APPROACH AND MODEL -POTENTIAL PARTNERS IDENTIFICATION FRAMEWORK

PARTNER /STRATEGIC ALLIANCES

COMPANIES IN CARVED OUT SPACE

T1	T2	T3	T4	T5

SHORTLISTED TARGETED COMPANIES

EVALUATION CRITERIA

Breadth and Depth of Offerings	Portfolio Analysis	Geographic Footprint	Channel Strategy	Others

BUCKET LIST OF COMPANIES OFFERING SOLUTIONS AROUND KEY TECHNOLOGY AREAS

C1	C2	C3	C4	C5	- -	Cn

IDENTIFICATION OF NEW FOCUS AREAS/TECHNOLOGIES

Artificial Intelligence	(IoT)	Analytics	Machine Learning	NLP

MnM KNOWLEDGE STORE (KS)

30,000 NICHE OPPORTUNITIES

- CLOUD COMPUTING
- BIG DATA AND ANALYTICS
- INTERNET OF THINGS AND SMART TECHNOLOGY
- CYBER SECURITY
- ENTERPRISE SOFTWARE AND SERVICES
- COGNITIVE COMPUTING
- ENTERPRISE MOBILITY AND TELECOM
- SOFTWARE-DEFINED EVERYTHING AND DATA CENTER NETWORKING