APPROACH AND MODEL - POTENTIAL PARTNERS IDENTIFICATION FRAMEWORK

COMPANIES IN CARVED OUT SPACE

T1  T2  T3  T4  T5

SHORTLISTED TARGETED COMPANIES

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

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