

# Dr. Radha Shelat



**Dr. Radha Shelat**  
President & CEO  
Nevis Networks

## **1. What is your perception of the Indian Electronic Systems Design & Manufacturing (ESDM) industry?**

Given India's presence and contribution to the global IT business, the Indian ESDM industry is at the nascent stage. There is need to pay attention to this sector. With the size of our country and growing requirement, India has the potential to play a significant role in design, development and manufacturing of enterprise class system / products in years to come. Recent trends of evolving eco-systems, forthcoming investments as well as Govt.'s initiative are encouraging.

## **2. What are the top 3 innovative trends Nevis Networks India Pvt. Ltd. sees in ESDM technology?**

Nevis being in the network security business, we can see the requirements coming from network security space itself. We will need varied range of hardware products that can cater to very small business to very high end networks and at price points that are affordable in the country. Indigenous products and platforms are preferred for security reasons. Large scale adoption of wireless technology is yet to happen and that will be a huge requirement for this market once the trend sets in. Availability of health care in far flung locations based on the reach of Internet, wireless and medical equipment may also be a significant requirement also.

## **3. What part does India play in the overall technology strategy and marketing strategy of your company?**

For Nevis, India is our focus. Our brand is established here and we will continue to build deeper in-roads. Nevis is among a few such companies that are completely Indian and build products that cater to high end enterprise networks. We would like to see more opportunities for Nevis within the country itself.

## **4. How do you place the competency of Indian product and design companies as compared with MNCs?**

MNCs with strong financial resources and global reach definitely can offer larger range of products, variety in designs. Nevis products and technologies successfully compete with larger MNCs i.e. Cisco and Juniper. However, the acceptance of indigenous brands by Indian customers still remains a challenge.

## **5. What would be the key market drivers in 2013 ?**

Wireless, BYOD , smart devices & new age applications on handhelds. Adoption by large young population as well as indigenous requirements of design and development of custom high end enterprise systems are drivers for 2013.

## **6. In your view, what should India's focus be for the next 2 years?**

Building an ecosystem of design, development and manufacture of higher end value added indigenous products should be one focus. Also seek out wider acceptance of such developed products in Indian market. This market is large and provide ample playground initially for these product companies.

## **7. How does India fare with regard to innovation in the semiconductor domain?**

Indian companies have to get into complete game i.e. system design, development and manufacturing as compared to just contract based development.

## **8. What would be your mission and vision statement for the growth of the Indian ESDM industry?**

Reliable / Scalable / Innovative systems developed and manufactured locally for the global markets.

## **9. What are the key verticals addressed by Nevis Networks India Pvt. Ltd. in the next three years?**

Nevis is quite strong Defense, Education, Finance and Government sectors. And it aims to strength its geographic reach in years to come.

### **About the author**

**Dr. Radha Shelat**  
**President & CEO**

Dr. Radha Shelat has over 22 years of experience as a successful entrepreneur and professional manager in leading hitech companies developing cutting edge enterprise software solutions.

Prior to joining Nevis Networks, Dr. Radha Shelat was Vice President and founder of Librato Software in India. Librato is a technology startup, focused on solutions for high performance compute market as well as for large scale, on-demand, enterprise data centers. Prior to joining Librato, she was Chief Technology Officer for Symantec India. During her 13 year tenure at VERITAS Software and later Symantec India, Radha played a vital role in the growth of the company from a team of 4 engineers to over 1,000; she and her world class team in India contributed significantly to Veritas's storage management products.

She has extensive experience, interest and contribution to advanced technologies to address issues in developing software infra structure for enterprise data centers; these include scalable file system solutions, distributed storage technologies, continuous availability, application virtualization, migration, application centric workload management etc. She holds several patents in the file systems space. She and her team in Veritas, Pune were responsible for building advanced file system solutions, including a cluster file system and WAN based highly scalable distributed file system solutions.

Radha holds a Ph.D. from the Institute of Technology, Banaras Hindu University, and has taught and consulted at the Indian Institute of Technology, Bombay and the Indian Institute of Management, Ahmedabad.