



TOP 10

TECHNOLOGY DISTRIBUTORS IN INDIA



REDINGTON LIMITED

Head of the Organization: **RAJAT VOHRA**
Designation: **CEO - India**
Annual Turnover: (2024-25): **Rs. 99,562 Cr. (Global)**
(2025-26): **Rs. 49,643.58 Cr. (India & South Asia)**
Rs. 1,19,347 Cr. (Global)
Rs. 63,000+ Cr. (India & South Asia)

Future Roadmap: Redington plans to keep investing in cloud modernisation, software, cybersecurity, and AI-led capabilities, while taking digital adoption deeper into Tier 2 and Tier 3 markets. The company will

scale subscription-led models, embed AI-driven automation across operations, and build repeatable solution frameworks that partners can deploy at scale. This approach is aimed at driving sustained, resilient growth across its ecosystem. By strengthening its cloud and software portfolio alongside its core distribution strengths, Redington seeks to help technology move from innovation to adoption—benefiting enterprises, SMBs, and the wider channel community as India's digital economy expands.



INGRAM MICRO INDIA PVT. LTD.

Head of the Organization: **FLAVIO MORAES JUNIOR**
Designation: **MD and Chief Country Executive**

Future Roadmap: Ingram Micro India prioritizes deepening its focus on AI, devices, digital workplace, data center infrastructure, cloud, and cybersecurity as growth drivers, capitalizing on the enterprise shift toward AI-capable PCs and AI-ready infrastructure. The company is advancing its transformation from a traditional distributor into a platform-led, AI-powered ecosystem orchestrator, with its Xvantage platform at the core—

enabling partners to discover, configure, buy, and scale technology solutions. Through the Xvantage Enable AI Program, it will help partners move from AI experimentation to real-world execution, while the Xvantage Integration Hub and secure MCP Server expand automation and intelligent decision-making. The roadmap centers on building a connected, automated operating model to help partners capture growth in an AI-first economy.



SAVEX TECHNOLOGIES PVT. LTD.

Head of the Organization: **ANIL JAGASIA**
Designation: **Chairman**
Annual Turnover: (2024-25): **Rs. 32,850 Cr.**
(2025-26): **Rs. 34,000 Cr. Approx. (Estimated)**

Future Roadmap: Savex Technologies' growth roadmap is centred on expanding its presence in high-potential technology segments, strengthening relationships with technology partners, deepening reach across the channel ecosystem, and enhancing capabilities in value-added

solutions. The company will continue to focus on AI, cloud, data centre, cybersecurity, and enterprise infrastructure, while investing in the capabilities needed to serve partners and customers more effectively. Savex's priority is to pursue sustainable, long-term growth by combining its distribution strengths with an evolving solutions-led approach, operational effectiveness, and continued commitment to its ecosystem, positioning the company for resilient growth in India's evolving technology landscape.



RASHI PERIPHERALS LIMITED

Head of the Organization: **RAJESH GOENKA**
Designation: **CEO**
Annual Turnover: (2024-25): **Rs. 13,772.73 Cr.**
(2025-26): **Rs. 15,827.30 Cr.**

Future Roadmap: Rashi Peripherals' long-term growth roadmap centers on three key objectives. First, democratizing technology access by deepening its pan-India distribution infrastructure—supported by 57 branches, 50 service centers, and 73 warehouses—to make high-end ICT

products accessible across India's 800-plus districts. Second, pursuing margin-accretive expansion by shifting revenue toward higher-value enterprise IT services, recurring cloud solutions, and semiconductor engineering. Third, accelerating the 'Make-in-India' vision through its Restar Corporation JV and Embedded Lab, building a differentiated supply-chain platform for local EMS/ECMS manufacturers and reinforcing India's ambition of a \$150 billion semiconductor ecosystem by 2030.



TECH DATA INDIA – A TD SYNnex COMPANY

Head of the Organization: **SUNDARESAN KANAPPAN**
Designation: **SVP & Country General Manager**
Annual Turnover: (2024-25): **Rs. 7,000 Cr. Approx.**
(2025-26): **Rs. 12,000 Cr. Approx. (Estimated: CRISIL)**

Future Roadmap: Tech Data India is expected to strengthen its solutions-led distribution model by accelerating enterprise AI adoption, AI-ready data-centre infrastructure, and hybrid multicloud deployments. Its roadmap includes expanding cybersecurity, analytics, cloud-native,

and high-performance computing portfolios, while enabling partners through AI proof-of-concepts, training, and go-to-market support. The company also plans to develop specialized offerings for design, visualization, and edge workloads. Through Tech Data Capital, it will focus on flexible financing to help channel partners and customers undertake larger, outcome-driven transformation projects across India, while deepening strategic alliances with global technology providers.



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INFLOW TECHNOLOGIES PVT. LTD.

Head of the Organization: **BYJU PILLAI**
Designation: **Group Managing Director**
Annual Turnover: (2024-25): **Rs. 6,000 Cr. Approx.**
(2025-26): **Rs. 8,600 Cr+**

Future Roadmap: Inflow Technologies is prioritizing AI infrastructure, cybersecurity, networking, cloud, and data-centre technologies as key growth drivers over the next 2–3 years, as enterprises scale AI deployment and expand their attack surface across hybrid environments and distributed workforces. The company is transforming from a transactional distributor

into an ecosystem-led, solution-oriented business by investing in specialisation, partner enablement—covering solution design and technical training—and a selectively strengthened vendor portfolio. As a technology enabler connecting global vendors with system integrators, resellers, and customers, Inflow will focus on expanding market presence, deepening partner relationships, and delivering greater ecosystem value, targeting USD 2 billion in revenue by FY 2030.



SUPERTRON ELECTRONICS PVT. LTD.

Head of the Organization: **V K BHANDARI**
Designation: **CMD**
Annual Turnover: (2024-25): **Rs. 7,000 Cr. (Approx.)**
(2025-26): **Rs. 8,500 Cr+**

Future Roadmap: SEPL's growth roadmap is focused on expanding its presence across high-growth technology segments while strengthening its vendor and partner ecosystem. The company plans to scale its Cloud, Storage, Security & Surveillance, and Pro AV businesses through focused

partner development and stronger regional coverage. SEPL will continue investing in technical enablement, solution demonstrations, training, and demand generation to support its channel network. As AI becomes an increasingly important part of enterprise technology, the company sees an opportunity to connect AI-ready infrastructure, cloud, data, security, and collaboration technologies into practical, deployable solutions for its partner ecosystem.



IRIS GLOBAL SERVICES LTD.

Head of the Organization: **SANJIV KRISHEN**
Designation: **CMD**
Annual Turnover: (2024-25): **Rs 3,229.13 Cr.**
(2025-26): **Rs. 4,156.44 Cr.**

Future Roadmap: Iris Global's growth roadmap centres on deepening relationships with existing technology brands, expanding product authorisations, and broadening its portfolio across Enterprise Infrastructure Solutions and Computing and Mobility Solutions verticals. Its 'Make in India' tie-ups remain particularly rewarding, with strong

growth potential ahead. Central to this strategy is its Channel Partner network of over 10,500 partners across India as of April 30, 2026, which the company will continue expanding while investing in partner capabilities and business growth. Iris Global will also pursue opportunities in AI infrastructure, advanced computing, intelligent storage, cloud, and digital transformation, supported by stronger distribution and fulfilment capabilities to build a scalable ecosystem for India's next phase of digital transformation.



IVALUE INFOSOLUTIONS LTD.

Head of the Organization: **SUNIL KUMAR PILLAI**
Designation: **CMD**
Annual Turnover: (2024-25): **Rs. 2,439 Cr. (Gross Sales)**
(2025-26): **Rs. 2,914 Cr. (Gross Sales)**

Future Roadmap: iValue' growth roadmap centres on deepening its position in Cybersecurity, Information Lifecycle Management, and Data Centre Infrastructure, while expanding into emerging opportunities created by AI, hybrid cloud, and next-generation digital infrastructure. The company will continue investing in solution capabilities, Centres of

Excellence, professional services, and strategic partnerships to help its ecosystem address increasingly complex enterprise requirements. A key part of its roadmap is the evolution of iValue's business model—moving from technology aggregation toward solution-led and advisory-led engagement, supported by stronger partner orchestration and deeper enterprise engagement. Regional expansion across India, SAARC, and Southeast Asia will further scale these capabilities for its OEM and partner ecosystem.



BEETEL TELETECH LIMITED

Head of the Organization: **SANJEEV CHHABRA**
Designation: **CEO & MD**
Annual Turnover: (2024-25): **Rs. 2100 Cr.**
(2025-26): **Rs. 2552.39 Cr.**

Future Roadmap: Beetel Teletel's future roadmap is focused on accelerating growth across ICT distribution, enterprise solutions, networking, cybersecurity, cloud and emerging technologies. The company aims to strengthen its portfolio through strategic partnerships with

global technology brands while expanding its reach across India's enterprise and channel ecosystem. With FY 2025–26 revenue crossing ₹2,550 crore, Beetel is positioned to build on its growing scale. Going forward, the emphasis is expected to remain on expanding value-added distribution capabilities, strengthening partner engagement, improving operational efficiencies and addressing growing demand for digital infrastructure. Investments in new technologies and market expansion will remain important growth priorities.

