



# Quantalk

QUANTUM NETWORKS QUARTERLY DIALOGUE

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## PARTNER OF THE QUARTER

Assure IT Infra

### Location

Udaipur, Rajasthan.

### Demonstrated Strengths

- An unmatched team of Solution Architects.
- Numerous super success stories in Enterprise, Manufacturing and Hospitality verticals.



Assure IT Infra is a technology focussed IT solution provider with a well-qualified team of Tech and Sales Engineers who offer essential IT consultation services and design networking & IT security implementation services along with other cloud solutions. Assure emphasizes on gathering customer requirements and designing bespoke solutions to create networks which are reliable and scalable to customer needs.

**With Quantum our winning ratio has been near 100%.**

- Rajarshi Mehta, Founder & CEO

"We partnered with Quantum at a very early stage, back in 2019. Since then we have acquired numerous customers together. This customer-led approach at Quantum is what has been pivotal for us as our customers have benefitted from functionalities which Quantum offers. With the launch of SD-WAN, UnGrid© and Switching, the ecosystem is complete. We are excited."

## WE SPREAD OUR WINGS - WESTWARD HO!



As Covid still rages across the world and work, overall, is slow, we, at Quantum, have been busy doing the best we can under such depressing circumstances.

Expanding globally is not easy especially in our industry where there are very fine brands that have already established presence. However, nothing pays like perseverance.

We have finally managed to gain entry in Africa as well as Israel. Establishing a commercial footprint is not as difficult as it is convincing potential distributors and Partners of the superiority of

our products. We are now fully represented in Israel, Ghana, Uganda, and Kenya. We had already added the UAE to our list last year with successful orientation and immediate product deployment.

We are hopeful that visibility in these markets will open doors to more countries in the region. As of now, we are in talks with many other distributors/Partners even as product and technology demos are underway. While it is too early to predict, initial few orders have confirmed that we are with the right allies and we shall both reap the rewards of our association.

The process of obtaining CE certificates we had initiated, is now bearing fruition – we are weeks from being certified for penetrating EU and the UK. It may be a proud moment for us but we are also humbled that we now stand head and head with admirable competitors.

Such news does wonders at our lab: the tech-wizards get all excited to prove their mettle! We certainly believe that our solutions and ongoing innovations provide tremendous value to end customers and keep competition on its toes. Thank you all for believing in us.



**Q: As Head of the Computer Science Department, what is your opinion of the current connectivity technology?**

**A** The Wi-Fi connectivity speed is going up in wave-1 (known as the first version of 802.11ac, max speeds of 1.3Gbps) to wave-2 (speeds up to 6Gbps) while at the same time the Wi-Fi coverage is going down. We need to innovate in this direction. It may require some change in government policies in terms of additional free Wi-Fi RF Channels or enabling ultra MIMO or satellite communication, or 5G and 6G for better backhauls for connected and autonomous

vehicles. The low speed narrowband IoT remains important for the ongoing monitoring of remote assets at lower cost and with greater operational efficiencies. Power delivery over Wi-Fi signals to power IoT devices is critical, as is security implementation for these devices. I envisage huge disruption in this area.

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

**A** Channel interferences are base problem creators that go unresolved by OEMs. Maybe it is a good time to bring in tailor-made Wi-Fi components rather than one-size-fits-all solutions.

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

**A** Smart high speed Internet delivery on Wi-Fi with high degree of reliability and consistency.

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

**A** Satellite communication will

bring a change in mobile communication and change the backbone of Wi-Fi. Satellite communication, 5G and 6G will surely change the vehicular connectivity technology.

**Q: How does India compare internationally in terms of Wi-Fi speed, usage patterns, and access?**

**A** Despite huge population and lack of high speed Internet, India is doing reasonably well in terms of usage and access. The reliability of connectivity and quality of Internet services has not been addressed under law. India has Internet connectivity challenges especially in city suburbs and rural areas. For equitable growth, India needs to have policies to encourage delivery in such areas.

**Q: What are the top three gripes that you, as a customer, have?**

**A** 1. Fast changing of technology and new product lines.

2. Delivery of data on Wi-Fi and QoS in Apps.

3. DoS attacks on Wi-Fi from the malicious clients.

**Q: Would you agree that the commoditization of Wi-Fi has been accomplished and done with?**

**A** To some extent, yes, existing flat-rate and metered services to let customers connect their wireless devices to the Internet will evolve as the Internet apps are ready to play their part for Internet delivery.

**Q: Why doesn't India lead the way in Wi-Fi technologies?**

**A** Lack of resources and will to bring change in technology. Such work can be taken in tri-party engagements comprising Government, industry, and Academia. This will bring the technology that has a meaningful effect on life in India.



Maninder Singh  
Head of the Computer Science Department  
at Thapar University, Patiala, India

## QUANTUM RUDDER® IS GROWING UP AND HOW!

Here is a preview of the Rudder 2022:

We are revamping the Rudder GUI to make it faster and more responsive to improve quality of experience for our users; more features and integrations are on the anvil. An exciting development is PMS integration - PMS Interface Agent can now communicate with PMS in local LAN. This allows our hospitality Partners to reduce total cost of ownership of guest Wi-Fi networks.

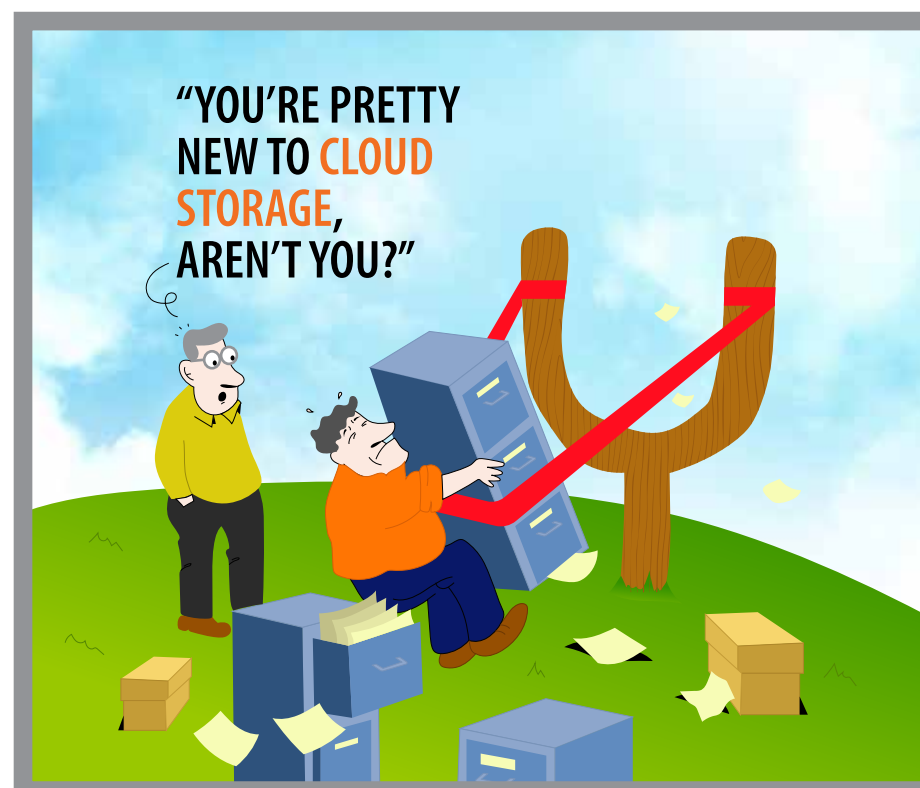
We have also launched and installed an on-premises version of Rudder. This allows Partners and customers to install Rudder on their private networks – this addresses concerns of data security and meeting corporate networking policy.

The Rudder management team is also actively working to release Public cloud flavours of Rudder. Rudder shall soon be available on Amazon Marketplace, Azure, and Google Cloud. These options greatly enhance flexibility and allow IT administrators to deploy Rudder in line with their security issues and corporate guidelines.

Then there are functionalities in Rudder to manage your entire networking stack including Access Points, Switches and SD-WAN Gateways from one interface, that have been polished.

Integrated Quantum Identity Manager (QIM) is also deployed and used by many corporates by centralising the network privileges using Rudder QIM; eliminates the need to purchase third party directory services or Identity Managers.

All in all, Rudder's growing up and ready to rock!



Our learning and education initiatives:

QUANTUM  
**CLASSROOM™**

Qafé QUANTUM™

**Train with Quantum.**

- One-on-one technical training led by our product specialist.
- Share your feedback with us about this newsletter.