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Systems With Intelligence Expands Global Operations with New Regional Sales Office in India

MISSISSAUGA, ON – November 5, 2024 – Systems With Intelligence (SWI), a global leader in Touchless™ monitoring solutions for electrical substations, is pleased to announce the opening of a new regional sales office in India, reinforcing its commitment to growth in emerging markets. This strategic expansion will further support the increasing demand for SWI’s advanced monitoring and automation technologies in the region.

The new office, located in Chennai India, will be led by Mr. Balaji Colapancheri, an engineering graduate from MIT, and an industry veteran with extensive experience of four decades in technology-driven solutions having worked in ECIL, Advantech, Ruggedcom, Siemens, iS5Com. His leadership will bring a focused approach to delivering SWI’s comprehensive product suite, including flagship products like the IM500 and the TCAM2500, to meet the needs of critical infrastructure across India.

“We are excited to expand our footprint in India, a market with immense growth potential,” said Angelo Rizzo, CEO of Systems With Intelligence. “The opening of our office in India is a significant milestone for our company as we continue to serve the needs of global customers in harsh and remote environments. Under Balaji’s leadership, we are well-positioned to deliver our innovative solutions to help customers improve safety, reliability, and operational efficiency across the energy and utilities sector.”

The Indian substation and industrial monitoring market represents a key area of opportunity for Systems With Intelligence, as industries in the region increasingly turn to advanced technologies to enhance the safety and efficiency of critical infrastructure. The IM500 and TCAM2500 are just two of the products that are set to play a major role in addressing these challenges by providing real-time data and thermal monitoring, which are essential for minimizing operational downtime and preventing catastrophic failures.

“India’s industrial and energy sectors are expanding rapidly, and there is a growing demand for solutions that can ensure uninterrupted operations,” said Mr. Balaji Colapancheri, Head of the new regional sales office. “I look forward to leading SWI’s efforts in this dynamic market, where our products and expertise can bring significant value to organizations committed to enhancing their infrastructure reliability and safety.”

The new office marks an important step in SWI’s broader international expansion strategy, which includes serving over 130 customers worldwide with tailored solutions designed for challenging environments.

About Systems With Intelligence Inc.

Systems With Intelligence Inc. (SWI) is a global provider of Touchless™ Monitoring Solutions for electric utility applications with 130+ clients worldwide. SWI systems collect and analyze the data that allows utilities to increase safety and reliability while reducing operating costs. Coupling thermal monitoring and visual imaging technology with advanced analytic algorithms, SWI solutions automate remote site monitoring.

Systems With Intelligence products are engineered to operate in the harshest environments, and withstand high levels of electromagnetic interference, static discharge and voltage surges found in industrial applications, to ensure uninterrupted operation. Providing a monitoring system that operates reliably and connects seamlessly allows customers to remain focused on their operations.

Further reading:

- [Register for white papers](#), case studies, application notes and the latest information from Systems With Intelligence.
- [Read the most recent](#) company news.
- [SWI product listings](#) and explanations.
- [SWI solutions](#) and explanations.

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