



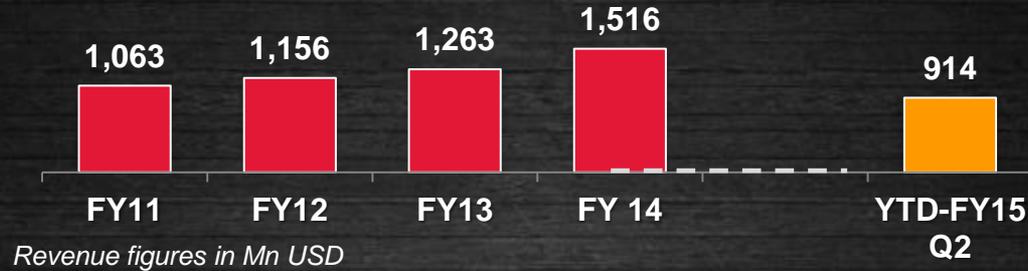
**Tech  
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Connected World. Connected Solutions.

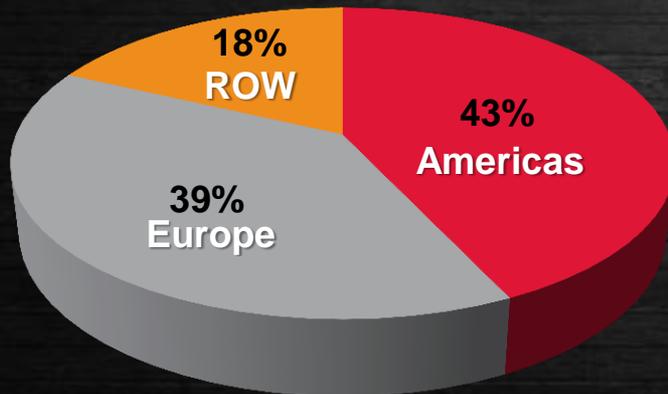
**Communications  
Business**

# Communications Business – Fact File

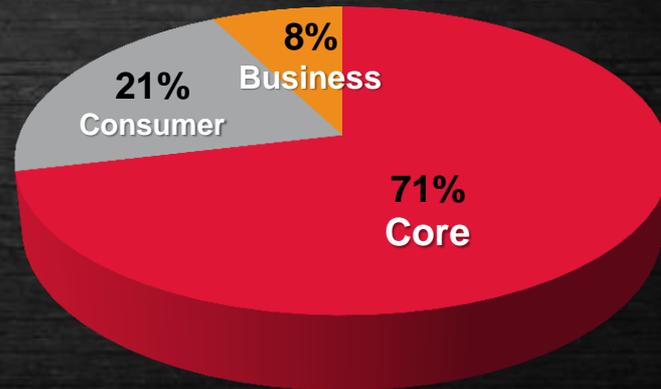
## Revenue Mix



## Regional Mix



## Portfolio Mix



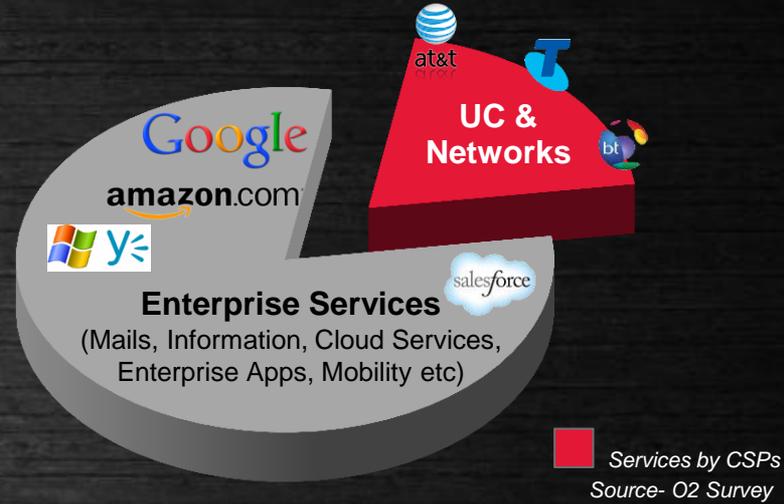
Geo Wise Split as on FY14-15 Q2

# Stark reality for the CSPs

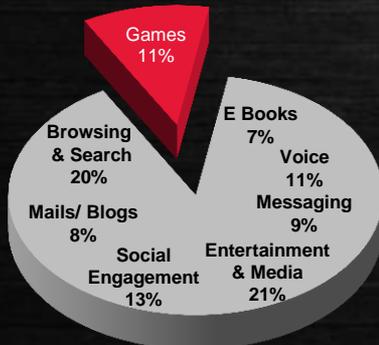
**B2C**



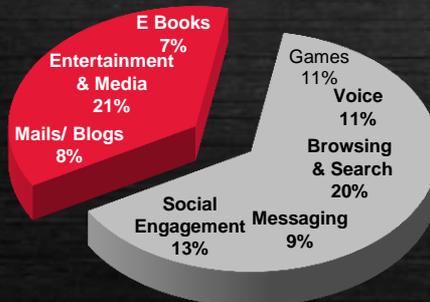
**B2B**



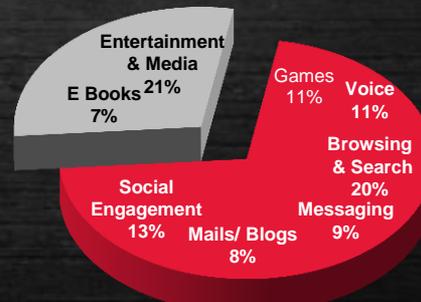
## Google Services



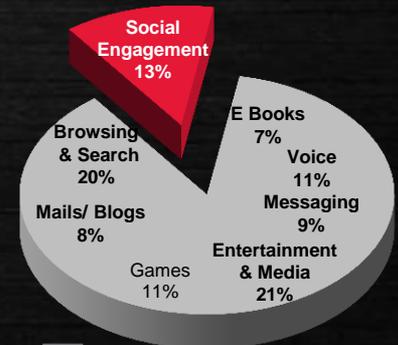
## Facebook Services



## Amazon Services



## OS Platform Services



# Communications Business Strategy

## Imperatives

TRANSFORM  
& GROW  
**CORE**

EXPAND  
**CONSUMER**  
ENGAGEMENT

EXPAND  
**BUSINESS**  
ENGAGEMENT

## Portfolio

Transformation Services

Network Services

Process Platforms

Digital Services

Big Data Analytics

Product Platforms

Managed Services

Internet of Things

GTM Platforms

## Case Study

Unique IT/NW Combined Managed Services

Enabling the Digital Consumer

Consumer Lifestyle Change  
Mobile Money

Internet of Things solutions and beyond



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# Unique IT/NW Combined Managed Services

E2E management of IT and network

## Converged IT- Network Function



**“TechM”**  
**Only Partner of choice**



8% – 12% OPEX reduction through reduced headcount in Service Desk, Service Management & Program Management



Common governance, quicker decision making, better accountability for KPIs across NW and IT and common



Improved performance and efficiency through Network Modernization Services & superior business KPIs through Performance Engineering Services



E2E Management of Tools & Infra Operations. Reduced headcount through single OSS/ BSS across IT and NW

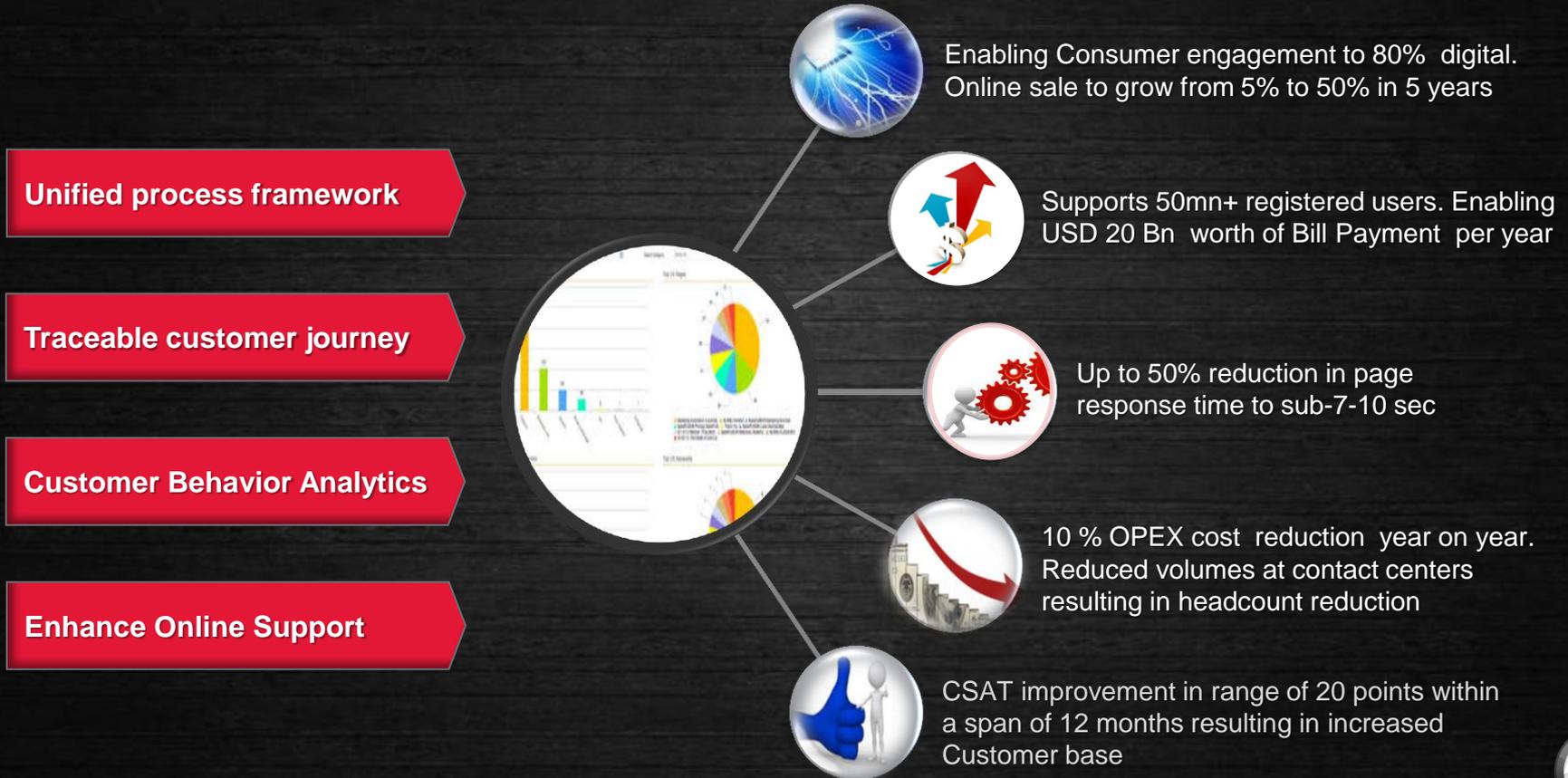


Improved business insights through enhanced 360 degree analytics



# Enabling the Digital Consumer

Increasing consumer web engagement & financial transactions to 80% online



**“Driving effortless Consumer Engagement & Experience”**

# Consumer Lifestyle Change – Mobile Money

Enabling Lifestyle change across social strata

## Quality Of Experience

- No More Non Banking Hours
- Affordable, Faster and Safer

## Convenient Banking Access

- Greater banking services penetration
- Increased transaction per day

## Personalized Services

- Domestic money transfers
- Bill and Merchant Payment



Financial Services Delivery Platform to extend banking & payment services

- 30 % Market share globally
- 60+ Mobiquity deployments
- 40M Mobile Wallet accounts
- 1 Bn transactions equaling USD 15 Bn

**Leading the mobile money business models across Africa and Asia**



# Major play in the Internet of Things IOT solutions and beyond

Not just IOT solutions, also the platform to manage multiple IOT solutions for the CSP



**M2M Device Management Platform**  
Account Maintenance. Service Lifecycle Management & Customer Lifecycle Management



Unified platform as one-stop access to customers for all M2M services & for managing end to end life cycle of devices



Delivering business value through analytics done on data collected through thousand of M2M devices connected across vertices such as healthcare, manufacturing, automotive, oil and gas



Efficient E2E Lifecycle Management on multiple devices including activation, deactivation & suspension of devices



Faster on-boarding of enterprise customer & reduced turnaround time and delays in providing M2M services



Highly scalable, managing thousands of devices. Achieved superior service levels through Integrated IOT customer management platform

**“Connecting the customer to the connected world”**



# Thank you

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