

KSA is a significant market

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Charudatta Naik, *Whole-time Director and COO, GTL*, points out that GTL has a presence in KSA since the past 8 years. It is a significant market for the company. GTL partners and leverages cost effective solutions with a strong value proposition of having a presence across the region vis-à-vis their competitors.

GTL is the Authorized Service Provider, Preferred partner and Global partner with most of the Original Equipment Manufacturer (OEM's). In KSA, GTL offers a distinctive advantage to the OEMs when it comes to offering services like Network Planning & Design and Operation & Maintenance helping them to engineer and deliver high performance networks. GTL enjoys healthy relationships with most of the OEM's - Ericsson, Huawei, Alcatel-Lucent, Motorola & Nokia Siemens in KSA. This has translated into many contracts for high profile manpower support services for 2G, 3G, 3G UPSCOPE and WIMAX projects. GTL as an organization is widely accepted as the leading and most reputed telecom companies in KSA and enjoys a very strong market share; 70% with Alcatel Lucent and close to 40% with Ericsson. For the last couple of years, GTL also enjoys the status of Huawei's first preferred vendor for all their telecom projects in KSA. GTL has also been awarded appreciations for its quality and timely executions by

Ericsson, Alcatel Lucent, Nokia Siemens Networks and Huawei.

GTL is working closely with all the 3 Operators in KSA; STC, Mobily and MTC and it is among the leading Network Services Companies. Like the OEMs, they enjoy healthy relationship even with the operators in KSA. GTL's efforts have been recognized by way of accolades and awards for the quality of service, deliverables and timely completion of projects.

"We have so far delivered services in Network Planning & Design, Network Deployment and we are now expanding our footprints in the O&M arena. For Mobily and STC alone, we have successfully rolled out 850 sites across KSA. It offers network services players like us a huge potential to expand our business. Traditionally we have been offering Network Planning and Design and Network Deployment to both Operators & OEM's. We foresee a lot of opportunities in areas pertaining to Operations & Maintenance, Planning & Design & Manpower Deployment for high profile requirements for O&M Support, 3G & 2G and OSS experts," he adds.

