

HexaEdge Networks Pvt. Ltd.

CONCEPT

HexaEdge Networks enables IT Transformation for Distributed Enterprises and Technology Providers by delivering seamless customer experience, business outcomes and actionable insights through an integrated set of disruptive technologies: Networking, SDN-NFV, SD-WAN, Internet of Things, Cloud, Security, Unified communications, Data Science, ML/AI etc.

Our Product, HexaEdge SD-WAN is an innovative Edge Networking SD-WAN Platform for making enterprise networks Scalable, Flexible, Agile & Secure at affordable Cost. HexaEdge SD-WAN is based on Edge Appliances & Cloud Architecture.

MARKET OPPORTUNITY

SD-WAN Infrastructure Market Poised to reach \$5.25 billion at a 30.8% compound annual growth rate (CAGR) from 2018 to 2023, According to New IDC Forecast:

<https://www.idc.com/getdoc.jsp?containerId=prUS45380319>

All the established SD-WAN Providers are still focusing on developed markets which makes SD-WAN market in developing countries at early stage. There is a huge opportunity to tap this SD-WAN market with affordable solutions for developing as well as developed countries.

PROBLEM & SOLUTION

Problem: Traditional and Legacy WAN Architectures cannot scale to address the changing needs for:

- Poorly Integrated with conflicting policies and configurations that leads to risk from accidental interactions & vulnerabilities
- Connectivity Centric gives incomplete user experience, not application centric
- Expensive connectivity and recurring cost
- Difficult to support device-by-device configurations and Complex management silos
- Inflexible static network

Solution: HexaEdge SD-WAN has built-in unique Edge Connectivity that can replace expensive MPLS, Active directory enablement can bring all remote office under same domain controller, Extends Head Office(HO) Firewall that eliminates the need for Branch/Remote Firewall, Supports Failover and Load Balancing, Accelerate application.

HexaEdge SD-WAN provides Increased Resiliency, Cost-Effective, Flexible Connectivity, Security with encryption.

KEY PEOPLE

1. **Dr. Prashant Lahane (Co-Founder & Director):** Innovator and entrepreneur with 20+ years in business leadership. Prashant is also Co-Founder & COO at Medsynaptic Pvt. Ltd. Prashant holds a Patent (Patent No. 223923) for "Method for film Digitizing and Transmitting Images to a remote destination".
2. **Mr. Venkat Nukala (Co-Founder & Director):** Seasoned IT Infrastructure, Networking & Security Professional with strong experience in managing servers and Data center operations across Linux, Windows platforms since 22 years.
3. **Mr. Mangesh Chincholkar (Co-Founder & Director):** IT professional with over 22+ years of experience in Global Delivery Management and Operations with Diversified Technologies experience, and also Co-Founder at Hexaberry Technologies LLP.

BUSINESS MODEL

HexaEdge Networks have following B2B revenue streams:

- Direct Sales/Marketing
- Channel Partners/Reseller Development Program
- Maintenance Contract
- Turnkey Project Consultancy

VALUE PROPOSITION

HexaEdge SD-WAN offers Appliance and Cloud based SD-WAN Solution at very competitive cost which has:

- Cost effective solution to replace MPLS like technologies
- Integrated Encryption for more security
- Integrated Compression for speedier access to enterprise applications
- Active Directory Enabled/Gateway Technology that brings all remotely located branch offices LAN network under Single Domain managed from a single Head Office location.
- Zero-Touch Provisioning/Scalable to N-number of Nodes without special IT Skills required for configuration.

CURRENT TRACTION

- Creative Peripherals & Distribution Ltd., Mumbai and Life Line Hospital, Nanded (Successfully Implemented)
- Haldiram's Foods International Pvt. Ltd. and Aditya Birla Hospital (PoC for Branch Optimization Completed)
- Pinnacle Industries Ltd. (PoC for Multi-Location Connectivity in progress)
- Sahyadri Hospital, Pune and Pune Commercial Cooperative Bank (PoC for Branch Connectivity Optimization in progress)
- Philips Medical Systems and GE Medical system (PoC for Auto Log Transmission for Remote Maintenance in pipeline)