

TATA COMMUNICATIONS



# UNIFIED COMMUNICATIONS & COLLABORATIONS

WEBINAR



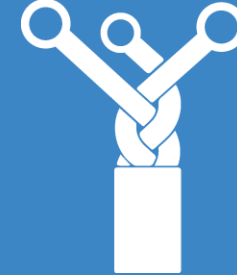
## TATA COMMUNICATIONS IN NUMBERS



**Gartner Magic Quadrant leader** for 6 years in a row



Only IP backbone in the **top 5 in 5** continents



**Only wholly-owned** subsea cable network that circles the globe



**Over 24%** of internet routes are on our network

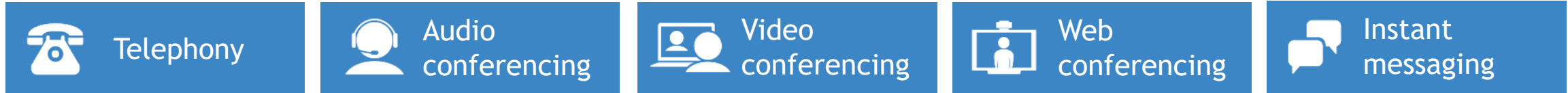


**1 out of 2** mobile networks connect with us



Route **1 out of 10** international phone calls worldwide.

CURRENT ORGANIZATION COMMUNICATION SET-UP



|                | Telephony                   |                | Audio conferencing          | Video conferencing                             | Web conferencing                       | Instant messaging              |
|----------------|-----------------------------|----------------|-----------------------------|--|--|--------------------------------|
| Application    | ShoreTel<br>NEC             | Avaya<br>Cisco | InterCall<br>arkadin<br>PGi | Cisco<br>Polycom<br>lifesize                   | WebEx®<br>Adobe Connect<br>GoToMeeting | IBM<br>Cisco<br>WebEx®         |
| Infrastructure | PRI lines<br>PBX            |                | PRI lines<br>Audio bridge   | Video bridge<br>End points<br>Software license | Subscription                           | Software license<br>IM servers |
| Access         | PSTN and internal IP phones |                | PSTN and internal IP phones | Video and telepresence conferencing facilities | Web browser                            | Software client                |

# Situation Today



Today we operate like a jig saw puzzle



None of them integrate with our audio bridges. Most of us still pay lakhs in audio conferencing every month even in today's age



They don't connect to the most commonly used device, our mobile phones



And like everything else, VC devices work stand alone



IP phones don't interact with anything



Our laptops and desktops work alone



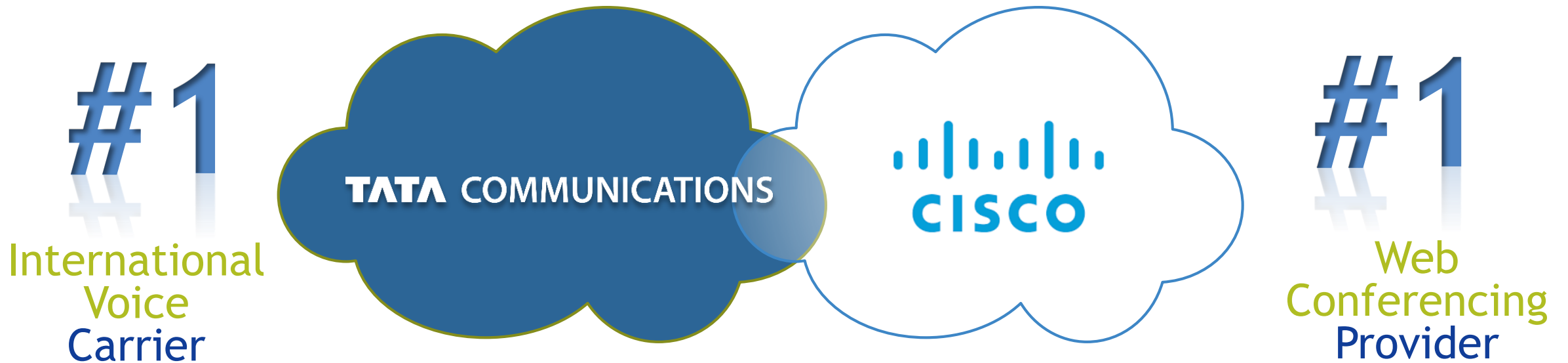
Skype also doesn't interact. And we end up doing meetings on a IM tool



Our Audio is on pay per use and we keep monitoring it, trying to reduce expense

*One Meeting Experience on Cisco platform Powered by Tata Communications*

## Global leaders come together in the cloud



# Tata UCaaS Cisco Powered Solutions: objectives



**Better Meetings**



**Audio / Video  
any where-any  
device**



**“Predicted  
Spent”**

**Tata Communications UCaaS Cisco Powered Solutions**



### Country List

#### Supported Toll dial-in countries:

*Argentina*, Australia, Austria, Belgium, *Brazil*, Canada, *Chile, Columbia, Croatia*, Czech Republic, Denmark, *Dominican Republic, Estonia*, Finland, France, Germany, *Greece*, Hong Kong, Hungary, *India*, Ireland, *Israel*, Italy, Japan, *Latvia, Lithuania*, Luxembourg, *Malaysia, Mexico*, Netherlands, New Zealand, Norway, *Panama*, Poland, Russia, Singapore, *Slovakia, Slovenia*, South Africa, *South Korea*, Spain, Sweden, Switzerland, United Kingdom, United States

#### Supported call-me countries:

Albania, Argentina, Australia, Austria, Bahamas, Bangladesh, Belgium, Bermuda, Brazil, Canada, Chile, China, Colombia, Costa Rica, Croatia, Cyprus, Czech Republic, Denmark, Estonia, Finland, France, Georgia, Germany, Greece, Hong Kong, Hungary, Iceland, India, Indonesia, Iraq, Ireland, Israel, Italy, Japan, Jordan, Kazakhstan, Latvia, Lithuania, Luxembourg, Malaysia, Mexico, Moldova, Netherlands, New Zealand, Norway, Pakistan, Panama, Paraguay, Peru, Poland, Portugal, Puerto Rico, Romania, Russia, Singapore, Slovakia, Slovenia, South Africa, South Korea, Spain, Sweden, Switzerland, Taiwan, Thailand, Turkey, United Kingdom, U.S. Virgin Islands, United States, Uzbekistan, Venezuela, Vietnam



Audio  
Conferencing

Video Meeting

Web  
Conferencing



## One meeting experience

- Laptops
  - Desktops
  - Mobile phones
  - Land lines
  - VC devices
- All connect to one meeting

## Save heavy with fixed rate plan & Monthly billing

- We give you unlimited usage of
- Number of meetings per host
  - Unlimited audio conferencing



## Move over from audio only

Conduct meetings with

- Content sharing
- Recording
- 200 capacity in each meeting
- HD Video available

## Easy to Mange and Use

- One click meetings
- Outlook plugin
- Mobile phone apps

# WHAT YOU GET -UNLIMITED AUDIO AND VIDEO CONF.@3,XXX/MONTH

Meeting size -  
200

Connect Via WebEx  
App (Mobile),  
computer, laptop,  
etc.

Use for webinars

Always on personal  
room meetings

Connect Video  
and Record  
Meetings

Upto 75 video end  
points can connect  
(Cisco or others)

Board room  
meetings

Interviews and  
trainings

Unlimited PSTN  
Call In & Call  
back

Unlimited PSTN  
Call-In 45 & Call  
back 72 Countries

India, US, Canada,  
UK, Australia,  
Almost all Europe,  
Honk Kong, China,  
Etc

Save heavily on  
audio conferencing

Enable  
company on  
Mobile

Connect meetings  
from anywhere on  
any device

Secure and best in  
world platform

Free android and  
iOS apps for host  
and participants

Dedicated  
Microsite

A microsite for your  
company will be  
made

All reporting is  
inbuilt

Easy to Manage and  
control via admin  
dashboard

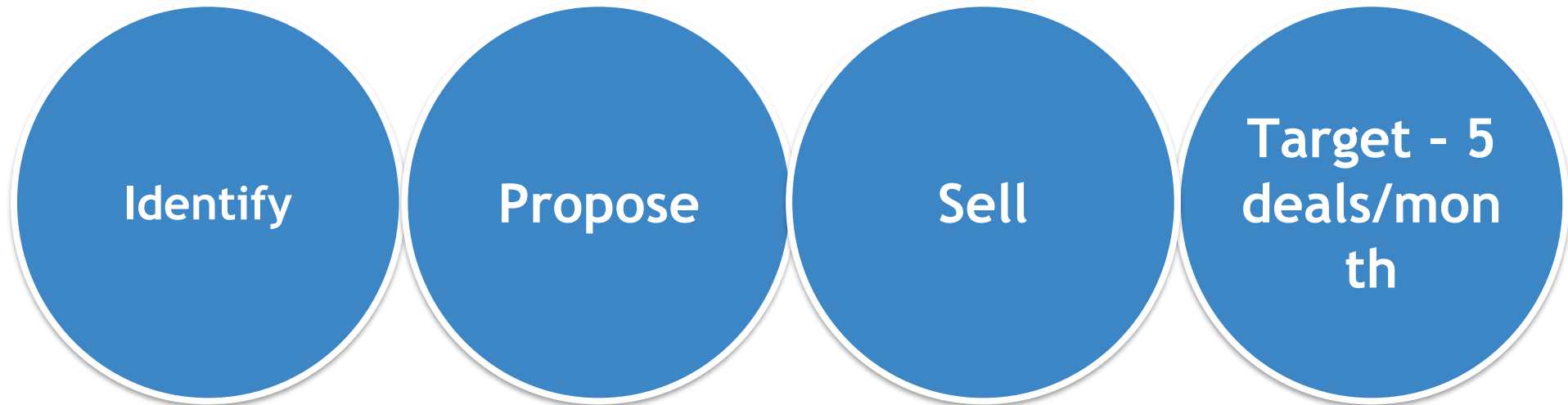
## WHAT'S IN IT FOR CUSTOMER?

- End to End managed services covering Access numbers, Video collaboration and presentation capability.
- No CAPEX.
- One Window Support from Tata Communications.
- Simplified pricing model with Fixed MRC.
- Single SLA for all components provided.

## WHAT'S IN IT FOR PARTNER?

- Larger valet share by upselling end to end services.
- Give away post sales support concerns..
- One Window Support- giving consultative edge to partner in the view of customer
- Simplified pricing model with Fixed MRC - low/no competition
- Additional revenue share by upselling screen and installation.

# LETS GET SOME WINS



# Q&A SESSION

# THANK YOU

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