Press Release

RailTel Creates 4000+Entreprenuer Eco system for its Railwire Broadband

Subscriber base of RailWire, the retail broadband of RailTel, grows 1.5 times over 4 months

Covid19 has changed the world in an unprecedented way and the mandate for social distancing has pushed people to be digitally connected. Work from home, online classes, social meeting through video conferencing has made home broadband an essential commodity. While the metro cities enjoy the high-speed broadband experience at an affordable cost, the Tier 2, 3, and rural areas face the digital experience divide. RailTel's retail broadband service Railwire is a collaborative platform which ropes in local cable operators and entrepreneurs to provide the last mile connectivity to homes and small businesses who can enjoy a high-speed internet from RailTel's superior backhaul which can handle contention better.

Talking about the business model, Sh. Puneet Chawla, CMD/RailTel said, "RailWire a collaborative model creates an eco-system where we focus on helping local service providers generate more revenue. RailWire with our 4000+ partners across the country is helping carry affordable broadband to the underserved area such as Tier 3 cities and rural hinterland."

RailWire's local partners are a success story all over India. One such story is of Narendran and Damodaran who ran a small cable TV enterprise in Nemili village in Tamil Nadu.By becoming a Railwire partner their Average revenue Per User (ARPU) increased 10 times flourishing their business. Not only was there a 10x improvement in ARPU, their stature grew in the community and they have even provided connectivity to schools free of charge. They strongly endorse RailWire among the cable community and have not been swayed by seemingly lucrative offers to switch upstream broadband."RailWire changed everything for us and bought us good fortune. Railwire business not only helped us elevate our financial and social status but also helped us help the community back by creating more business opportunity. We have also provided free internet in local school for students to help them get better education" said Narendran.

"Due to the pandemic the demand for home broadband has increased multi fold and we have ramped up our efforts to meet the demand countrywide and rope in more partners at local level to cover more ground. The local cable operators who are feeling threatened by Telcos entering their domain are considering RailTel as their benign partner to protect their livelihoods. In the last 4 months our subscriber base increased by 1.5 times by adding 70,000+ new subscribers"- Sh Chawla, CMD/RailTel added.

About RailTel

RailTel Corporation a "Mini Ratna (Category-I)" PSU is one of the largest neutral telecom services providers in the country owning a pan-India optic fiber network covering urban and rural areas, with a focus on areas co-terminus with existing railway lines. Along with a network of 55000+ RKM of optic fibre, RailTel has two Tier III certified data centres as well. Along with providing nationwide Broadband Telecom & Multimedia Network, RailTel is also engaged in modernization of train operations and administration of network systems for Indian Railways. RailTel has been selected for implementation of various mission-mode Government of India projects in the telecom field. RailTel offers a bundle of services like, MPLS-VPN, Telepresence, Leased line, Tower Co-location, Data Centre services etc. RailTel has been engaged in transforming railway stations into digital hub by providing public Wi-Fi at major railway stations. Currently over 5660+ stations are live with RailTel's RailWire Wi-Fi.

For more detail, please contact-

Sucharita@railtelindia.com