

NEWSLINE

POSITIONING INDIA AS CYBER SECURITY HUB

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NOVEMBER 2016



THE ONLY THING THAT SCORES OVER OUR SUPERLATIVE LOCATION IS OUR CAMPUS AMENITIES...



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INSID^e



Renewing focus on cyber security

Demonetisation has accelerated the pace of digital transaction which calls for greater attention to data security. NASSCOM has been working to enhance safety of our digital assets and transactions for a long time now. Soon after Prime Minister Narendra Modi exhorted the Indian IT industry to focus on issues related to cyber security in March 2016, NASSCOM team constituted a Cyber Security Task Force which has laid down cyber security roadmap and list of dos for all the stakeholders - be it industry or government. We share with you the findings of the report prepared by the Task Force in cover story.

The month of November, 2016 saw NASSCOM ready itself for Budget 2017 by sharing its list of recommendations with the government of India. In its Pre-Budget Memorandum, NASSCOM urged the policy makers to provide continued support to start-ups and SMBs through a robust eco-system and sustain the IT-BPM industry's global competitiveness by making amendments to existing policies and introducing new ones. NASSCOM further suggested that the government ensure ease-of-doing business for large and small companies, while rationalizing e-commerce taxation.

It was also time for half-yearly assessment (2016) of the IT-BPM industry's performance and projections for FY 2017. The Chamber is expecting the sector to continue on its growth path despite the challenges being thrown up by an uncertain global economy, shrinking IT spend and issues like currency fluctuations. Extremely positive about the industry maintaining momentum in the year ahead, Newsline talks about NASSCOM's research and the advice it has for the IT-BPM sector going forward.

Keeping a watch on global developments, Newsline focuses on the recent changes that the UK government has introduced in its Visa Policy, which is expected to create barriers in the path of Indian tech manpower mobility. NASSCOM and the UK's IT industry association techUK have been calling for easing of Visa regulations by the UK government, in order to facilitate the free inflow of skilled tech professionals into the country.

Newsline additionally provides you a peak into NASSCOM's spanking new Head Office in Noida, which now houses the association's different arms including DSCI, SSC NASSCOM and the NASSCOM Foundation. This is a big move for NASSCOM, which will enable the organization to host on its turf international delegations as well as industry events, workshops and seminars.

Finally, the November issue brings you face to face with the SoftBank Group's CEO, Masayoshi Son. On a recent visit to India, Son spoke to NASSCOM member companies about his life and times and expansive plans for the Indian market.

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Positioning India as Cyber Security Hub

More we go cashless; more we need to fortify our cyberspace. With the government taking a series of measures to encourage cashless transactions, Newsline finds out how Indian IT Industry can nullify impending threats to our digital assets and transactions, and help the country evolve as a global cyber security hub.

It was at NASSCOM's Silver Jubilee celebration, on March 11, 2015, that Prime Minister Narendra Modi exhorted the Indian IT industry to focus on meeting the global challenge of cyber security and help take care of the safety of Digital assets across the world.

Taking serious note of his suggestions, NASSCOM and its cyber security arm DSCI, constituted a Cyber Security Task Force (CSTF), Chaired by IT-BPM industry veteran and Co-Founder and Chairman, NIIT Group, Rajendra Pawar.

The aim of the Task Force was to enable the Indian IT industry to excel in the cyber security domain and leverage the business opportunities being thrown up by the segment. As the 'NASSCOM Perspective 2025: Shaping the Digital Revolution' report states, Cyber Security will remain one of the key growth levers for the Indian IT Industry going forward.

According to the report, once armed with the right policies, technology focus and niche skills, the Indian industry with its global footprint can serve the Cyber Security needs of the world while securing the Digital infrastructure of Indian central and state governments, and enterprises.

The Task Force, which is backed by key industry leaders and NASSCOM member organizations, has after a year of discussions, deliberations and consultations, come out with recommendations that may help in the development of a security eco-system and position India as a leader in the cyber security space.

The report includes actionable suggestions on four fronts, namely Industry Development, Technology Development, Skills Development and Policy. The Task Force has additionally created an Industry Roadmap for Cyber Security.

CSTF vision and mission

According to the members of the Task Force, a strong partnership between government, IT industry and academia, will play a key role in achieving the CSTF vision of making India a global hub for Cyber Security.

CSTF has outlined the following goals for the Indian IT sector:

- To grow the Indian Cyber Security Products and Services Industry to a USD 35 billion entity
- To help create one million Cyber Security jobs and 1,000 Cyber Security start-ups by 2025
- To achieve a share close to 20 percent of the security services market, and increase its share in products to 10 percent

Fast Facts

Global and domestic IT and Cyber Security markets

- According to Gartner, in 2015, India's domestic Cyber Security market was estimated to be nearly USD 1.06 billion, while the global enterprise security market was around USD 76.9 billion
- The global cyber security market is estimated to touch USD 200 billion by 2025 (approximately USD 120 billion in services and USD 80 billion in products)
- Security expenditure (of total IT spend) is estimated to jump to 7-8 percent 2020 from the existing 2-4 percent (source: Gartner)
- India's capabilities in the area of Cyber Security services span System Integration, Consulting and Advisory, Security Testing, Audits & Compliance Certification, and Intelligence & Analytics
- The contribution of security products in the overall revenue for Cyber Security for India is much lower than the global average of 40 percent, which presents a tremendous growth opportunity for the Indian Cyber Security industry
- Areas with the Cyber Security realm that are expected to grow at a fast pace include Identity and Security - IoT, Wearables and M2M, Cloud Security Solutions and Services, Security Analytics and Intelligence, Security and Privacy Compliance, Forensics and e-Discovery, ICT Security Testing and Certification, and Mobile Devices and Application Security
- The demand for security professionals will rise from the existing 4 million professionals to 6 million by 2019
- There will be a shortfall of around 1.5 million skilled people in different areas of security, in the next five years
- With the rise in cyber attacks, and increased focus of governments and businesses on protecting information and cyber assets, overall investment in security is expected to witness a sharp rise across the globe and in India
- According to the Task Force, the Indian Cyber Security industry will be catalyzed by the factors indicated below:
- Increase in expenditure in Cyber Security as part of the overall IT expenditure by 2025
- Increased digitization
- Growth in the number of platforms, devices and solutions
- Increased focus of public and private enterprises on Cyber Security and growth of IoT, M2M and Wearables
- Significant increase in defense expenditure in Cyber Security and technologies to counter cyber warfare
- Based on current and expected global tech and business trends, the Task Force has recommended the following for the Indian IT industry, academia and government:
- Promote existing policies and institutional mechanisms, to encourage private sector participation in public sector research, and ease Transfer of Technology (ToT) for commercialization of Intellectual Property (IP) developed by the academia and government bodies
- Allocate dedicated funds (Rs.1,000 crore/ USD 15 billion) over a period of three years, to enable the private sector and academia consortium to bid for government research grants in the cyber security domain
- Institute a Use-Case Clearing House to facilitate growth in the Cyber Security products and services eco-system, and nurture IP creation. The Clearing House has already been set up and is being run by DSCI, with support from the industry and government
- Establish Cyber Security clusters across India to accelerate development of the industry. NASSCOM-DSCI to partner with state governments to set up four to six clusters in different parts of India over the next two years
- Promote 'Brand India' as a hub for Cyber Security products and services, through global cooperation and advocacy with key stakeholders. The aim is to launch a branding campaign for Cyber Security that is closely integrated with NASSCOM-DSCI's campaign on overall industry repositioning and to create a National Cyber Security Innovation Fund to assist start-ups during their initial phases of growth
- Create a pool of one million skilled Cyber Security professionals to address domestic and global demand
- Mandate the inclusion of Cyber Security education at all levels of education to propel skill building for Cyber Security services and products

and launch a nationwide Cyber Security awareness initiative that targets leadership, decision-makers and end-users across multiple sectors of the industry

- Mandate organizations that deal in critical infrastructure and other listed companies with an annual turnover of INR 1,000 crore to briefly report on their Cyber Security initiatives in their Annual Reports and appoint a well-qualified Chief Information Security Officer (CISO)

Envisioning the road ahead for India's security industry

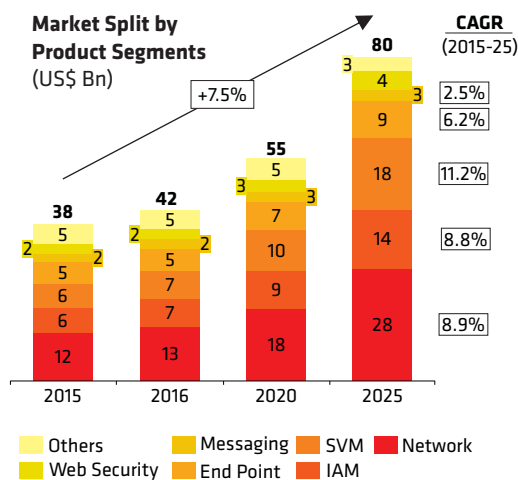
In order to develop a roadmap for growing the Cyber Security industry in India, NASSCOM and DSCI have additionally partnered with PriceWaterhouseCoopers (PwC) to come out with a study on the market. The report maps

global security landscape, explores opportunities worldwide, across geographies and various verticals and above all analyses global security market from both the demand and the supply side.

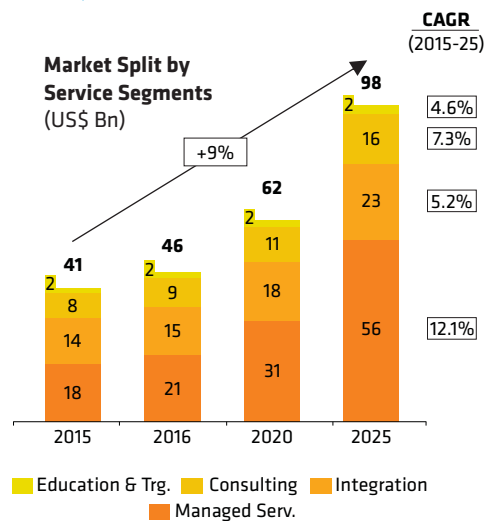
Additionally, the report offers several learnings and best practices from key cyber security clusters across the world. It focuses on what measures can be taken by all key stakeholders - the Indian government, industry and academia for India, to become a global hub in Cyber Security. Based on the analysis and the opportunities identified for India, initiatives are grouped across five key pillars - Clusters, Technology Creation, Demand Generation, Capacity Building, and Policy and Regulations.

The Report also presents perspectives for Government of India and State Governments as they embark on policies for making India a preferred global destination for cyber security.

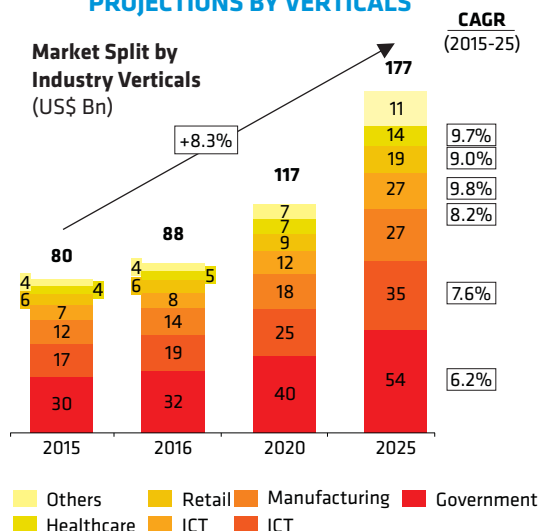
GLOBAL CYBER SECURITY MARKET PROJECTIONS BY PRODUCT SEGMENTS



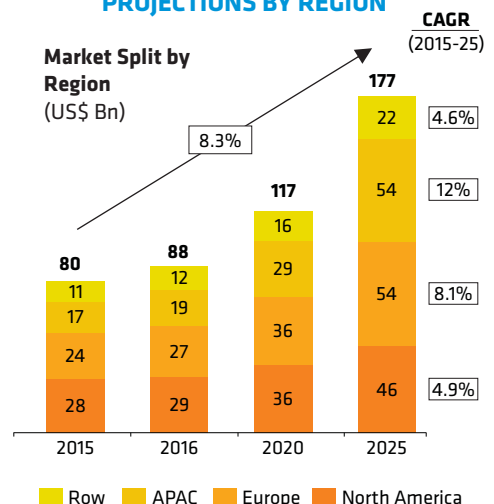
GLOBAL CYBER SECURITY MARKET PROJECTIONS BY SERVICE SEGMENTS



CYBER SECURITY MARKET PROJECTIONS BY VERTICALS



CYBER SECURITY MARKET PROJECTIONS BY REGION



NASSCOM shares pre-Budget Wish List with government



Every year, NASSCOM presents its pre-Budget Wish List and suggestions to the government, regarding the inclusion of certain clauses, changes and clarifications in the next Budget based on the existing political and economic landscape. The aim is to improve the regulatory climate and ensure it is conducive to IT-BPM industry growth. The aim is also to increase foreign investment and sustenance of the sector's exports competitiveness.

Recognizing that both tech and non tech companies are facing economic and geopolitical headwinds, volatility in financial markets and protectionist sentiments in Western markets, NASSCOM has suggested the following in its pre-budget memorandum submitted to the government in November, 2016.

Continued support to the growth of start-ups and the SMB eco-system - The aim is to enable continuity, sustenance of the start-up community and building of investor confidence. The industry association has suggested specific interventions to address constraints related to

availability of funding, taxation and the compliance burden.

Sustenance of the sector's global competitiveness - Since a reduction or even stagnation in IT-BPM exports could wreak havoc on India's total balance of payments position, and to counter rising global protectionist barriers, NASSCOM has recommended measures that ensure an easier home run for the IT-BPM industry. These include changes in the draft rules, policies to reduce Transfer Pricing disputes and redefinition of Safe Harbor rules to ensure ease-of-business for SMEs.

Ensuring ease-of-doing business - NASSCOM has suggested the government to relook the Large Tax Unit scheme which is mired in operational constraints and offer a clear roadmap for reductions and rationalizations of tax rates. It has also advised the government to provide clarifications on indirect taxes pertaining to refunds, CENVAT etc. in order to resolve existing litigation before the implementation of the GST regime.

Rationalization of e-commerce taxation - With a view to addressing ambiguities in e-commerce taxation, and help companies that are scaling up and need to carry forward losses, NASSCOM has recommended that the government share

clarifications on the dual levy of indirect taxes etc. It has urged the policy makers to consider adopting a collaborative approach with the industry to help tweak, modify, revisit and frame anew policies and rules to enhance their relevance.

NASSCOM's Wish List

NASSCOM has suggested the following to the government for start-ups, SMEs and Software product companies.

- Harmonization of long-term capital gain tax rates for domestic investors
- Harmonization of Tax Rates for Angel Investors
- Defining 'short-term capital asset'
- Support for the scaling up of start-ups and simplified exit norms
- Provision for MAT exemption for start-ups and relief for SMEs
- Support scheme for obtaining global standard and quality certificates
- Relaxation in the provisions of Section 79 of the Income Tax Act
- Alignment of the definition of Royalty with global norms in respect of software transactions
- Maintenance of the current rate of depreciation on computers and computer software

NASSCOM's Recommendations to the government on ease-of-doing-business

- Provide clear roadmap and remove surcharge cess
- Not treat secondment arrangements as Permanent Establishment of the overseas enterprise
- Allow carry backward of business losses
- Remove uncertainty on account of litigation
- Bring parity in the definition of "export turnover" and "total turnover"

REVIEW

Indian IT-BPM industry needs to press reboot button

As part of its annual exercise of evaluating the performance of the Indian IT-BPM industry and making projections for its future, NASSCOM has recently come out with its half-year analysis of the sector for the current fiscal.

Setting the context of the research, NASSCOM has stated that despite slower technology spending, currency volatility and declining hardware costs, the global software and services sector is experiencing steady growth,

drawing almost 59 percent of R&D spend and becoming all pervasive. Interestingly, according to NASSCOM, India's share in global sourcing has gone up from 52 percent in 2012 to 59 percent in 2016, making it the leader in this segment.

NASSCOM research shows that:

- The Indian IT-BPM industry will continue to grow at around 8-10 percent in this fiscal, spurred by the momentum of its start-up

community, GICs, and pure play BPM and ER&D companies

- Emerging verticals such as Healthcare and Retail will experience around 11 percent growth during the year
- There has been a net client growth of over 20 percent in FY 16, with greater growth in mid-market and SME customers
- The industry has expanded its footprint and will continue to build traction beyond North America - in Europe, and Japan

That Digital will remain in the driving seat has emerged from the analysis, which indicates that more than 43 percent of new deals signed between the January-July 2016 period were related to areas such as Social, Mobile, Analytics and Cloud (SMAC), automation, security, block chain and IoT. Furthermore, the industry has earned over 14 percent of its revenues this year through Digital.

It is apparent that with Digital spend increasing exponentially, India too is increasing its stakes in Digital solutions.

Looking ahead

NASSCOM FY 17 projections point to the following:

- Continued headcount growth
- Continued acceleration in the domestic market, which will be spurred by increasing government IT spend (which will cross USD 7 billion in 2016), a USD 17 billion e-

commerce, rapid adoption of Digital solutions by BFSI and Retail sectors and growing Internet user base

- A greater investment in the future, in Centers of Excellence across domains and technologies, products, platforms, AI and BPM
- A rise in M&As and alliances (which touched USD 6-7 billion in the last four years)
- An evolution and reinvention of business models, with a focus on deepening client relationships, outcomes, delivering customer delight and collaborations with start-ups
- Reskilling at scale, with a push to build a base of 250,000 Digitally skilled people with expertise in Mobility, Data Science, Design Thinking, Cloud Enablement, AI, domain expertise, etc.

Essentially, going forward, the Indian IT-BPM industry will need to press the reboot button, tapping emerging markets and partnering for business tech spends. At the same time, it will need to entrench itself in niche verticals and mid-market clients through co-innovation and domain led solutions. A change in organizational structure, with more flatter organizations, new HR policies and leadership competencies, is also on the cards.

The industry will have to continue leveraging technology shifts, building solutions for the Digital world and positioning India as a global Digital hub. The final aim, of course, will be for the sector to reach USD 350 billion by 2025.



UK announces changes to Visa Policy

NASSCOM and techUK reiterate need for more flexible and liberal visa regime and less barriers to talent flow into UK

"These are changes the UK government has been committed to for some months, and the implementation is therefore not a surprise".

NASSCOM

As expected, and in an effort to reduce the flow of immigrants into the UK, its government has announced changes to its visa policy for non-EU nationals.

Under the new visa rules, "anyone applying after November 24, 2016 under the Tier 2 intra-company transfer (ICT) category would be required to meet a higher salary threshold requirement of 30,000 pounds from the earlier 20,800 pounds". As of now, it is predominantly Indian companies that are applying for visas for their professionals under the ICT category.

The amended policy, which aims to reduce the UK's reliance on skilled foreign knowledge workers, is expected to have a detrimental impact on the Indian IT-BPM organizations operating in the UK and vital ICT trade between the two nations.

The new rules follow further tightening of the Tier 2 category, which came into force in April this year.

NASSCOM has been emphasizing the fact that the UK tech sector has long thrived on its ability to attract the best skills and entrepreneurial talent from across the globe, including India. It is leveraging this skill pool as well as the expertise of Indian IT-BPM companies to improve productivity, sustain momentum, generate more jobs and enhance global competitiveness. Above all, it is leveraging this base of relevantly skilled resources to meet its own manpower shortages in the tech space.

All these benefits are having a direct and positive impact on the growth of the UK economy, NASSCOM has been pointing out.

NASSCOM has also stated that the tech sectors of UK and India need to further strengthen their relationship through a regulatory climate that facilitates the unhindered flow and exchange of skilled resources.

Together with UK's IT trade association techUK, NASSCOM has written a joint letter addressing

both the Indian and UK Prime Ministers, that asks for the following:



- An effective UK Immigration Policy that attracts workers with the expertise the UK requires and minimizes barriers to the entry of talented people
- A high-skilled worker Mobility Agreement between the UK and India that encourages valuable temporary high-skilled worker mobility and considers the movement of tech workers from India as a trade priority rather than an immigration issue
- The building of an IT skills base in the UK that demonstrates the cross-fertilization that will benefit the nation in an increasingly globalized economy
- Temporary placement of highly-skilled individuals into the UK, thereby providing a significant economic boost without impacting net migration.

NASSCOM and techUK recognize the fact that the free movement of skilled talent is the cornerstone of tech trade between the two countries that already enjoy a long-standing relationship.

The chambers are of the view that the UK and Indian ICT sectors, owing to their shared goal of being global centers for innovation, are natural partners in technology. The associations are therefore continuing to urge the UK government to understand that both countries stand to benefit significantly from a fresh trade-based approach and Mobility agreement.

NASSCOM has a new home

Indian Vice President inaugurates NASSCOM's new Headquarters in Noida



R. Chandrashekhar
President, NASSCOM

"Since its inception, NASSCOM has been situated in New Delhi. We decided to shift to Noida as it gave us the opportunity to set up a bigger integrated office. We would like to thank the state government of UP and affiliated authorities for their support and encouragement to make this facility a reality".

After spending its formative and growing years in Lutyens Delhi, starting in fact from a small space in the Ashok Hotel of the capital, NASSCOM now has its own home in Noida, NCR.

The spanking new Headquarters of NASSCOM was inaugurated by M. Hamid Ansari, Vice President of India, in the presence of Yasar Shah, Cabinet Minister, Stamp and Registration (Trade Tax), Government of Uttar Pradesh, R. Chandrashekhar, President, NASSCOM, C.P. Gurnani, Chairman, NASSCOM, Raman Roy, Vice-Chairman, NASSCOM and other industry leaders and senior government representatives.

NASSCOM had announced its plans to shift its headquarters to Noida in 2013. The construction of the new office took three years to complete. The foundation stone in fact, of NASSCOM's Noida Headquarters was laid by Akhilesh Yadav, Chief Minister, Uttar Pradesh, K.K. Natarajan, Ex-Chairman, NASSCOM and

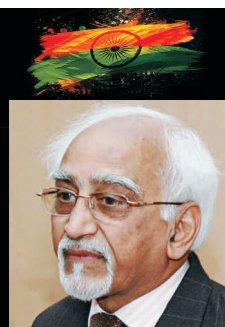
Som Mittal, former President, NASSCOM in September 2013.

The large facility now brings together all of NASSCOM's arms including DSCI, SSC NASSCOM, and NASSCOM Foundation, under one roof. The office is also expected to play host to international delegations of the IT-ITeS industry.

The premises will additionally offer the following:

- NASSCOM 10,000 start-ups warehouse, providing budding entrepreneurs a micro eco-system where they can work together, share their knowledge and best practices with each other
- State-of-the-art amenities for employees, including an in-house gym and library
- Smart motion detection lights to ensure minimum carbon footprint. It will also utilize maximum natural light to help save energy

"It is good to see this new office for the industry body of the IT and software sector come up in Noida, which is one of the fastest growing IT hubs today. Going forward, NASSCOM should continue to help build India as an innovation hub, fostering next gen start-ups so we have the next bellwethers of the IT coming out of the country."



M. Hamid Ansari
Vice President of India

GUY WITH A CRAZY VISION

SoftBank Group CEO Masayoshi Son visits India, shares life story and plans for India with NASSCOM members at a special event



Alok Sama, the Country Head of Softbank India called him a "guy with a crazy vision". Sama was introducing the Chairman and CEO of the SoftBank Group (a global publishing house, event organiser and telecom conglomerate), Masayoshi Son (Masa), at an event hosted by NASSCOM for the tech industry stalwart. Sama added that the crazy guy who wanted to change the world also had USD 100 billion to spend - a good sign for India.

Ravi Gururaj, the Chair of the NASSCOM Product Council conducted the deeply engaging conversation with Masayoshi Son before an audience that was clearly riveted. He spoke to the Japanese businessman on a host of issues, including his early life, education, career and plans for India going forward.

The early years

Masa's grandparents who were originally from South Korea migrated to Japan, plunging the boy into a 'mono-racial' society. Living in a part of the town which belonged to the railroad company and was inhabited by refugees, and on a street called 'zero', he was part of a noisy, poverty-stricken world.

At the age of 16, when his father became seriously ill, and his elder brother dropped out of school to support the family, Masa decided to leave Japan and go to the US to continue his education.

Answering livid and critical relatives who saw him as someone escaping his responsibilities, Masa declared that since his one-year older brother had sacrificed himself for today, his strife would not go in vain. "I will be the one to look after my family tomorrow", he said.

With these words and further reassurance from the doctor, Masa set out for America, ending up in California.

Masa spent the next three years studying hard and attempting to earn USD 10,000 a month by spending five minutes a day on inventing something. During this time, when he was barely 18, he came up with the idea of creating an electronic dictionary, getting around 6-7 professors to work for him and build this product.

At the age of 19, Masa had 65 employees working under him. The company grew from one million dollars in profit to a USD 20 million organization within five years.

The big opportunity

Masa paid a 43 percent premium to buy ARM, a giant chip maker, a move that earned him criticism from analysts and industry watchers. In his view, people were not necessarily seeing the future as they were too caught up with fighting the present.

Today, 99 percent of Smart Phone chips are designed by ARM. Last year, ARM shipped 15 billion chips - basically two chips for every human being living on the planet! In the next 20 years, ARM is estimated to ship 1 trillion chips!

Also, the Micro Controller Unit market is growing at 6.3 per annum, while the Application Processor is also expanding in volume at 4.6 percent. Though Moore's Law will kick in over a 20-year period, the combined value and volume of the Micro Controller Unit segment and Application Processors are expected to yield mind boggling revenues, especially for Masa's ARM business.

The world of Deep Machine Learning

According to Masa, the human brain consists of 30 billion neurons which function much like a transistor with an on/off state. A computer, 30 years from now, will be at least one million times more powerful than the 30 billion neurons that the average brain houses! In his opinion, while today





Masayoshi Son
CEO, SoftBank Group

"A computer, 30 years from now, will be at least one million times more powerful than the 30 billion neurons that the average brain houses!"

humans are more intelligent than most computers, when this happens, the machine will learn things on its own without any human intervention.

Envisaging the role of mankind in a world where the computer will be one million times more powerful than the human brain, Masa said that lives would change dramatically, with individuals having to re-imagine themselves. A status symbol, he imagined, might be the number of robots a person owned, a throwback to the times of slavery, hundreds of years ago.

Plans for India

Masa is looking at a USD 100 billion fund for India. Given that the rules (for Funds) in the country dictate a partner for every USD 50 million of investment, this implies a network of 2000 partners!

The China juggernaut

Masayoshi Son believes that China can overtake the US in GDP terms in less than 10 years. And if there is any country that can possibly beat China someday, it has to be India. At present, with a USD 2.3 trillion GDP, India is where China was exactly 10 years ago.

In his view, China grew 5 times in the last 10 years to be where it is today and that India will have to grow faster and do something radically different in order to catch up.

According to Masa, India's mounting trade deficit which runs into hundreds of dollars, high import bill (owing to coal, gas and oil), are all deterrents to growth. These are not only expected to spike import costs but leave very heavy carbon footprints behind that will choke 1.3 billion people.

Masa suggested that India replaced its fossil-fuel cars with electric cars as this would not only help the environment in a massive way, but also create an opportunity for the country to be the world's largest exporter of electric cars! His big dream lies in providing batteries for electric cars, which are almost 50 percent of the cost of the vehicle.

Masa is proposing to give away five million batteries for free to India which would cost him approximately USD 20 billion. In his opinion, Indian automobile manufacturers can then come up with electric vehicles which are at par (in cost) with cars that run on diesel and petrol. The impact will be manifold with huge reduction in carbon footprint as pollution levels come down drastically. In this way, the Make in India vision will achieve fruition and the country can emerge as a net exporter of electric vehicles to the world.

The Karmic connect

As he summed up the session with Masayoshi Son, NASSCOM President, R. Chandrasekhar said that the visionary businessman shared a karmic connect with India. While Masa began his life on a street numbered 'zero', India was the country that had invented the number zero! He remarked.



The Times of India

When will Indian startups play for high stakes like Chinese?

The Indian startup ecosystem has long had a close relationship with Silicon Valley. But now, as Chinese firms make big investments in India and Chinese venture funds become more aggressive here, there's a growing feeling that we can learn as much, or more, from China, as from the US. At the Nasscom Product Conclave in Bengaluru recently, STOI brought together experts on the India-China relationship to discuss the trend



where - do you sell them a horse, do you sell them insurance, or sell them dreams?

Chandrashekar: Like in the tale of the blind men and an elephant, you have to feel the elephant from different angles. That's where you need an experienced guy and an experienced team to figure out what to take, what to leave out. In some ways, most startups in India are doing what all startups in the world are doing.

Deccan Chronicle

BIG TIME

India moves to fifth spot; eyes to topple Brazil and Russia

DC CORRESPONDENT HYDERABAD, NOV. 11

Mobile gaming industry to grow 48%

India is all set to emerge as a top mobile gaming market in the world after moving up by two spots to fifth place based on downloads, a Nasscom report said on Friday. The country is trailing behind the US, China, Brazil and Russia.

The joint report by Nasscom and App Annie - released on the sidelines of the Nasscom Game Developers Conference 2016 here on Friday - estimates that the mobile game downloads in India

would hit a billion by 2018, a CAGR of 53%.

The report also says that the mobile gaming industry has been a boon for the mobile gaming industry as it has reached \$1.1 billion in revenue, a CAGR of 87%.

Indians welcomed racing games to raise their thrills, making it the top genre for games downloaded.

Action games settled for the second spot while Casual and Simulation games followed.



R CHANDRASHEKHAR

As we congratulate President-elect Donald Trump on his historic victory, we are reminded of the disruptive times that we live in. In the past few months as we observed a bitterly contested election, it was interesting to observe that election rhetoric world over is riddled with non-economic issues such as caste, colour or even gender, not very unlike Indian politics. At the same time we kept on entering hooks as to who would be the 45th President.

The New Indian Express



With a new friend of New Delhi in White House, new dawn now beckons Indo-American relations

What a month it has been! A new era of world politics is unfolding. In the past few months, we have witnessed a series of events that have shaped the future of the world. The election of Donald Trump as the 45th President of the United States is a historic moment. It is a moment that has created a new dawn for Indo-American relations.

The election of Donald Trump as the 45th President of the United States is a historic moment. It is a moment that has created a new dawn for Indo-American relations.

Nov. 11, 2016

Nov. 12, 2016

The Economic Times

NASSCOM TRIMS YEARLY GUIDANCE TO 8-10%

Is IT Headed towards Single-digit Growth?

Nov. 17, 2016

Surabhi Agarwal @timesgroup.com

New Delhi: Faced with creeping protectionism and rising competition across the US and Europe, the country's \$308-billion IT services industry may end up posting only single-digit growth in the next year.



Hyderabad: The game is on for the 'City of Pearls', which is emerging as the newest playground for gaming startups in India. Flush with a game-friendly ecosystem nurtured by existing animation and gaming giants like Electronic Arts, DQ Entertainment, and Ma...

hub... it is but natural for a lot of game developers to come here. Hyderabad even has a very decent sized film industry and these are great enablers. Taran Hinduja, director of city-based Firebolt Entertainment, which specialises in the area of motion capture and 3D art, told...



Availability of a rich talent pool and better quality of life as compared to other metros

WHAT'S THE GAME?

Gaming industry in India is pegged at \$150 mn and is expected to grow at 40-50% per annum.

Why HYD? Hyderabad is a name to reckon in the gaming industry.

Business Standard

Nasscom asks govt to defer residency norm for start-ups

Nov. 28, 2016

PRESS TRUST OF INDIA New Delhi, 27 November

Amid economic and geopolitical headwinds and challenges to the industry, Nasscom has asked the Ministry of Finance to defer the application of the new residency norms for start-ups.

random, Nasscom has said in order to counter rising global protectionist barriers, the government should ensure that the...

The Times of India

For Indian IT, President Trump may not be as bad as candidate Donald

Nov. 10, 2016

TAMES NEWS NETWORK Bengaluru: As with many things Trump, the road to the White House is not always what it seems.

Investors See A Pragmatic Prez On Outsourcing & Immigration, Global Mkts

Nov. 10, 2016

On the campaign trail, statements are not based on calculated assessments... You could say you will eliminate H-1B visas, build a wall. But practically, you have to see what you can do to boost the economy, create jobs.

What IT Cos Hope For... Trump may not be too negative as he had welcomed high-skilled immigration, accepting its need in Silicon Valley.

With his political base in Middle America where there's little tech, Trump's focus may shift from IT to protecting non-tech jobs.

Having leveraged global talent in his own business, Trump may not block it.

Trump will realise India IT hiked output in America.

IT/BPO industry: "The reality is India brings a great advantage to the IT and BPO industry and I'm pretty certain that irrespective of the political rhetoric, in the longer term, he will allow CEOs of companies in the US to make decisions around the business and their shareholders," he said.

Vivek Wadhwa, a Fellow at the Arthur & Toni Rembe Rock Center for Corporate Governance in Stanford University, says Trump will be far more pro-business than anyone. "The impact to Indian IT will be from the economy more than policy. If Trump moderates himself and doesn't cause trade wars, Indian IT should not be impacted too much," he said.

Research firm Gartner sounded the most pessimistic. It said the Indian IT sector, which has slowed down significantly in recent months, will now have to brace for further trouble.

Keshav Murugesu, group CEO of BPO company WNS Global Services, noted that Trump had himself leveraged the global model in his business and that that augurs well for the industry.

Wipro vice-chairman T K Kurien noted that Trump is a businessman and said he would understand the concept of compromise. "To that extent I think he is neutral at worst and positive at best," he said.

Trump's political base was basically Middle America, and there is very little technology in Middle America, unlike in the west and east coasts. He said Trump's focus would be to make sure that these (non-tech) middle class jobs would not go away from America.

With Donald Trump taking on a new responsibility, his election rhetoric could dampen prospects, if growth in IT services were to crystallise into policy implementations.

N S Rama, CTO, Electronic City Industries Association

As told to Sushant Singh (Bengaluru)

Headlines of the day

Nov. 10, 2016

TRUMP SURGE

YOU'RE HIRED!

TRUMP NATION

OH MY GOD!

IT INDUSTRY REACTS

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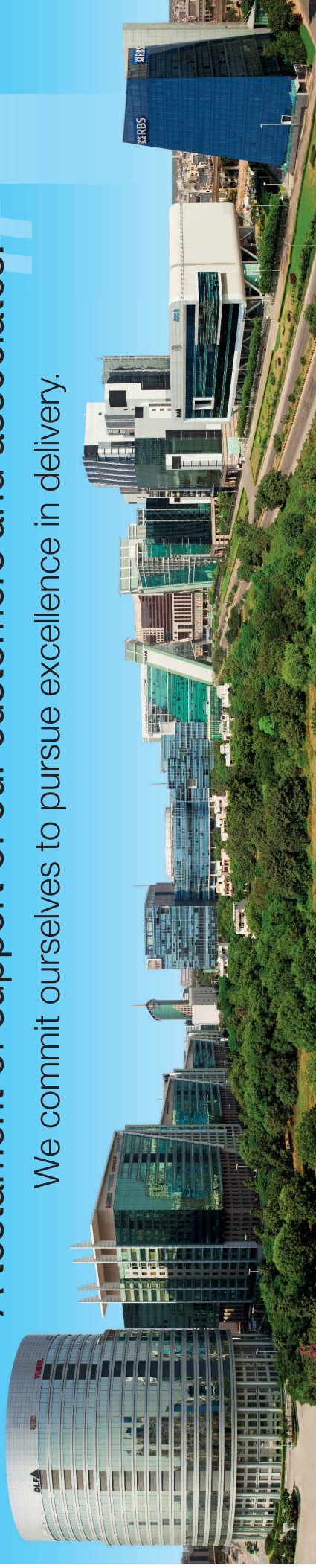


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US Green Building Council
2014-15

Sword of Honour & 5 Star Rating
DLF Offices, Gurgaon
British Safety Council
2014-15

Best Commercial Project in NCR
DLF IQ (Bldg #14), Gurgaon
CNBC Awaaz Real Estate Awards
2013-14

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