

# Inavate

ASIA  
PACIFIC



## Interviews

Yuki Sakamoto talks about Panasonic's drive to engage with its clients.

## Features

We take a closer look at the topic of artificial intelligence and its applications.

## Announcements

Get ready for the Inavate APAC Awards to be held next year in Bangkok.

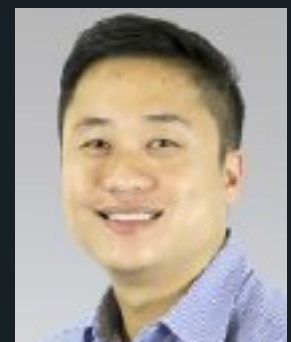
## Case Studies

Comprehensive coverage of AV installations from Hong Kong and Singapore.



## BEST AND BRIGHTEST

Asia Pacific meet your  
40 under 40 for 2019



# Inavate

## — 40 under 40 —

The AV industry moves forward thanks to the hard work of committed and talented individuals. Inavate APAC's inaugural 40 under 40 list will be celebrating the contributions of these dedicated professionals. This year's inductees represent the disruptors, leaders and innovators that demonstrate the tremendous potential across end users, integration firms, consultancy practices, distributors and manufacturers in APAC.

### Vineet Singh

HMPL Consulting



Starting a business is hard. The task becomes harder if you are starting in an industry you are not familiar with.

This is the route Singh took when he started HMPL Consulting. While he may have begun in the AV industry with just a background in business, he now holds multiple AV manufacturer and IT certifications.

His drive to explore new horizons means that after establishing HMPL Consulting in India he is continuing the expansion of the business' activities across borders. He is also spearheading the evolution of the consultancy to focus on the next wave of technology. In particular, his sights are on integrating IoT and automation within current AV platforms and to examine the applications of AR, VR, robotics and content creation within the build environment.

To achieve his goals, Singh is creating a culture that empowers his team to achieve great things within the realm of AV.

### Pasquale Valpied

Parity Technology Consulting



After working for a reputed Australian integrator, in 2011 Valpied co-founded Parity Technology Consulting as a

specialist AV and VC consulting firm. Since then, Parity has grown in staff and works across the country.

Valpied highlights starting Parity Technology Consulting and turning it into a successful and well-known consultancy as his greatest achievement. On his part, this involved handling both sales and technical delivery, two skills which he believes are most commonly thought to be mutually exclusive but need to exist together for success.

He draws motivation from his young family; his wife, two-year old daughter and son who is expected in March 2020.

**Chicco Hiranandani**

Shure India



For Hiranandani, life in the AV industry began 15 years ago with a Shure distributor in Dubai.

His career, for the past five years, has taken him to working for Shure directly and over the last three years his focus has been on the South Asia region, more specifically India.

Relocating to the country, Hiranandani has been spearheading the market development efforts in the region. According to him, the short to mid-term impact is tangible but the true benefits for the company will be reaped further down the line.

By developing a better understanding of the region, creating a stronger connection through education and relationship building efforts, he believes that the groundwork for future success is there.

**Jack Wilson**

Pereira Projects



At the age of 18, armed with his UK FA coaching badge and with the company of his friend, Wilson headed to Ho, Ghana

to scout football talent and set up a team. The team he established is now a fully functional club.

History repeated itself later in Wilson's life when he partnered with his friend, Jamie Pereira, and started Pereira Projects which he describes as a new breed of technology consultants.

Wilson is working to set his venture apart by developing a culture that welcomes kind, humble and curious individuals. He underlines the biggest impact he has had to be his company's human touch, which is reflected in how Pereira Project approaches providing its clients with the solutions they require.

**Rishabh Nayar**

Christie



A one-company man, Nayar started his career with Christie and has worked his way to the position

of director, handling the entire non-cinema lineup for the manufacturer for India and SAARC nations. He has overseen the best performing year for his division in India last year, helped in part by Christie being selected for marquee projection mapping projects and being deployed in control rooms.

His current manager offered him a piece of advice, "you need to know when to say no to a customer, especially in negotiations". Nayar credits this as helping him greatly in not only closing more deals but also being able to negotiate better margins for his organisation.

**Jeffrey Reyes**

Esco Philippines



Growth is a function of many variables, but hard work is always a pre-requisite. Since joining Esco

Philippines in 2012, Reyes has overseen an impressive expansion. Starting out with five people in a shared office space, the integrator now has 72 employees and its own dedicated office. Reyes states that the growth was achieved with a focus on broadening Esco Philippines' horizons. But the real credit according to him lies with the team he has assembled.

Making sure that the success is shared, the aforementioned office is an agile working space allowing employees the flexibility and freedom to work in a modern manner. Reyes has also implemented procedures to ensure that work-life integration is achieved by all working at Esco Philippines.

**Tze Tze Lam****BREAKDOWN** Sporting Achievement

**Jack Wilson** is an accredited UK FA football coach.



**Manik Gupta** has completed 17 marathons to date.

**Tze Tze Lam**

Electro-Acoustics Systems

Lam's journey to AV has been meandering. Growing up, she was immersed in the world of AV design and deployment as her father worked to establish EAS as one of the best integrators in Singapore and the region. Her education and initial professional pursuits took her overseas. Serving as the executive director, she is now using her international experience to write the next chapter for EAS.

Her hope is to build on the strong foundation laid by her father and this leads Lam to involve herself in a number of the business' facets. She has worked to consolidate relationships with existing partners and is also exploring partnerships with start-ups that provide innovative tech. Lam also takes an active interest in developing the potential of the people at EAS, whether it be long serving staff members or new hires.

**Daiki Miyashita**

Bose Professional



Miyashita believes that quality audio should be available for everyone. Luckily for him his role as territory manager for

Bose Professional aligns with his beliefs. He is responsible for liaising with a number of AV engineering and sound reinforcement professionals to see how Bose can solve their audio issues. An installation at a gymnasium for the Tokyo 2020 Olympics ranks as his most significant professional achievement.

Always looking to improve outcomes for his clients, be it global accounts or local relationships, Daiki has implemented an improved product lending system at Bose. This has resulted in a shift from directly shipping products to customers and leveraging Bose's regional network for fulfillment, reducing costs and strengthening relationships.