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Exclusive Interview- Vishal Mehra, Co-Founder & VP, iRAM Technologies

In a one on one interaction with DQ Channels, Vishal Mehra, Co-Founder & VP of iRAM Technologies talked about their Smart solutions which can help government providers to transform the ecosystem.

Q 1. Tell us about iRAM Technologies and the solutions that it

iRAM Technologies is a product development and technology advanced solutions based on Internet of Things (IoT). The products are specially designed to make urban living more convenient and are part of the government's Smart City initiative. iRam's solutions are for manufacturing facilities in Bengaluru. iRam is known for its indigenous solution from field devices/controllers/sensors, central management user mobile app, and POS app, etc. is designed and developed by

Some products and solutions from iRam's are:

- Smart Parking Solutions
- Smart Poles
- Smart Lighting
- Smart Environment Solutions
- Customized Solutions

Q2. How do you look at the market and key challenges for IoT in India?

IoT is a revolution in technology and over the years has started becoming a reality. In recent years, many smart IoT devices have already been introduced. It is estimated that a number of connected devices have already reached a large population. In fact, it is estimated that worldwide almost 8-10 billion devices are being added on a daily basis. The on-going dynamics and idea of

further lead to ever-expanding connected devices which are ca of data.

Similarly, Indian IoT market also has huge potential and is expect like manufacturing, logistics, automotive, transportation, Health like smart cities, precision agriculture, etc. In fact, it is estimated Technologies like IOT in this part of the world will be at a much challenges of wired connectivity here. According to the Deloit IoT market is expected to reach \$9bn by 2020. By the end of 20 are expected to be connected in India which will lead to growing the current market share. This is tremendous growth. It is good in the IOT domain in India.

On top of this, synergistic working of Industry, Government and the adoption and clearing various customary hurdles & challenges technologies. Initiatives of government like Smart Cities is prominent components to establish its credibility & projected use cases of and safer world. Smart cities have given a major thrust to IOT in many Young companies and even start-ups.

IOT has grown quickly and over years its fundamental technology matured and became cheaper but challenges of standardization compatibility for ubiquity and seamless integration will still require technological advancement.

Q3. Explain about iRAM's Smart Parking Solution and the technology

As more and more people move to cities, parking has become a is needed for decongestion of busy roads and market areas. iRAM targeted to enhance the overall functioning of streets in the city

By using field sensors and parking gateways occupancy of parking monitored. This occupancy information is relayed to the users through overhead display boards. In real time, it allows users to view, on that are available and their occupancy status. It also allows the available slot and make the parking payments through the mobile

Above Parking, approach leads to invaluable citizen convenience and decongestion of roads and ensures that personal motor vehicle city for the use of valuable land on which they park their vehicle inventory and digital payments invariably boosts revenues of iRAM adopts Smart Parking Technology.

This Smart parking solution works for On-Street, off-street and parking spaces. It offers multiple cash/cashless payment methods card, Pre-paid cards, online wallets and of course cash. It also allows based parking fees.

Q4. Are you doing any project with the Government? How does

We are currently working on smart parking projects for Bhubaneswar Rajkot cities wherein we will be installing our IoT-based smart parking gateways, parking management software, sensors, citizen implemented over the next couple of months.

With this deployment, respective smart cities will be able to pre find and reserve parking even before stepping out of their homes charged appropriately through certified Mobile Point of sale systems options of payments or online payment gateways. We will envisage over next 2-3 years' in parking domain which is otherwise predicted

On the other hand, smart cities will receive real-time data with collections, citywide parking occupancy. The analytic engine will inform decision making to plan for new investments in parking the city.

Q5. How many smart cities have you covered so far for installing Lighting solutions?

We are currently working on smart parking projects for the three cities: Bhubaneswar, Nasik, and Rajkot. We are implementing Smart Parking solutions. Smart lighting component from IRAM. We are covering smart cities in India wherein our smart parking and smart lighting solutions are implemented in this financial year.

Q6. Are you planning to showcase more products apart from smart parking?

We believe IOT adoption will significantly increase across domains. Generally available IOT solutions viz. Smart Parking, Smart Pole, Environment sensors are aimed at smart cities. We are working on advanced versions of our solutions for the enterprise segment as well in the form of blockchain and AI features & functionalities in current solutions. From the above developments we have mid to long term technology use cases in Industrial automation and customised use cases in Telecom and other sectors.

Q7. What is your vision for the next 5 years?

We will work together with our smart city ecosystem partners for the successful deployment of the current projects in hand. We have another large six smart city projects to be implemented in this financial year.

Our vision is innovation-led growth. We will launch many new products in India which will be based on IOT architecture.

Seeing the current growth curve in IOT, apart from technological progression is Global expansion, aggressive hiring, strengthening ecosystem in India & abroad and yes, of course, Series B investments.

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