

## GTL scores improved rankings in Voice & Data 2004 Voice & Data June 2004

### Network Management Services:

The NMS market was pegged at Rs 171 crore and this year the market grew by 37 percent to reach Rs 234 crore. The year the market grew by around 37 percent to reach Rs 234 crore. GTL is on 3<sup>rd</sup> position in this category and GTL is known for providing value-added services like disaster management as a part of their service offerings.

Top NMS Players (FY 2003-04)			
Rank	Company	NMS Revenues (in Rs Crore)	Key Projects
1	HCL Comnet	80	AMD, ITC, Gati, NIC Phase 2, UP Irrigation, Citibank, Philips, HDFC, eight Fortune 500 companies
2	Datacraft	56	SBI and associate banks
3	GTL	52	Institute of Chartered Accountants, Agilent Technologies, SCOPE (BPO for Standard Chartered Grindlayz)
4	Comsat Max	19	Cox&Kings, Pfizer, AC Neilsen, Eveready
5	Wipro Infotech	15	ONGC (Delhi), Bharti, BSNL
6	Sify	6	Sutherland Technologies at Chennai, Federal Bank of India at Cochin
	Others	6	
	<b>Total</b>	<b>234</b>	

\*Others include 3D Networks, Ramco, CMS, and NCR

According Voice & Data, "GTL has shifted its focus to managed services and remote management services and shown a growth of 30 percent in the networking business in spite of the dip in revenue numbers posted for the year 2003-04. Amongst the big orders, building of the data center for Institute of Chartered Accountants finds an immediate reference."

The NMS market is expected to further accelerate with the new emerging verticals. All this while one witnessed high activity from the BFSI, call center, and enterprise segments. Now with the telecom sector opening up, the opportunity in the telecom vertical is what will impetus NMS players.

### Network Security Services:

Network security has emerged as a prime concern in networked companies helped network security services to gain traction among both large and small enterprises. The network security services market in FY 200-04 was estimated to be around Rs 37.4 crore as against Rs. 33.5 crore in FY2002-03, registering a 12 percent growth.

<b>Top Players (FY 2003–04)</b>		
<b>Rank</b>	<b>Network Security Provider</b>	<b>Revenue (in Rs crore)</b>
1	HCL Comnet	9
2	Datacraft	8.4
3	Wipro Infotech	7
4	GTL	2.4
5	Tulip	2
6	Others	9.6
	<b>Total</b>	<b>37.4</b>
Others include Sify, Network Solutions, Secure Synergy, Netmagic, Ramco, and 3D Networks		

The major drivers of the security services business was the building up of a realization among the enterprises and corporates that security was not just about deployment of tools and technologies, services were also very critical. The scope of security consulting and audit for certifications like BS7799 (the only globally accepted security standard), drawing of RFP, security architecture design etc got a favourable response from the customers.

GTL ranked 4 th in this category with an annual turnover of 2.4 crore . HCL Comnet emerged as the market leader with an annual turnover of Rs. 8.5 crore.

### **Telecom Turnkey:**

Though the last fiscal was not good for the industry as there were no major projects and thereby witnessing a negative growth of 2.4 percent. Equally, it was a positive journey for GTL. GTL showed moved to the 3 rd slot by overtaking HFCL and it showed an excellent growth of around 20 percent and with a turnover of Rs 230 crore.

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According to V&D, "GTL is doing well and looks well set to move up the value chain as it has a good mix of rapport with vendors, better geographical reach and trained employees for wireless and wireline projects".

GTL's USP is its strong relationship with vendors. International focus is also diverse right from West Asian countries as well as neighbouring countries .

This fiscal is good for the industry as there are plenty of opportunities not only in India but also from outside India.

### Network Integration:

GTL achieved revenue of Rs 234 crore out of which Rs. 182 crore came from equipment sale and the rest revenue of Rs 52 crore from Service thereby being ranked at No. 5.

<b>Top 10 Network Integrators</b>				
<b>Rank</b>	<b>Network Integrator</b>	<b>Turnover FY 2003-04 (Rs crore)</b>	<b>Turnover FY 2002-03 (Rs crore)</b>	<b>%age Growth</b>
1	Datacraft	350	288	22
2	Wipro Infotech	323	247	31
3	Tulip	276	210	31
4	HCL Comnet	254	195	30
5	GTL	234	-	-
6	CMC	250	200	25
7	HECL	185	143	29
8	Network Solutions	179	125	43
9	HCL Infosystems	168	180	-7
10	3D Networks	145	66	120
	Others*	1,008	1,217	17
	<b>Total</b>	<b>3,372</b>	<b>2,871</b>	<b>17</b>

\*Others include HP, IBM, Ramco, Comsat Max, Tata Infotech, Crompton Greaves, Bharti Infotel's VSAT

This was a practically good year registering a 17 percent growth for Network Integrators, as the profit merely didn't come only from product sale whereas it is a combination of product sales and a strong offering of professional and managed services.

The growth areas for Network Integrations came from four segments, viz., banking and finance, telecom service providers, BPO and government. The future growth of Indian network integrators is most likely to come from outsourced network management and maintenance services.