

Press Clipping

Publication : Business Standard
Date : 13.02.2009
Edition : Mumbai
Page No. : 04

R-Globalcom bags work orders from 3 global retailers

RAJESH S KURUP
Mumbai, 12 February

Reliance Globalcom, the international arm of Indian telecom major Reliance Communications (RCom), has bagged multi-year contracts from three global retailers for its enterprise solution. Separately, the company is investing an additional Rs 200 crore in GSM operations in the country.

Reliance Globalcom will provide its enterprise solution to Italian coffee brand Illy Café, French sports goods retailer Oxylane Group and kid's clothing chain Orchestra (also French), according to sources close to the development.

The deals have been signed for a five-year period, even though the financial details of the agreement could not be ascertained.

For Illy Café, Globalcom will use the solution to connect over 50,000 locations across five continents, supporting over 6 million transactions per day. The company will connect Oxylane Group's 77 stores across four continents, and 400 outlets across 40 countries for Orchestra.

Separately, RCom is planning a further infusion of Rs 200 crore for its GSM services, while it has also signed a Rs 50-crore agreement with the US-based Ditech Networks for deployment of enhancement solutions. The investment, excluding an earlier announced Rs 10,000 crore, would be made in the next couple of months.

Ditech Networks will provide solutions that will enhance voice clarity of the company's GSM operations by over 30 per cent. RCom has also commenced trial runs on its network from Thursday.

The earlier mentioned Rs 200 crore will be used to deploy an additional 11,000 base transceiver stations (BTS) by the end of the current financial year. A base transceiver station (BTS) is a piece of equipment that facilitates wireless communication between user equipment (UE) and a network.

At present, the company has over 25,000 BTSs, which would be increased to 36,000 by next month (March 2009).