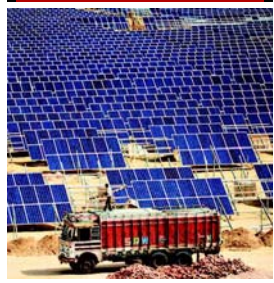


IN BRIEF



Tata Power renewables capacity surpasses 3 GW

NEW DELHI Tata Power said its renewables energy capacity had crossed 3 GW, with another 500 MW under construction, in keeping with its commitment to generate 30-40% power by 2025 through renewable sources. It added 1,350 MW of renewable capacity during 2016-17. The firm's non-fossil fuel based generation portfolio — comprising hydro, waste gas, solar, and wind — stands at 3,141 MW.

Centre to Tesla: No local sourcing needed

NEW DELHI The Commerce and Industry Ministry on Tuesday referred to the foreign direct investment policy and clarified that it was not correct to say that the policy mandated any company — in this case U.S.-based electric car major Tesla — to conform to any minimum sourcing of local components if it wanted to establish a manufacturing unit in India. The Commerce Ministry was responding to reports that plans to unveil Tesla cars in India were being delayed.

India, Latam nations in talks to boost trade

NEW DELHI India has intensified dialogue with Latin American countries to boost trade and investment. In meetings held last week, India and Ecuador considered initiating the process of negotiations for a preferential trade agreement. Separately, India and Colombia agreed to strengthen cooperation in various sectors, including telcom, infrastructure, IT and pharmaceuticals.

INTERVIEW/BIKRAM BEDI

Big is not eating small any more, fast is eating up slow

Amazon Web Services' customers in India jumped 60% in 9 months to March

YUTHIKA BHARGAVA Amazon Web Services, which saw a 60% surge in customers after setting up its data centre in Mumbai in June last year, is betting big on the India market. Bikram Bedi, Head, Amazon Internet Services Pvt. Ltd. India, in an interview said India being "an influencer for global market" has the potential to be largest business for the firm globally.



Start-up segment will continue to grow and explode. Media now is going through the roof.

What has been the response after setting up of India data centre? We launched our India data centre towards the end of June last year. At that point, we had said we have 75,000 active customers — somebody who has had some usage in his account in the last 30 days, in India. Over the next nine months, till March 2017, we saw a 60% jump in customers to over 1.2 lakh.

A lot of experts and organisations are still talking about cloud being in a nascent stage in India. Do you agree? Our view is that cloud is the new normal. We have reached a stage where we are not having discussions with people about should I adopt the cloud. The discussion really is about which applications need to go first and how quickly.

Is low price the only factor driving cloud uptake? A lot of people tend to believe that it is the cost. It is true, economy of scale is such that you will get low cost. That is a given. But the number one reason which is driving cloud is agility.

Look at the start-up space and the disruption that has happened. Earlier, failure was unthinkable because you had put millions of dollars behind an idea. In the cloud that doesn't exist. Failure is a way of life. It is okay to fail as long as you fail fast. Probably 90% of things will fail but the 10% that succeed are your next big ideas. That is the mindset with which most start-ups run and if you look at large Internet companies, most of them have morphed into a different business models than they started. And that is how even enterprises have started thinking now. So, when you talk about what makes cloud and Amazon Web Services (AWS) successful, it's really the ability to move fast. In this world, big is not eating small any more. Fast is eating slow.

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How important a market

is India for AWS globally? What growth do you see going forward.

Amazon has already made it clear that India is an important market. You have seen the investment that is coming in, and that includes AWS. We believe in the fullness of time, India has the ability to be one of our largest businesses across AWS...that could take a few years.

But it's an important market for us because India is just not about India. India is also an influencer for global market. We have local service providers who are going and selling in global markets...we have some 3 or 4 million developers building products for global markets.

On growth, we think its still day one for us. Its really early days... We have over 90 services, and when you have so many services, you basically address a large cross section of market. There is a huge market ahead of us.

Start-up segment will continue to grow and explode. Media right now is going through the roof... then enterprises. Everyone is right now looking at building a digital business.

So start-ups will be a focus?

We see opportunity across the board. Every conceivable industry is a huge opportunity for us. It is not just about servers and storage, its about networking, security, artificial intelligence, mobility, analytics, voice solutions...there is so much we are doing. The industry is worth trillions of dollars. Start-ups have been a

sweet spot for us. We work with them closely... There is a lot happening in the whole enterprise space. We are seeing a lot of traction in the public sector space as well.

If you see sectors for example manufacturing and distribution, Tata Motors is using us for running over 90 digital properties plus test and development. They also use us for inventory and spare part management. In distribution, Future Group, Shoppers Stop, Jubilant FoodWorks, all use AWS. In Finance, BSE is running simulated algo trading algorithms on us. Digital is now the new avatar for media. All those business are being built of AWS... Hotstar, Voot from Viacom 18, Sony LIV in broadcast, and ALTBalaji, Eros, Netflix, Amazon Prime Video on content side.

So these newer services will be the focus then?

The traditional server market not going away. That itself is billions of dollar market. But on top of that, customers are looking for managed platforms now. For eg Airbnb, the size of their IT team is may be 5 or 6 people. Rest of the team is focussed on building better products for customers. We are seeing massive demand for these products.

There is a lot of competition in this segment. A lot of companies are offering cloud services.

We are not really competitor obsessed, we are a customer obsessed firm and we focus on that. Having said that, we don't think it will be winner takes all market.

SPECIAL CORRESPONDENT NEW DELHI

The Centre has asked Apple to follow the official localisation road map, drawn by the Ministry of Electronics and IT in consultation with the industry, which will eliminate the need for additional concessions to the U.S.-based technology giant for making its iPhones in India.

"Apple has indicated that they have a road map for indigenisation... We, in turn, have told them that we ourselves have drawn a roadmap for indigenisation because we want to drive up value-addition," IT Secretary Aruna Sundararajan said. She added that the road map has been shared with Apple, and "we have told them if they can align their roadmap, in which case we



Tug of war: Apple has already started making iPhone SE model locally. AFP

don't need to give them any separate concessions."

15-year sop Apple had requested that it be allowed duty free imports of certain components for a 15-year period.

Ms. Sundararajan said the indigenisation road map was prepared over the past two

years in consultation with the industry.

"Some of their components will start being manufactured out of India over a period of time. They have shared a specific road map with us," she added. Apple has already started making iPhone SE model locally," Ms. Sundararajan said.

Insurance start-up Acko gets \$30 mn.

SPECIAL CORRESPONDENT BENGALURU

Acko General Insurance, an insurance start-up, said it raised \$30 million from a group of investors, including N.R. Narayana Murthy's Catamaran Ventures, Infosys' co-founder Kris Gopalakrishnan and Hexaware Technologies founder Atul Nishar. Other investors include Hemendra Kothari of DSP BlackRock and venture capital firms Accel and SAIF Partners. Acko also said it had received in-principle regulatory clearance to introduce general insurance business in India. The firm said it will operate as an independent general insurance company.

India eyes \$1 trillion digital opportunity

Ropes in McKinsey to draw roadmap

SPECIAL CORRESPONDENT NEW DELHI

The Centre aims to grow India's digital economy to \$1 trillion by 2022, Electronics and IT Minister Ravi Shankar Prasad said.

Mr. Prasad said the Centre had roped in consulting firm McKinsey to help draw a roadmap to achieve this target.

"India will become a trillion dollar economy," said Mr. Prasad.

"How will it become a trillion dollar economy, that roadmap will talk about what the government needs to do, what the industry needs to do... Different sectors such as healthcare and



Ravi Shankar Prasad

education, what they need to do," he said.

Currently the digital economy in India, which includes sectors such as fintech, communications, e-commerce, cybersecurity and electronics, is estimated at about \$270 billion.

Advertisement for CSIR - NATIONAL GEOPHYSICAL RESEARCH INSTITUTE, Council of Scientific & Industrial Research, Hyderabad. Includes details on tender No. 19(11)2016-Pur/T-12 for testing of geophysical equipment.

Advertisement for GOVERNMENT OF TELANGANA, Office of the Superintending Engineer, I & CAD, Hyderabad. Tender notice for Kalshewaram Project construction work, including formation of reservoirs and ponds.

Advertisement for KERALA WATER AUTHORITY, P. H. CIRCLE, PATHANAMTHITTA, THIRUVALLA, e-TENDER NOTICE. Tender for construction of 5 MLD Water Treatment Plant & 10 LL OHSR.

Advertisement for CSIR - CENTRAL LEATHER RESEARCH INSTITUTE, Council of Scientific & Industrial Research, Hyderabad. Invitation for bids for Bio-Diesel Plant using leather waste.

Advertisement for POWER GRID CORPORATION OF INDIA LTD. (A Government of India Enterprise). Corrigenendum to Notice Inviting Tender for construction of stores buildings at Maheshwaram, Nizamabad, and other substations.

Advertisement for Karnataka Cooperative Milk Producers' Federation Limited (KMF). Short term tender notification for Mineral Salts Requirement in MTs.

Table titled 'Mineral Salts Requirement in MTs' showing quantities and prices for various salts like DI-CALCIAM PHOSPHATE, COBALT SULPHATE, COPPER SULPHATE, etc.

Advertisement for NTPC Limited, a Maharatna Company. Notice Inviting Tender for Mouda Super Thermal Power Project, Mouda Ramtek Road, Tehsil: Mouda, Dist: Nagpur, Pin-441104 (Maharashtra).

Advertisement for CSIR - CENTRAL LEATHER RESEARCH INSTITUTE. Invitation for bids for Bio-Diesel Plant using leather waste. Tender closing date is June 21, 2017.

Advertisement for CENTRAL PUBLIC WORKS DEPARTMENT. Notice Inviting Tender for e-Tenders for painting, welding and grating works at Mouda Stage-I and other projects.

Advertisement for GOVERNMENT OF INDIA, Department of Space. Tender notice for Fire Protection system for new APGD and autoclave in SPROB, SDSC SHAR, Sriharikota.