs) globally will have launched a commercial 5G network in the next five years.

"More than a dozen service providers have launched commercial 5G services in a handful of markets so far," said Mr. Atwal. "To ensure smartphone sales pick up again, mobile providers are starting to emphasize 5G performance features, like faster speeds, improved network availability and enhanced security. As soon as providers better align their early performance claims for 5G with concrete plans, we expect to see 5G phones account for more than half of phone sales in 2023. As a result of the impact of 5G, the smartphone market is expected to return to growth at 2.9% in 2020."

5G will impact more than phones. The recent Gartner IoT forecast showed that the 5G endpoint installed base will grow 14-fold between 2020 and 2023, from 3.5 million units to 48.6 million units. By 2028, the installed base will reach 324.1 million units, although 5G will make up only 2.1% of the overall Internet of Things (IoT) endpoints. The inclusion of 5G technology may even be incorporated into premium ultramobile devices in 2020 to make them more marketable to customers.

Balancing Man and Machine in the work place

Earlier this year, employees at one of Amazon's Minnesota-based fulfillment centers went on strike to improve work conditions, corporate culture, and benefits on one of the company's top sales days of the year. This day—Prime Day—reportedly generates billions in sales for the retail giant. One striker, a 55-year-old "rebinner" at the fulfillment center, told The Washington Post that she's expected to handle 600 items per hour. The job led to a stress fracture in her foot that left her on short-term disability for almost two months.

If you go to the video coverage of the event, you'll see skeptical or grudging comments that share a glimpse into the mindset of the public on this matter. Among the top include: "Next week's news…. Amazon's fulfillment center outside Minneapolis is the first to become fully automated" and "Strikers: 'Workers are not machines' Amazon: 'That gives me an idea…'"

One commenter just flat out says it: "The machines are going to replace you for not being machines."

And thus, we are back to square one of the "man vs. machine" conversation. The one that encourages us to take cover from the onslaught of evil robots that are going to supposedly wreak havoc on humanity. One that has led many organizations to avoid adopting or even learning more about artificial intelligence (AI) due to a lack of misunderstanding about—or plain old fear of—the technology. In fact, a new study from Vanson Bourne found that when it comes to barriers holding back AI adoption:

- 43% of companies report "lack of undertanding on where and how AI can be used"
- 39% report "fear of AI replacing human jobs"
- 28% report "over-reporting of AI scare stories in the press"

Despite what the Elon Musks of the world say, we are nowhere close to having machines take over the world. This is unrealistic and ineffective. Conversely, effective AI takes an existing business environment and makes it that much better to drive new efficiency gains. It's not a matter of replacing people with robots, which some reports would have us believe. Even if this was the goal, the unavoidable truth is that although AI can perform tasks faster than any human can, we have the ability to express empathy and create meaningful connections that AI simply can't (at least, not yet).

There's a give-and-take dynamic at play. So, what is really needed in today's business climate is a rewriting of the current narrative. It's not man vs. machine. It's man and machine. At least, when approached correctly.

Here are a couple examples to give you an idea of what I mean:

Coca-Cola uses AI to intelligently analyze data for more targeted product development. For example, the launch of its Cherry Sprite flavor in 2017 was inspired by data collected from self-service drink fountains that let customers mix their own drinks. Because the machines offer a choice of flavor "shots" for customers to add to their drinks, the company was able to identify the most popular flavor combo and have their product developers create a ready-made beverage.

Global energy leader, BP, has sensors installed in more than 99% of its oil and gas wells to help teams better understand the conditions of different sites regardless of location. This AI-enabled data helps them optimize the performance of equipment, monitor maintenance needs to prevent breakdowns (increasing cost savings), and ultimately make better, more informed decisions.

But what about our Amazon "rebinner" who's on strike? Surely, this person's job would be replaced by a machine that could grab hundreds—even thousands—of items a minute and place them in the appropriate chutes. This is where we see that lack of culture employees are striking about. So many AI-enabled technologies could be implemented in this one instance to lessen the repetitive nature of the job (and the

probability of getting hurt) versus replace the human worker.

An intelligent conveyance system with robotic process automation could scan and/or detect simpler items and place them in the appropriate chute so that the human employee could focus on complex items that require more time and attention. Or, real-time communications could be embedded in processes and workflows to bridge the gap between the front and back office, enabling rebinners and any other back-end workers to more intelligently collaborate and coordinate resources.

If the job becomes at risk of elimination, there emerges a fantastic opportunity to leverage that person for a more fulfilling and immersive role in the company. While a huge element of AI implementation is cost savings, Amazon could surely afford to creatively redistribute some employees as a company that hit $1 trillion last year.

I understand that not everyone's a lover of AI. When it comes to man and machine in the workplace, it's crucial that companies know where to draw the line. Decision-makers within organizations have a responsibility to understand how their policies affect real working people, and to create strategies for effectively implementing AI to improve the experience of employees and create meaningful change.

Rajnath Singh visits Globus Infocom at the India International Security Expo, 2019

GLOBUS Infocom a "Make in India Brand" and one of the most innovatory organization that provides advanced technological solutions participated in the 22th International Security Expo 2019 held from 3th to 5th October 2019 in Delhi, Pragati Maidan.

Today, Honourable Minister of Defense – Mr. Rajnath Singh attended the 22th International Security Expo 2019 and visited the Globus Infocom display, where he interacted with Ms. Kiran Dham CEO, Globus Infcom and discussed about the Defence & Homeland Security products and more.

Expressing her views, Ms. Kiran Dham, CEO, Globus Infocom Limited said, "We are honoured to have hosted Mr. Rajnath Singh at the India International Security Expo, today. I am delighted for his gracious presence at the Globus Infocom display and asked about the surveillance products that we manufacture. He also appreciated the work and high end technology that we are offering in India."

Technology Powering Growth in Infrastructure & Real Estate: CII

Technology and innovations are changing infrastructure, and impact of technology in the real estate sector is evident.

The infrastructure and realty sector have been quick to adopt cloud, Virtual Reality (VR), the Internet of Things (IoT), Machine Learning (ML) and Artificial Intelligence (AI).

The real estate market in India, which knows how customers scout for property and require relevant information quickly, has effectively mapped these technologies. All phases of property procurement can now be powered by these tools.

Applications are being built to engage, interact and retain clientele. Technology in property management is effectively aiding in reducing operational expenses, improving customer service, building competencies and leading to more effective resource utilisation.

Chatbots, which are a part of several realty websites, allow customers to interact virtually to have common frequently asked questions answered, saving on costs of customer service and optimising time of interactions.

Investor Analytics have been incorporated for property investors to set revenue and growth goals and have them checked by an intelligent robot. Mid-course advisories and corrections can now be actioned by machines. Loan defaults and risk valuations can also be machine forecasted. Even deal matching can be automated.

With material cost being a big cost component for builders, many have started sourcing material with the aid of intelligent robots. Others have implemented efficient property management systems for efficient maintenance management. Intelligent search platforms are refining numerous information layers to meet customer requirements such as good neighbourhoods.

One major technological innovation that will have a tremendous impact on the infrastructure sector, especially real estate, is drones. Drones in real estate technology management will enable greater efficiency, safety, and cost effectiveness, particularly in the creation of smart cities. Globally, use of drones in construction-related activities is growing and India too will shortly adopt this practice extensively.

Drone's thermal imaging capability using high-resolution cameras will aide building specific applications. Besides, being data driven, it can effectively integrate with Building Information Modelling (BIM) workflows. Drones have the unique capacity to undertake highly cost-effective topographical surveys too. Besides giving valuable feedback on project completion status and providing safety management inputs, it can integrate with 3D software for effective project management.

Other innovative technologies in the real estate industry that are set to affect the realty sector include 3D Printing. Though still in a nascent stage, this can replace a substantial amount of construction activity, besides reducing waste, cost and labour, and help builders enter dense urban areas. Though not presently available in the Indian market, internationally it has already established its proof of concept.

Building Information Modelling (BIM) lets designers create mock-ups of structures and work out costs and construction timelines.

The use of virtual and augmented technology in the training of personnel and the creation of virtual walkthroughs even before the completion of the project will be some of the new real estate technology applications that we will witness soon.

The good news is that the real estate sector has steadily been adapting itself to technological advancements and innovations. There are already more than 600 real estate tech start-ups in India. Clearly technology has made deep inroads into the infrastructure, especially real estate sector.

Consumer Spending on Technology Reaching $1.69 Trillion in 2019

Consumer spending on technology is forecast to reach $1.69 trillion in 2019, an increase of 5.3% over 2018. According to the latest Worldwide Semiannual Connected Consumer Spending Guide from International Data Corporation (IDC), consumer purchases of traditional and emerging technologies will remain strong over the 2019-2023 forecast period, reaching $2.06 trillion in 2023 with a five-year compound annual growth rate (CAGR) of 5.1%. Roughly three quarters of all consumer technology spending in 2019 will be for traditional technologies. Mobile telecom services (voice and data) will account for more than half of this amount throughout the forecast, followed by mobile phones and personal computing devices. Spending growth for traditional technologies will be relatively slow with a CAGR of 2.2% over the forecast period.

Emerging technologies, including AR/VR headsets, drones, on-demand services, robotic systems, smart home devices, and wearables, will deliver strong growth with a five-year CAGR of 13.2%. This growth will enable emerging technologies to capture nearly a third of consumer spending by 2023. Smart home devices and on-demand services will account for roughly 90% of emerging technologies spending.

"Advances in technology continue to drive what 'convenience' means today and in the future for connected consumers. Ranging from consumer robots for household cleaning and maintenance to smart lighting or home security/monitoring systems, connected consumers are adopting these solutions in their homes and everyday lives as they go through their own digital transformation," said Stacey Soohoo, research manager with IDC's Customer Insights & Analysis group.

"Meanwhile, companies are exploring new opportunities to interact with their consumers, finding the right mix of personalization and functionality to provide frictionless experiences," continued Soohoo. "Technology providers are also blending digital and physical experiences, and this includes an evolving area and new addition to IDC's Worldwide Semiannual Connected Consumer Spending Guide: on-demand services. On-demand services enable access to networks, marketplaces, content, and other resources in the form of subscription-based services and includes services like Netflix, Hulu, Spotify and others. As connected consumers juggle multiple services across their devices, it is essential for technology providers to understand how the adoption of these various technologies and services will impact their consumer's experience in the future."

Communication and entertainment will be the two largest use case categories for consumer technology, representing more than 70% of all spending throughout the forecast. More than half of all communication spending will go toward traditional voice and messaging services. Entertainment spending will be dominated by watching or downloading TV, videos and movies, as well as listening to music and downloading and playing online games. The use cases that will see the fastest spending growth over the forecast period are augmented reality games (136.3% CAGR) and virtual reality video/feature viewing (47.3% CAGR).

"That consumers are connected through a myriad of devices is a given, but IDC's Connected Consumer Spending Guide reveals what kinds of applications and experiences they are spending their money on while using a device," said Ramon T. Llamas, research director, Devices and Displays at IDC. "Communication and entertainment have long been the mainstays among consumers and will hold the leading positions throughout the forecast. Beyond them is a long list of emerging use cases whose spend will outpace the rest of the market, including augmented reality, virtual reality, and home automation. These highlight the direction that consumers are going and players throughout the ecosystem should plan ahead to capture this expected rise in demand."

The United States will be the largest geographic market with consumer technology spending forecast to reach $412 billion in 2019, up 5.5% over 2018. China will be the second largest market in 2019 with spending expected to reach $328 billion followed by Western Europe at $227 billion. Mobile telecom services and mobile phones will be the two largest categories in all three regions. China will also see the fastest spending growth with a five-year CAGR of 6.8%.

The Worldwide Semiannual Connected Consumer Spending Guide quantifies consumer spending for 22 technologies in ten categories across nine geographic regions. The guide also provides spending details for 23 consumer use cases. Unlike any other research in the industry, the Connected Consumer Spending Guide was designed to help business and IT decision makers to better understand the scope and direction of consumer investments in technology over the next five years.

Big Trends in Online Gambling 2020

Development of technology has changed the online gambling industry tremendously. Not so long ago, players didn't have such a vast range of online games as they have now. For example, at ShowLion online casino players can choose to play various themed video slots, popular table games and live games for free or for real money and withdraw their winnings fast.

In 2019, high tech is a crucial point in the development of the gambling industry: live casinos improved the interface, online casinos massively adapted to mobile devices. What will be the year 2020 for the online gambling industry?

How online gambling develops in 2019

Today, 62% of all online gamblers play online casino games on their smartphones. In 2020, even more users will use their mobile phones to gamble online. This will result in an increased number of online casino applications and mobile versions of slots.

Live casinos offering live dealer games are in high demand in 2019. Players often go to websites that feature live dealer games, as they are easy to play on mobile devices, and the atmosphere is very close to terrestrial gambling establishments. The following changes will occur in the new year, but the gambling sector in 2020 will also have its own development peculiarities.

AI in online gambling

Live casinos will continue to develop during the next year. Most of the online casinos will switch to multilingual platforms that will increase the flow of players.

In addition, Artificial Intelligence solutions will be actively used in the online gambling industry. Thanks to this, each player will receive an individual offer. This will help to track and analyze their activity, simplify person identification process, making it more reliable, in particular, by using voice. Artificial Intelligence will help owners of online gambling platforms to explore the behavior of players to form the most attractive bonuses for them.

Virtual and Augmented Reality

Another big gambling trend in 2020 is VR technologies. Virtual Reality will allow users to directly interact with each others during the live game. So, back in September 2018, the developers of PokerStars announced the release of the video game PokerStars VR. It can be played with the Oculus Rift and HTC Vive headsets.

Virtual reality platforms will make online gambling even more realistic and engaging. For example, thanks to VR, poker players will be able to see each other and detect who is bluffing. Microgaming and Novomatic are also working on introducing virtual reality technologies into online games. Active development in the field of Augmented Reality for gambling is also underway. Magic Leap AR ecosystem is the great example of AR solution. The company is developing personalized tools, software and content that help users experience the full immersion into the gameplay.

Blockchain in online gambling

According to forecasts, in the coming year, the number of gambling projects that will fundraise through ICOs will increase: this way, new companies will be able to compete with main operators. Also, such projects are attractive for the players themselves: when buying tokens of a gambling platform, they get a number of advantages. For example, they can use the crypto as domestic currency or make money on selling the assets if they grow in value.

Actual gambling operators will also actively use blockchain technology in online casinos. This allows customers to pay with cryptocurrency, which is a guarantee that operations are transparent. Using cryptocurrency, online casino players will be able to act completely anonymously. Already now, you can directly pay Bitcoin, Litecoin, Ethereum, Dogecoin in roulette and poker. This year, products that are based on blockchain focus on slots.

Mobile gambling

Back in 2018, experts believed that mobile gambling would soon replace other forms of casinos. Today, we can see that they weren't wrong. The share of mobile gambling is growing and, in 2020, every respectable online casino will have to offer their players an advanced mobile version with a full range of games.

According to App Annie, in 2020, 70% of total gambling revenue will come from mobile gambling. And there is no wonder as people do a lot of things through their mobile gadgets, starting from watching movies and listening to music, ending with paying utilities. Of course, they will also switch to gamble on mobile phones. Moreover, playing via mobile phones is easy, comfortable and even more secure.

Most Blockchain Technologies Are Still Five to 10 Years Away From Transformational Impact

"Blockchain technologies have not yet lived up to the hype and most enterprise blockchain projects are stuck in experimentation mode," said Avivah Litan, distinguished analyst and research vice president at Gartner. "Blockchain is not yet enabling a digital business revolution across business ecosystems and may not until at least 2028, when Gartner expects blockchain to become fully scalable technically and operationally."

Hype Cycle for Blockchain Technologies, 2019

For blockchain to become mainstream, Gartner said users shouldn't have to worry about picking the right platform, the right smart contract language, the right system interfaces, and the right consensus algorithms. Additionally, concerns about how users will interoperate with partners that use different blockchain platforms for their projects must be rectified.

"We are witnessing many developments in blockchain technology that will change the current pattern. By 2023, blockchain platforms will be scalable, interoperable, and will support smart contract portability and cross chain functionality. They will also support trusted private transactions with the data confidentiality required. All together, these technology advances will take us much closer to mainstream blockchain and the decentralized web, also known as Web 3.0," said Ms. Litan.

"Over time, permissioned blockchains will integrate with public blockchains, and will take advantage of shared services while supporting the membership, governance and operating model requirements of permissioned blockchains," said Ms. Litan.

Gartner clients can read more in the report "Hype Cycle for Blockchain Technologies, 2019." More information on the technologies driving digital innovation can be found in the Gartner Special Report "Hype Cycles: Five Priorities Shape the Further Evolution of Digital Innovation." This research collection helps organizations identify opportunities that enable the creation of new business and operating models.

Vision is About Understanding the World

Can you imagine a world where the personal AI assistant on your smartphone is able to understand as much about the world as you do? What about a scenario where communicating with that AI assistant is as natural and easy as interacting with another human? Developing those kinds of capabilities is exactly what the team at Samsung's AI Center in Toronto are putting their minds to.

Samsung Newsroom sat down with Sven Dickinson, Head of Samsung's Toronto AI Center to learn more about these exciting fields, and what they could mean for the future.

The Vision for Vision

The second Samsung AI center established in North America, Samsung's Toronto AI Center is led by Dr. Sven Dickinson, an expert in computer vision and former chair of the Department of Computer Science at the University of Toronto.

At the epicenter of AI research and development, Samsung's Toronto AI Center is mainly focused on developing the visual understanding capabilities that allow a Samsung device to understand the world in which it's situated. In addition, the team is working on multimodal interactions, which are user-machine interactions that encapsulate vision, language and knowledge.

"Allowing Samsung devices to 'see the world' through computer vision enables them to 'visually ground' their dialog with the user, providing an integrated, multimodal experience that's far more natural than one that's solely vision or dialog-based" says Dickinson, whose expertise includes exploring problems surrounding shape perception and object recognition.

Touching on the benefits of multimodal technology, Dickinson claims that, "I should not have to read manuals to figure out which buttons to push on my device and in which order. Rather, I should be able to show my device what I want, and tell it what I want, in natural language that is understandable, and situated in the world that I live in."

`Extrapolating on the interplay between computer vision and multimodal inputs, he goes on to say that, "To achieve this breadth of comprehension, the device has to have a model of my understanding of the world, the capacity to communicate robustly and naturally with me, and the ability to see and understand the same world that I see."

Remarking on applications for this technology, Dickinson identifies the most compelling as being "a personal assistant that you not only speak to, but that sees the world the same way that you do." Speaking to the importance of multi-modal device interactions, Dickinson points out how much cancelling out one of the modes of communication (audio, speech, sight etc.) would hamper communication between two people, and says that also applies to personal devices.

A Truly Enhanced User Experience is Key

At the 2019 Consumer Electronics Show (CES), Samsung unveiled its vision for Connected Living, which involves connecting the 500 million devices the company sells every year, and making them intelligent. Dickinson highlights that Samsung's broad product portfolio will be instrumental in fulfilling this vision, saying that, "What differentiates Samsung is that it makes a multitude of devices in the home, including digital appliances, TVs, and mobile phones. Samsung has a unique opportunity to leverage these devices to yield a multi-device experience which follows the user from one device to another, and one room to another. This will help realize the full potential of each device to effectively communicate, to help the user execute device-specific tasks, and to learn the user's habits and preferences so that subsequent communication is not intrusive but instead 'always helpful.'"

Speaking about what his center will need to do to truly realize computer vision and multimodal interaction, Dickinson comments that, "Vision is not about understanding images; vision is about understanding the world. Truly capable AI systems must possess an understanding of our world, of its physics and causality, of its geometry and dynamics. They must also be able to model and understand human behavior." He extrapolates on this by pointing out that, "If our devices can see the 3D world that we live in the same way as we do, i.e., understand the 3D shapes, positions and identities of objects in our shared environment, then our devices can visually experience the world as we do. Such a shared visual context will be crucial in developing fully realized personal assistants."

Dickinson says that Samsung is leading the charge when it comes to truly intelligent visual understanding, and identifies 'visual grounding' as an essential pre-requisite for well-rounded visual understanding capabilities. "Samsung is leading the way when it comes to developing human-device interaction that closely mimics human-human interaction," Dickinson says, "We aim to provide visual grounding and knowledge representation scaffolding for dialog-based interaction services. Without these components in place, users become disappointed with services, and quickly tune out."

Human-device Interactions Based on Open Information Sharing

Dickinson goes on to explain that AI also needs to be able to explain itself to the user. He remarks that, after failing to carry out a task or provide an appropriate response, "A device should be able to reflect to the user precisely how and why it came up with that response (or lack thereof). Ideally, it should be able to follow up with the user by asking a question or asking the user to adjust its camera or other input modes so that it can gather more information and formulate an appropriate response." Dickinson relates that this kind of openness and information sharing will be key to the further sophistication of human-device interactions, noting that "What we call the domain of 'active dialog and active vision' is where the system can construct a mental model of what the user understands, and can, in turn, open up its own mental model so that the user can understand the thought processes of the device."

The Benefits of Being Based in Toronto

Asked about how being based in Toronto affects the AI center, Dickinson remarks that the center enjoys a lot of benefits due to its close proximity to various world-class AI-related institutions, including the University of Toronto, York University and Ryerson University. "Being in Toronto offers us a tremendous regional advantage," Dickinson comments, "We are across the street from the University of Toronto, home to the Department of Computer Science (DCS), which is one of the top-10 international computer science departments. Over half the members of our AI Center are either active faculty, graduates or current students at DCS."

On the topic of collaboration between Samsung's global AI centers, Dickinson relates that, "The seven global AI centers are working to create industry-leading solutions in their respective areas of focus, while coordinating to achieve the common goal that is realizing Samsung's ultimate AI vision." Dickinson touches on the topic of the Toronto AI center collaborating with other AI centers further afield, saying that, "We are starting to explore possible research collaborations with other global AI centers, and hope to converge on some use cases of value to Samsung and its products and services."

How AI Will Change the World

There's no denying that the age of AI is upon us and that the ways we engage and interact are set to change in big ways. In anticipation of this, Samsung Electronics has opened AI centers across the world to ensure that the company leads the charge on AI. 2019 marks the 50th anniversary of Samsung Electronics, and the company has forecast another 50 years of ingenuity ahead, with AI set to be at the heart of future innovation.

To gain a great insight into what AI means for the future of society, as well as the work being done at the Samsung AI Centers, Samsung Newsroom sat down with Executive Vice President & Chief Research Scientist, Dr. Sebastian Seung.

Seung joined Samsung Electronics in 2018. He is also a professor at the Princeton Neuroscience Institute and Department of Computer Science. Seung is one of the most influential scientists in the world when it comes to AI research based on neuroscience.

Artificial Neural Networks and AI

Based on his extensive experience and insights into the field of artificial neural networks1, Seung is working on developing future growth engines for Samsung Electronics by establishing an AI strategy and providing advice on advanced research.

Artificial neural networks are mathematical models or computer simulations of the biological neural networks in the brain. "Convolutional networks, now the dominant approach to computer vision, were inspired by Nobel Prize-winning neuroscience of the 1960s," according to Seung. His research at Princeton focuses on mapping the neuronal "wiring diagram" of the cerebral cortex. "I hope that our 21st century studies of the cortex will finally reveal how it learns, and that this new understanding will lead to more powerful artificial neural networks," says Seung.

In his work for Samsung, Dr. Seung travels back and forth between the U.S. and Korea. His recent work is especially focused on advanced research regarding robots, which is the New York AI Center's main field of research.

Deep Learning and Robotics

These days, robots are already present in society in the forms of robot vacuum cleaners in our homes and robotic arms being used in factories and by shipping companies. Seung acknowledges that these robots already represent an early stage of this technology, but says that what he is aiming for is something much more sophisticated. "In order to develop robots that can, for instance,

reach out to pick something up and put it away," Seung says, "we have to equip them with computer vision so they can see what's in front of them, and with brains so that they know what all these objects in your house are and what they should do with them."

Seung acknowledges that labs have tried in the past to achieve these capabilities through the classical approach of programming, but that that hasn't really worked out. "We have realized that we have to somehow allow the robot to learn to perform the required actions itself," says Seung, "and a lot of that involves the deep-learning approach."

Seung points to the area of home automation as a primary application for their work. "In the future, you can imagine robots that won't just give you weather information or change the temperature – they'll perform far more helpful tasks in your home. They'll pick up the toys, wash the dishes and even take the laundry up and down the stairs."

AI in Society

No discussion of AI would be complete without addressing the apprehensions some people feel when it comes to the technology and the ways in which it stands to change our way of life. Seung addresses this question first with regards to the prospect of people losing their jobs to automation. "I think this issue of robots taking our jobs is exaggerated," he relates. "Firstly, in the last 20 years, the U.S. and many other developed countries have lost a lot of jobs to offshoring, not just to automation. As in the first industrial revolution, many jobs were eliminated, but that didn't mean that there were fewer jobs in total, because new jobs arose from the new circumstances."

Seung went on to comment on the wider attitudes towards automation of industry, and the fact that the issue needs to be looked at through a different lens. "If robots really could do all of our work, why shouldn't we be happy about that?" he said.

Asked the inevitable question about doomsday scenarios in which machine intelligence outstrips that of humans and robots take over the world, Seung claimed, "People don't actually know what the real capabilities of AI are. And part of that is a public misconception based on science fiction movies that convince people that robots can do anything. In reality, robots are still really clumsy." Seung went on to point out that AI developments may well end up greatly helping us, instead of

dooming us. "Are robots going to do something bad to us?" he said. "Well, the reason that I don't worry about that is that of all the environmental and political threats to humanity, robots are not very high on the list. And not only that, I think that if humanity is to best equip itself to deal with any and all future threats, we need to be as smart as possible. And that involves having the most sophisticated technology. You could be a science-fiction pessimist and say maybe these robots could turn on us, but you could also argue that maybe we'll use these robots to save us."

Speaking to other misconceptions about AI, Seung pointed to the actual capabilities of the technology. "The public thinks that AI can do more than it really can," he said. "To give you an example, I met someone who wanted AI to replace her doctor. But there are many things that no human doctor can fix. So, because our current approach to AI involves training machines based on the expertise of human practitioners, if the best human experts can't solve it, then the AI can't do it either. It's not like AI will all of a sudden be able to perform tasks better than the human experts."

The Next 50 Years of AI

Having reached its 50-year anniversary this year, Samsung is now looking to AI to spearhead the next 50 years of innovation. Asked what he expects for this period, Seung said, "In 20~30 years robots will be able to work in the home just as humans can. It will have happened the same way that the mobile phone revolution has happened. Everybody has a mobile phone now – billions of them are sold every year – and the same is going to be true of robots."

Home automation and self-driving cars based on AI are other hot-button topics right now. Seung says he fully expects AI-equipped cars to become a reality, but that the timeline for their inception is hard to sketch out. "AI is going to lead to a lot of labor-saving things happening in people's everyday lives, like autonomous cars for instance," he said. "Are they going to be here next year, or will it take 20 years? Experts are realizing that full autonomy will take longer than the media originally portrayed, but most still believe that it will be achieved. I'd like to see Samsung have some part in that revolution, if not lead that revolution."

The prospective benefits of AI are enormous in scale and diverse in focus. Outlining some of the applications of AI that the general population may not be aware of, Seung remarked that "The effect AI could have on scientific research is a major one. AI can be applied to accelerate scientific discovery, and in the long term, it will have a huge impact on areas like materials engineering and chemistry. Let's say I want to design a new molecule with certain properties – AI might allow me to do that more easily. Then, that new molecule could have applications for a drug company, or really any company that creates materials. So AI is not only applied to technology – it's also used for scientific discovery, which then accelerates the advancement of technology."

ASUS unveils the 'Laptop of Tomorrow' with ZenBook Pro Duo &Zenbook Duo

ASUS has finally announced one of its most anticipated laptop ranges, ZenBook Pro Duo (UX581) and ZenBook Duo (UX481). Revealing the future of computing, both the laptops have stunning new designs, adding a secondary touchscreen atop the keyboard. Crafted with perfection for India's growing tribe of digital nomads, creative mavericks, content creators, editors, passionate gamers, and multitasking professionals, the latest ZenBook series from the house of ASUS allows users to unlock productivity and strive to achieve greater efficiencies.

In addition to the dual-screen laptop offerings, ASUS will also be bringing forth other stellar launches. This includes the launch of the new ScreenPadTM 2.0, on ZenBook 13/14/15(UX334/ UX434/ UX534), taking the brand's legacy forward as world's most compact laptops series. With ZenBook completing 30 years, ASUS is also launching Zenbook Edition 30 Special (UX334), featuring ASUS' finest leather craftsmanship. Adding to the volley of new launches by the brand is the VivoBook S Series, S14 (S431) and S15(S532), the trendy and sleek laptops, perfect for the young and on-the-go audience.

Commenting on the launch, Arnold Su, Head of Consumer Notebooks and ROG Business, ASUS India, said, "The need for the industry to evolve with the changing times necessitates innovation. As one amongst the industry incumbents, we realised it was both, an opportunity and responsibility for us to push the envelope, disrupt the status quo, and come up with a magnificent offering that would not only enable greater productivity but also will ignite the sparks of creativity and empowerment. With the launch of dual-screen laptops, we are paving the way for the industry's future. The latest offerings by the brand is going to empower India's creative individuals- content creators, editors, in addition to passionate gamers and corporate clan, to de-clutter from myriad screens and unlock efficiencies through a singular, integrated offering. In addition to the futuristic dual-screen offering, we are also proud to ramp up our existing line-up of ZenBook and VivoBook product range, and look forward to an affirmative response from our users."

QNAP Launches Dual Port 16Gb/32Gb Fibre Channel Expansion Cards

To meet market demands for reliable and low-latency Fibre Channel (FC) SAN, QNAP® Systems, Inc. has launched two in-house developed Fibre Channel expansion cards: the QXP-16G2FC and QXP-32G2FC. The dual-port FC cards feature high performance, reliable, secure, and energy efficient FC connectivity with QXP-16G2FC and

QXP-32G2FC respectively supporting 16Gb FC and 32Gb FC connection speeds. A QNAP NAS with a QNAP FC card can be easily added to an existing FC SAN environment, providing enterprises affordable high-performing storage and backup.

"FC SAN are generally closed network environments that often require costly devices with limited deployment flexibility to set up," said Jason Hsu, Product Manager of QNAP, adding "By integrating QNAP NAS protocols with Fibre Channel, users can add QNAP NAS to their existing FC SAN environment more affordably than with SAN devices, while satisfying applications that require low latency, high reliability, and fast data transfers, such as in financial services, data centers, and film or television industries."

New STMicroelectronics' STM32H7 Microcontrollers Combine Dual-Core Performance with Rich Feature Integration

The new STM32H7* microcontrollers (MCU) from STMicroelectronics are the industry's highest-performing Arm® Cortex®-M general-purpose MCUs, combining dual-core punch with power-saving features and enhanced cyber protection.

The new devices leverage a 480MHz version of the Cortex-M7, the highest performing member of Arm's Cortex-M family, and add a 240MHz Cortex-M4 core. With ST's smart architecture, efficient L1 cache, and adaptive real-time ART Accelerator™, the MCUs set new speed records at 1327 DMIPS and 3224 CoreMark™[1] executing from embedded Flash. ST's Chrom-ART Accelerator™ delivers an extra boost to graphics performance. To maximize energy efficiency, each core operates in its own power domain and can be turned off individually when not needed.

Handwashing robot helps schoolkids make a clean break with bad habits

A robot which encourages kids to wash their hands has helped pupils at a remote Indian primary school take a fresh approach to hygiene.

The hand-shaped robot, dubbed 'Pepe', is the product of a collaboration between researchers from the University of Glasgow in Scotland and Amrita Vishwa Vidyapeetham University in India. Pepe was mounted to the wall above a handwashing station at the Wayanad Government Primary School in Kerala, which has around 100 pupils aged between five and 10. A small video screen mounted behind Pepe's green plastic exterior acted as a 'mouth', allowing researchers to tele-operate the robot to speak to the pupils and draw their attention to a poster outlining the steps of effective handwashing. A set of moving 'eyes' helped bolster the illusion that Pepe was paying attention to the children's actions.

The robot helped pupils to wash their hands more effectively and more consistently, boosting their rates of hand washing by 40%. Pupils spent on average twice as long washing their hands after Pepe's arrival. After the intervention, more than 95% of the students could correctly determine when hand washing with soap has to be done – before a meal and after a visit to the toilet.

MVISION Insights to Enable Organizations to Rapidly Identify, Prioritize and Respond to Targeted Attacks

McAfee, the device-to-cloud cybersecurity company, today announced McAfee MVISION Insights to help organizations move to an action-oriented, proactive security posture by pinpointing threats that matter, offering insights into the effectiveness of their defenses and providing the ability to respond quickly and accurately to these threats. Security teams will soon be able to utilize the data gathered by McAfee from more than one billion sensors worldwide correlated with their own threat data to provide the information needed to battle threats targeting their systems and data, while also preemptively preparing defenses against threats even before they are seen in their environments.

According to a recent report by McAfee, 71% of securityprofessionals feel that they are primarily responsible in the event that a data breach occurs at their company or organization. Furthermore, securityprofessionals reported that of the data breaches they have experienced, 40% involved the theft of intellectual property demonstrating the need for enhanced visibility and prioritization in the fight against the theft of critical data. MVISION Insights delivers the necessary visibility and prioritization, managed bythe industry-ac-claimed unified console, McAfee ePolicy Orchestrator (ePO) or MVISION ePO.

"In today's evolving threat landscape security professionals need to understand whether their organization is at risk, what specific threats they are susceptible to, and how they can preempt the attack," said Ash Kulkarni, executive vice president and chief product officer of the enterprise business group at McAfee."MVISION Insights will provide the analytics to enable organizations to recognize the threats they will need to immediately take action against, and threats that could potentially impact them in the future. This proactive approach will significantly enhance cybersecurity effectiveness with faster response times and higher efficiencies."

"Organizations want more visibility into cyber-risks so they can tailor and prioritize their threat response and risk remediation actions in alignment with the threats that may hit them," said Jon Oltsik, ESG Fellow. "Many firms want to be more proactive but do not have the resources and talent to execute. McAfee can help bridge this gap by offering organizations a global outlook across the entire threat landscape with local context to respond appropriately. In this way, McAfee can support a CISO-level strategy that combines risk and threat operations"

With McAfee MVISION Insights, security operators will be able to:

• **Track attacks globally across the entire attack surface (endpoint, network, cloud)** – Tai-lored threat intelligence surfacescampaignsthat are most pertinent, and automatically correlates local and global threat intelligence by geography and industry to find attacks that are most likely to target their organization.

• **Analyze and prioritize risk so security teams don't have to** – Once an attack has been identified, MVISION Insights prioritizes risk by creating a rating of both the actual and potential impact of the threats against current defenses. This enablesfaster deployment of security resources and an understanding of how similar organizations have responded.

• **Proactively defend against attacks most likely to target their organization**–By automatically correlating, ranking, comparing threats and assessing protection capabilities, MVISION Insights can help organizations scalelimited security resources by directly enabling actions like isolating systems and remediating with new policy configurations. Actionable insights are piped directly into McAfee MVISION EDR, reducing the effort to investigate campaigns and shifting organizations to a proactive security posture.

This document contains information on products, services and/or processes in development. All information provided here is subject to change without notice at McAfee's sole discretion. Contact your McAfee representative to obtain the latest forecast, schedule, specifications, and roadmaps.

Cybersecurity for business leaders, film stars and sports people

Celebrities have a huge social media presence, and their email and social media accounts are a very lucrative target for hackers. We have seen hackers target business leaders, film stars, and sportspeople. A breach of a celebrities' social media account is not only a huge reputational impact, but can be used by hackers to send out fake posts or manipulate millions of their followers. There is a strong need to provide personalized cybersecurity to this set of people who are not only heavy users of technology, but would also benefit from knowing if their photographs or personal data are available for sale on the Dark Web.

A team of cybersecurity experts have come together to create a specialized offering of services and products for HNIs. Called the Purple-Team, it is headed by K. K. Mookhey and Altaf Halde who each have more than 20 years' of experience in the field of cybersecurity.

As part of the services, PurpleTeam will provide to its client's specialised services including :

• Assess the security of social media accounts and also of the homes and offices of HNIs

• Implement robust security measures to protect their digital assets

• Respond to any breaches on a 24/7 basis

The PurpleTeam, will be using its proprietary platform – BlueScope© to offer 24×7 monitoring to its HNI clients. In addition, we will be providing Dark Web monitoring and digital identity protection services from our state-of-the-art CyberSecurity Operations Centre (CSOC) based in Mumbai.

Commenting on the development, **KK Mookhey, Founder of PurpleTeam**, said, "Most of the cybersecurity companies focus on large enterprises, whereas it is now the individual who is the target of hackers. This service will address the cybersecurity risks Board Members, business leaders and celebrities. The 3 aspects the PurpleTeam® will focus on will be Time to Protect, Time to Respond & Time to Mitigate in the eventuality of a cyberattack. I am confident that with our 24×7 backed service and our 18 year history of protecting organisations against cyberattack, all our HNI clients will be able to sleep peacefully knowing that the PurpleTeam® has their critical data protected."

"With the PurpleTeam® we have aimed to offer to our customers the kind of specialsied premium cybersecurity that SEAL's, Commondo's and SWAT Team's get to physical security. With the increase in adoption of smart devices, social media misuse, targeted attacks, financial scams, digital blackmailing, etc. the launch of Purple-Team® provides the right solution for a wide spectrum of HNI's "said **Altaf Halde, Global Business Head, PurpleTeam**, "Recent increase in the incidents of CEO's personal data being targeted for personal benefit, leaked communications being used to settle scores in & outside courts, insider threats etc makes it evident that the PurpleTeam® has arrived at the right time"

Big rise seen in number of mobile and electronic devices

With India having the third largest Start Up ecosystem in the world – the electronics, electronic components, systems & applications market of India is expected to see a huge jump in the coming future with increasing number of Indians adopting new devices and technologies in their day to day lives, distinguished leaders in the digital and mobile space emphasized in unison at the Smarttech Manufacturing & Electronics India Congress 2019 here in Delhi on 10th October'19. Speaking at the event, Dr. Neeta Verma, Director General – National Informatics Centre, Govt. of India, highlighted the significance of emerging technologies and how it is helping reimagine the service delivery to citizens. "There is not one aspect left today which is left untouched by mobile devices and computers. Be it government or corporates all are putting special emphasis on going digital. Mobile phones have reached to all leading to a mobile revolution in the country. Now a big wave of growth for digital devices can come from healthcare and public safety sectors where there is a huge potential which needs to be leveraged effectively."

Supported by reputed industry partners Medi-

aTek, Indian Cellular & Electronics Association (ICEA) & Electropreneur Park, this year's edition saw congregation of key decision makers, Govt. of India – Ministry of Electronics & IT, National Informatics Centre, Niti Aayog, Department of Industrial Policy & Promotion and Sr. level leadership from leading mobile & consumer electronics manufacturers to discuss industry challenges and identify opportunities to address them together. The event was organized by Konnect Worldwide Business Media.

Mr. Pankaj Mohindroo, Chairman, India Cellular & Electronics Association (ICEA) said, "India is changing very rapidly and moving in the direction of being a global leader in mobile and other verticals in manufacturing. I am quite confident of India becoming the world's largest mobile manufacturer in the world by 2025. Today we are 15 percent of world's manufacturing, we today export chargers to China and now we need a huge global ecosystems come to produce in India and export to the world. That's the time when we will grow in real strength, we can't elongate the market as our domestic market is already saturated. Invest in India is needed for the long

term sustainability of the country's economy and growth in real terms."

Shri Anil Srivastava, Principal Consultant & Mission Director, National Mission on Transformative Mobility & Battery Storage, NITI Aayog, Govt. of India said, "Invest in India can be a big thing if done in the right way – India today is a huge market in aviation, automobiles and smart phones. Almost every sector is a sunrise sector in India and this a great opportunity for all. To get people to invest in India we need to break systems to get things done, we Indians are smart and we should not let anything stop us."

Speaking at the event Mr. Anku Jain, Managing Director, MediaTek India said, It is an honour to be part of Smart tech Manufacturing & Electronics India Congress 2019 – Invest in India, platform like this is an apt opportunity for industry stakeholders to meet policy makers and discuss plan of action in order to achieve the target of $ 5 trillion economy by 2025. It is time that the major players of the sector should come forward, act as a brand ambassador for the country and make the international fraternity aware about the investment friendly policies of the Indian government and key focus to promote the electronics, electronic components, systems & applications market."

Mr. Rahul Sindhwani CEO, Konnect Worldwide Business Media, added, "Smarttech Manufacturing & Electronics India Congress is a key meeting point & discussion forum for Senior representative decision makers from Consumer Electronic Companies & Govt. Sector. Today we saw just that with great participation by the government as well as industry members giving great knowledge and insights in the way things are shaping up in the mobile and electronics space. We are happy to do our bit in supporting Govt. of India's 'Invest in India' initiative among the consumer electronics companies and enable Govt. to attract investments in the country."

Intel Committed to Building Technology and Products While Leaving a Positive Impact in Our Communities

Manufacturing Day started seven years ago to inspire more young people to become the manufacturers and innovators of the future. On behalf of Intel, I am happy to join the National Association of Manufacturers in celebration of manufacturing. At Intel, we have long believed that to truly be a leader in manufacturing, we must also advance environmental sustainability and corporate responsibility. For more than two decades, our sustainability practices have enabled us to be more efficient, reduce costs and produce innovative products that create signifi-

cant value for our customers, investors, employees and community stakeholders.

Our long history of mindful manufacturing started with our co-founder Gordon Moore, who said: "We need to continually improve our manufacturing process, thereby reducing our burden on the environment and becoming an asset to the communities in which we live and work."

Put simply: Everything we do today needs to harness the power of manufacturing to make a better tomorrow for everyone.

We've learned through the past few decades that long-term investing in sustainability spurs innovation that drives down cost and increases savings. For example, our sustainable water management efforts and partnerships with local watersheds have enabled us to save 64 billion gallons

of water since 1998, which is enough water to fill nearly 100,000 Olympic-size swimming pools. Today, we return about 80% of water used in our operations to our communities, and we are on track to meet our goal to restore 100% by 2025.

Since 2008, we have been among the largest voluntary corporate purchasers of green power in the U.S. More than two-thirds of our global power and 100% of our U.S. and EU operations use green power sources. Recently, the EPA recognized us as a corporate leader for using more than 3.8 billion kWh of green power annually from on-site projects, utility programs and Green-e® certified renewable energy certificates. By proactively investing in energy efficiency projects, we've saved hundreds of millions of dollars on utility bills while significantly reducing our impact on

the environment.

Sustainable building practices also produce long-term savings while benefiting the environment. We have achieved Leadership in Energy and Environmental Design (LEED) certification standards for all new buildings since 2012. Currently, more than 17.4 million square feet of space in 48 buildings have been LEED-certified, roughly the size of 300 football fields.

Our focus on sustainability doesn't stop with the design and construction of our factories and buildings. Since 2008, we have recycled more than 75% of the total waste generated in our operations, and over the past three years, we've increased direct reuse and recovery of our manufacturing waste by 275%. We work to reduce the waste we generate – from metal plating to cafeteria leftovers – while increasing the amount reused, recovered and recycled. In 2018, we reached our goal of recycling 90% of our non-hazardous waste while continuing our efforts toward achieving zero hazardous waste to landfills by

2020.

We also partner with our suppliers to reduce environmental impact. Recently, we collaborated with a supplier to develop an innovative way to replace single-use plastic foam-based packaging with an alternative that can be recycled multiple times. During 2018, this new packaging solution reduced significant amounts of carbon dioxide by eliminating nearly 53,000 pounds of dry ice, 5,300 pounds of pallets and 4,000 pounds of cardboard from shipments of materials to Intel.

The safety and well-being of our employees is also critical to responsible manufacturing. We have a long history of advancing a strong safety culture across our operations, through a range of safety programs, awareness campaigns and training resources, all of which extend beyond our own operations. We have robust programs to educate and engage suppliers that support our global manufacturing operations to drive responsible and sustainable practices throughout the supply chain. Just this week, we were recognized

in Ethical Corp.'s Responsible Business Awards for our leadership in supply chain responsibility. We're proud to be recognized among the most sustainable companies on the planet, including being named as a sustainability "All Star" by Fortune and as one of the World's Most Reputable Companies for Corporate Responsibility by Forbes.

However, recognition is not what drives us. As a company, Intel is committed to building technology and products that touch the lives of our customers while leaving a positive impact in the many communities around the world we call home. A key part of this impact is our support of young people in our communities through STEM and mentoring activities that will enable them to become the next generation of engineers and innovators in sustainable manufacturing.

It is this generation who will join us to help build the innovative manufacturing practices of the future and inspire us in ways we haven't yet imagined.

GATES India Summit Brings Together India's Top Channel

GATES India Business Channel Summit concludes at the Holiday Inn Resort in Goa with over 260 top executives from the ICT industry. Now in its fifth edition, GATES Summit brought together leading channel partners from 40 cities across India for over 1000 pre-scheduled 1-on-1 meetings with senior executives from international technology brands.

GATES Summit was supported by DESKERA and NETGEAR as Platinum Sponsors, RANSNET and WESTERN DIGITAL as Gold Sponsors and CAPITALWORKZ and EPSON as Silver Sponsor. These vendors, whose executives each delivered a keynote address, shared their critical perspectives on trends and directions in the marketplace with the gathering of channel partners.

Research Partners at GATES Summit included QUADMARK and NAVO INFORMATICA. Event Partners SPIRE Research and M&A experts Regent Partners facilitated workshops at the event. Taiwan's foremost nonprofit trade promotion association, TAITRA, led a delegation of Taiwan Excellence brand partners to meet India's top channel partners at GATES Summit.

RV Ramprasad, Sales Director for India and Subcontinent at Epson, said: "GATES is an excellent forum where we can exchange ideas, where the partners stand to benefit from the wealth of knowledge and wisdom brought in with every session. GATES gives a fair representation to the integrators, vendors and other experts."

Ashish Kapahi, Executive Director at GATES, added: "There is real power in partnership. Our

mission is to bring together – at one place, one time – the top decision-makers and influencers from across India. That mission has not changed over five editions. It explains why GATES is more than just an event, we've become a channel community."

The GATES conference aims to address the critical information needs of the channel. The panel discussion, titled "Top Channel Voices," featured senior executives debating how digital transformation is fundamentally changing the way the channel operates and delivers value to customers. Jiten Mehta, Managing Director at Magnanimous Systems, said: "Digital transformation has been led by technology companies. Now the user needs to decide what's right for them."

Panelists discussed the anticipated impact of new and innovative technologies in India, including the versatility of hybrid cloud and the upcoming rollout of 5G networks. Aditi Jhawar, Director at Bardroy Infotech, said: "With great power comes great responsibility. 5G represents great power. Let's see how we can manage it responsibly."

GATES SMART PITCH provided vendors an opportunity to deliver a 90-second elevator pitch for their latest product or solution on stage. This informative and entertaining session featured three awards, with winners chosen in real-time through electronic voting by the audience of channel partners.

SMART PITCH Best Innovation (Product):
OMNICHARGE
SMART PITCH Best Innovation (Solution):
DESKERA
SMART PITCH Top Game Changer:
WESTERN DIGITAL
SMART PITCH Best Presentation: **EPSON**
GATES hosted the prestigious India ICT Industry Excellence Awards 2019 at the GALA Dinner. Through live electronic voting, channel partners recognized vendors for their exceptional channel performance in India over the past year.
Award winners include:

Category Awards
1.**HP** was voted COMPUTING Vendor of the Year
2.**CANON** was voted IMAGING Vendor of the Year
3.**WESTERN DIGITAL** was voted STORAGE Vendor of the Year
4.**EPSON** was voted PRINTING Vendor of the Year
5.**DELL & SAMSUNG** was voted DISPLAY Vendor of the Year
6.**BITDEFENDER** was voted SECURITY Vendor of the Year
7.**NETGEAR** was voted NETWORKING Vendor of the Year
8.**CYBERPOWER** was voted POWER MANAGEMENT Vendor of the Year
9.**MICROSOFT** was voted SOFTWARE Vendor of the Year
10.**GOOGLE** was voted CLOUD Vendor of the Year
11.**EPSON** was voted OUTSTANDING OVERALL PERFORMANCE
GATES GOLD Special Awards
1.**OMNICHARGE** was voted NEW TO MARKET Vendor of the Year
2.**AVERMEDIA** was recognized for INNOVATIVE PRODUCT
3.**DESKERA** was voted INNOVATIVE SOLUTION
CHANNEL EXECUTIVE OF THE YEAR
For the first time at the gala awards, GATES Summit honored an executive for his commitment to the channel community and social contribution. **Paramjit Singh Juneja, CEO of Secant Technologies**, was recognized for his 20+ years of leadership at the IT consulting the solution provider, working in partnership with the industry's leading brands. The award highlighted his strong support for non-profit organizations in the area of educational advancement.

Ashish Kapahi said: "Paramjit-ji proves that good business and good citizenship do indeed go hand-in-hand. He provides steady leadership and sound advice for India's technology channel, and he inspires by giving back to society. He sets an incredibly high standard for the channel community and we're proud to name him Channel Executive of the Year."