



15<sup>th</sup>

# WESTERN INDIA INFORMATION TECHNOLOGY FAIR 2025

## VAR SUMMIT

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**THEME:**

**Trailblazing the Future with Emerging Technologies**

**FRIDAY** 21<sup>st</sup> March  
**2025**

**HOTEL**

**Hotel Courtyard by Marriott, Mumbai**

# About WIITF



Western India Information Technology Fair '25

WIITF 2025 promises an enriching experience with the VARs and CXO from the BFSI sector, fireside chats, and impactful presentations. With a stellar lineup of speakers and subject matter experts, the summit is designed to address Trailblazing the Future with Emerging Technologies.

In India, 68% of manufacturers expect AI to drive growth by 2029, increasing from 46% in 2024. This surge in AI adoption, combined with 92% global and 87% of APAC survey respondents prioritizing digital transformation, underscores manufacturers' intent to improve data management and leverage new technologies that enhance visibility and quality throughout the manufacturing process.

Digital transformation is accelerating across the Asia-Pacific region, with half of Indian corporates now having a digital strategy in place. The VAR Summit will convene senior technology leaders, thought leaders, and industry experts to share insights on the latest technologies and trends shaping the industry.



# Key Highlights



Western India Information Technology Fair '25

The 15th edition of WIITF 2025 (VAR Summit) is set to unite CXOs, technology companies, and partners on a single platform to foster collaboration, drive growth, and strengthen the channel and VAR (System Integrators & Solution Providers) community across Western India.

As digital transformation reshapes industries, it is redefining how organizations operate, optimize resources, and deliver exceptional value to customers. Cloud technologies lie at the core of this transformation, offering agility, collaboration, and a customer-centric approach—an area commanding a growing share of enterprise IT investments, a trend that analysts project will continue.

In this customer-driven era, every transformation journey begins and ends with understanding and addressing customer needs—a sentiment echoed by CEOs across industries. Against this backdrop, WIITF 2025 invites IT partners and VARs to explore key strategies and insights that will unlock new opportunities for growth and innovation.





Inaugural Session

# 14th Western India Information Technology 2024



(L to R) : Mr. **Bhaskar Rao**, CISO- Bharat Co-operative Bank, Mr. **Puneet Buneet**, CISO- InterSources Software, Mr. **Bijay Sahoo**, Group President-Strategic HR, Chairman's Office, Reliance Industries Limited, **Dr. Deepak Kumar Sahu**, Publisher & Editor-in-chief, VARINDIA, **Dr. Biswajeet Mohapatra**, Head of customer Solutions- AWS, Mr. Aren Naidoo, Country Manager- Engenius Technologies, Mr. **Mohit Puri**, Director Sales APJ -Datasafeguard.ai and Mr. **Umesh kalyankar**, CISO- Bank Of China



# Welcome Delegates



Keynote Address By:  
**Mr. Bijay Sahoo**  
Group President-Strategic HR, Chairman's Office  
Reliance Industries Limited



Welcome Address By:  
**Dr. Deepak Kumar Sahu**  
Publisher & Editor-in-chief  
VARINDIA



**Mr. Aren Naidoo**  
Country Manager  
Engenius Technologies

# Corporate Presentation



**Mr. Mohit Puri**  
Director Sales APJ  
Datasafeguard.ai



**Mr. Puneet Bunet**  
CISO  
InterSources Software



Inaugural Address By: ( join event on-line )  
**Mr. Bharat Panchal**  
Chief Industry Relations & Regulatory Officer-India-  
Discovery Global Network

## Fireside Chat

- **Mr. Amit Agrawal**, Chief Business Officer- Web Werks Data Center and
- **Dr. Deepak Kumar Sahu**, Editor-in-chief- VARINDIA





# Panel Discussion Session

Theme: Navigating the Frontiers of Emerging Technologies

Western India Information Technology Fair '24



(L to R) : Moderator **Dr. Deepak Kumar Sahu**, Publisher & Editor-in-chief, VARINDIA, **Dr. Biswajeet Mohapatra**, Head of customer Solutions- AWS, **Mr. Ritesh Bhatia**, Founder- V4 WEB Security, **Dr. Ravi Sharma**, Head-IT & Security- Wanbury Ltd, **Mr. Bhaskar Rao**, CISO- Bharat Co-operative Bank, **Mr. Pankaj Mittal**, CEO- Digizen Consulting and **Mr. Anurag Sahoo**, Co-Founder- Neophyte Ambient Intelligence



# DELEGATES DURING THE EVENT

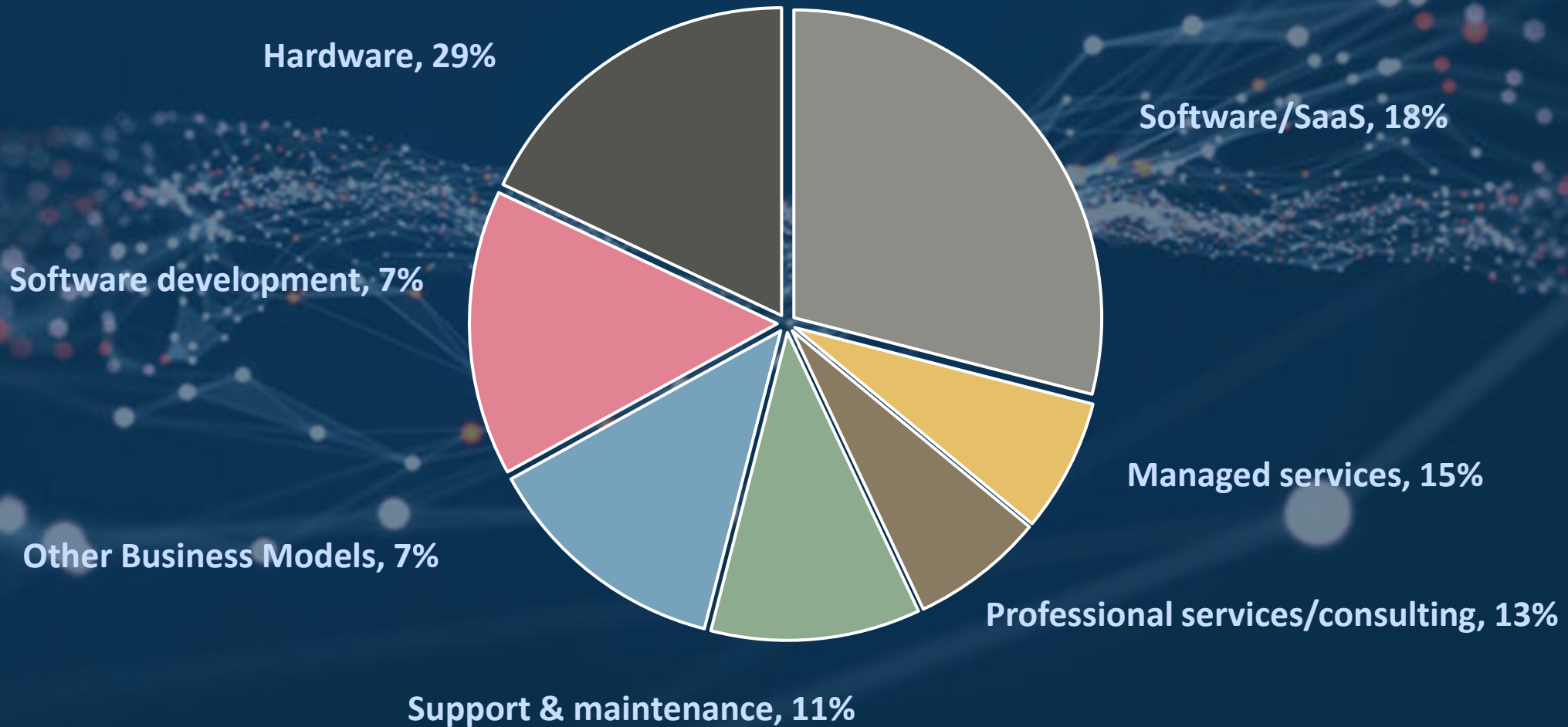


# Industry feels that Channel Prioritizes Shift Towards Services For Growth



Western India Information Technology Fair '21

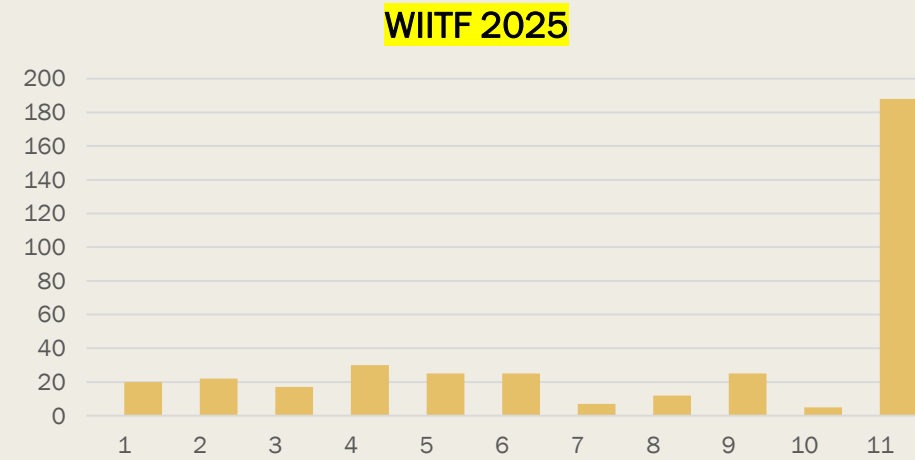
What percentage of your revenue will come from the following business models?



# Delegates attended – Analytical Report( 2024 Vs 2025)



Delegates	WIITF 2024
CIO	22
CTO	15
CISO	24
System Integrators	45
Solution Partners	28
VARs	20
IT Distributors	5
VADs	13
Resellers	14
IT Department	3
	189



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Resellers	25
IT Department	5
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# VARINDIA CONTACT US



## KALINGA DIGITAL MEDIA PVT. LTD.



### Corporate Office :

VAR House, A84,A/3-6, Rose apts. Paryavaran  
Complex,  
IGNOU Road, New Delhi-110030  
Tel.:+91-11-41656383



Email - [publisher@varindia.com](mailto:publisher@varindia.com)



### Western Region

Anil Kumar (Mumbai Office)  
E-mail : [anil@varindia.com](mailto:anil@varindia.com)  
Mobile: +91-8108017479

### Eastern Region

Sunil Kumar (Kolkata &  
Bhubaneswar)  
E-mail: [sunil@varindia.com](mailto:sunil@varindia.com)  
Mobile: +91-11-8100298033

### Southern Region

S Kamlakar  
E-mail : [kamlakar@varindia.com](mailto:kamlakar@varindia.com)  
Mobile: +91-9886280836