



Tapas Kumar Nandy | Nandita Nandy
CEO and Founder/Investor

“
Our vision is to be
the leader in the
digital security
and surveillance
market in 21st Century
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Adon System & Solutions

Instilling Enhanced Surveillance

In the age of tech-enabled innovations, smart security is of utmost significance to match up the pace of smart cities. Being the world's second largest population, an expanding middle class and undoubtedly a huge market, India, prominently revolves around data and companies which produce technologies capable of mining such data. In this IT arena, companies providing surveillance technologies appear to be on the peak too. These companies are gearing up embracing cutting-edge technology and rolling out state-of-the-art surveillance products and services that have the power to create a one-of-its-kind history.

Based in Delhi, **Adon System & Solutions Pvt. Ltd.** is amongst the frontrunners which are effectively catering to the needs of the emerging surveillance market. Adon products are created using latest and proven technology from Taiwan and USA.

The company offers a diversified range of surveillance solutions (monitoring, controlling and recording of camera images in digital video format) for a wide variety of users (home to large enterprises). These solutions provide 24x7 automated surveillance technologies – a complete range of solutions with customized design and implementation to suit specific needs of the clientele.

Meet the Techy

Tapas Kumar Nandy is the **CEO and Founder Investor** of Adon System & Solutions Pvt. Ltd. He is a technologist with expertise in the field of hardware design and digital application software. After completing his B.E in Electronics and Telecommunication and an MBA in Marketing, Tapas has been associated with reputed companies like HCL, Gestetner, and Ricoh in various capacities for more than seventeen years. Experience gained at these multinationals motivated Tapas to establish Adon System and Solutions in 2008 with an aim to be a leader in the industry. Currently, he is providing overall direction for Sales, Marketing and Service Strategies of the business

Below are the highlights of the interview:

IS: Kindly provide us the detailed information about your firm?

Adon offers a wide range of Integrated surveillance solution (monitoring, controlling and recording of camera images in digital video format) for a wide variety of users.

Some highlights of the Adon advantage are:

- 3-Tier surveillance solution for multi-site use (spanning thousands of CCTV cameras)
- Latest technology in video compression
- Perimeter Security System using Ultra Violet Beam sensor, Thermal imaging camera
- Integrates with sensors and relays for effective results
- Remote viewing via Internet or Mobile phone
- Integrated solution with Fire, Access control and Public Address System.
- Paper less examination (hardware and software) for education verticals

IS: What unique facilities and services are provided by your organization that differentiates you from your counterparts?

We provide complete end to end solution on Audio Video Integration of Board Room, Security and integrated solution on Fire, Access, CCTV and Public Address. On site service support is one of our major strength, we have approx. 90% repeat orders from customer on different solution.

Some of the prominent solutions Adon Systems provides are as follows:
CCTV System- This includes IP and

Analogue CCTV System, VMS software integration with Intruder/Fire/Access control System.
Fire Alarm- The company offer Conventional and Addressable fire alarm systems.

Attendance Management- Focusing on attendance management the company solutions feature. Proximity Card Based, Finger Print Based, Face Reading, Customized Attendance and Payroll Software.

Intruder Alarms- Adon effectively deals with Wired and Wireless Sensors as well as GSM Based Alarm Panel.

Access/Gate Control system- This includes Biometric/Face/Card Based, Rolling Shutters/Sliding Gate/Bollard, and Boom Barrier/Flap Barrier/Turnstile/Tyre Killer.

Smart Class Room Solutions- These solutions highlight Interactive Projector and White Board, Student Response System, Visualizers, On line UPS, Digital Lectum, Audio System.

IS: State about the awards and accreditations your firm has achieved and most the memorable and remarkable moments of your life.

Recently we were nominated in the category of Excellence in Security Technology Implementation in IFSEC 2019.

IS: Tell us about the challenges your organization faces and risks associated with them and how do you overcome them?

The unorganized sector, product pricing and substandard quality offered in Govt tenders etc.- by constantly educating the customer on the latest technology and solution offering.

IS: How do you envision the outreach of the firm globally in terms of growth and future expansion?

We have expanded our reach to Bangalore and Pune this year. Once we cover major cities of India then we will expand globally. Moreover, video and analytical solutions will be the key drivers for the future. Adon System & Solutions is constantly upgrading its knowledge and work in different fields, which will help it to march beyond the success horizons and unlock new success doors.

What is your advice to the budding and emerging entrepreneurs?

The need to come out with some application or solution oriented products and solutions, which will help customer to improve performance of the people.

About the Leader

Tapas Kumar Nandy, is the **CEO & Founder** of Adon System & Solutions Pvt. Ltd. Presently, he provides overall direction for Sales, Marketing and Service strategies of the business as a CEO. Having done his B.E (Elect & Telecom) and MBA (Mktg.), he has been associated with reputed companies like HCL, Gestetner & Ricoh in various capacities for more than 17 years.

Before starting on his own as a founder and investor in Adon System & Solutions Pvt Ltd., he left Ricoh India Pvt. Ltd. (a fortune 500 group company) as Associate Vice President, heading Marketing function. [👉](#)