

PRESENTING PARTNER



23rd

Star Nite Awards 2024

POWERED BY: **SAMSUNG**

IN ASSOCIATION WITH: **sify**

THEME:
**PARTNER DRIVING SUCCESS THROUGH
DYNAMIC PARTNERSHIP**

ROSEATE HOUSE, AEROCITY, NEW DELHI

FRIDAY, NOVEMBER 22, 2024

23rd Star Nite Awards 2024
AN ASSOCIATION WITH **city** **VARINDIA**

CHANNEL EMPOWERMENT SESSION
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MEDIA PARTNERS

Hybrid Event



About Star Nite Awards

The Star Nite Awards (SNA), fondly remembered as the "DNA of the Channel," is a major annual event that holds a special place for IT channel partners across India. It provides a unique platform for knowledge exchange, networking, and celebration.

Created around the theme “**Driving Success Through Dynamic Partnership**”. The 11-hour hybrid event, spanning diverse sessions from 10:00 AM to 9:00 PM, drew 1,542 attendees, including 507 in-person participants and others joining online from 28 cities nationwide.

The evening’s highlight was the unveiling of the “**Channel Policy Handbook**”, an initiative celebrating corporates that transparently share channel-friendly policies, fostering openness and collaboration. The event also recognised 10 outstanding Channel Chiefs from the Indian IT industry.

The pinnacle of the evening was the **Lifetime Achievement Award**, presented to **Mr. Suresh Pansari**, Vice Chairman and Whole-Time Director of R P Tech. A pioneer with over 33 years in the IT industry, he was honoured for his remarkable contributions to the sector.



Lamp Lighting Ceremony (Morning Session)



Picture From (Left To Right): Mr. Mathew Philip - Senior Director & Global Head GSI Business- GoTo ; Mr. Puneet Chadha, CMO- Redington Ltd; Mr. Devesh Ku. Rastogi, President-FAITA; Mr. Sunil J Singhi, Chairman-National Traders Welfare Board, Govt. Of India ; Dr. Deepak Kumar Sahu, Publisher-VARINDIA; Ms. S Mohini Ratna, Editor- VARINDIA; Mr. Vinod Kumar, President- ISODA; Mr. Alok Gupta, Director- Softmart Solutions and Mr. Kaustubh Kulkarni, Chairman-ASIRT



Guest Speakers



Puneet Chadha
CMO
Redington Ltd



Devesh Ku. Rastogi
President- FAITA



Sunil J Singhi
Chairman- National Traders
Welfare Board- Govt. Of India



Mathew Philip
Sr. Director & Head India
Business And Global Si's
GOTO



TOKEN OF Appreciation

Mr. Sunil J Singhi

Chairman

National Traders Welfare Board
Govt. Of India





Award Felicitation To The IT Associations



Mr. Devesh Kumar Rastogi
IT Associations Award on
behalf of the association



PCAIT from Delhi



COMPASS



TAIT from Mumbai



ISODA



Nischay Kandpal
Rr. Manager- Digital Adoption
Beyondsoft

CHANNEL EMPOWERMENT

SESSION WITH WINDOW & INGRAM MICRO



MM.DD.20XX



VAR Symposium

SEMINAR & PARTNER AWARDS CEREMONY

Digital commerce is transforming the way marketers engage with partners and suppliers. VARs, as key intermediaries, play a crucial role in navigating the complex digital landscape. The VAR Symposium, a significant gathering for VAR leaders, fosters collaboration and recognizes outstanding contributors. As AI reshapes the software landscape, the event addresses emerging challenges and provides insights for partners.

The digital revolution is reshaping the way marketers interact with partners and suppliers. Value-Added Resellers (VARs) have emerged as pivotal intermediaries, simplifying complex digital commerce for organizations. By targeting VARs, marketers can effectively reach a wider audience and influence purchasing decisions.

The VAR Symposium, a high-profile pre-conference event with a cumulative capital value of USD 10 Billion, serves as a premier platform for VAR leaders. This day-long event brings together key decision-makers to discuss emerging trends, share best practices, and forge strategic partnerships. The symposium culminates in the recognition of 100 outstanding VARs across various categories, including system integrators, solution partners, and telecom service providers.

The rapid advancements in artificial intelligence, particularly generative AI, are fundamentally altering the software landscape. As AI-powered applications become increasingly sophisticated, they also introduce new vulnerabilities. To address these challenges, the VAR Symposium features a dedicated session with 30 subject matter experts who delve into the latest trends and best practices.

By fostering collaboration, recognizing excellence, and addressing emerging challenges, the VAR Symposium empowers VARs to thrive in the evolving digital era. increasingly dynamic marketplace.



Corporate Presentations



Rohit Sharma

Head Technical Sales- India/SAARC
Micron Technology Operations India



Michael Dyson

Vice President Of Sales & Marketing,
APAC- SOTI Inc.



Jithesh Chembil

Head Channels India
Pure Storage



Venkata SR Datala

Channel Sales Head (Indian & SAARC)
Versa Networks



Panel Discussion Session

THEME

Building Bridges: Fostering Partnerships for Strategic & Emerging Technologies



Picture From (Left To Right): Moderated by Dr. Deepak Kumar Sahu- Editor-in-chief, VARINDIA

Panellists: Vivek Gupta, President- Hitachi Systems India Pvt. Ltd. **Amit Jain**, Founder & CEO- Integrated Tec9labs Pvt. Ltd., **Puneet Thakkar**, CEO & MD- Shivaami Cloud Services Pvt. Ltd., **Himanshu Chawla**, Director, Co-Founder & Technology Evangelist- IRIS Waves Pvt. Ltd., **Aditya Narain Kakkar**, Director- Intensity Global Technologies Pvt. Ltd.



Corporate Presentations



Yuvraj Pradhan

Director Solution Engineering (APAC & Japan)
Sonicwall Technology Systems India Pvt. Ltd.



Amarish Karnik

Director - Channel, Alliance & Cloud Service Provider
(India & SAARC), Veeam Software



Mandar Patil

Founding Member & SVP- Global
sales & Customer Success , Cyble
Infosec
&

Dr. Deepak Kumar Sahu

Editor-in-Chief
VARINDIA

Fire-side Chat Session





Corporate Presentations



**Saivijay Appayya
Khanagav**
Channel Head, SMB
Lenovo ISG India



Sonika K Rastogi
Manager Channel Account
Management
Fortinet Technologies India



Vivek Malhotra
Sr. Director & General Manager
Channel Sales - Dell
Technologies



Chandra Sankholkar
Director
Google Cloud



Eminent VARs In Indian IT Industry

Categories

Best Solution Partner
Best IT Service Partner
Most Trusted Distributor
Best Infrastructure Partner
Best MSP Partner
Best System Integrator
Best VAD- Network Security
Best Networking Partner
Best Security Solution Partner
Best Cloud Solution Partner



Best Digital Transformation Partner
Best VAD
Best Solution & Service Partner
Best Information Security Partner
Best Sub-Distributor
Best Retailer
Best Sub-Distributor- Software
Best Emerging VAD
Strategic Technology Advisor

Awards Link: <https://www.varindia.com/gallery/sna-2024>



Channel Chief In Indian IT Industry 2024

COMPANIES NAME

- Amazon Web Services
- Check Point Software Technologies Ltd.
- Dell Technologies
- Google Cloud India Pvt. Ltd.
- Hewlett Packard Enterprise
- Lenovo Infrastructure Solutions Group
- Pure Storage India Pvt. Ltd.
- Veeam Software Pvt. Ltd.
- Versa Networks India Pvt. Ltd.
- Vertiv Energy Pvt. Ltd.

WINNER

Praveen Sridhar
Manish Alshi
Vivek Malhotra
Chandra Sankholkar
Ameer Warsi
Amit Luthra
Jithesh Chembil
Amarish Karnik
Venkata Sr Datla
Sanjay Zadoo



Awards Link: <https://www.varindia.com/gallery/sna-2024>



Channel Chief Awardees Group Photo



Awards Link: <https://www.varindia.com/gallery/sna-2024>



Unveil Of The "Channel Policy Handbook"



Picture From (Left To Right): Mr. Vinod Kumar, President- ISODA; Mr. Venkata SR Datala, Channel sales Head (Indian & SAARC)- Versa Networks; Mr. Uday Macaden, Head of Enterprise Channel sales- Samsung India Electronics Pvt. Ltd.; Dr. Arindam Sarkar, Asst. Professor & Head of Computer Science and Electronics- Ramakrishna Mission Vidyamandira- Howrah ; Ms. S Mohini Ratna, Editor- VARINDIA ; Mr. Ajay Sawhney, Former Secretary-MeitY, Govt. of India ; Dr. Deepak Kumar Sahu, Publisher-VARINDIA & Group Publications; Dr. Pankaj Dikshit, CTO- GeM ; Mr. Suresh Pansari, Vice Chairman and Whole Time Director- R P Tech ; Mr. Devesh Ku. Rastogi, President-FAIITA ; Mr. Dinesh Kumar, Sales Director- India & SAARC- SOTI ; Mr. Jithesh Chembil, Head Channels India- Pure Storage ; Mr. Puneet Chadha, CMO- Redington Ltd ; Mr. Pranab Mohanty, Chief Business Officer- Data Safeguard Inc.



LIFE TIME ACHIEVEMENTS AWARD 2024



Suresh Pansari
Vice Chairman and Whole Time
Director- R P Tech



Corporate Presentations



Ms. S. Mohini Ratna
Editor
VARINDIA



Uday Macaden
Head Of Enterprise Channel Sales-
Samsung India Electronics
Pvt. Ltd.



Rajat Gossain
Head- Channel Business
Sify



Dr. Arindam Sarkar
Asst. Professor & Head Of
Computer Science And
Electronics- Ramakrishna
Mission Vidyamandira-Howrah



Corporate Presentations



Saket Modi
Co-Founder & CEO
Safe Security



Amit Kapoor
Business Manager
Hewlett Packard Enterprise

Keynote Address



Ajay Sawhney
Former Secretary
MeitY, Govt. Of India



Chief Marketing Officers (CMO) Awards of the year 2024

NAME

- ❖ Arvind Saxena
- ❖ Puneet Chadha
- ❖ Anjali Gupta
- ❖ Deepak Mathur
- ❖ Karthik Sathuragiri
- ❖ Kirti Pandey
- ❖ Kushagra Sharma
- ❖ Naveed Chaudhary
- ❖ Rahul Nautiyal
- ❖ Rimi Das
- ❖ Vinny Sharma

COMPANIES

NEC Corporation India
Redington Ltd.
Sify Technologies Ltd.
Palo Alto Networks
Amazon Web Services
Prama Hikvision India Pvt. Ltd.
Veeam Software India Pvt. Ltd.
Ingram Micro India Pvt. Ltd.
Hewlett Packard Enterprise India Pvt. Ltd.
Pure Storage India Pvt. Ltd.
Securonix India Pvt. Ltd.

Awards Link: <https://www.varindia.com/gallery/sna-2024>



CORPORATE AWARDS 2024



CATEGORIES NAME

- ❖ No.1 Distributor In Indian It Industry
- ❖ Best Note Book- Enterprise, Best Inkjet And Laser Printer (Single & MFP)
- ❖ Best Structure Cabling Company
- ❖ Top Distributor In India
- ❖ Best X86 Server
- ❖ Storage Solution Company
- ❖ Channel Favourite Company Of This Year 2024
- ❖ Best Networking Solution Company
- ❖ Best Hyperconverged Infrastructure Solution Company
- ❖ End To End Technology Solution Company
- ❖ Best Wired And Wireless Solution Company
- ❖ Best Data Security Company
- ❖ Best Hard Disk Drive & SSD
- ❖ Best A3 Printer And Photo Copier
- ❖ Best Flash Drive
- ❖ Best SMB Networking Company
- ❖ Best Next Gen Firewall
- ❖ Best Power Management Solution Company
- ❖ The Best Processor For Commercial Laptops
- ❖ Best Zero Trust Security
- ❖ Best Open Source Infrastructure Solution Company
- ❖ Best XDR Solution Provider
- ❖ Best Enterprise Firewall
- ❖ Best End Point Security Protection Company
- ❖ Best Note Book -SME

COMPANIES NAME

Redington Ltd.
Hp India Sales Pvt. Ltd.
Commscope Solutions India Pvt. Ltd.
Ingram Micro India Ltd.
Dell Technologies
Dell Technologies
Dell Technologies
Cisco Systems India Private Limited.
Hewlett-Packard Enterprise
Hewlett-Packard Enterprise
Hpe Aruba Networking
Check Point Software Technologies Ltd.
Seagate Technology HDD (I) Pvt. Ltd
Canon India Pvt. Ltd
Western Digital (UK) Ltd
D-Link India Limited.
Sophos Technologies Pvt. Ltd.
Vertiv Energy Pvt. Ltd.
AMD India Pvt. Ltd.
Zscaler Softtech India Pvt. Ltd.
Red Hat India Pvt. Ltd.
Trellix Software India Pvt. Ltd.
Fortinet Technologies India Pvt. Ltd.
Kaspersky
Lenovo India Pvt Ltd.

Awards Link: <https://www.varindia.com/gallery/sna-2024>



CORPORATE AWARDS 2024



CATEGORIES NAME

- ❖ Best Cloud Company For Providing Enterprise Class Cloud
- ❖ Best Display Laptop - Galaxy Book 4 Ultra
- ❖ Most Innovative Rugged Phone Of The Year 2024 -Samsung X Cover 7
- ❖ Best Digital Native Company
- ❖ Best Back-Up And Recovery Software Award
- ❖ Best Hybrid Cloud Infrastructure Solution
- ❖ Best Laptop- For Entry Level
- ❖ Best Hyperconverged Solution Company
- ❖ Best Company Into Cyber Security
- ❖ Best Channel Friendly MDM Company
- ❖ Best Partner Choice Cloud Company
- ❖ Best Company Into Remote Work
- ❖ Best Note Book- Consumer
- ❖ Best Cloud Security Company
- ❖ Best Company Into IoT/OT Security
- ❖ Best Company Into CCTV & Surveillance
- ❖ Best Company Into SD-WAN Solution- Make In India
- ❖ Emerging Player In Enterprise LAN Infra
- ❖ Best UPS- Make In India
- ❖ Best Company Into Electronic Security- Make In India
- ❖ AI Powered Data Privacy Solution Company- Make In India
- ❖ Best Company in Managed Print Services - Make in India
- ❖ Best Point Of Sale (PoS)- Make in India
- ❖ Best Computer Accessories & Peripherals- Make in India
- ❖ Best Company Into Endpoint Security

COMPANIES NAME

Microsoft Corporation (India) Pvt. Ltd.
Samsung India Electronics Pvt. Ltd
Samsung India Electronics Pvt. Ltd
Amazon Web Services (AWS)
Veeam Software Pvt. Ltd.
Netapp India Pvt. Ltd.
Acer India Pvt. Ltd.
Nutanix Technologies India Pvt Ltd
Palo Alto Networks
SOTI India Pvt. Ltd.
Google Cloud Platform (GCP)
Goto Technologies
Dell Technologies
Crowdstrike India Pvt Ltd
Sonicwall Technology Systems India Pvt. Ltd
Prima Hikvision India Pvt. Ltd.
Versa Networks India Pvt. Ltd.
TP-Link India Pvt. Ltd.
Best Power Equipments India Pvt. Ltd.
Aditya Infotech Pvt. Ltd.
Datasageguard
WEP Solutions
TVS Electronics Ltd.
KSG Technologies Pvt. Ltd. (CADYCE)
Sentinelone India Pvt. Ltd.

Awards Link: <https://www.varindia.com/gallery/sna-2024>



Awardees Group Photo



Photo Gallery: <https://www.varindia.com/gallery/sna-2024>



Lucky Draw



Photo Gallery: <https://www.varindia.com/gallery/sna-2024>



Audience During the Event





Partners from
across 28
Cities in India

• 45
Categories of
Awards for
vendors

- 1542
- Total Attendees
- (Physical 507 and Rest On-line)

EVENT SUMMARY

22ND NOVEMBER 2024

VENUE : ROSEATE HOUSE, AEROCITY

PLACE: NEW DELHI

Top Award Categories

- | | |
|----------------------------------|---------------------------------------|
| ➤ Best Solution Partner | ➤ Best VAD - Security Solutions |
| ➤ Best IT Service Partner | ➤ Best Digital Transformation Partner |
| ➤ Most Trusted Distributor | ➤ Best VAD |
| ➤ Best Infrastructure Partner | ➤ Best Solution & Service Partner |
| ➤ Best MSP Partner | ➤ Best Information Security Partner |
| ➤ Best System Integrator | ➤ Best Sub-Distributor |
| ➤ Best VAD- Network Security | ➤ Best Retailer |
| ➤ Best Networking Partner | ➤ Best Sub-Distributor- Software |
| ➤ Best Security Solution Partner | ➤ Best Emerging VAD |
| ➤ Best Cloud Solution Partner | ➤ Strategic Technology Advisor |



Vote of Thanks

Ms. S.Mohini Ratna
Editor - VARINDIA





Product and solution display



TREACLE TECH



INTENSITY | HPE



SAMSUNG



SIFY



AMD



INGRAM | WINDOWS 11



REDINGTON | CISCO



VERSA NETWORKS



GOTO



PURE STORAGE



CYBLE



COMMSCOPE



eCAPS



SONICWALL



DELL TECHNOLOGIES | IRIS GLOBAL



MICRON



FORTINET |
INGRAM



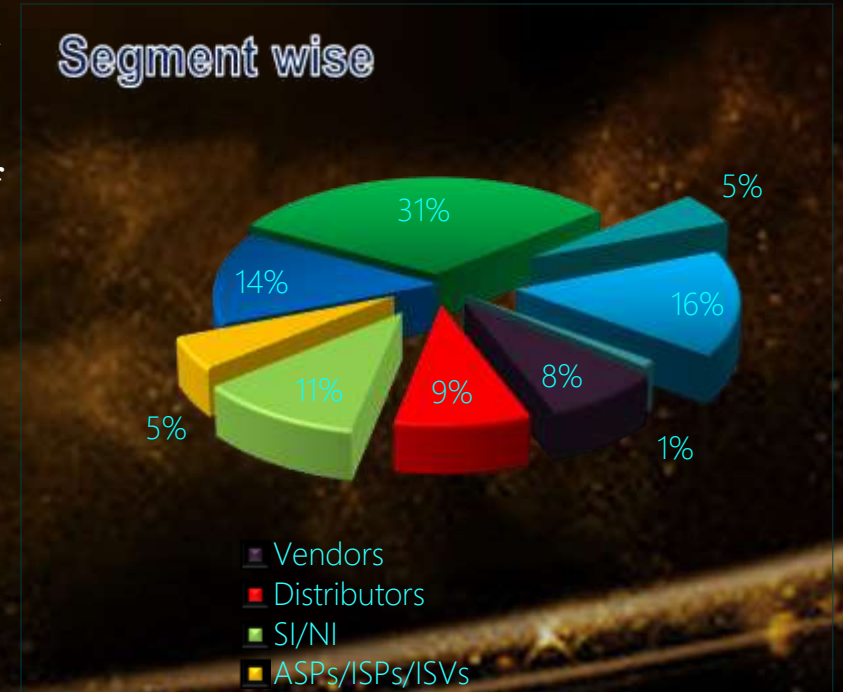
IVALUE | SOTI



VARs and Partners attended the Star Nite Awards

VARINDIA events are among India's most influential technology gatherings, uniting IT companies, partners, and vendors to showcase new technologies, exchange insights, and strengthen relationships between vendors and channels. With their extensive reach, these events foster meaningful connections across the entire Indian IT community.

As a vital source of business intelligence, IT channels or VARs drive 80% of business in the country. VARINDIA consistently emphasizes innovation and forward-thinking content to meet the evolving needs of this ecosystem. This year, the platform garnered 7,347 votes on its website, resulting in the selection of a clear winner, highlighting the event's significant engagement and impact.





PRESS RELEASE



Article

<https://www.varindia.com/news/varindia-star-nite-concludes-with-great-success>



Image Gallery

<https://www.varindia.com/gallery/sna-2024#>



Video Gallery

https://www.youtube.com/watch?v=_Ej6_A6KGDo&list=PLVnjwU0GcUi6uTC6EJt76rvhj3n9J0aL6

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**We are open to organise your any type of CUSTOMISED events
in India and across the Globe**

**For more information log on to
www.varindia.com**