

# EKJAL TECH PRIVATE LIMITED

Noida, UP, India

## Make Technology Cyber Safe



EkJal Tech Pvt Ltd



Confidential



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Ekjal Tech is a startup by experienced techno-management professionals, providing Products and Professional Services to enable its customers to succeed. We focus on Automotive Cyber Security, VCISO, Cyber-Security Development & Deployment support



# The Team



**Pravin Kumar**

30+ years experience as Information & Cyber Security professional.

Certified with CISA, CISM, ISO 27001 LA and LI.

He has led the program for 'Jaguar Land Rover' to ensure compliance to UNECE 155/156 mandate. Has in-depth technical and legal/compliance knowledge in this domain. Has consulting experience in the supply chain domain as well.

<https://www.linkedin.com/in/pravin-kumar-noida/>



**Neeraj Kumar**

Certified Project Management Professional with incredible experience acquired over the years in diverse areas of Program Management and end-to-end Business Delivery including Government Process Re-engineering. More than 30 years of experience in software design, development & successful implementation for government mission critical and large projects. Notable mentions include Passport Seva Project and MCA21 (Ministry of Corporate Affairs).



# Advisory Board

**Dr. Arun Kumar**



**Dr. Arun Kumar,**  
**Professor & x-HOD,**  
Centre for Applied Research in Electronics  
(CARE), IIT-Delhi,  
Signal/Speech Processing Expert  
**Executive Member, MeitY NLTM/Bhashini Project**

**Mr. Sandeep Kumar**



**Sandeep Kumar**  
**Founder & CEO, Voxomos Systems**  
IIT-Kanpur (IIT-K), Former  
Cadence/Synopsys, Deep Learning, Non-  
Linear Signal Processing

**Dr. Vireshwar Kumar**



Asst. Prof at IIT-Delhi in CSE  
deptt.

Research credentials in  
Intrusion detection  
systems, CAN analyser

Academic credentials from  
IIT-D, Virginia Tech-USA

<https://www.linkedin.com/in/vireshwar-kumar-106b278/>



# Vcybersecurity for Automotive

As per UNECE 155/UNECE 156 mandate-All passenger vehicles need to be certified to be cyber safe.

It is the responsibility of the OEM to ensure certification, and have processes in place to manage the entire lifecycle to be cyber safe.

Currently approx. 54 countries, incl EU, UK, Japan, Aus, NZ are signatories. Hence in these countries beyond the June 2024 deadline no new passenger car model can be sold unless it is certified to be cyber safe.

Ekjal Tech-a start up focused on providing products and professional services for Technology cyber security.

We enable certification, compliance, security operations center, embedded security solutions.

We leverage our platform services, frameworks and tools for vehicle cyber security processes across the entire supply chain.

Maintaining continuous cyber security of vehicles by monitoring, incident handling and VSOC support

Validation and audits

Ekjal Tech is incubated by IIT-Kanpur Incubator  
<https://siicubator.com/>



# Ekvayu Tech – Tech Stack

## Cyber-security

- Malware Analysis
- Threat Detection
- Log Analyser
- SIRT
- TARA
- Security in SDLC

## Automotive

- Automotive SCM Security
- ISO21434
- V- TARA
- Testing
- Log Analyser
- Embedded Systems

## AI/ML /DL

- Image processing
- NLP and NLG
- Multi Modal Processing
- Language Translation

## Systems Engineering

- Transportation Systems
- Manufacturing Systems
- Maintenance and Repairs
- Predictive Maintenance

## IT Design

- Architecture
- Front End & Backend dev
- Middle ware
- Testing and Validations
- Large Data applications
- Mobile Development

## Railways

- Predictive Analysis
- Video Analytics
- Railways IT system Security
- Passenger Management Safety



## Products

### Phishing Prevention Tool

MVP ready, Under Validation, Launch in Q2 , 2024-25 FY

### Decision Support System

MVP in 6 Months, Launch in Q3, 2024-25 FY

### Predictive Maintenance

CNC Machines, Railways – Under Development, MVP in 5 Months

### Secure Knowledge Management – AI/ML

Ready, Under validation, Marketing to Start in 2 Months

### SCM Security – Automotive

Ready, Ahead of Market, Marketing to start in 8 Months





# Ekjal – Products in Pipeline

## Endpoint Security

- Software Inventory and risk Audit tools
- Configuration Checking tool
- Weak Password Checker tool
- Periodic monitoring

## Automotive & Supply Chain Management

- DDIA Lifecycle Tool & Portal
- SIRT Tool
- TARA services
- Testing and Validations
- Audit & Compliance
- Supply Chain Security Mgmt

## MSSP

- Log Analytics and Threat warning tool



## Services – For quick revenues

### Enterprise Cybersecurity

VCISO, Audits, ISMS, Architecture, BCP – Digital Marketing started for next 4 months.

### Automotive

TARA, Vaidations and Testing , VCSMS , ISO21434 on offer, Marketing ongoing

**Focus on Services to gain foothold so that Products can be positioned easily**



# VCybersecurity - Key Components

- Supporting Business Context and Requirements
- Supporting Cyber Security Management System (CSMS) Development
- Project Dependent Cybersecurity Management support
- Distributed Development Cybersecurity management support
- Regular (Continued) Cybersecurity Management Support
- Supporting Cybersecurity in Product
  - Concept phase
  - Development phase
  - Post Production phase
- Threat And Risk Analysis (TARA) Support



# Customers



# Products – Cost and Revenue projections

	Product	Dev Cost	Mkting Cost	Proj. Rev.	TAM	Status
1	Automotive Supply Chain Security –DDIA security	100 K	250 K	1.5 MN	8 M	Mkt would need in 6-12 months
2	Anti Phishing Product	Channel Mkting	100 K	700 K	5 M	MVP ready
3	Predictive Maintenance	150 K	50 K	2 M	8 M	Under development
4	Decision Support System	Channel Marketing + 200 K	100 K	3 M	15 M	Under Development



## Investment



INR 3-6 Cr



## Utilization of funds (in Cr)

	Project	Dev	Mkting	Own Fund	Gap	Inv Need
1	Anti Phishing	0.1	0.8	0.25	0.55	0.75
2	SCM for Automotive	0.2	2.0	0.5	1.7	1.70
3	Predictive Maint.	1.0	0	0.2	0.8	0.8
4	Decision Support System	0.2	0.8	0.2	0.8	0.8
5	Total	1.5	3.6	1.15	4.05	4.05



# Thank You

