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CYBAGE

# NASSCOM®

## Regional Newsletter

See you at [#NTIC2020](#) on 10th December



DOUG FICK  
PRINCIPAL GLOBAL



SREEMA NALLASIVAM  
METRO SERVICES



ALEXANDER KLOTZ  
CONTINENTAL

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# Accelerating Digital Transformation

Digital has disrupted every industry. Therefore, there is an inevitable transformation within the IT-BPM sector as well. The industry has adapted to it by aligning its business models to a world more focused on business outcomes, rapid interactive development cycles, and innovative solutions that leverage new technologies.

We at TietoEVERY realized the impact of digitization relatively early and started our transformation a few years back. Enterprises today identify newer capabilities and business models to deliver innovative service, higher efficiency, and more personalized experience and continuously seek answers to 'what is next?'. New services built around data and cloud-native applications continue to drive growth, while multi-cloud services are the new norm for customers' business continuity and efficiency improvement. We have increased our use of disruptive technology and are combining Robotics, Artificial Intelligence, and Analytics, among other technologies, to support our customers' businesses.



**Rajnish Mohan**  
**MD & Country Manager**  
**TietoEVERY India**

The year 2020 has challenged us all both on a business and personal level. The global COVID-19 pandemic has pushed organizations to find new ways of doing business and fit into the new normal. Businesses have fast-tracked their digital transformation journey and have redefined workplace functions and the business landscape. Enterprises accelerated changes by staying agile, connected, using data in new ways, strengthening cybersecurity defenses, and delivering new digital experiences to customers while meeting industry best practices.

# Accelerating Digital Transformation

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Without digital tools and technologies, we would have no way to keep society and businesses afloat. Digital infrastructure has enabled telecommute, omnichannel commerce, media, health consultation, online education, and other essential services.

There will be a “new normal”, not a “return to normal”. The coronavirus is permanently reshaping the way we live and work. Some of the behaviors developed in this crisis—including wide-scale digital adoption—will outlast the pandemic well after activity restrictions are eased. The new operating model will be resilient, enable new value creation, and have a positive impact on society.

We will get through this - together. Take care of your well-being and stay safe!

# Innovation /Product Launch

- 01** **Ansys** supported the development of indigenous high quality ICU ventilator “NOCCARC V310”
- 02** **Avalara** launches e-Invoicing solution for GST compliance
- 03** **Excellon Software** Launches New Automotive E-Commerce Solution
- 04** **Mastercard Launches Frictionless Retail Technology** Solutions to Enable Touchless Economy. Applicable and adaptable to any retail environment , Mastercard’s Shop Anywhere and AI Powered Drive Through solutions deliver low touch, high engagement experiences for retailers and the end consumer.
- 05** **Mastercard, IDEMIA and MatchMove** pilot fingerprint biometric card in Asia to enhance security and safety of contactless payments
- 06** **Mphatek Systems** launched Pipal CRM that will help in engaging ,strengthening and amplifying revenue & relationships
- 07** **Tata Technologies in partnership with GKN Automotive** launched Global E-Mobility software engineering centre. This advanced hub will develop e-powertrain innovations for next generation e vehicles

# M&A

## EXPANSION

- Tata Elxsi opens GlobalEngineering centre with Schaeffler in Pune
- Ansys opened it's new office in Bengaluru
- KPIT expands it's presence with opening of it's New Software Engineering Center in Muniche

## FUNDING

- Health tech startup DeepTek forms strategic equity partnership with DoctorNET Inc Japan's largest teleradiology company

## ACQUISITION

- **Synechron** acquires **Citihub Digital**
- **Persistent Systems** to acquire US-based **Capiot Software for \$6.34 million**
- **Amdocs** Completes Acquisition of **Openet**
- **Veritas** acquires **Globanet**
- **Sustainability Support** Services Europe (SSS Europe), a subsidiary of Global Product Compliance, acquired **Auxilife Scientific Services Private Limited**
- **Globant** acquires gA and Strengthens its Leadership in **Digital and Cognitive Transformation**

## FUNDING

- Discovery Inc. acquired assets of ad-tech startup AdSparx for an undisclosed sum.
- RIB Software SE expands its stake in Winjit, the leading IoT, AI & ML, Blockchain and Fintech software provider to 51%

## ALLIANCE / PARTNERSHIP

- **Netmagic** signed MOU with **Government of Maharashtra** for an investment of over 10,555cr to strengthen business ecosystem ,while creating more jobs.
- **BNY Mellon and GTreasury** collaborate to help clients manage and invest cash
- **ACI and Mastercard** collaborate to offer industry leading technology and expertise to central banks,scheme operators and market participants-fast tracking real time payments migration and modernization
- **Persistent Systems** launched Centre of Excellence accelerating Hybrid Cloud Journeys with **Redhat OpenShift**

# #IndiaProductified: The emerging product ecosystem in India

Earlier last month, an Indian multinational IT services surpassed others to become the world's most valuable IT company; a testimony of India's rapid rise within the global IT ecosystem. While the rise can't be disputed, an area yet to be mastered is that of building world class products within India.

We have all the vital ingredients; large customer base (increasingly getting connected), talent pool (Engineers & MBAs), access to capital (booming PE & VC industry), research & education (IISC, IITs, IIMs, DRDO, ISRO, TERI, etc.) to even the DNA (from Satya Nadella to Shantanu Narayen to Sundar Pichai to a plethora of other Indian leaders, who have proven this!). What's missing is the right product mindset (vs project delivery), product specific expertise and a movement around it, in line with the early days of the outsourcing boom.

If the rising number of unicorns is any indication, the tides are already changing! We added four new unicorns during the coronavirus pandemic, and a recent report by TiE- Delhi and Zinnov predicts the number to reach 100 by 2025.



**Abhishek Trigunait**  
**CTO**  
**ZS**

NASSCOM, with Initiatives like Product Conclave, Emerge50, DeepTech, etc. deserves a special mention in this journey towards products. NASSCOM Product National Skilling Community is working on how to increase the product quotient across the country. Combine this with government initiatives like Digital India, AatmaNirbhar Bharat, Startup India, etc. and with VC & PE money continuously pouring in, we have a winning combination. The coronavirus pandemic has accelerated the rate of digital transformation.



## **#IndiaProductified: The emerging product ecosystem in India**

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Rapid changes are happening even to core industries of construction, manufacturing and mining, even though most attribute digital transformation to digitally mature industries like IT, Finance & Insurance. According to a recent study conducted by IDC and commissioned by Cisco, digitization of SMBs alone can potentially add up to USD 216 Billion to India's GDP by 2024. This is a unique opportunity for Indian firms to start building products for the future, focusing on emerging technologies like AI, IoT, Robotics, 5G, Edge Computing, AR/VR, Digital Twins, to name a few. Success surely will follow, what we need is to get it accelerated, let's get #IndiaProductified

# REGIONAL ENGAGEMENTS

## WEBINARS

To request a recording , write to us with webinar title at [Pune@nasscom.in](mailto:Pune@nasscom.in)

- Automotive Innovations - Road Ahead : Pro Business Innovations
- Data Quality in Heterogeneous Data Analytics Platforms with Amdocs
- Panel Discussion : Leveraging AI for Data led Growth in Retail with Dentsu, Marks & Spencer, L'Oréal, Walmart Labs
- Cultivating Culture of Inclusion with \_VOIS, Vodafone
- NASSCOM Design Thinking Series, Amplifying DesignOps to Maturity with Yuj Design
- Rethinking Modern Enterprise Security with Accops , Persistent Systems, McAfee , Fujitsu Consulting, Arkka
- Building NLP Multilingual State of the Art Model with SmarTek21
- Reimagining Smart Asset Management with IOT : Ascent Intellimation,
- Financial Growth Metrics with Whizible, Nex2gen
- Bare Metal in Edge & 5G with Calsoft
- NASSCOM Design Thinking Series - Designing for Human AI Conversation with Zensar
- Acquiring Customer in the Virtual world with TSL Consulting, Phonon.io
- Navigating Advanced GIS with TomTom, Ceinsys, Transerve

# Awards & Recognition

## **AMDOCS**

Outstanding  
Digital Enablement  
Vendor

## **BRILLIO**

Best End to End App

## **GLOBANT**

Leader in Customer  
Experience Improvement  
Services

## **ANSYS**

Best Workplaces for  
Innovators

## **CLOUDMANTRA**

Best 101 SMB Managed  
Service Providers

## **ICERTIS**

Top Employer 2020

## **AVALARA**

2020 Stevie Winner-Gold

## **EATON**

2020 CIO 100

## **INFOCEPTS**

Gartner Peer Insights  
'Voice of the Customer'

## **BLAZECLAN**

Top 150 Fastest growing  
companies

## **FLUID ROBOTICS**

India's Top Innovative  
MSMEs

## **MANORAMA**

National Healthcare  
Excellence Awards 2020

# Awards & Recognition

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## **PERSISTENT**

#ISO 14064-1:2018  
certified

## **SYNECHRON**

Great Place to work  
Netherlands 2020

## **TOMTOM**

Great Place to work  
Certified

## **PTC**

2020 Microsoft partner  
of the Year

## **TANGENTIA**

Top 10 Most Valuable  
Digital Transformation  
Companies of 2020

## **WHIRLPOOL**

Forbes The Just 100

## **YUJ DESIGNS**

Red dot Award 2020  
Winner



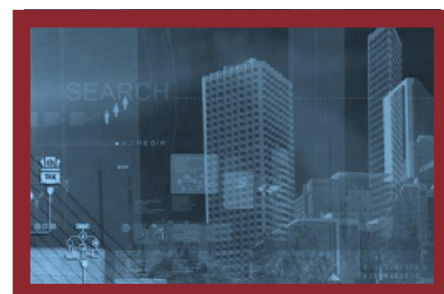
## **SMB CLOUD ADOPTION IN INDIA: TOWARDS A CLOUD FIRST NATION**



## **UNRAVELLING AI FOR HEALTHCARE IN INDIA**



## **IMPLICATIONS OF AI ON THE INDIAN ECONOMY**



## **NASSCOM RIDING THE STORM - TOWARDS THE GIANT INDIA SAAS OPPORTUNITY**



## **UNLOCKING VALUE FROM DATA AND AI - THE INDIA OPPORTUNITY**

# NEW MEMBERS



# Policy Submissions/Representations to the Government

## United Nations: NASSCOM feedback on inclusion of software in definition of royalties

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The United Nations (UN) Tax Committee (Committee) released a discussion paper on amending the current definition of Royalties included in Article 12 of the United Nations Model Double Taxation Convention Between Developed and Developing Countries (Article 12 of UN Model).(Read more)

## COVID-19: NASSCOM sought extension of timelines for various compliances under Goods & Services Tax (GST)

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NASSCOM made a submission to GST Policy Wing on October 7, 2020 requesting them to relook at the time limit for credit availment, issuance of credit notes and rectification of invoices/ debit notes for FY 2019-20 (read more).

## SEBI: NASSCOM's suggestions to address concerns related to disclosure requirements pertaining to forensic audit on listed companies

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SEBI recently issued Press Release No. 52/2020 dated September 29, 2020, which requires listed companies to make disclosure to stock exchanges of forensic audits without application of materiality(read more)

## TRAI: Feedback on Enabling Unbundling of Different Layers Through Differential Licensing

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NASSCOM submitted its response to the consultation paper issued by Telecom Regulatory Authority of India (TRAI) on October 30, 2020 on unbundling of differential layer through differential licensing(read more)

## Other Updates

### **GST:Status of issues raised by NASSCOM during second meeting of Karnataka Grievance Redressal Committee**

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Pursuant to the meeting, GRC has shared its response with NASSCOM on the recommendations. GRC has agreed to take up some of the policy related issues like extension of IGST exemption on certain services consumed in SEZ, extension in date of filing GST annual return with GST Policy Wing (read more).

### **Extension of due date for furnishing Income Tax Returns and Audit Reports and GST Annual Returns**

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Ministry of Finance (MoF) has extended the due dates of various compliances under the Income Tax Act and GST Act, pursuant a representation made by NASSCOM on October 12, 2020 requesting for extension of due date for filing income tax returns and audit report by companies for FY 2019-20 (read more).

### **Patents (Amendment) Rules, 2020**

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The key amendments introduced relates to the working Statement regarding the working of Patented Invention in India as required under Form 27 and changes to the provisions of filing of Priority documents The Rules have come into force from October 19, 2020 (read more).

### **International Financial Services Centres Authority released Framework for Regulatory Sandbox**

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Under this framework, entities operating in the capital market, banking, insurance and financial services space shall be granted certain facilities and flexibilities to experiment with FinTech solutions in a live environment with a limited set of real customers for a limited period (read more)



- **Brillio CSR team** enabled kids with science kits to craft innovative models using simple household materials
- **KPIT** recently partnered with the **Pune Municipal Corporation, SevaVardhini (an NGO based in Pune) & Sahyadri Hospital, Pune** for setting up a COVID care center at Garware college Pune, India. This 200 bedded facility is for patients who have been advised home quarantine but do not have sufficient space at their homes
- **KPIT** has partnered with the 'Samarthanam Trust for **The Disabled**' (Bangalore-based non-profit organization) and '**Snehalaya**' (Pune-based non-profit organization), to launch a volunteering program for employees to help people who cannot read books due to visual, cognitive, or physical disabilities.
- **Tata motors** delivers **51 ambulances** to Pune's **Zilla Parishad**
- **Tata Technologies** & Karnataka sign up 10-year pact to skill one lakh youth every year

# Contact Us

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