

June 2021 Issue - 2 NEWSLETTER SPONSOR



Boost performance with Crucial DRAM and SSD upgrades.





COVER STORY

Colour of 'Parallel Imports' Grey or White

PRODUCT LAUNCH

SERVER & NETWORKING RACK

Page - 2

Page - 4

C//MPASS KINNEC TOGETHER WE WILL

NEWSLETTER

WEEK

President: Sanjay Chhajer, Secretary: Anup Agarwal

EVENTS & SEMINARS

Celebrating WORLD YOGA

KNOW YOUR MEMBER

J.K.Bothra: IT veteran shares his diverse experiences

Engaged in IT industry for long 33 years, J.K.Bothra is one of the most veteran professionals. With all his experience and expertise, he has established Planet Computer in 2002 performing every responsibilities of the organisation.

Planet Computer deals with a range of products like HP commercial printer, Cisco, TPlink, ycom firebold, Orico ETC and many among others. The organisation acts as a distributor, wholesaler and retailer of IT hardware & software, office automation, printers, projectors and accessories

Coming out of his professional schedule, he loves music and to travel extensively to explore the unexplored destinations. Being an ardent traveller, he has covered almost the entire world, with special fondness on various landscape splendour, culture and heritage-rich destinations, discovering their special and unique story behind.

Originally from the state of Rajasthan, quite obviously, Bothra loves his state's special food and North Indian vegetarian dishes as well.

"Cricket is my favourite pastime. Since inception till date, I actively participate in all the tournaments that Compass organises," mentions J.K.Bothra.

While discussing on the studies that reveal, those who play competitive sports usually do very well in corporate environments, he asserts, "With my practical experiences, I have seen and believe that sportsmen always are successful and popular in corporate environs with their hard working and committed attitude."

Read More

COVER STORY

Page - 1

Colour of 'Parallel Imports' Grey or White

Parallel imports are the products which are imported from a different market, mostly from other countries or may be from different regions from within the country.



Lilesh Khakhra Vice-President, COMPASS, Partner, Crown Trading Co.

"Once an Intellectual Property Right Owner disposes his products for consideration, he ceases his rights over the products manufactured by him. Hence there is nothing illegal in dealing with parallel import products," mentions Lilesh Khakhra. Vice-President. COMPASS, Partner, Crown Trading Co.

In the importing country/region, such products may create disturbance in the price structure suggested by the OEMs or OEM authorised national/ regional distributors. However as per Khakhra, parallel import keeps a check on monopolistic or artificial inflation of the rates.



Vikash Agarwal Director, Sunstar Computers

Since Bureau of Indian Standards (BIS) certification has been introduced from 2017-18, parallel imports have not been easy, specially when the OEMs get the certification in the part numbers specially being marketed only in India. "The price difference between the rates in the region and outside, sometimes gets bigger and creates an opportunity for parallel import. The OEMs or Distributors do try to discourage it by blocking their warranty or support" expressed Vikash Agarwal, Director, Sunstar Computers.

"Mistakenly, interstate purchases are considered as parallel imports by the OEMs or Distributors. Vikash advocates for strong unity amongst the dealers so that such imports are not discouraged in the era of common GST and 'one country - one region' concept being promoted by the Government. He also suggests transparency from the OEMs in sharing the rates across the country between the channel partners.



Umang Lalani, Lalani Infotech Limited

Umang Lalani of Lalani Infotech Limited emphasises on the importance of dealing in products from OEM or their authorised Distributors. They promote the brand, launch the product, make an effort to create the demand depending upon the character of each region with a dedicated and full-time team. The service centres are geared up as per the volume and SKUs being officially marketed. Parallel imports do disturb the entire supply chain system and demand supply balance of established brands and should be discouraged.

Sanjay Chhajer of Advance Management Systems Limited and President of COMPASS recommends a prudent balance of pricing and availability within the region, country and even outside.

Proprietor M/s. I-Mart Technologies Pvt. Ltd.

Rajesh Agarwal

10, Bentinck Street 2nd Floor, Gandhi House Kolkata - 700001

9903191705 rajesh@imarttech.in www.imarttech.in

Services -**Distributor of Quick** Heal Antivirus, Sub Distributor of Asus Lenovo and other computer hardware and software

WELCOMING NEW MEMBERS

GLOBAL NEWS

Netflix, Disney at opposed ends of sentiment range in India

American over-the-top (OTT) content platform Netflix dominates in certain Asia-Pacific (APAC) countries like Australia and Malaysia, according to the subscription video on deWmand (SVOD) forecasts by Global Data, a leading data and analytics company. Read More

PC market in US exceeds 34 million units, grew 73% in Q1 2021

The total shipments of desktops, notebooks, tablets and workstations has exceeded to 34 million units and the PC market in the United States depicted a growth of 73 per cent year on year in Q1 2021, according to a Canalys Report. **Read More** Read More

Fastly System Error causes Global Content Blackout

A configuration error in the systems of a content delivery provider knocked out numerous websites and apps around the globe. Read More

Software Business Driving **US Jobs, GDP Growth**

The software industry fuelled jobs and GDP growth in the United States in 2020, according to a report released Tuesday by an international software research organization **Read More** research organization.

Logitech launches Al-based whiteboard camera

AT this point in time, hybrid work and learning is more pervasive than ever. The Covid-19 pandemic has necessitated a change in how we approach work and learning, which entails new solutions. Read More



LOCAL NEWS

Honeywell launches verified technology, help stop fake Pharmaceutical Products

To fight increasing counterfeit crime in India, Honeywell announced digital verification technology for pharmaceutical products. Recently an dire shortage of drugs to treat COVID-19 symptoms has led to increased circulation of counterfeit medicines. **Read More**

Kodak Alaris achieves EPEAT Gold Standard

Kodak Alaris has added twelve document scanners to the Electronic Product Environmental Assessment Tool (EPEAT), the definitive global registry for greener electronics. **Read More**

Aspire Systems Recognized for the 12th Consecutive Year

Aspire Systems, a global technology services firm, has been recognized as one of the 100 Best Places to Work for 2021 by the Great Place to Work Institute. **Read More**

Cloud computing the de-facto platform for radical changes to be delivered

Cloud Computing is rightly emerging as the key technology trend of 2021.

PRODUCT LAUNCH



SERVER & NETWORKING RACK

COMRACK offers a wide range of Communication Cabinets, Network & Server Cabinets and Fiber Optics enclosures. These Cabinets are feature stable, tested to bear proper land and have elegant appearance. Manufactured at a well – equipped plant using high precision CNC Machines, they confirm to Highest International Standards like DIN 41491, DIN 41494, IEC 297 and many others. ISO 9001: 2008 quality assurance system is practiced at **COMRACK**

C (10.4)

Stype Course Bressee Peoly cisco 200 more

PeopleLink Whatsapp: +91-8420011211 | Email: info@advancemanagement.in | Web: www.advancemanagement.in

Details

WALL MOUNT RACK FLOOR STANDING RACK OPEN FRAME / DATA RACKS SERVER CABINETS CUSTOM BUILT CABINETS OUTDOOR CABINET & ALL ACCESSORIES FOR RACKS

Available at



CALL – 9830045322 , E-MAIL – alfatech1@gmail.com

PEOPLELINK QUADRO SPEAKER PHONE

Features

- 4Bi- Directional Microphone
- 360° Degree Audio Pickup
- Built-in AEC, AGC, ANS
- 92dB Output Volume
- Automatic Gain Control
 USB Speaker Phone
- USB Speaker Flohe
- Extension Microphones (Optional)



www.foxin.in | Follow Us On : 👖 📴 in 😏 /foxinindia

For Any Query Contact G Surya Narayana , Ph - 89725 93979 | E-mail : surya@balajisolutions.in



KNOW YOUR MEMBER



Saikat Pal: **Passion became** profession with time

Interested in various electronic gadgets and hobby projects, since childhood, Saikat Pal, Proprietor, System Edge, later developed an inclination towards Information Technology after completing his college studies.

Started career as a freelancer in 1995. he used to support the customers possessing x86 series and BBC-Micro Computers. In 1997, he had launched his first retail Computer at his residence in Murshidabad, help become a professional from a freelancer.

Besides professional, his personal preferences are also interesting. He likes swimming, playing cricket and badminton also love cooking on weekends, reading IT online magazines and listening to music. Being a non-vegetarian, he is fond of Indian and Continental dishes.

"I am associated with Lions Club, Berhampur, hence engaged with various charitable and social development projects. Being a dog lover as well, I have reared up a street dog as our lovable pet with special attachment," mentioned Saikat Pal.

Before pandemic, the aim of this ardent traveller was around four tours a year. Mostly Dooars like ambience and beauty attract him for a short break.

"Understanding customers' needs and providing solutions to their typical IT problems in an innovative way is my passion and USP of my business," expressed Pal. "A business owner should look after their staff in every emergencies, help induce discipline and loyalty among them," he concluded.



STATUTORY NEWS

Wide Range of **Solid State Drive**

FORCE

Available Capacity:

256cb

E1000

128GB





2.5"



M.2







NEWSLETTER 3

NEWSLETTER 4

DISTRICT REPRESENTATIVES



PRESIDENT'S MESSAGE



Dear Friends.

I am confident that worst of the pandemic is now behind us. Hopefully, all of us must have been vaccinated by now, at least the first dose along with our team members and respective families. We have gone through tough times and look forward to a safer world to live in. We all need to re-think and reshape our tomorrow - How do we adapt and move on?

Internet and Smartphones had transformed human life across all segments and age groups over last two decades. But this time, change in human lifestyle is bringing a phenomenal shift in technological dynamics.

A new normal has emerged to the way we live and do work. It is probably the best time to re-think, re-visualize & re-build solutions for better adaptation of technology in the changed scenario. A blend of opportunities await all stake holders in the area of Information Technology.

Work from home is here to stay; home deliveries of essentials will continue; 'Home' is now the 'new School'; 'Web Streaming' has substituted multiplexes and D2H services, Conferences are now virtual, OPDs & Gyms have gone online; and it goes on. With increasing dependence on real time solutions, eSecurity is now of prime importance. Best time to 'think out of the box' and add value in the eco-system. Let us all together reinvent & innovate.

Continue to stay safe and always remain happy.

Sanjay Chhajer President 9831023498

EVENTS & SEMINARS

Welcome to COMPASS



Computer Association of Eastern India (COMPASS) is an association comprising of 400+ entrepreneurs from the Information Technology (IT) sector. Headquartered in Kolkata, the association, since the last 25 years has been contributing relentlessly to the favourable growth of IT industry. It is a member of FAITA and CWBTA.

Being a facilitator and catalyst, COMPASS works closely with the government on policy issues, improving efficacy, keenness and expanding business opportunities through assorted services. The Grievance Cell is one of the unique services that actively helps members & others in eco-system to resolve both internal and external disputes. COMPASS regularly organizes trade shows, seminars, conferences, workshops for its members and industry stakeholders. Fellowship events such as Cricket Carnival, Family Picnic, Diwali Meet indeed goes a long way in bonding family and friends. Moreover, COMPASS has always been proactive in specific events of other associations.

Recent formation of the Legal Cell and GST Helpdesk would be highly beneficial to members. Introduction of this eNewsletter will surely keep members & all concerned better informed.

Ever since the breakout of COVID, the association and its members have been helping in multiple ways including distributing essentials to the under privileged through the local government administration.



ANAND KARNANI

Chairman - Dist. Committee SUPREME INFOTRADE PVT. LTD. 9831329291 anand@supremeinfo.in



VIKASH DUNGARWAL Dist. Co-ordinator

-Siliguri DREAM COMPUWTER 9733339995 ncomslg@gmail.com



KOUSIK GHOSH Dist. Co-ordinator -Burdwan MICROCHIP 9434053055 nicrochip s@yahoo.co.in



SEKHAR AGARWAL

Dist. Co-ordinator -Midnapore SHREE KAILASH BUSI-NESS SERVICE 9832724243 ekhar_ag1979@rediffmail. com



SANDIP MUKHERJEE Dist. Co-ordinator -Bankura

STS INFOTECH 9434124708 sandipbnk1@rediffmail.com



SAIKAT PAL

Dist. Co-ordinator -Murshidabad SYSTEM EDGE 9733540014 saikatpal.systemedge@ ail.cor

NEWSLETTER COMMITTEE







Chairman Newsletter

Executive Committee Me

Co-Chairman Newsletter



www.compassindia.com 🕓 91-33-2281-3610 🛛 info@compassindia.com