

India-Japan Collaboration in ICT Software

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Introduction

India and Japan have recently begun to share a special connection in the IT industry. While Japan has a huge share of the IT industry, India is constantly trying to bring Japan onto the radar of the Indian IT-BPM sector. The two countries have a chance of building a successful IT relationship just as India has with Western IT companies in India. The major reason this could work is that Japan frequently seeks Indian IT acumen in areas like IoT, Big Data, Cloud, Analytics, and the like, in which it falls short. In light of recent developments in the area, here is an insight from an Indian entrepreneur, Bhavik Jhaveri, CEO of SunAmbab Pvt. Ltd. — “The Indian Internet ecosystem is currently undergoing radical growth. We are the third-largest start-up hub globally, and have the second-largest Internet population along with the fastest-growing economy in the world.”

Jhaveri: Attractions of the Indian Economy

“A nation that evokes the notion of snake charmers and that was regarded as a Third World country a few decades ago, we are at the focus of many governments and corporations regarding the scope of power, investment and potential today. We’re talking about a market of 1.26 billion consumers in a country half the size of China and the United States. It is also a country with the youngest population and the highest number of graduates worldwide. We have just started developing and there is a long way to go.

Nations like the United Kingdom, Russia, the US and Japan have started lobbying the leaders of India for penetration into our economy. India will be a major epicenter in the future. Cities that were just glorified villages a few decades ago are now becoming international capitals. Bengaluru, Pune, Hyderabad, Gurgaon, Mumbai and Chennai possess market sizes equivalent to New York, San Francisco, London, Tokyo and Beijing.

The overall development of a nation is dependent on the innovation of its ecosystem. Innovation defines the health of the economy and when it comes to start-ups, where is a better and more interesting growth story than India’s? We are producing more entrepreneurs than ever before. India’s NASSCOM (National Association of Software and Services Companies) predicts 20,000 more start-ups by the year 2020, and enterprises in both private and public sectors are incubating Internet first business verticals.

Today, India has talent, capital, and a strategic vision of leadership to steer the nation to become the largest superpower in the world. The larger question here is: are we world-ready? And the answer is absolutely — yes!

It took 24 years for Amazon to build what it has today and Bangalore-based Flipkart did it in eight years. The market size together with the talent in the country has led it to be a driver in the technology space in silicon hotspots.

We have been ranked No. 3 in terms of the number of unicorns in a country. Also, the political framework of India is purely democratic, unlike China. India is a global platform for corporations to woo and win the hearts of our population. Amazon/Alibaba/Flipkart — Apple/Xiomi/Micromax — Uber/Ola are given equal opportunities to grow, and there is no mismatch or manipulation or siding of laws towards one party.

That is the story of India, a country with potential, a country with amazing talent, entrepreneurial intent, productive management practices and fair value systems.”

Sinha: Japanese IT Industry

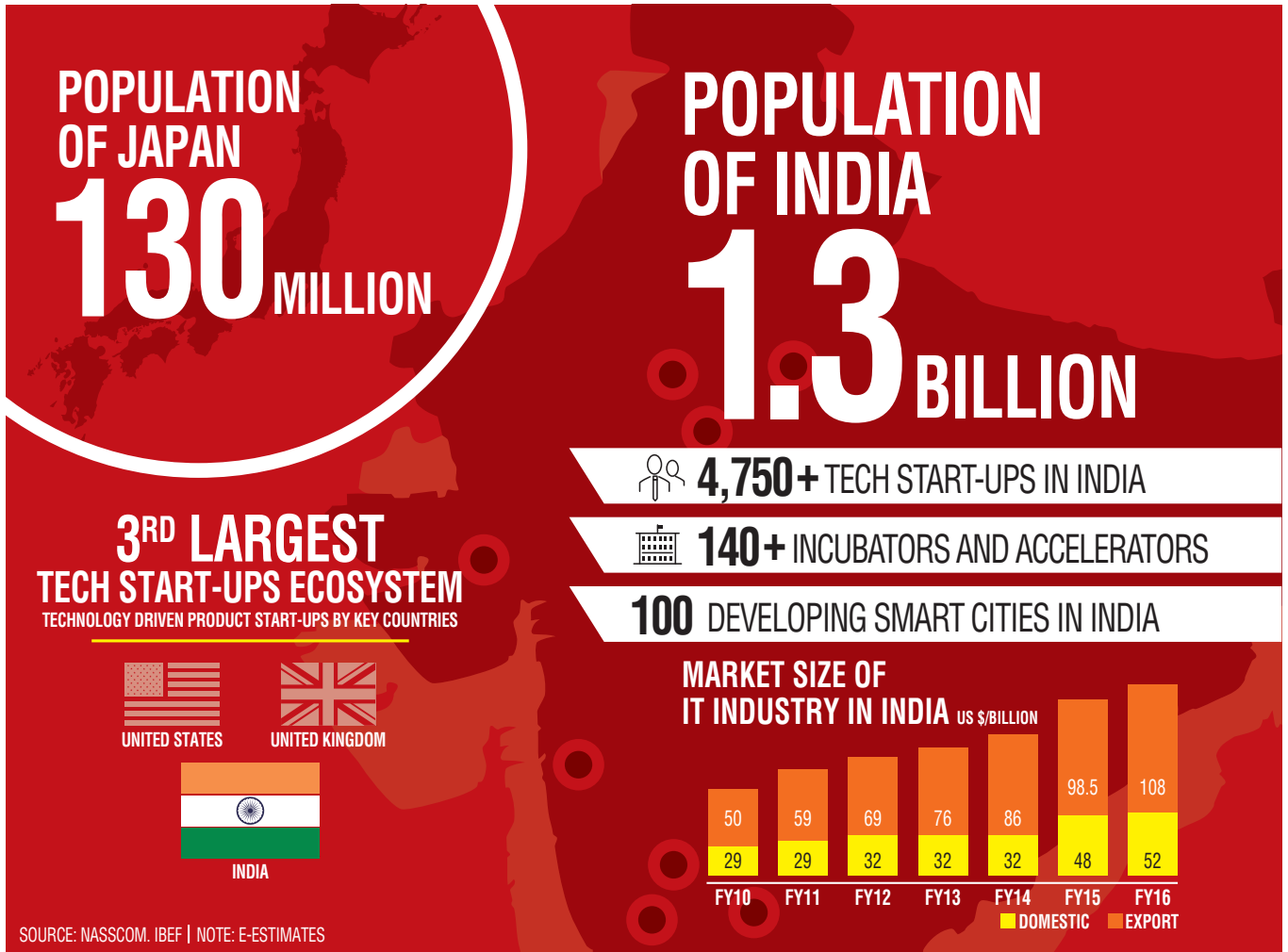
Like every conversation, this one too has another side, and it’s from Sanjeev Sinha, president of Research Institute of Next Generation AI Co., Ltd.

“Japan is the world’s second-largest IT market after the US but mostly domestic, with neither much outsourcing to outside countries (except a small part to China in recent years), nor much exporting. Japan has some of the leading technology and systems like the Felica-Pasmo-Suica system, which is one of the largest FinTech systems in the world, where a single card can be used for almost all public surface transport systems along with shopping and even buying drinks from a vending machine up Mt. Fuji.

But Japan lacks the marketing muscle to export it, and that is the area where India can be a great partner for Japan. Japan has been very keen to connect with India, especially in bringing Indian IT professionals to Japan. In 2000 Japanese Prime Minister Yoshiro Mori had announced a target of bringing 10,000 Indian IT professionals every year to Japan but it has hardly been realized. Similarly, former Japanese Prime Minister Junichiro Koizumi had expressed plans to promote Japanese language education in India to help encourage more Indian IT professionals to come to Japan, but that also remains largely unimplemented.

CHART

Global positioning and new growth of Indian IT industry



Recently, Prime Minister Shinzo Abe announced plans to bring in tens of thousands of Indian IT professionals. With Japan’s funding of \$15 billion, the Ahmedabad-Mumbai bullet train project alone requires thousands of engineers to bridge the gaps between Japan and India, with a significant number for AI and IoT-related technologies.

There are 3 million people of Indian origin in the US but less than 30,000 in Japan. Since there is not much awareness of Japanese opportunities in India, this remains a chicken and egg problem. SunAmbab, a partnership between Ambab Infotech Pvt. Ltd. and India Japan Partnership Co. Ltd. to improve awareness and penetration of ICT business across the two countries, is working on a holistic solution to solve this problem and help create a sustainable IT bridge between India and Japan.

As Japan and India both are trusted by the rest of the world, the

two can play a significant global leadership role in cyber security, which is crucial in the new AI, IoT and autonomous driving world. In this respect, the US can also be a good partner in a trilateral manner.”

New Partnership Between Japan & India

Japan’s strength in hardware and India’s strength in global software could be a powerful combination. As these comments suggest, both countries are looking forward to this hugely successful handshake, which could be a boon to the global IT-BPM sector with their combined strength. **JS**

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