



# QuantTalk

QUANTUM NETWORKS QUARTERLY DIALOGUE

January 2021 - March 2021 | Edition 01 | 2021

## PARTNER OF THE QUARTER

Automation Technologies

### • Partner

Automation Technologies

### • Location

Mangalore, Karnataka, India.

### • Demonstrated Strengths

- *Terrific understanding of the needs of the customer and the ability to match it with solution/s.*
- *Technical Credibility.*



Quantum's partnership with Automation Technologies is an example of growth-in-arms!

When we entered the market with no big clients to boast of, we looked at Automation Technologies to getting us a foothold in the education sector. And what a foothold it was - all hostel blocks of a University campus!

The project required reliable Wi-Fi with a scalable management platform which allows the client's IT team to efficiently manage the networks in various locations under one platform, one window.

Automation Technologies offers cutting edge technology solutions and related IT Integration services to its customers in Desktop, Server Computing, Storage Solutions, Software products, Network Integration, Enterprise wireless, Internet and Data security, Video Surveillance, Analytics, AV solutions, and Data Centre solutions.

Please join us in celebrating this terrific collaboration. May we go from strength to strength.

## Tough Times Don't Last, Tough Teams Do.

As I write this, we are in 2021 with much anticipation and hope. On behalf of all at Quantum, I wish you all the very best for the new year.

COVID-19 shook up this planet like nothing ever has. Some of us have had a really tough year. Since we launched in 2019, most all our metrics depended upon our performance in the financial year. I will confess without holding back that COVID-19 hit us smack in the face and for a moment we could not even get our bearings right.

As a new organisation, it was tough to get our boat back on keel and stay the course. I am sure many others share our story. However, without sounding brave or smart, the fact is we survived, and well.

Our initiatives during the lockdown gave us a lot of visibility, starting with - Qafé Quantum - our eight-part webinar series during the lockdown which was a great success - we garnered 2500+ participations!

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The response motivated us to launch our learning platform - *Quantum Classroom* - which also received a super response and I am happy to inform that now we have over 500+ Quantum-certified professionals. - QuanTalk - is our way of opening dialog with you; it's about sharing. As partners in progress, we expect there will be a genuine exchange of ideas.

I can promise you that this platform will not develop into a quarterly occasion for self-applause. So, please come forth and share your experiences so we are all enriched. May I take this opportunity to start:

**Qafé Quantum - our eight-part webinar series during the lockdown which was a great success - we garnered 2500+ participations!**

The past year far exceeded our expectations. While we struggled to make our mark, the team worked harder than ever and grabbed some stunning wins: we acquired over 200 unique customers in the past nine months from all verticals, be it Enterprise, Hospitality, Healthcare, or Education and that too just in India! We bagged few of the largest

**We acquired over 250 plus unique customers in the past nine months from all verticals, be it Enterprise, Hospitality, Healthcare, or Education and that too just in India!**

education deals in the country, making the education sector a strong vertical for us.

Not bad for a small team that thought it would be happy trotting but found itself sprinting!

Let us put our hands together for you, without whom it would not have been possible at all. So, how about going in all guns blazing - you and us? Welcome to the New Year!

Abhijit Potdar  
National Head of Sales | Quantum Networks



**Q: As a known influencer, what is your opinion of the current connectivity technology?**

**A:** As we are in a strongly connected world, 'Connectivity Technology' plays a very important role and will continue to do so.

- Any industry - for its business continuity and uptime - needs uninterrupted wire speed connectivity.  
- Most of the users and applications are getting more and more bandwidth hungry. Connectivity depends a lot on the type of industry and its role in

the usage environment.

- The network can be divided as Wired and Wireless. The Wired has evolved to 10G at the Edge and 40G/100G at the Back haul.

- For Wireless, 'Anywhere, Anytime, Any Device' is the need of the hour.  
- A seamless connect is pre-assumed. So, the need is to have Wireless connect as close as possible to Wired speed. Therefore, to achieve the same, WiFi 6 (802.11ax) is the way forward.

**Q: What seems to be the biggest issue/s your clients face that usually goes unresolved by OEMs?**

**A:** The biggest challenge is the Pre-Sales Presentation which details the Solution - mentioning various building blocks for Wireless Equipment go unresolved - without the complete ecosystem in place.

To elaborate - mentioning of solutions for Healthcare, Hospitality or Retail, the LBS (Location Based Sensors) play a critical part of the design. But to integrate the same with the deliverable solution, one needs an application partner plus LBS options on BLE beacons plus mapping of the project,

which is never stitched/ integrated. It's sad but as OEMs they seem to be more interested in selling their boxes.



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**Q: If you had one wish to make your job easier, what would it be?**

**A:** To have a well-equipped and trained team to handhold the projects.

- To get the latest updates of the possible development in the industry.  
- To have more technology sessions.  
- To have ready-reckoners detailing the specifications of the equipment in tabular form, which could ease the trouble of referring to detail data sheets.

**Q: What do you analyse as being the biggest disruptor in connectivity technology in the near future?**

**A:** Mobility. Moving from 4G to 5G would be the biggest disruptor.

- Having said that, we would need better Wireless AP for establishment indoors, as they would need to be on 5G offloading on Wireless, as the mobility signal penetration inside the building would be an issue.

- All the establishments would graduate from a VDSL/ VDSL2 to FTTH connect on Fiber.

- IoT devices  
- AVoIP/ HDBaseT/ Grid Lighting on PoE+/ PoH, which would need 60W/90W at the edge.



Sanjay Agrawal | Principal Consultant  
Technoconsultants, Delhi, India.

## UPDATE ANNOUNCEMENT

Hello and Greetings in the New Year!

As part of ongoing endeavours, we have released a major upgrade to all our products. This upgrade will positively impact overall functionalities and will add even more usable functions.

For a better network experience, we also enabled a new reporting server with Quantum RUDDER so that you may obtain better visibility of your wireless clients and devices. The job of the reporting server is to consolidate the logs so that users can see data consumption patterns and help form network policies accordingly.

### What's new?

#### Client Monitoring and Management

- More visibility of client fingerprint.
- Internet bandwidth control user wise.

#### Hardware Functionality Upgrade

- USB as a WAN link (Internet dongle, Android devices).
- Enhance RF performance.

#### Device Monitoring and Management

- Device connectivity status.
- Active controller connection status.

The scheduled upgrade activity for Quantum RUDDER and all models of Access Points was initiated and completed successfully on 30th January 2021.

For information please contact [cs@qntmnet.com](mailto:cs@qntmnet.com)



Our learning and education initiatives during the lockdown:

- **QUANTUM GLASSROOM™**
- **Qafé QUANTUM™**

### Train with Quantum.

One on one technical training led by a quantum product specialist.

Share your feedback with us about this newsletter.