



Business Drivers for IPv6

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IPv6 is an Industry Transition

- **Grow the Business** – Resolve address shortage challenges
 - Long term solution for large infra, reduce opex, enhance usex
 - Capex investments in transport, data center, mobile, spectrum - Rol
- **Establish Leadership** – Gain competitive advantage
 - Intense SP competition, Early industry adopters, RFP's, mandates
- **Innovate, Prepare for Future Services**
 - Cloud Computing – SaaS, Social Networks
 - 4G mobile networks
 - M2M/Internet of Things
 - Smart Grid
 - Data services over Cable (DOCSIS 3.0)
 - MIPv6
 - Gains through improved security, packet processing optimization
 - IPv4 to IPv6 transition consulting
 - International IPv6 adoption (globalization/flat world)

Evolving Network

Business growth & future revenue streams

Higher bandwidth in the access to improve service footprint for consumers

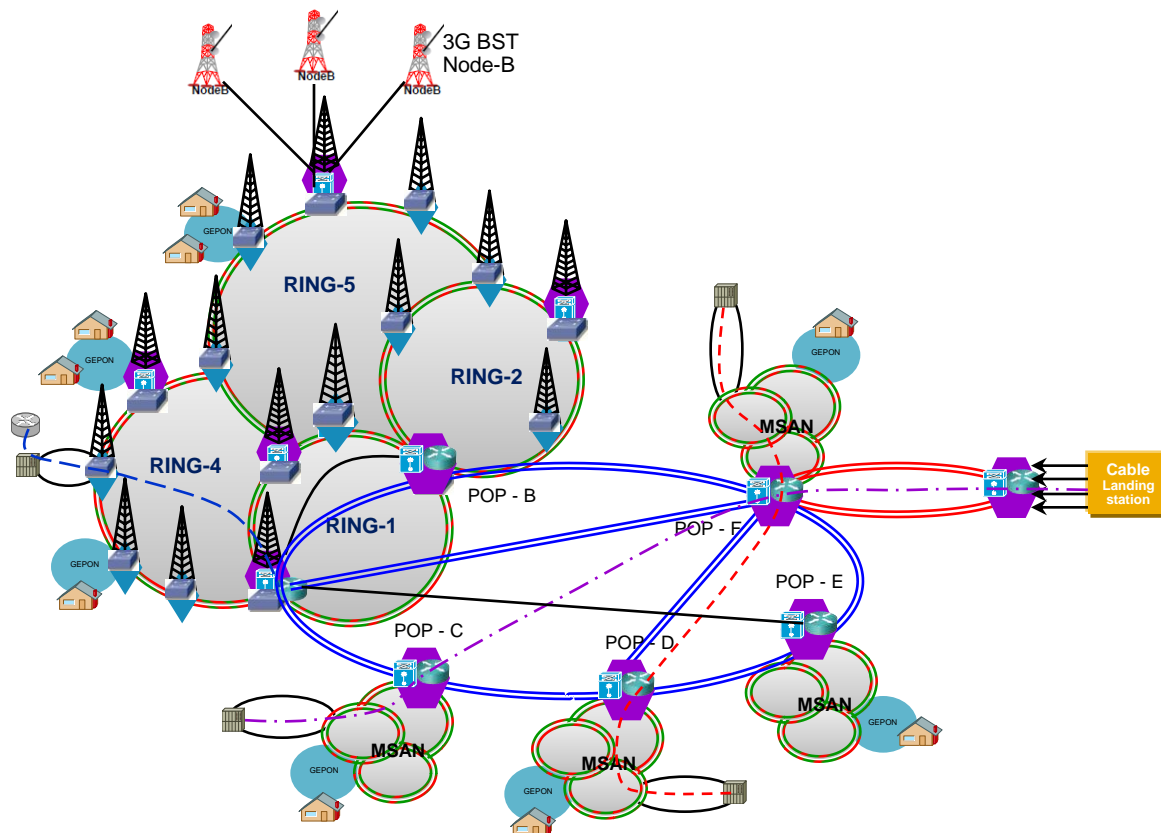
- ✓ Triple play services
- ✓ IP Surveillance
- ✓ Networked homes

Multi Service Access Nodes improving service capabilities in Enterprise and Carriers market.

- ✓ ATM, TDM, SDH, MPLS services in the access for 3G/4G converged services.
- ✓ Opportunities of building services as MVNO for the green-field mobile operators.

Optical Networking in the NLD segments, way for ILD services market

- ✓ Options to access sub-sea cable system capacities and connect businesses across India.
- ✓ RIO Collocation for multi-cable path access



Evolving Service Portfolio



Example: Next Generation SP Services Stack

Integrated 'vertical' solutions	IT/ITES, BFSI, Telecom, Pharma, Manufacturing, Government, MVNO's, VAS, Service Providers				
Managed IT Services	Remote Infrastructure Management	Tools and process deployment	Consulting services in best practices ITIL	VDI -Thinclient and managed computing	
Applications - SaaS	Human capital management	Knowledge management	Unified Communications	Supply chain management	Customer lifecycle management
Managed Voice	Hosted contact center solutions		Managed inbound voice	Managed outbound voice	
Managed Hosting	High Availability Solutions	DR/BCP	Managed applications	Security services SOC	
Storage Virtualisation Compute	Managed Storage	Cloud Computing	Virtualization Services	Data Center in a Box	
Security	Consulting services	Managed Strong Authentication Services	Implementation services	Web security services	
Network	IP-MPLS VPN	Wireless Networks	Network VAS	'CleanPipes' mDDOS-D&M	



Evolving Ecosystem

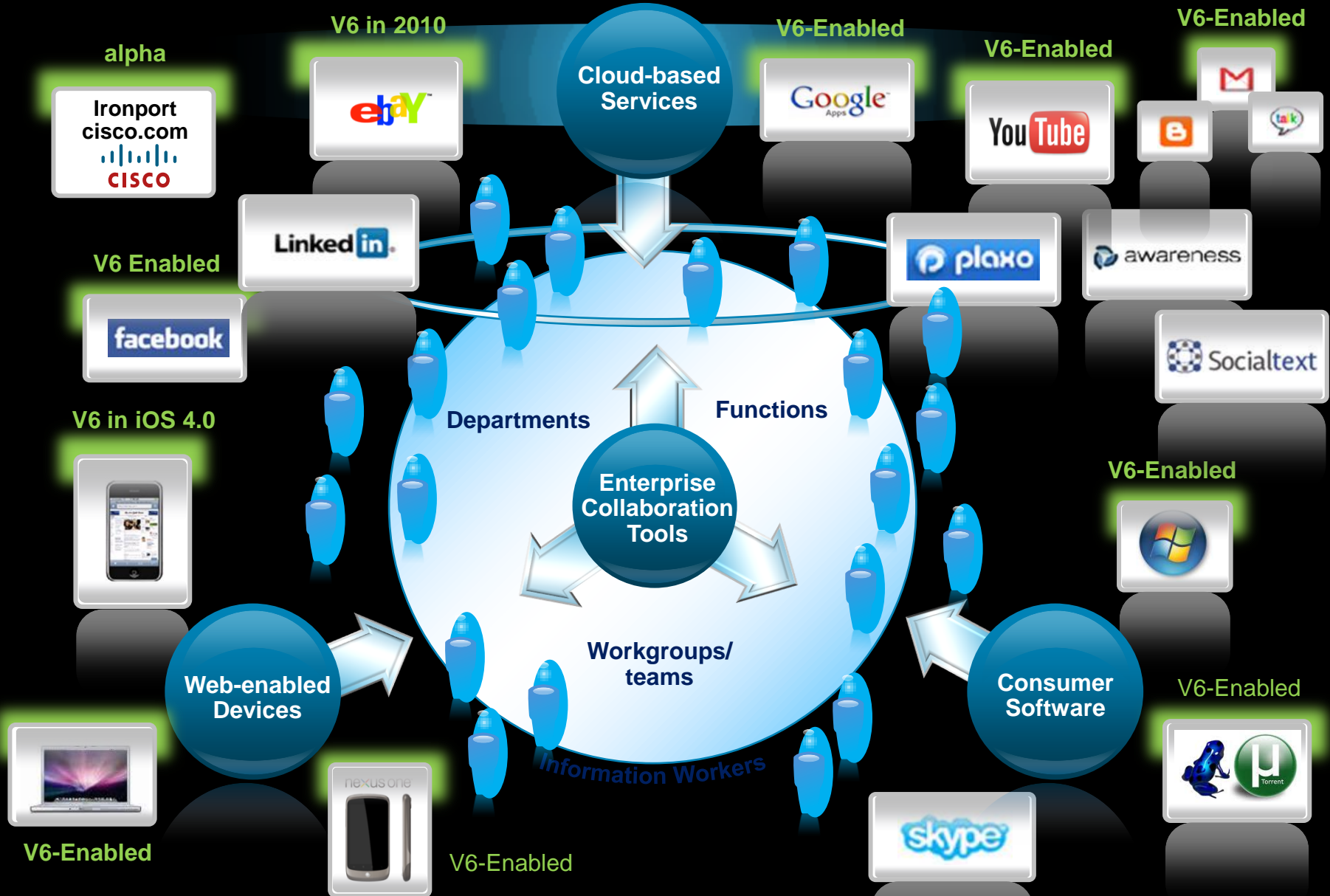


Image Source: Forrester, "Three Mega Business Trends Will Reshape The Tech Sector"

GSX.....



Thank you

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