

# Newsletter

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## SOFTWARE TECHNOLOGY PARKS OF INDIA





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# Message from ARVIND KUMAR

Director General, STPI



**Today, the share of digital to total revenue stands at 30-32% with 1 in 3 employees being digitally skilled stamping India's position as the Global Digital Talent Nation.**



Year 2022 has been a spectacular year of India's technology industry; it recorded a 15.5% growth (highest ever) to reach \$227 Bn in revenue. A combination of Digital and innovation was the industry's winning formula; Platformisation and XaaS were instrumental in accelerating tech adoption; it was also the year of the start-ups – Tech start-ups leapfrogging into scale-up mode. The industry doubled down on operational excellence to manage margin pressures; and the eCommerce sector saw the deeper penetration of the Offline+Online model.

Attracting and retaining talent number one priority for the industry; Hybrid models to stay but will vary across companies and job roles. Innovation and Partnerships across the ecosystem key for accelerating digital capabilities. Another landmark that the industry achieved was to cross 5 Mn in total direct workforce, a highest-ever net addition of 445K. The industry's "people first employee-centric" approach saw tech firms quickly adapt to Hybrid work models and scale up the industry's digital capacity/capability building programs.

Today, the share of digital to total revenue stands at 30-32% with 1 in 3 employees being digitally skilled stamping India's position as the Global Digital Talent Nation.

These factors have pushed India's share in global sourcing market to 59% - a testament to India's new tech value proposition.

It was feared that the economic slowdown in Europe and the US would affect the IT sector, but that has not happened. Contrarily, the majority of businesses have reported strong growth. While the situation is volatile, companies are confident of navigating the same successfully.

The Government of India has been proactive in creating an environment that fosters startup ecosystem in the country. In order to meet the objectives of the initiative, the Government unveiled an Action Plan for Startup India that laid the foundation of Government support, schemes and incentives envisaged to create a vibrant startup ecosystem in the country. The Action Plan comprises of 19 action items spanning across areas such as "Simplification and handholding", "Funding support and incentives" and "Industry- academia partnership and incubation". Sustained Government efforts in this direction have resulted in increasing the number of recognized Startups from 452 in 2016 to 84,012 in 2022. STPI is also working towards creating startup ecosystem pan India for providing opportunities to the youth for creating world class software products through its initiatives like 22 Centers of Entrepreneurship (CoEs) and Next Generation Incubation Scheme (NGIS).

Year 2023 poised to be another growth year for the industry. Digital skills will continue to be in high demand; focus on upskilling to accelerate. Higher investment in R&D; Products and Platforms, Cloud adoption continues to accelerate, 3x rise in cyber risks driving increased cybersecurity deals. Resilience and Agility - integrated in the Industry business model. STPI is working with concerned stakeholders for maintaining the growth in software services exports year-on-year & dispersal of the IT Industry to Tier II/III cities of the country for balanced regional growth. In addition to this, STPI is now leveraging the strong foundation of the IT Industry and working to increase the share of the pie in the revenue of software products in the world which is presently around \$13 billion.

## Sequiretek IT Solutions Pvt. Ltd

### Offering AI-based cyber security

Sequiretek is a global B2B cybersecurity products company incorporated in November 2013, with a vision 'to simplify security by consolidating the technology landscape' and a mission 'to empower your (customer's) growth without fear, as your (customer's) trusted partner, by simplifying security'.

Sequiretek offers end-to-end security in the areas of enterprise threat monitoring, visibility, incident response (Percept XDR), device security (Percept EDR), identity & access governance (Percept IGA) through their own AI-driven Percept Cloud Security Platform (CSP).

Sequiretek's Percept CSP, every day, processes over a billion events, raises over thousand alerts, and prevents from over hundreds of cyber-attack attempts, for its global enterprise customers. Sequiretek helps enterprises not just in protection, prevention, detection, response & remediation but also in mitigating the cyber risks and ensuring regulatory compliance through people, process, and technology.

Sequiretek protects both large as well as small customers across sectors like Banking, Financial Services, Insurance, Pharmaceuticals, Manufacturing, Media, and Retail & Logistics.

Sequiretek's Percept CSP platform was featured by Gartner in its recent Tech Innovator report on "AI in Attack Detection", Avasant featured them as a 'Challenger' in their Cybersecurity Radarview and was featured as one of the TOP 250 MSSPs across the globe, by MSSPAlert – A Cyberrisk Alliance. Sequiretek also has been announced as a WINNER at some prestigious awards.



**Sequiretek was one of the winners of the STPI's CHUNAUTI Challenge under NGIS, post which we started actively engaging with STPI. The STPI Team helped us by offering opportunities for product showcase and product demonstration at coveted events like Digital India Week 2022. We are happy that, the recognition awarded (by STPI's CHUNAUTI) helped to build additional trust in our AI-based offerings,"**

**Anand Naik, Co-founder and CEO.**





## Building THE NEXT **UNICORN...** National Conclave

### STPI, ESC select 33 Indian startups for US exposure

Shri Ashwini Vaishnav, Minister of Railways, Communications, Electronics and IT, Government of India inaugurated the National Conclave of "Building The Next Unicorn", a joint start-up initiative of Software Technology Parks of India (STPI) and Electronics and Computer Software Export Promotion Council (ESC). Under this program, 33 startups were selected for "Mission to USA", where they will be provided with an opportunity to visit the USA & will also get an opportunity to interact with investors and venture capitalists in and around San Francisco, USA. The ESC-STPI initiative aims to not only support Indian tech startups but also enable them to compete on the global stage with international startup firms.

In order to grow effectively in cross-border markets, Indian start-ups must understand the economic landscape in which there are strong investment incentives and a thriving ecosystem. Innovations and new technologies are changing the world and the daily lives of each and every one of us. After three level of due diligence, 300 start-ups were selected for the State conclave, while 115 start-ups were selected for National conclave and finally, 33 start-ups selected for exposure to USA.

Speaking on the occasion Shri Ashwini Vaishnav, Hon'ble Minister of Railways, Communications, Electronics and IT, Government of India, inspired the attendees of the event with his visionary thought leadership and said, "With various government initiatives and support, the start-up culture in India is witnessing a paradigm shift. The Indian start-up ecosystem has now become a technology consumer to a technology producer. Change in momentum has been witnessed in various sectors in our country."

Shri Arvind Kumar, Director General, STPI said, "The agility with which the government and STPI are working to break the silos and create an institutional mechanism to support startups pan India through its CoEs and NGIS schemes is commendable. The next great story will be written in non-metropolitan cities, and it is our solemn duty to provide promising entrepreneurs with the tools and skill sets to excel and achieve their greatest potential. STPI is transforming the start-up ecosystem in the country with its 63 centres, out of which, 55 centres are in tier 2 & tier 3 cities for nurturing ideas and providing technical support."



The event also witnessed the launch of a special report “Start-Up Ecosystem Beyond Tier 1 cities”. The report is a part of the STPI Knowledge-Up Series and will be an apparatus for transforming India into a new hub for innovation and entrepreneurship.

Shri Sandeep Narula, Chairman, Electronics and Computer Software Export Promotion Council, said, “We aim to identify and empower promising start-ups from the tech space in India and connect them to the best industries so that they can reach global markets. Our journey started with support from the Ministry of Commerce and Industry and the Ministry of Electronics and Information Technology.”



## 25th Edition of Bengaluru Tech Summit

The 25th edition of Bengaluru Technology Summit, the three-day annual tech exposition hosted by the Karnataka government and co-hosted by STPI, culminated on 18th November 2022 with a five-point declaration.

It envisages establishing a start-up park near Kempegowda International Airport, setting up R&D labs in 50 select colleges in the State, opening science and technology research centres in universities, working towards achieving synergy between educational institutions and the IT-BT companies, and building better connect between the industry, academia and educational institutions.

Hon’ble Chief Minister, Shri Basavaraj Bommai, at the concluding session said, the summit received 4.52 lakh visitors in person and another 4.99 crore people virtually. Also, ecosystem partners such as Google, Paytm, HDFC, RazorPay, Microsoft, The GAIN, Dayanand Sagar Entrepreneurship Research and Business incubation, AWS Activate, and StrongHer Ventures have signed MoUs with the State. The summit also saw the launch of 28 new products, he said.

Three high-level ministerial delegations (from Australia, Finland, and UAE) attended the summit and held several rounds of talks with Ministers and State government officials. "Many have expressed their interest to invest in the tech sector in Karnataka," said Minister for IT-BT and Science and Technology C.N. Ashwath Narayan. He launched a 'Booster Kit' initiative, which aims to further support the growth of startups in the state.

Shri Arvind Kumar, DG, STPI, IT Vision group chairman Shri Kris Gopalakrishnan, Additional chief secretary of IT-BT department Shri E V Ramana Reddy, and many more dignitaries were also present at the event.

## STPI IT Export Awards – 2021-22

STPI Bengaluru has largest number of IT/ITES/Electronic Hardware exporting companies with an estimated exports of Rs. 2,69,702/- Cr. during the financial year 2021-22, contributing 42% to the National Exports of Rs. 6,37,043/- Cr. from STPI. STP/EHTP Units in Karnataka provide Direct Employment to 8.5+ lakh people. Bengaluru has largest cluster of Technology and BPO companies, Captives and Large Indian companies.

During FY 2021-22, the IT/ITES/ESDM exports from Karnataka under STPI has touched Rs. 2,69,702/- Cr. which is around 23% growth compared to the previous year exports of Rs. 2,19,528/- Cr. for FY 2020-21. There is also considerable increase in the new IT companies getting registered with STPI.

IT companies of Karnataka region are being recognized by STPI for their performance and contribution to IT industry by awarding them in different categories every year. Accordingly, for the year 2021-22, the top performing IT companies in terms of Exports, Employment, Women Employment, etc. were awarded on 17th Nov 2022.

The data source for awards compilation is the Exports data for the FY 2021-22 submitted online by the STPI registered companies. The awards have been categorized under various categories, covering the entire spectrum of IT, ITES and Electronics & Hardware Exporting Companies.

An eminent jury consisting of members from STPI, State Government of Karnataka, Academia, Industry Association and Industry have finalized the deserving Awardees under the above mentioned categories based on defined criteria.

As a result, 36 companies were awarded for their performance and contribution to the IT Industry, at 'STPI IT Exports Awards 2022 Ceremony' held at Bengaluru Palace. The awards were given away by the chief guest for the event Dr. C N Ashwath Narayan, Hon'ble Minister for IT, BT, S&T, Higher Education, Skill Development, Entrepreneurship and Livelihood.

Other than them, Accenture, Amazon Development Centre, Dell, EIT Services, Goldman Sachs, HSBC, IBM, JP Morgan, Juniper Networks, Mercedes Benz, Microsoft, Qualcomm, Samsung, SAP Labs, Standard Chartered, VMware and Wipro won the IT Pride of Karnataka awards.

Shri Arvind Kumar, Director General, STPI said on the occasion, "STPI created history in promoting IT Exports from India. There are 4800 IT/ITES companies & 62 Electronic Hardware Companies under STPI umbrella pan India out of which 1411 Software companies & 31 Electronic Hardware companies are from STPI Bengaluru."





## STPI WEST BENGAL EXPORT AWARDS 2021-22

STPI Kolkata presented STPI Export Awards 2021-22 to IT/ITeS STP units of West Bengal on 1st December 2022. The award ceremony was organized during the INFOCOM2022 event held in Kolkata from 1st to 3rd December 2022.

Shri Arvind Kumar, Director General, STPI said, "STPI Excellence Awards manifest our commitment to Indian IT/ITeS industry in recognizing their continuous efforts in contributing to the growth of exports and creating enormous employment opportunities for the tech talent of the country."

STPI Export Awards highlight the efforts and achievements of IT and ITeS units in the state that play a prominent role and contribute immensely to the country's IT export. This year, the awards were given under seven categories.



## Electronics Lab opened at Electropreneur Park

Shri Arvind Kumar, Director General, STPI inaugurated the new Electronics System Design & Manufacturing (ESDM) Lab facility of Electropreneur Park-Bhubaneswar at STPI ELITE, Bhubaneswar on 5th December 2022.

Shri Manas Panda, Director, STPI-Bhubaneswar and industry leaders including Dr. Satya Gupta, Founder & CEO, EPIC Foundation and President VLSI Society of India, Shri Pradip Thaker, Country Head & VP - Engineering, D-Matrix, Shri Shivraj Dharne, Director of Technology, Enablement COE, Global Foundries, Shri Rajat Ojha, CEO, Gamitronics were present at the inauguration.

The Lab facility is equipped with equipments such as PCB prototyping, PCB SMT assembly line, Communication Testing, Optics, Agritech & Drone testing facilities which would help the innovators working in Electronics domain to develop & test their Prototype/Products.

Electropreneur Park-Bhubaneswar, is one of the Centres of Entrepreneurship setup by STPI, supported by Ministry of Electronics & IT and Department of E& IT, Odisha with IIIT, BBSR as academic partner & India Electronics and Semiconductor Association (IESA) as Industry partner and Plugin Alliance, Texas Instruments, NALCO, Excel-point, NRDC among others as Technology partners.





## Inauguration of STPI Center at Davanagere in Karnataka

Union Minister of State for Electronics and Information Technology, Skill Development and Entrepreneurship Shri Rajeev Chandrasekhar today inaugurated a Digital Indiastartup hub at the Software Technology Parks of India (STPI) center at Davanagere, Karnataka on 25th November 2022. This is the 63rd STPI centre in the country and the fifth in the Karnataka. Dr. C. N. Ashwath Narayan, Minister for IT, BT, S&T, Higher Education, Skill Development, Entrepreneurship and Livelihood, Govt. of Karnataka, Shri B A Basavaraja, District In-charge Minister, Davanagere, Shri G M Siddeshwara, Member of Parliament, Davanagere, Shri Arvind Kumar, Director General, STPI and other dignitaries were present at the inaugural programme.

Speaking on the occasion, hon'ble MoS Shri Rajeev Chandrasekhar said, "The STPI, Davanagere will soon usher in new opportunities for jobs and entrepreneurs for the people in the region. It is our PM Narendra Modi Ji's vision to ensure that every Young Indian gets an opportunity to participate in the India Techade initiatives taken by the Government."

Stating that India has the fastest growing innovation system with more than 80,000 Startups and over 107 Unicorns, the Minister said the world today looks at India with awe and respect. "We have assumed the presidency of the G20, a league of world's largest economies and also the Global Partnership on Artificial Intelligence (GPAI), an international initiative on Artificial Intelligence. It is the fastest growing major economy that has surpassed the UK to emerge as fifth largest economy, receiving its highest ever FDIs of \$83 bn."



Shri Arvind Kumar, DG, STPI in his speech affirmed, "Spread over 10,000 sq.ft. area, Davanagere facility is the 5th sub-centre under STPI-Bengaluru. It has a state-of-the-art incubation facility to promote growth in IT/ITES services and build a resilient startup ecosystem." He said the Government's emphasis has been on the growth of IT/ITES/ESDM Industry in the newer cities, and that it should not be confined to the metropolitan centres.

The State Government has provided 10,000 sq.ft built up space in Karnataka State Open University (KSOU) Regional Centre, Davanagere for the establishment of this STPI Centre.

Among other facilities, the Centre has plug-n-play 102 seater Incubation facility, Network Operations Centre (NOC), 16-seater conference room, and 32-seater cafeteria and provision for providing high-speed data communication facilities and other amenities & services required for export of software & services.



# Centre approves Maharashtra's first Electronics Manufacturing Cluster at Ranjangaon, Pune

## ■ EMC to attract Rs. 2000 Crore investment, generate 5000 job opportunities

As part of its objective to strengthen the electronics manufacturing ecosystem in India, the Ministry of Electronics and IT has approved the greenfield Electronics Manufacturing Cluster (EMC) with the project cost of Rs 492.85 crores to be set up in Ranjangaon Phase III, near Pune in Maharashtra on 31st October 2022.

Making this announcement, the Minister of State for Electronics & Information Technology and Skill Development & Entrepreneurship, Shri Rajeev Chandrasekhar said, "We already have EMCs in Noida, Tirupati, Karnataka and Tamil Nadu - wherein both multi-national companies and Indian startups have set up their units. The Government of India is the enabling partner in these EMCs and it is working in tandem with the state governments to make these EMCs a catalyst for the electronics manufacturing in the state." He further added that the EMC at Ranjangaon, Pune will catalyse investments to the tune of over Rs. 2000 crore in the near future & generate employment for over 5,000 people.

The Minister also announced that the Ministry of Electronics and IT plans to give a boost to the 1000 Crore Semicon India Future Design programme to support Semiconductor Design Startups in the state.

The approval for the EMC was given to Maharashtra Industrial Development Corporation (MIDC) and the State government's State Industrial Agency. "Both Chief Minister, Shri Eknath Shinde and Deputy Chief Minister, Shri Devendra Fadnavis are committed to the development of electronics sector in the State. They both have proactively followed up with the Centre for this EMC at Ranjangaon, Pune," he said.

He said that post Covid, it has become very competitive for the countries/states to corner the opportunities that have sprung up following disruptions in global value and supply chains.

Stating that electronics manufacturing has seen an exponential rise after Prime Minister Modi took over in 2014, hon'ble MoS said it has increased to six lakh crores from one lakh crores in 2014.

"While 92% of all mobile phones used by Indian customers were imported in 2014, now 97% of all mobile phones used by Indian customers were domestically manufactured. We had zero exports in electronics manufacturing space in 2014, at present we export equipment worth 70,000 crores," he elaborated.

Citing the example of EMC at Tirupati, the foundation stone of which was laid out in 2015 by the Prime Minister & now boasts of India's first Lithium Cell manufacturing plant, the Minister affirmed that these EMCs will prove to be the pivot points around which the electronics manufacturing and design ecosystem shall flourish in the years to come - taking India towards its target of US \$300 bn of electronics manufacturing by 2025/26.



# Chunauti 4.0

Challenge Hunt Under NGIS for Advanced Uninhibited Technology Intervention

## Disbursed seed funding of ₹25 lakhs to 63 Startups

To drive the rise of India as a Software Product Nation, STPI has disbursed seed funding to 63 Startups, and a stipend to 251 startups under CHUNAUTI 4.0 till December 2022. A total of 795 applications were received and 120 were shortlisted after a multi-tier screening and selection process.

NextGen Start-up Challenge Contest (CHUNAUTI – Challenge Hunt Under NGIS for Advanced Uninhibited Technology Intervention) is a series of online Challenges under NGIS, a joint initiative by MeitY and STPI to build a world-class incubation ecosystem for identifying and nurturing startups working towards path-breaking software products for addressing the futuristic problems in business & society, and transforming them to become tomorrow's unicorns.

STPI through its CHUNAUTI 4.0 has identified and supported promising start-ups working in the Deep-Tech sector with the focus on sectors like Agriculture, Education, Healthcare & Wellness, Banking & Finance, E-commerce, and Environment etc. As in the previous contests, selected startups would be given physical infrastructure, funding assistance, access to networks, connections, learning and resources that are needed to build a scalable, profitable and global business.

A seed funding of up to Rs. 25.00 Lakhs has been provided through Financial Institution to each beneficiary/supported Startup selected through CHUNAUTI under NGIS based on an innovative idea, novel solutions, strong teams & sound business proposals. Startups, that are in the ideation stage, may be selected under the pre-incubation programme & mentored for six months to evolve their business plan & solution around the proposed idea.

NGIS is focused on 12 tier-II locations in the country including Agartala, Bhilai, Bhopal, Bhubaneswar, Dehradun, Guwahati, Jaipur, Lucknow, Prayagraj, Mohali, Patna and Vijayawada. It aims to support 300 start-ups/entrepreneurs/SMEs in the field of IT/ITeS/ESDM for 3 years.

## ICTWEEK at Uzbekistan

Dr. Sanjay Tyagi, Director STPI-Chennai participated in the International "ICTWEEK" Event held at Uzbekistan during 24-27 Oct'22. Dr. Tyagi has delivered the welcome speech during the BPO Summit in ICT Week. He emphasized on the fast decision making in terms of connectivity & infrastructure, which are the key drivers for the success of BPO industry.

He also visited the IT Park at Uzbekistan and interacted with the official of IT Park & the resident companies.





## STPI Signed MoUs with Two Different Universities

To harness the need for building skill-based capacity in the Indian youth through leveraging the capacity and capability of different institutions, Software Technology Parks of India signed two different MoUs with Netaji Subhas University of Technology, Dwarka, New Delhi and Guru Gobind Singh Indraprastha University. The industry-academia collaboration enhances knowledge, innovation and creativity and plays a decisive role in the economic growth of every nation. With this agreement, STPI aims to bring together the industry, institutions, and academia for the development of better and skill oriented all-round professionals to contribute to national development.

Emphasising the need for such MoUs, Shri Arvind Kumar, Director General, STPI said, "It is important to enter into formal collaboration and MOUs with reputed institutions and industry for capacity building. There is a need for a strong collaboration between the universities and industries to come up with innovative ideas in research along with R&D investments."

With 11 jurisdictional directorates and 63 Centers, STPI has expanded its presence pan-India to support the IT/ITeS Industry. Working closely with all stakeholders, STPI has played a key role in transforming the country as the preferred IT destination.

The objective of such MoUs is to develop skilled manpower in the domains of interest such as management, technology, etc. through participatory modes such as internships, placements, field visits, etc.



## IESA Vision Summit

17th edition of the flagship event IESA Vision Summit called as "Vision Summit & India Embedded Electronics Show-(VS- IEES)" was held during 12th to 13th October, 2022 in Bangalore.

Multiple stakeholders, policymakers, and industry leaders over the course of two days, discussed various opportunities including emerging geo-political situations, sustainable business continuity in ESDM, next-generation automotive electronics, and electronics and semiconductor skill development in India, amongst others.

12 IoT Open Lab Start-ups from STPI-Bangaluru showcased their technologies in the event. During the summit, mega exhibition and live demo of semiconductor chip applications got conducted by Semi majors like WDC, Infineon, MediaTek, Intel etc as well as their tier 1 subsystem designers like Delphi and Conti apart from the solution provider majors- Jio, Benz, Bosh, Dell etc.



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