

Top 100 Tech Companies Founded and Managed by Indians in the U.S.

Indians have proved their mettle in every sphere. On a high note, the waves of Indian entrepreneurs who have poured into Silicon Valley have made meaningful contributions towards the technology evolution. Over the years, Indians have held positions of power in the world of technology and have been instrumental in building several path-breaking solutions through their firms with cutting-edge innovation to solve critical enterprise issues. These firms are revolutionizing business processes through their products and services aligning their technological adoptions in line with their customer-centric and innovation-oriented high growth markets.

Over the years, si100 has become the default standard for business ranking of companies that showcases outstanding companies in various industries, which display the characteristics of long-term visibility, sustained growth, razor sharp business focus, profitability, customer and employee value-creation. This extra ordinary list consists of companies which have made a mark in their area of expertise, be it Big Data and Analytics, Cloud, IoT, Software, Security,

Networking, and Semiconductor offering an opportunity for strategic business advantage for early adopters and unveiling the potential for significant market disruption.

Some of the known names in the industry such as Tibco, Netscout, Microchip, Logic, Syntel, and Cavium Networks have been part of earlier editions.

In saying this, we present to you the much-awaited 19th edition of the si100, a listing of Top 100 Tech Companies Founded And Managed By Indians In The U.S. Like every year, the annual si100 list for 2016 includes carefully inspected companies which display the characteristics of long-term visibility, sustained growth, business focus, profitability, and employee value-creation.

A distinguished panel comprising of accomplished Indian CEOs and CIOs of public companies, VCs, analysts, founders of other VC funded companies including siliconindia editorial board decided on the top 100 companies. We congratulate the 100 finalists for achieving this vote of respect from industry leaders and commend the enterprising spirit of the Indian community and its dynamic leaders.



Company:
VOIP Connections

Description:
Provider of Unified Communication as a Service (UCaaS) on the Cloud for Enterprise Customers

Key Person:
Balaji NJL,
CEO

Website:
voip-connections.com

VOIP Connections

Cloud-based Customized VoIP Solutions



An avid chess player, Balaji NJL always thought five to six moves ahead while his friends were busy contemplating their next move. This trait of being a fore thinker aggrandized during his stint at Microsoft where he observed that customers using Microsoft ‘Skype for Business’ always required an on-premise Private Branch Exchange (PBX) and did not have easy means or the flexibility to integrate it with their telephone lines. His forethoughts spurred the inception of VOIP Connections, a firm started as Cloud PBX (cPBX) provider based Voice over Internet Protocol (VoIP) and expanded to providing cloud based Unified Communication as a Service (UCaaS) and solutions. “We are one of the early companies that started hosting Lync and SfB on the cloud which enabled our customers to do away with anything on-premise,” elucidates Balaji NJL, CEO, VOIP Connections. Today, the company is solving clients’ Cloud PBX needs, setting hosted Microsoft Skype for Business with Session Initiation

Protocol (SIP) trunking, for both small and medium sized businesses.

According to Balaji, “Most of the times, people do not realize that Microsoft Skype for Business is not only a software product but also a telecommunication product.” Although Skype provides all the Unified Communications (UC) capabilities, it is the PSTN integration that causes pain to customers. If there is a fraction of second delay in the network, Outlook, SharePoint and other application users won’t notice any difference but their calls start getting affected. Clients need experts to help them maintain a consistency in their network connections and this is where VOIP Connections’, with their explicit knowledge and experience with Telecommunications Companies (TELCOs) adds value. “We allay the clients’ pain points and let them reap the benefits of UC,” explains Balaji. The firm’s solution offers Public Switched Telephone Network (PSTN) connectivity and Direct Inward Dialing (DID) to Skype for Business users without the requirement for any specialized hardware like Session Border Control (SBC), Private Rate Interface (PRI) and PBX to name a few on-premise.

Alongside, the company’s Cloud PBX solution which unlike the traditional phone lines is a phone system that works over the internet. Customers can easily talk to business partners on Skype anytime and anywhere using any device instead of being burdened with the excess capital required for set ups and equipments. For example, if a client in U.S. is in charge of sales in U.K, he/she does not have to move there. VOIP Connections

legally forwards them a London phone number which facilitates the user to carry on with their business. “We are not merely providing UC platform. We are also creating applications on top of it and integrating that to the customers’ workflow,” says Balaji. VOIP Connections also has a global footprint which allows them to procure and assign PSTN numbers anywhere legally available in the world and terminate calls anywhere in the world. And that is important differentiation factor compared to their competitors who are trying to catch up.

In an instance, VOIP Connections assisted a CISCO Call Manager (CUCM) customer with a customized Cloud PBX solution. The previous solution that the company had was not flexible and was not integrated with the client’s Microsoft platform. VOIP connections facilitated the customer with real-time accounts and phone numbers and allowed the client to pick up calls from any location and even use it while travelling. It also saved additional maintenance cost, and within three months, the customer was able to improve business efficiency and add value to the organization.

Presently, VOIP Connections is working on extending its UC solutions to schools, recruitment arena, healthcare, banking and several other domains. Looking into the magic ball of the TELCO World, Balaji anticipates that in the future there will be no phone numbers but a single Uniform Resource Identifier (URI)—a single point of contact for the entire life with the user location being redundant for the caller. At the dawn of such a day, “We want to bundle up our solutions according to the needs of our customers and be ahead in the market,” concludes Balaji. 