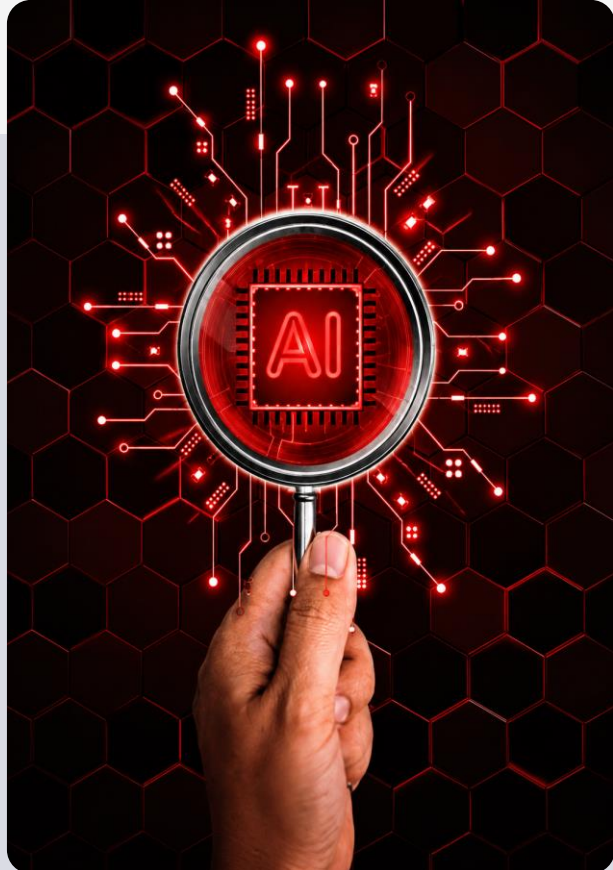


Renowned US enterprise achieves fast India entry with Airtel's connectivity solutions



Challenges

- **Strict Timeframes :** Aggressive go-live deadlines for a new market entry
- **Fragmented Infrastructure:** Needed integrated connectivity and managed security for launch
- **Budget Constraints :** Competitive environment requiring high value within strict budgets



Airtel solution

- **Turn-key Execution:** Rapid deployment of India office infrastructure and connectivity
- **Consolidated Services:** Single-partner solution covering DIA and managed NIPS security
- **Value-Led Commercials:** Strategically aligned pricing meeting customer financial expectations



Impact

- **99.9% Always-On Operations:** Achieved high performance via resilient network design
- **Operational Accountability**
Streamlined management via single trusted partner for connectivity and security
- **Accelerated Speed-to-Market** Seamless infrastructure readiness for Go-Live. Met all non-negotiable project deadlines