

1IT

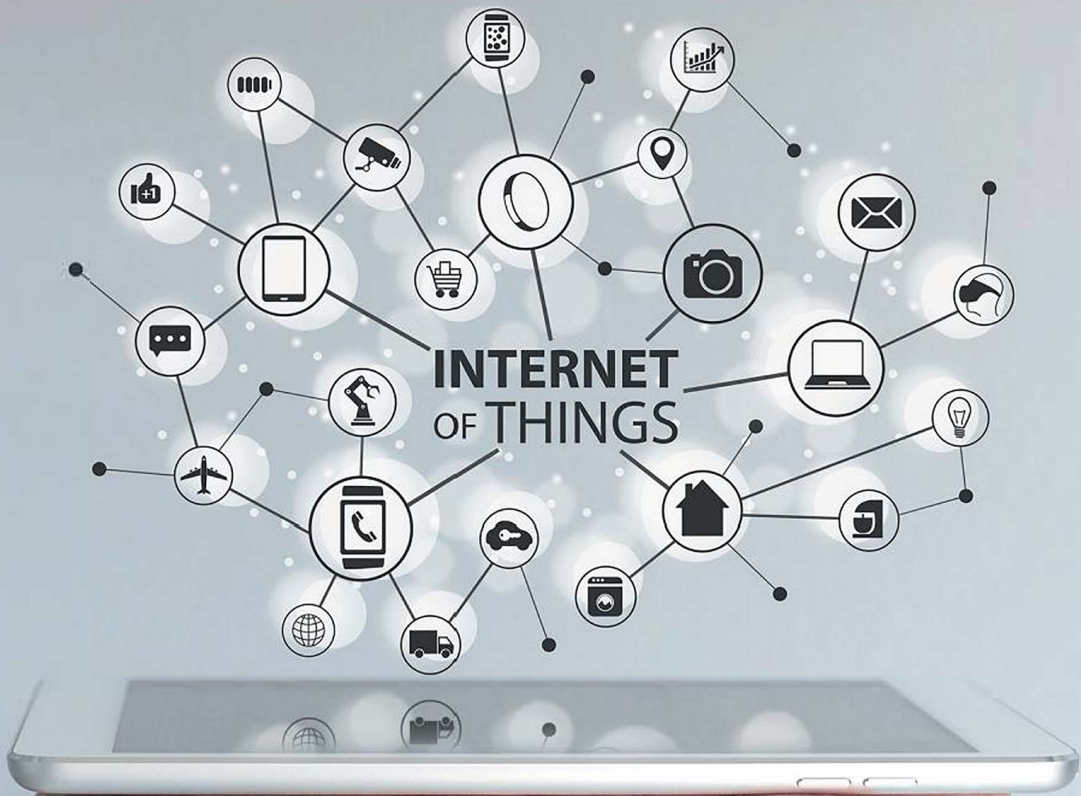
Vision Your Future Enterprise Technology

IoT | Technology
Special 2016

25 Most Empowering Companies

HAPPIEST MINDS TECHNOLOGIES

The current market is highly fragmented by Industry and domain driven needs



1IT ENTERPRISE

JUNE - 2016

IoT Special Edition

Editor-In-Chief

Naga Kunduru

editor@1itenterprise.com

Editorial Members:

Steven Thomas

Assistant Editor

Steven.Thomas@1itenterprise.com

Jennifer L. Adams

Assistant Editor

Jennifer@1itenterprise.com

Samuel Johnson

Assistant Editor

Samuel@1itenterprise.com

Mailing Address

2950 North Loop West Suite
500 Houston, Texas 77092
United States

Phone: +1 (832) 426-2567

Email: editor@1itenterprise.com

IoT an Opportunity For The Next Generation

Internet of Things (IoT) is such a comprehensive topic that there are many perspective to it. It depends whom you ask. It has become an interesting topic among business communities and enterprises. IoT is not a standalone platform or application, it is a concept where sensing, computing and web technologies converge, interrelate and assimilate with each other. IoT is not entirely new, rather it has evolved from network of computers to the network of things.

For IoT to become a realism, several technical, social, and economical problems still need to be addressed. These Special Issues are systematized into three groups.

- The first group focuses on frameworks and architectures for apprehending various aspects of IoT.
- The second group accentuates on the key role of deploying sensors and sensor networks in the architecture of IoT and associated applications.
- The last group deals with the issue of security within IoT framework.

When it comes to Internet of Things fundamental workflow can be characterized as collect sensor data, transmit data to a central location and analyze and generate insights. Apart from that Automotive, City Management, Consumer Service, Healthcare are a few other applications that can be categorized under IoT.

The adoption of IoT will happen in waves and the adoption-curve, impact and payoff will vary from business-to-business. There will be hurdles, but success as well. To succeed in this revolutionary technological shift recognizing the use case that fits your type of business is vital. Then you can implement and refine.

Copyright © 2015 1IT ENTERPRISE, All rights reserved. The publisher assumes no responsibility for unsolicited manuscripts, photographs or illustrations. Reproduction in whole or part of any text, photography or illustrations without written permission from the publisher is prohibited. Views and opinions expressed in this publication are not necessarily those of the magazine and accordingly, no liability is assumed by the publisher thereof.



06

COVER STORY

Happiest Minds Technologies:
Gearing up to lead India
into the Technological Shift

CIO & CXO THOUGHTS

11 (ISC)²
Wesley Simpson
COO

17 Booz Allen Hamilton
Sedar M.T. LaBarre
Vice President

22 Cloud Cruiser
Deirdre Mahon
CMO

**30 Experian Data
Breach Resolution**
Michael Bruemmer, VP

**37 Michigan State
University**
Joanna Young
VP for IT and CIO

46 Net App
Lee Caswell
VP of Product, Solutions
and Services Marketing

54 Rad Ware
Carl Herberger
VP Security Solutions

13 Arbor Networks
Dan Holden
Director-Security Research

19 CELISTICS
Daniel Cavallin
Director of Technology

24 Compass Datacenters
Chris Crosby
CEO

33 LiveAction
Ulrica de Fort-Menares
VP of Product Strategy

40 Movimento Group
Mahbubul Alam
CTO/CMO

48 Philips
Yair Briman
GM Healthcare IT

56 Voziq
Kalyan Banga
Director, Research
and Analytics

15 AuroSys Solutions
Kunjan Dalal
CEO

21 CGNET
Daniel Callahan
Vice President, Cloud Services

27 Emerson
Bob Karschnia
VP and GM of Wireless

35 Mesh Systems
Uriel Kluk
CTO

43 NC State University
Rob Handfield
PhD Executive Director

51 Primary Data
Graham Smith
Director of Virtualization
Product Management

57 Wipro
Gilles Gravier
Director, Senior Open
Source Advisor

1ITENTERPRISE

IoT | Technology Special 2016

25 Most Empowering Companies

10

AvaLAN Wireless Systems, Inc
Matt Nelson, CEO

16

Cambridge CMOS Sensors
Nat Edington, CEO

20

Concirus
Andrew Yeoman
CEO

26

Cumulocity
Brend Gross
CEO

29

Emerge Interactive
Julian Pscheid
COO

32

Ensizon
Lahiru Perera
CEO

34

EVERYTHNG
Niall Murphy
Co-founder & CEO

36

Gaonic
Rami Rafeili
CEO

39

Geotab
Neil Cawse
CEO

42

GTX Corp
Patrick Bertagna
CEO

45

Haltian
Pasi Leipala
CEO

47

Innovative Sensor Technology AG
Mirko Lehmann, CEO

50

Intrepid Data, LLC
Robert Endo
Founder and Engagement
Manager

53

Maven Systems
Sunil Desai
CEO

55

MemoMi
Salvador Nissi Vilcovsky
Founder and CEO

59

NYCE Sensors Inc
Brian Leeners
CEO

60

Produvia
Arnon Mordoh
CEO

61

Volansys
Bhavin Shah
Founder & EVP Sales

62

Z-Wave Alliance
Mitchell Klein
Executive Director



HAPPIEST MINDS TECHNOLOGIES: Gearing up to lead India into the Technological Shift

JOSEPH ANANTHARAJU, CEO

With over 110 customers, 1800+ people and 16 locations on the world map Happiest Minds is a next generation company providing Digital Transformation, Infrastructure, Security & Product Engineering Services by applying Domain Centric Solutions & Skills, Happiest Minds targets key verticals such as Automotive Travel/Transportation/Healthcare, Retail, Consumer Packaged Goods, Data Centre Technologies, Education, E-Commerce, Hi-Tech, Engineering R&D and Manufacturing.

Happiest Minds empowers [Digital Transformation](#) for enterprises and technology providers by delivering seamless customer experiences, increased business efficiency, and actionable insights through an integrated set of disruptive

technologies like Big Data Analytics, [Internet of Things](#), Mobility, Cloud, Security and Unified Communications.

Headquartered in Bangalore, India, Happiest Minds has operations in the US, UK, Dubai, Singapore, Australia and has secured \$ 52.5 million Series-A funding. Its investors are JPMorgan Private Equity Group, Intel Capital, and Ashok Soota. Prior to founding this organization, Mr. Ashok Soota served as the Vice Chairman of Wipro Technologies and Founder Chairman of Mindtree.

“As vendors build capabilities and acquire niche domain skills, the hesitancy to outsource engineering services is on the decline”

Leveraging the power of SMAC and IoT with regard to both Hardware and Software, including Rapid Technology Shifts and the rising demand-supply gap, Happiest Minds believes the Engineering Services market is at the cusp of a transformational change. More and More ISV's and Product Companies are seeking active partnership with Engineering

Services vendors to build and develop market-ready products for them, especially which involves cutting edge technologies and transformation. The current market is highly fragmented by Industry and domain driven needs. As vendors build capabilities and acquire niche domain skills, the hesitancy to outsource engineering services is on the decline.



Happiest Minds foresee and are actively working on some of the growth drivers in the Engineering Services market such as Technology Advancements and Convergences, Glolocal (global products customized for Local market) needs, Faster and Shorter Product Lifecycles, Newer Service Oriented Business

Models and Access to a global talent pool. They also believe, India is poised to benefit from the above shifts and vendors like Happiest Minds are fully geared to take this head on with their niche focus on Disruptive technologies to deliver connected, Smart, Secure Customer Experience.

“The current market is highly fragmented by Industry and domain driven needs”

Happiest Minds was founded on the premise of delivering world class engineering services leveraging disruptive technologies such as Social, Mobility, Cloud and Analytics (SMAC). Over the years, they have built very deep expertise in niche areas such as Internet of Things, Big Data & Analytics,

Software Defined Data Centers, Security and increased R&D efforts. Their innovation council (consisting of key management from various Product Engineering Backgrounds) drives value into their engagements by suggesting strategies and ideas to their customers.

Our IoT 360 Degree Play: Happiest Minds 7 Pillars

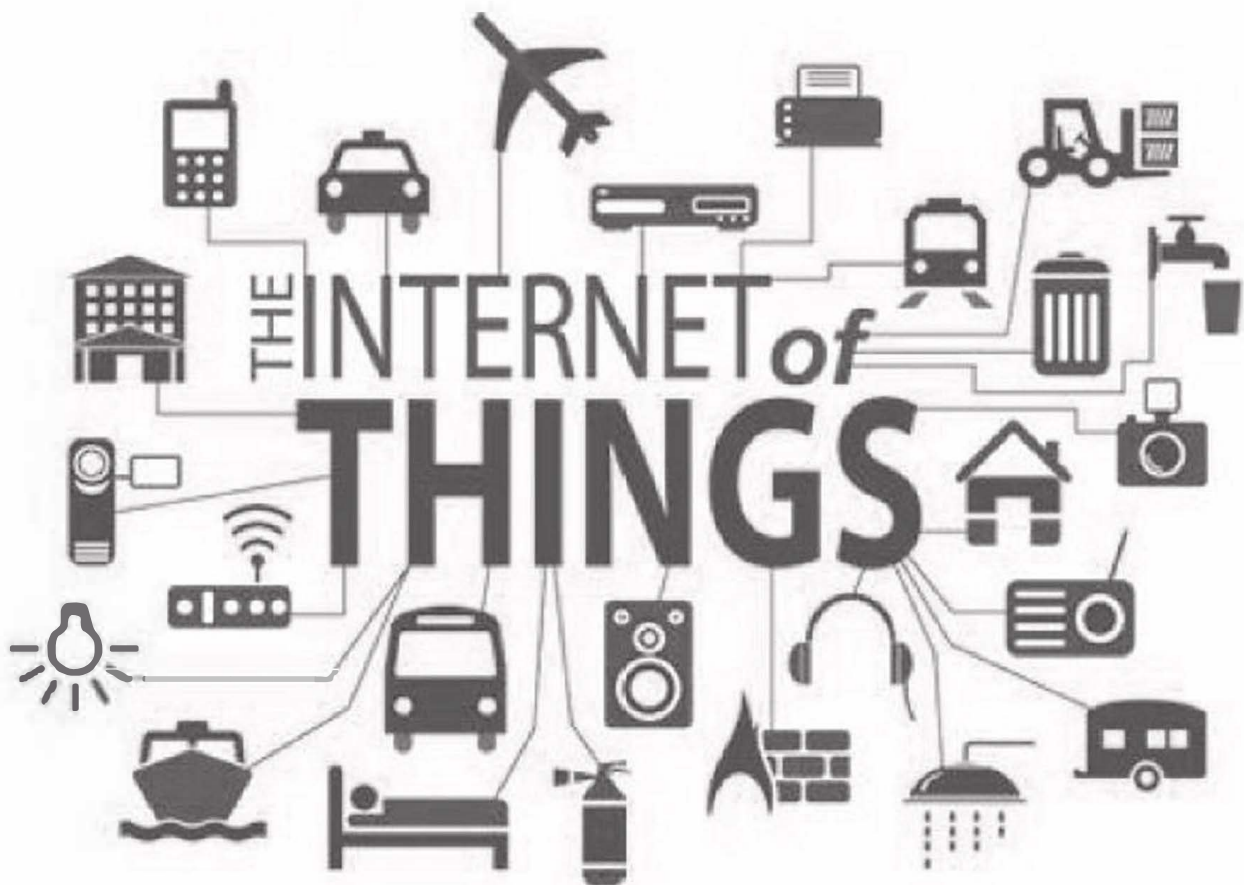


The IoT is run as a dedicated domain which supports various industry sub-domains for IoT solutions. There is a specific focus on few sub-industry verticals including Automotive, Industrial automation, Building Automation, Smart Retail, Smart Transportation, Consumer Electronics and wearables. Happiest Minds also has their own **IoT Platform** called “MIDAS”. They have won numerous awards and presented on varied topics around “Internet of Things” with numerous recognitions from Gartner, Forrester, Ovum and Horses for Sources about the IoT Capabilities and a “Vendor to watch out for”. This little less than 4 years old company have

achieved numerous milestones in their journey & they are uniquely positioned to take the lead as India’s leading Mid-Size Engineering Services Provider.’

Happiest Minds since the foundation has focused on being the next generation Product Engineering Services Company with a deep emphasis on building IP’s and possessing an integrated set of disruptive technologies such as Cloud, Mobility, **Big Data**, Analytics, Internet of Things and Unified Communications among others, including delivering domain centric solutions to their customers.

“The four core market segments/domains they focus on from an Engineering Services perspective are Enterprise Platforms, Consumer Solutions, Internet of things, and Software Defined Data Centers”



At Happiest Minds, they have always understood that the customers are first and each one has different needs and requirements. They have invested heavily in building a state of the art IoT labs and R&D centers in their Bangalore Offices. They also have laid emphasis on building and reusing IP's for their customers, innovating for and with their customers, built and successfully running ODC's for their larger customers and brought in flexible revenue models to reduce risks for their customers. They have close to \$1M invested in strengthening their product/IP business.

Taking the current trends and industry demands into consideration, Happiest Minds offers comprehensive integrated Security-as-a-Service (iSaaS), which cover compliance management, identity and access governance, [Cyber Security](#) and application & mobile security through its home-grown IPs namely Compliance Vigil, Identity Vigil, Cyber Vigil and Threat Vigil. These offerings being modular in nature, available on-demand and with a subscription based pricing model, provide comprehensive security solutions that assist businesses in assessing their risks, fighting malicious threats and regulating identity and access needs. They are non-linear in nature, having lower maintenance and higher flexibility with a faster and simpler deployment options, minimizing the time to market significantly.

With the rich knowledge and experience of the professionals associated with them, Happiest Minds look at very strategic acquisitions and a productized approach to go to market. They have a very clear vision and strategy i.e. to fortify their Domains, Build Practices, and Co-Create Solutions and leverage the disruptive technologies edge they have for all their prospects and customers. They will continue to invest in R&D and key technologies such as IoT and build a niche into selected areas within such as Industrial, Auto and Building Automation.

About the CEO of Product Engineering Services:

Joseph Anantharaju is recognized as the CEO, Product Engineering Services at Happiest Minds. Joseph holds a Bachelor of Engineering degree from BITS Pilani and PGDM from IIM Ahmedabad. He has over 19 years of professional experience spanning multiple industries including Technology, Banking and Manufacturing. 14 years of which were spent in Software Product Engineering Services working with a wide range of software product companies. He advises and guides customers with his experience & deep understanding of delivering software products in a distributed mode which he has developed over the years as an IT Professional.