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Tweet OF THE DAY



VUSI THEMBEKWAYO
@VusiThembekwayo
Governments don't create value. Governments don't create jobs. Entrepreneurs do that. So governments must get out of the way. #FoundersForum

Tech Buzz
Asus Looks for the Curves in New Watch



After trying a rectangular-like shape for the first two generations of the Asus ZenWatch, the company is looking at a different shape for the ZenWatch 3. According to FCC filings, Asus has submitted a circular image of the purported wearable for approval.

Quick Byte ANIRBAN BORA



Video Selfies of Brushing may Improve Oral Health: Study

710 m
Internet users in China as of June, says China Internet Info Center

Philippines targets e-Gambling



Philippines President Rodrigo Duterte is turning his guns on an online gaming industry, abruptly scrapping one firm's 13-year monopoly and denouncing its billionaire chief as a corrupt oligarch. Until recently, Filipinos could gamble in licensed online cafes, as well as casinos, but Duterte refused to renew the exclusive licence of the operator of more than 300 such cafes, Philweb Corp, after its permit expired. "With the strong pronouncement of president, there is no choice," Andrea Domingo, head of Pagcor, the state regulator of casinos and online gambling, said. — BI

Jargon Buster aptX
An audio codec that gives you low latency, high fidelity, Bluetooth transmission. It promises CD-like quality and is widely integrated into wireless headphones.

Weisler wants a Big Byte of Digital India Plan

ET Q&A In his own words, Dion Weisler, CEO, HP is "no stranger to India". In probably his "50th visit" to the country, Weisler says that he sees big opportunities for the print and personal computing giant from India's flagship digital program, Digital India. For instance, the company has recently bagged a contract for digitisation of over 5-crore land records in Bihar, for which it will have to set up 31 offices across the state. Weisler says that the company will set up a separate Digital India business unit — making the company probably the first MNC to do so — to pursue opportunities arising from the Digital India program. In an interview with ET's TV Mahalingam, Weisler spoke about the importance of India for HP, the company's bet on 3D printing and life after the split.

So, what brings you to India? What's your take on the Indian market?
India is one of our top 3 important countries in the world. For someone who has been here for so many decades now, to see the momentum that's building in this country is really exciting. You have a first-class government now and there is momentum. We see big opportunities from programs like Digital India — in fact, we have set up a digital India business unit to pursue opportunities on this front. We have been here for 26 years now. We have 7,500 people in India and we are moving more people to India. We have a third of our finance function in the world — high-level analytics — going on in India. Given our market position — with 10,000 partners, 4,000 retail outlets, 400 HP World Stores — we would still like our footprint to grow.
You already manufacture out of India. Is

there any plan to scale up on that front?
We manufacture more than 3,00,000 PCs every single quarter and we continuously look at our footprint. But in many cases, manufacturing is going to change significantly in the years to come. We've been pretty aggressive with our positioning of 3D printing and the impact it will have on democratising manufacturing, which really hasn't changed since the industrial revolution. Manufacturing will take place in any country much closer to the customer. We didn't get into 3D printing for the \$5-billion industry it is today but got into to disrupt the \$12-trillion manufacturing industry centralised in a few countries across the world.

Why did you focus 3D printing solutions at enterprises instead of consumers?
We contemplated very carefully on this but didn't contemplate too long on it once we saw the numbers. The real business is in the commercial space. Consumer is actually contracting. Consumer is the buzz because it's cool — you develop the 27th version of your mobile phone cover but at the end of day, 3D printing is about changing the way manufacturing works.

Where are you seeing demand for 3D printing coming from?
We are seeing demand coming from several sectors including apparel, aerospace, auto and healthcare — and that varies from dental to prosthetics. When you look at our 3D printer, 50% of the parts inside the printer are printed by the printer. We didn't do that to be cute or cheeky but because it makes better economic sense for us to print the low economic value items than through traditional injection moulding.

How has the split (HP Inc and HPE split in 2015) helped the firm?
First, we became one of the world's largest startups — the heart and energy of a startup but the muscle and brains of a Fortune 100 company with all our employees focussed on print and personal systems. Many of our competitors are distracted at the moment — they are doing divestitures or selling or they are trying to split themselves apart. Our innovation is happening at a much faster clip since we split.

We didn't get into 3D printing for the \$5-billion industry it is today but...to disrupt the \$12-trillion manufacturing industry centralised in a few countries
DION WEISLER, CEO, HP



Snapdeal is not Ready to Sell Its GoJavas Stake

Sellout strategy runs into rough weather as Snapdeal refuses to dilute its holdings

Payal Ganguly & Biswarup Gooptu

Bengaluru & New Delhi: Online retailer Snapdeal, which owns a sizeable stake in logistics provider GoJavas, does not plan to sell its holding even as the promoters of the Gurgaon-based company aggressively scout for buyers. GoJavas, which began life as an arm of fashion retailer Jabong and was spun off as an independent company in 2013, is co-owned by Snapdeal and a group of promoters including Praveen Sinha, Ashish Choudhary, Randhir Singh. In recent weeks the logistics company has suspended operations and handed out pink slips, as the management team led by the promoters looks to sell their stakes in the company to the highest bidder.

However, that strategy appears to have run into rough weather with Snapdeal indicating it will not dilute its holding in the company. "There is no change with regard to our shareholding at GoJavas," said a spokesman for Snapdeal in response to detailed query sent by ET.

Delhi-based Courier Company Pigeon Express and (Delhi-based) Trackon are among those in the running to buy GoJavas, according to reports in news portal VCCircle and Mint.

"There is a third entity which is in the running and the deal has not been finalised yet. Pigeon Express has been the fastest to move," one person close to the GoJavas management, told ET.

Snapdeal's parent company — Jasper Infotech — has invested a total of ₹273 crore to acquire a 42% stake — making it the largest shareholder in the company. Separately, Snapdeal has also invested ₹36 crore to build out its own logistics unit, Vulcan Express for end-to-end delivery.

GoJavas, has placed itself on the blocks in search of a buyer after talks with Snapdeal fell through a few weeks ago, according to two people directly aware of the issue. The company has also failed to reconcile the payments due from its clients from November-December 2015 with "account receivables of upwards of ₹50 crore", said one person aware of the developments.

Up for Grabs

GoJavas' management team was planning to sell their stakes to the highest bidder

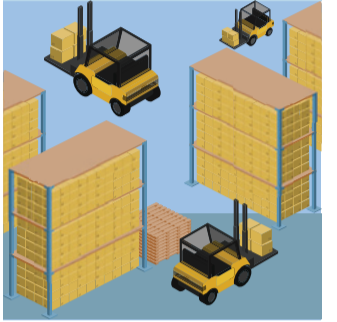
Snapdeal
42% - Its stake in GoJavas

Is the largest shareholder in GoJavas

Said it will not dilute its holding in the company

Cos in running to buy GoJavas:

- Pigeon Express
- Trackon



With New \$15.6-million Funding, It All Adds Up for Valley Co Innovaccer



SO THE DATA SAYS...
Innovaccer plans to focus on manufacturing, media and telecom sectors as well in the future
Datashop Co's flagship product to help large firms access and manage organisational data via dashboards
Some of Innovaccer's clients - Nasa, Catholic Health Initiatives, Stanford and Mass General Hospital

Our Bureau

Bengaluru: Silicon Valley-based big data startup Innovaccer has raised \$15.6 million in series-A funding led by Westbridge Capital Partners. The round also saw participation from other angel investors including former Yahoo chief technical officer Raymie Stata, founder of RuteScience Technologies Herb Madan, and former SAIF Partners principals Rohit Jain and Mukul Singal, who invested through their new fund Pravega ventures. Innovaccer helps large enterprises access and manage organisational data through dashboards using its flagship product Datashop. The company plans to use the funds to further strengthen its product, co-founder Abhinav Shashank told ET. "Healthcare is one of the main areas where big data is being used in terms of aggregation. That is going to be our focus in future," Shashank said. Focused on the growing demand in healthcare sector, the company also caters to finance and retail sectors. It plans to focus on manufacturing,

EYES ON THE PRIZE

Healthcare is one of the main areas where big data is being used in terms of aggregation. That is going to be our focus in future

ABHINAV SHASHANK
Co-founder, innovaccer

media and telecom sectors as well in the future. Founded by Abhinav Shashank, Kanav Hasija and Sandeep Gupta, the company has offices in Palo Alto and Delhi. Innovaccer counts Nasa, Catholic Health Initiatives, Stanford and Mass General Hospital as its clients. A 500 Startups graduate, Innovaccer had last year raised seed funding in a round led by Google's vice president for Southeast Asia Rajan Anandan and redBus founder Phandira Sama.

On Indian Market, Google has its Head in the Public Clouds

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Mumbai: Google is looking to build its cloud platform sales team as the search giant looks at grabbing a piece of the Indian public cloud market.

The public cloud market is seeing a pitched battle as players such as Amazon Web Services and Microsoft Azure go head-to-head. IBM, whose public cloud arm is called Softlayer, is also in the fray.

"I can't tell you the number of people but I can say that we are hiring pretty aggressively. We are also working with our partners' ecosystem to build that momentum — these would be players like Wipro or Infosys," Rick Harshman, Managing Director of Asia Pacific & Japan for Google's cloud platform, told ET.

Harshman joined Google five months ago. He was previously Head of ASEAN at AWS, and was also responsible for building its India offering. Cloud companies are roping in senior talent to help get an edge in the market. Former India Country head at EMC Global Services Ananthraman Balakrishnan joined AWS three months ago. IBM, whose Softlayer cloud is also in the market, hired Microsoft's Karan Bajwa last

NEXT MOVE

Google is making a concerted push to get a bigger portion of enterprise IT spends

month. Bajwa helped spearhead Microsoft Azure and Office 365 cloud offerings.

However, Harshman does not believe that the public cloud market in India is a zero-sum game. "The public cloud market in India is only \$1 billion. We are just in the early stages, so it does not mean that for me to do well, someone has to do badly," Harshman said. Google is making a concerted push to get a bigger portion of enterprise IT spends. At its Atmosphere event in Mumbai, the company showcased its enterprise users like Hero Motor and Flipkart. Hero and Flipkart use the company's Apps-for-Work.

FarEye Platform Stretches as Far as Europe & Australia

Our Bureau

Bengaluru: FarEye, a mobility platform for business operations, has expanded to the Australian and European markets, partnering with Australia-based order fulfilment company National Products Fulfillment and Belgian private postal company TBC Post. FarEye recently closed a Series-A funding round, with SAIF Partners being the investor. It has been working with companies like Blue Dart, DHL, DTDC, Safexpress, Walmart India and Bajaj Capital. With the recent expansion, the New Delhi-based startup is now present in 15 countries. "The growth has been organic and exponential. Most of our business came from referrals from our clients," said Chief Executive Kushal

Nahata. The startup's solution helps end customers of its clients by giving them the live location of shipments and updating on the estimated time of arrival. Its routing engine assists delivery workforce to move on optimised route, thereby increasing the number of deliveries they can manage. Analytics helps in predicting delays, measuring the key performance indicators, forecasting demand and offering assistance in understanding where to recruit more workforce. FarEye has plans to integrate with Internet of Things platforms and drones to enable automated delivery. "We have added new features like demand forecasting and planning, and customer analytics, which help companies in planning their operations, and be prepared for the demand upsurge," said Chief Technical Officer Gaurav Srivastava.

It's Here

New Partners - Oz's National Products Fulfillment and Belgium's TBC Post
FarEye has now expanded into healthcare, banking and financial services, retail and consumer durables

FarEye's robust platform coupled with easy deployment helped it in scaling up quickly
ALOK GOEL,
SAIF Partners

Being Salman Khan is All it Takes to Play on PlayIzzOn

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Pune: Pune-based PlayIzzOn is all set to launch 'Being Salman', a mobile game where the Bollywood action hero will fight villains in different situations. The game, which its makers say is the first non-movie based Bollywood game, would be launched on August 26. Khan was involved personally in the development of the game and lent his voice for some parts, said Rajan Navani, managing director at JetSynthesys, the parent company for PlayIzzOn. "Being Salman will be all about

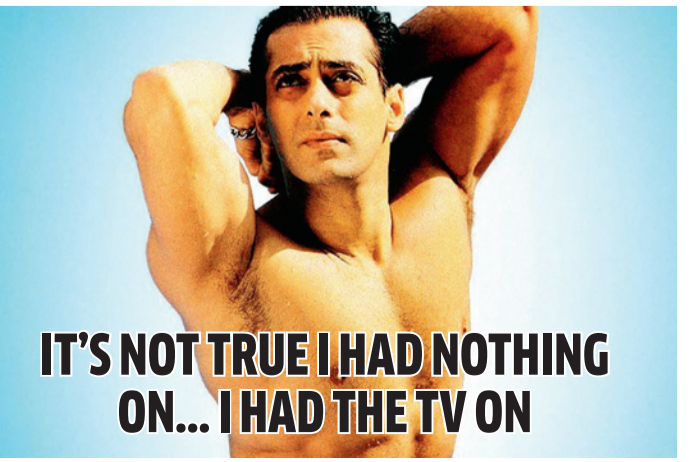
Salman Khan, and there will be some interesting trivia for the gamers as well," he told ET.

The game will have some elements based on the actor's on-screen style and quirks. For example, to improve his sniping ability it may ask you to upgrade his sunglasses rather than the weapon, and his trademark bracelet to boost hand-to-hand combat. "Celebrity gaming is very popular in markets like the US and China, and the India model is very similar to China," said Navani. A few weeks ago, PlayIzzOn had announced a game based on Sachin Tendulkar — Sachin Saga — that would be launched closer to the end of the year. Navani said the company would launch more celebrity-based games later this year, and would also look at tapping into Hollywood through its joint venture in the US. Being Salman and Sachin Saga would be freemium games, with opportunities for in-app ads and purchases. The games have largely been created and developed at the firm's studio in Pune, with some work also being done at its US studio. The graphics have been designed to give them a movie-like feel, and this would allow brands to come on board

Globe Trotter

App-only Mondo Gets a Bank Licence

Startup app-only bank Mondo just made a crucial step in becoming an official bank after being granted a restricted banking licence by UK regulators. Mondo is claiming the decision makes it the youngest-ever bank to be licensed in the UK, given that it only started up in February of last year. — Business Insider



IT'S NOT TRUE I HAD NOTHING ON... I HAD THE TV ON