

Roaming Solutions

Core Value Proposition

Rapid change in market trends-
A shift to a consumer first approach

01

Changing customer preferences

- Demand excellent experience, privacy and speed
- Reduced movement Mobile broadband driven in the digital age

02

Increasing complexity

- Pace of transformation
- Multiple standards
- Disappearing industry boundaries

03

Squeezing margins

- Regulations clamping down on rates
- Market forces
- Increasing competition
- Fragmentation of supply

04

Increased opex and capex

- New technologies
- New partner connections
- Security and fraud
- AI and analytics

Giving You Reasons To Explore Partnership With Us

With technology advancements, changing customer behaviour and shrinking traditional business, there arises a need for agility and growth opportunities

New business models and revenue streams

Seek and partner with disruptors that are pioneering new business models and diversifying revenue generating opportunities by focusing on adjacent industries, in turn maximizing revenue monetisation from existing assets

New distribution channels and extended reach

Expand coverage and increase redundancy while incrementally reducing marginal costs, thereby, improving margins

Rationalization and control over your customers' usage

High amount of customizations through programmable APIs that help you drive changes to your service based on your customers' usage patterns in a fast paced environment

Increase your marginal benefits from partners

Instead of a service based partnership, focus on a portfolio based partnership (revenue/cost) across the communications services, viz. signalling, voice, messaging, et al. Thereby, increasing your marginal benefits from every partnership and driving down potential opportunity cost

Organization flexibility

Speeding up processes and resolutions that provide flexibility, scalability and data based insights for further driving up your margins

Tata Communications' Signalling Portfolio



Signalling Network Capabilities

Network Overview

Multi - STP Configuration

Legends	Network Node	Service Responsible
★	STP	SCCP
▲	DRA	DSX
■	SoR	MRS
●	IRC	ANSI Conversion
■	Firewall	Signally Security

* Different colour signifies redundant pair

Tata Communications' Global Network Points Of Presence

237 Total POPs

60 Countries with direct connectivity

140 Countries with partner connectivity

Americas

- 17 Tata managed PoPs across USA and Canada
- Dual PoP in Seattle and Toronto
- 49 PoP's in Latin America through partners

APAC

- Our own managed PoPs in 18 countries
- 24 PoP's in China through partners
- Dual/more PoP's in Tokyo, HK, KL, BKK, Singapore, Melbourne, Sydney and more key cities

Europe

- Our own managed PoPs in 15 countries
- Dual/more MPLS PoPs in key cities (London, Paris, Frankfurt, Helsinki and Istanbul)

MEA

- Our own managed PoPs in 21 countries
- Coverage in 33 additional countries through our partners

India and SAARC

- 124 on-net PoPs in India
- Tier 1 PoPs across nine major Indian cities with dual PoP architecture in four metros (Mumbai, Chennai, Kolkata, Ernakulum, Pune, Delhi)
- SAARC coverage in Sri Lanka, Pakistan and Bangladesh
- Dual PoPs in Colombo, PoPs in Karachi and Dhaka

Categories of Engagement Models

Threshold based model

- Volumed or destinations can be billed on threshold basis

Unlimited traffic model

- Fixed billing for unlimited traffic

Hybrid model

- Mixing transactions & bundled model
- Unlimited model with BW capping

Tier Based model

- Volume or destinations can be billed on basis of tiers

Fixed unit rate with min commit

- Min commitment with a fixed/variable volume or destinations

Bundled model

- Bundling other roaming services like SCCP, DSX, IPX
- Cross sell A2P or voice
- Upsell VAS

Flexibility to choose various thresholds and blends across these variables

Volume

VAS

Registration attempts

Connectivity type

Destinations

Service bundling

Bandwidth

Cross Sell

ANSI

SCCP

IPX

DSX

A2P

Voice

GT