



# ZEROMILES TECHNOLOGIES

## TRANSFORMING ENTERPRISE COLLABORATION WITH SCALABLE, INTELLIGENT, AND FUTURE-READY SOLUTIONS

Kaushal Kumar | The CEO Magazine

Founded in 2016 and incubated by NASSCOM, ZeroMiles Technologies Services Pvt Ltd was built on a simple but defining belief: technology creates real value only when it removes friction. This philosophy shaped the company's mission from the start, inspiring it to challenge rigid, OEM-driven AV design and introduce flexible, cloud-integrated collaboration solutions. Rapid enterprise adoption validated this vision, and by 2019, ZeroMiles had expanded into AI- and machine-learning-enhanced UC solutions. During the global shift to hybrid work, it played a pivotal role in enabling seamless remote collaboration, further strengthening its brand-agnostic, future-ready approach.

At the centre of this evolution is Director **Mr. Pankaj Gopal Jha**, whose two-decade journey in telecom infrastructure and enterprise collaboration laid the foundation for **ZeroMiles'** system-agnostic, customer-focused model. Having implemented unified communications and video conferencing solutions for large organisations, he developed a deep understanding of how communication technologies can empower people when complexity is removed. Long before cloud adoption became mainstream, he recognised its potential to transform the way people work and championed its scalability, flexibility, and cost efficiency.

Driven by the need to make enterprise-grade tools accessible to smaller organisations, Mr. Jha founded ZeroMiles to bridge that gap, delivering secure, scalable, and practical solutions that simplify communication for all. His early conviction in cloud-led collaboration continues to guide the company as it redefines how enterprises connect and collaborate in a dynamic digital era.

### COLLABORATION MADE EFFORTLESS

ZeroMiles offers a comprehensive suite of solutions that simplify enterprise



collaboration. Its collaboration spaces, from compact huddle rooms to immersive environments, are designed to minimise hardware complexity and keep meetings intuitive. As a leading cloud collaboration provider, the company enables secure, scalable video communication with high-resolution content sharing across devices. ZeroMiles also designs customised meeting rooms for platforms such as Microsoft Teams, Cisco Webex, and Zoom, often repurposing existing equipment to maximise value. These capabilities are especially important in an evolving collaboration landscape marked by rapid technological change, interoperability demands, and the challenge of balancing cloud innovation with existing on-premises systems. ZeroMiles addresses these through a system-agnostic philosophy, blending diverse technologies into flexible, tailored solutions. Its hybrid models integrate cloud- and premise-based services while protecting customer investments. By leveraging existing infrastructure and prioritising scalability, ZeroMiles helps enterprises adapt quickly to changing communication needs.

### WHERE PEOPLE AND PURPOSE ALIGN

ZeroMiles nurtures a culture rooted in innovation, collaboration, and inclusiveness. Teams are encouraged to think creatively and develop solutions that genuinely transform enterprise communication. Transparency, integrity, and

continuous learning keep the organisation agile in a fast-evolving industry. Its people-first approach supports hybrid work models, growth pathways, and meaningful engagement, helping attract and retain professionals who seek purposeful and future-focused careers.

### THE PATH FORWARD

ZeroMiles' impact is reflected in the trust it has earned across industries, serving more than 1,000 customers across 70+ cities in India and consistently delivering reliable collaboration solutions. Its highest-level partnerships with leading technology players further validate its expertise, while becoming the first Certified Partner for Zoom Phone deployment in India stands out as a milestone that reinforces its leadership in modern communication.

Building on this foundation, ZeroMiles aims to evolve into a global leader in enterprise collaboration over the next three to five years. The company plans to expand internationally, strengthen its system-agnostic strategy, and deepen its use of AI, automation, and sustainable technologies. Its vision includes empowering enterprises with hybrid platforms that integrate cloud and premise-based solutions while supporting ESG goals and digital inclusion. By aligning innovation with responsibility, ZeroMiles seeks to redefine communication experiences for a dynamic global ecosystem.

### LEADERSHIP MANTRA

Mr. Jha encourages aspiring entrepreneurs to stay deeply customer-focused, adaptable, and committed to continuous learning. Success in this industry comes from understanding real client needs, embracing interoperability over vendor lock-in, and building trust through transparency. Long-term impact, not trends, should guide their journey toward meaningful and sustainable growth.