



रेलटेल  
RAILTEL

# Corporate Presentation

# Agenda

- Introduction
- Infrastructure & Services
- National Projects
- New Services

## Introduction

- RailTel Corp. formed in 2000 is a leading Telecom Service Provider (TSP) CPSU under Ministry of Railways.
- In May 2012, RailTel has been conferred the status of **Mini-Ratna (Category-I)**.
- Exclusive Right of Way (RoW) all along Railway tracks connecting over 7000 stations.
- Reliable and secure network along Railway track.

## Introduction

- 5<sup>th</sup> largest telecom infrastructure provider in India and largest neutral player – Carrier to Carrier
- Large pool of qualified manpower from Signaling & Telecom domain.
- Wide range of telecom services for Telcos, Govt. Depts., Enterprises, Banks and Educational Institutes.

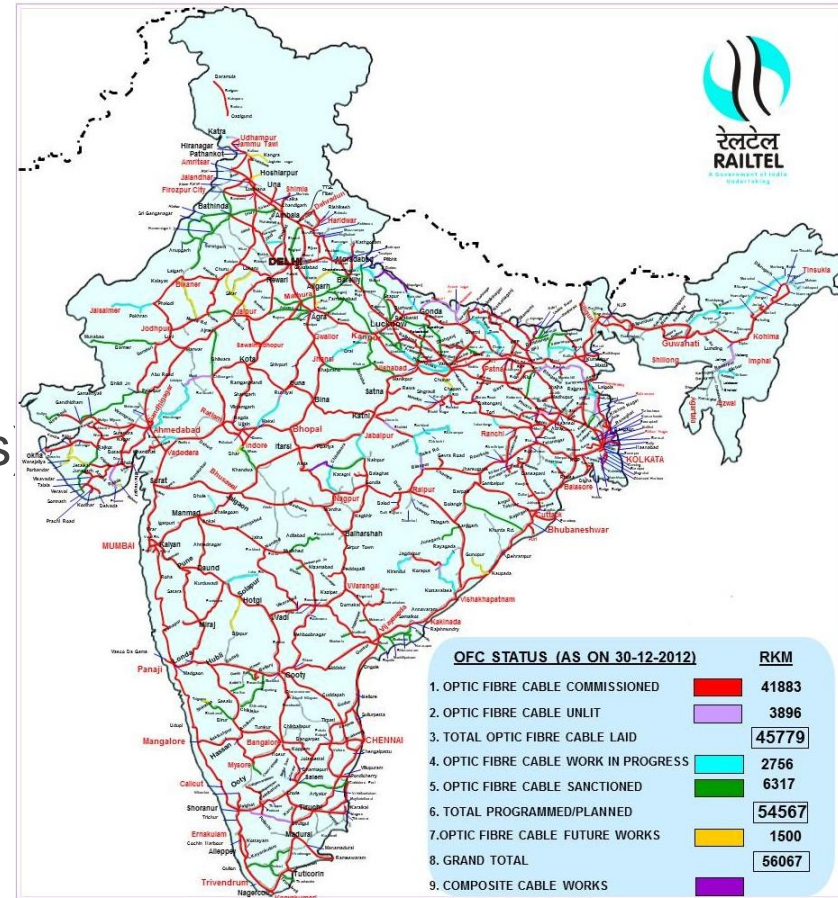
## Introduction

- Turnover (FY11-12) – Rs. 404 Cr.
- Net Profit (FY11-12) – Rs. 96 Cr.
- Net worth (FY11-12) – Rs. 700 Cr. +
- 4 Regional Office + 16 Territorial Office
- 550+ regular employees

# Infrastructure & Services

## PRESENT NETWORK

- OFC Network – 42,000 RKM
- Points of Presence – 4200+ stations
- DWDM Network (10,500 RKM & 31 cities)
- STM-64/16 Network (600+cities)
- MPLS & NGN Network (40 cities Core)
- Network Operating Center (4 cities)



# Infrastructure & Services

## NETWORK EXPANSION

- DWDM being extended to ER, NR & WR (14000 RKM & 50 cities)
- DXC on important 31 junctions
- STM-64/16 across 140 locations
- Access network in 300+ cities
- MPLS Core upgradation to 10G

# Infrastructure & Services – Service Portfolio



## Infrastructure & Services – Major Customers

### BANDWIDTH

- All major Telecom/Mobile Operators, Internet Service Providers, etc.
- Major Govt. dept/PSUs, Indian Railways, Defense & Strategic units

### MPLS VPN

- Enterprises, Banks, PSUs, Govt. Depts.
- SBI, Dena Bank, IDRBT (RBI), ICICI, Bank of Baroda, Central Bank, etc.
- Indian Railways, SPMCIL, CRIS, etc.
- Reliance, Ingersoll Rand, Bajaj Hindustan, Mahindra Comp., etc

## Services to Railways

- Nation-wide Railway backbone network with STM-4 (600 Mbps) capacity.
- MPLS Data Network for UTS, FOIS, AFRES, COIS, etc.
- MPLS VPN for Railnet aggregated to over 1.5G capacity
- Internet Bandwidth aggregated to over 1.2G capacity
- Managing Mobile CUG connection for 1.75 Lac employees.
- NLD for Railway exchanges on NGN across 36 cities handling over 3.5 million MoU per month.
- Deploying DSLAMs for Broadband at Railway colonies.

## Customer Support

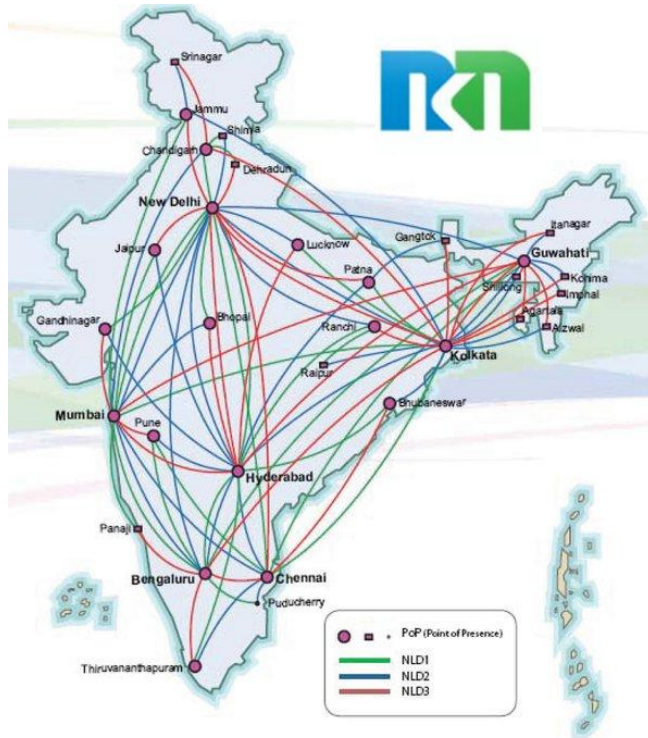
- MPLS & NGN Central NOC at Delhi with failover at Secunderabad. Regional NOCs for SDH service at Mumbai, Kolkata, Delhi & Secunderabad.
- NOCs equipped with Performance & SLA management system.
- Excellent Railway culture of Pro-active maintenance and monitoring.
- Defined process for escalation of trouble tickets.
- Defined SLAs on uptime, packet loss, jitter, etc.
- Certified professionals drawn from Railways & Industry for 24x7 support.

## Recognition to RailTel

- “Best Carrier of Carrier” by VAR India in 2012
- Aegis Graham Bell Award for “Innovation in Telecom Infrastructure” in 2012
- RailTel’s CMD Sh. R.K Bahuguna was recognised as “T20 of Indian Telecom” in 2012 by Aegis Graham Bell Awards
- “Emerging Telecom Infrastructure Provider” by CMAI in 2011
- “Best Carrier of Carrier Award” by VAR India in 2010
- “Excellence in Innovative New Telecom Services” by CMAI in 2010
- “MoU Excellence Award” by SCOPE/DPE in 2010
- “Best Carrier of Carrier Award” by VAR India in 2009
- “Excellence in Providing Application Services in Social Sector” by CMAI in 2009

# **National Projects undertaken by RailTel**

# National Knowledge Network



Multiple 2.5/10 G Connecting all the State Capitals & Gigabit Connectivity to all the Districts

- Network for Knowledge Society
- 89 core links (10G each), 600 distribution links (2.5G each) connecting 1500 institutions (1G/100M)
- Full Mesh Topology for high network availability
- Implementation by NIC, BSNL, RailTel & PGCIL

## USOF Project of North-East

- RailTel bagged the prestigious project for laying of OFC in NE-I (Mizoram, Tripura, Meghalaya) & NE-II (Arunachal Pradesh, Manipur & Nagaland).
- RailTel to get subsidy of INR 388 cr. in NE-I & NE-II project from USOF (Universal Service Obligation Fund).
- Laying of fiber in 6 states of North-East for creation of intra/inter district network connecting all DHQs and SDHQs totaling 600 locations within 2 years.



## National Optic Fiber Network

- Govt. of India approved project in Oct 2011 to connect 2.5 lakh panchayats on optic fiber network within 2 years.
- Salient features of the project
  - BSNL, RailTel and PGCIL to create NOFN. MoU signed.
  - 5 lakh kms incremental OFC to be laid by 3 CPSUs in addition to utilization of Pan-India existing fiber network.
  - Project cost is INR 20,000 cr.
- RailTel selected for 11 States/UTs having 124 Districts & 36,000 panchayats to execute the work of worth Rs. 3000 Cr.

## National Optic Fiber Network

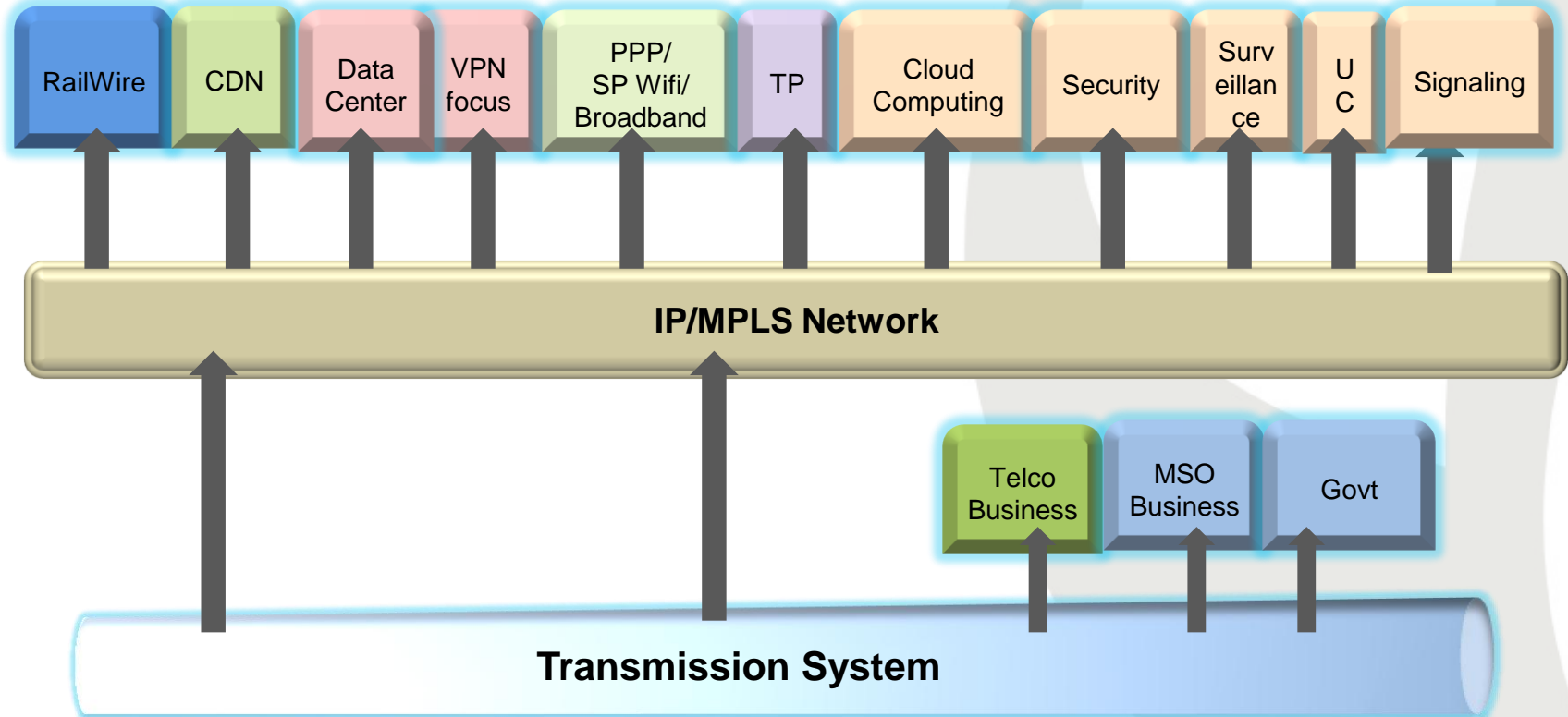
- An SPV (named BBNL) created, with equity participation from DoT, BSNL, RailTel, PGCIL.
- BBNL shall own and operate the network and provide minimum 100 Mbps broadband connectivity at each panchayat.
- Network shall be used to provide e-Gov applications including e-education, e-health, etc. at Panchayats
- The network shall provide access to all operators, ISPs, MSOs & VAS players on non-discriminatory basis.

## New Services

**Data Services**

The background of the slide features a dark blue, abstract digital landscape. A bright, glowing sphere, resembling a data globe, is positioned on the right side, emitting a strong light that creates a lens flare effect. The sphere is covered in a grid of binary code (0s and 1s) that appears to be receding into the distance. The overall aesthetic is high-tech and futuristic, with a focus on data and digital services.

## New Services - Strategic Diversification



## Central NOC

**RailTel is setting up state of the art “Central Network Operating Center” at New Delhi:**

1. Total Area – 38000 sq ft. with 25000 sq ft usable area.
2. Operation & Maintenance of all networks to be done centrally
3. OSS/BSS tools to be deployed for real time management
4. Power sources from 2 grids available
5. Expansion on additional floor for future data center available

## Data Center with DR site

### **Present Data Center under construction**

- Secunderabad (launch in May'13)
- Gurgaon (launch by Mar'14)
- New Delhi (Shastri Park)

### **Future Locations**

- Mumbai
- Kolkata
- Chennai

## Advantage RAILTEL

- Largest Neutral Telecom Service Provider
- One stop ICT solutions provider for all your telecom & IT needs
- High capacity pan-India network reaching over 4000 locations in the country
- Capable to offer differentiated services from consultancy to telecom services like Lease Lines, IP bandwidth, NGN-NLD, Managed colocation, etc.
- Secure and Reliable Right of Way along Railway track providing better network uptime
- Robust 24x7 support through dedicated NOCs
- SLA based service meeting customer's requirement
- Easy & Fast Roll out of services for Enterprises
- Railways work culture of quick responsiveness

# Thank you

Lets stride together towards greater heights.



Batasia Loop of Darjeeling Himalayan Railways – A Heritage Railway under UNESCO