

Russian tech giant, InfoWatch aims to expand business operations in India

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InfoWatch, a Russian giant engaged in providing comprehensive technologies and services dedicated to Data Loss Prevention & Protection, Intellectual Property Protection, Risk Management and Compliance solutions has announced major expansions plans in India during the year 2015. InfoWatch said that the company would focus on setting up new offices, technical support and consultancy.

In an exclusive interaction with The DQ Week, Vadim Kuznetsov, International Sales Director, InfoWatch said that India was one of the key regions and the company has planned to establish and expand in Mumbai and Delhi. "Our representatives have done a great job in terms of expanding partner network and establishing presence in Western India in last couple of years. We have decided to open offices in India in 2015," Kuznetsov said.

Kuznetsov said that South India, the core of IT industry, was focus of the company with its IT



Vadim Kuznetsov, International Sales Director, InfoWatch

security solutions. The company will primarily focus on BFSI, industrial companies, telecommunications and government structures.

He said that InfoWatch would focus on giving technical support and technical consultancy to its partners. He said that the company would emphasise more on presales, consultancy and post deployment services support to customers. It will also give enough emphasis on providing best practices and best solutions to end consumers

"This will help us keep opening systems of the whole project wise cycle. On the level of post DLP

stage when forensics and investigations are performed, our local offices will support our customers and our partners," he said.

Kuznetsov said that there was lot of scope for DLP solutions deployment in the Indian banking sector. He said that the company was seriously looking for business opportunities with Indian Government's recent initiatives like online payment system of all banks and deployment of core banking systems within all banks in the territory.

"We are in serious negotiations with Indian banks and we are focusing on primary products. At the same time we want to come to market with target attacks detector products to add additional level," he said.

InfoWatch was in the process in preparing a strong partnership and engineering networks that would address the data security concerns of Indian customers. "This year we have been establishing partnership networks, establishing engineering network. We are planning to have onsite training in September-October in

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Mumbai for new partners, for old engineers in order to have very good technical backup at this stage," he said.

"InfoWatch is very flexible in support and we are paying great attention to technology support every time. India is a market with great potential for DLP Solutions. That's why we are extensively developing our partner network in order to being prepared for very massive sales for enterprise product. We are ready to offer to our customers in India," he added.