



# QuantTalk

QUANTUM NETWORKS QUARTERLY DIALOGUE

November 2021 - December 2021 | Edition 04 | 2021

## PARTNER OF THE QUARTER

Veloce

### Location

Chandigarh

### Demonstrated Strengths

- Capabilities of providing bespoke solutions to customers.
- Expertise in Data and CCTV solution designing.

**VELOCE**  
SOLUTIONS & SERVICES

Veloce Solutions and Services is a system integration company, with a primary focus on setting up mid and large-scale networks for Data, Wi-Fi, and CCTV systems. Equipped with in-house qualified and experienced solution architects and implementation team, they have implemented many scalable networks as per customer specifications.

Prashant Dutta, Director says, "We were looking for a cost-effective, easy to manage, cloud-based networking solution partner for a long time, who does not compromise on technology. When Quantum™ was launched, back in 2019, we were among the first few partners who immediately associated with it as it suited all our requirements. And we are happy to share, till date where ever we have pitched Quantum™, we have achieved 100% success in terms of closures as well as post-sale customer satisfaction. 'Install it, forget it' holds true for Quantum™!"

## Covid, Post-Covid... But the Show Must Go On.



*As we victoriously moved into Israel, parts of Africa, and the Gulf, the equation of demand and supply became a challenge.*

Over the past two years the world has been disrupted in more ways than can be listed. There has been no industry that has not taken a hit, other than the pharmaceutical and healthcare. We are no exception, our industry is no different.

Just when Covid struck, most all projects that would utilise our products and services summarily slid to the backburner. Post-Vax, some of them started to resuscitate. Currently, there is a visible stir in the markets and it seems by early next year most all businesses will be pre-Covid health.

However, what is markedly obvious is the disruption in the supply chain of most products. Data communication equipment went through a hiccupping phase culminating in enough uncertainty that production planning meetings turned coffee sessions and sales calls became merely reminders that customers existed even though orders were iffy.

Over 70% of India's electricity output is coal-based, and utilities

account for about 75% of India's coal consumption. In this revival economy there is a resurgent demand for energy not only in India but the world over. China, for instance, has cut production across the board by almost 50% owing to the energy crisis it faces. This snowballs into higher costs for products. Lead times in our industry are estimated at as high as sixty weeks! This, overall, is bad news especially when we wish to ride the resurgent wave.

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At Quantum™ we endeavoured to utilise the pandemic phase by concentrating on two aspects of business: distribution and R&D. While R&D yielded excellent results – the unveiling of UnGrid™, for one – distribution, while being successful,

came with an unexpected problem – quick supply of products!

As we victoriously moved into Israel, parts of Africa, and the Gulf, the equation of demand and supply became a challenge. At the time of this broadcast - we shall soon make announcements of new distributors in Bhutan, Sri Lanka, and Bangladesh - we are, in keeping with the efforts of our industry as a whole, still working furiously to ensure that lead times get shorter and product availability does not disappoint our partners.

Meanwhile, we have initiated engineering efforts for all 2.5 G 802.3 AT Switches to support the migration of networks to Wi-Fi 6; in tandem, we are also working on Coreswitch to support Core traffic from Access Switches. This means a lot of work. This also means a lot of promise.



## QUADFORCE

## LAN

## Access Points



## Switches



## WAN

## SD-WAN



QUANTUM  
**UnGrid®**  
The New Connective

QUANTUM™

## Announcing the QN Collab®+Netpass® Marriage!

Over the past some years, we have been introducing technologies to facilitate secure, seamless, and fast Wi-Fi delivery.

Quantum Rudder®, Quantum Ace®, Quantum Collab®, Quantum Secure®, and Quantum UnGrid® are our technology investments.

Quantum Collab® in particular nurtures partnerships with companies worldwide to provide innovative and collaborative solutions to our partners and end customers.

In keeping with our promise to usher new technologies, and more importantly, create synergies between various technologies, we are glad to present Netpass® authentication services under the Quantum Collab® program.

Netpass® offers network authentication services to manage:

- **Enterprise grade 802.1x certificate** based authentication. 802.1x authentication secures access to networks for enterprise devices or BYOD devices of employees.

- **Guest Authentication services:** This allows organisations to give temporary internet access to their customers using external captive portal. List of features include PMS integration (for Hospitality customers), guest pass generation, capping usage by time, bandwidth, and throughput. The solution is also fully compliant with PM-WANI project.

- **SAML Authentication:** Allow users to log on to various cloud-hosted applications and services using SAML Identity providers like Google. Logging on to Wi-Fi network, will log you on to various applications users have access to.

All services are tightly integrated with Quantum Identity Manager® and simplifies management of users and devices with single unified directory spanning multiple locations.

Please reach out to Quantum™ sales team to discuss and learn more about Netpass® authentication services. We will announce a dedicated webinar on Netpass® shortly.

[sales@qntmnet.com](mailto:sales@qntmnet.com)

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.

