

# **“Synergy with PSUs”**

**!! Could be the key to India’s success !!**

None of India's ICT manufacturers / designers find a presence in the top 100 listed companies in India.

Why ? when we are one of the largest markets & biggest pool of trained manpower

We lack fiscal & political muscle

PSUs can partly bridge the gap

# PSUs can be vehicle for change

- Take pride in promoting Indian products.
- Adopt Indian products, technologies.
- Define standards & feature set than being driven by aggressive marketing pitch of MNCs.
- Test, validate, handhold, Nurture Indian brands.
- Actively lead the bidding process rather than work on “back to back” basis.
- Invest on domestic manufacturers rather than use their money as working capital.



## **“Second largest Consumer of Telecom gear” – Yet no Telecom manufacturer**

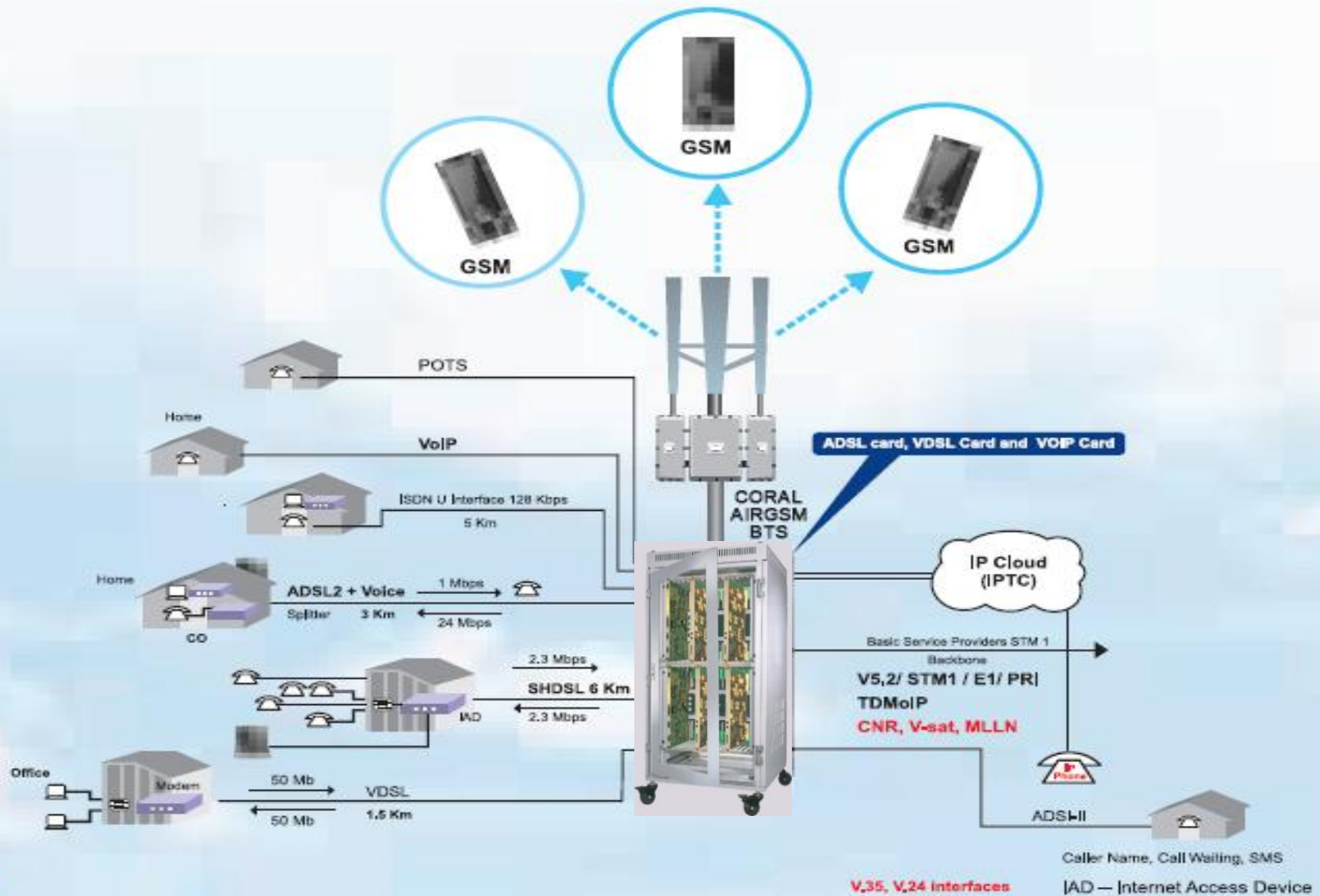
- Enterprise switching will all shift to VoIP based environment. Over 1000 Crore annual market where ITI, KELTRON, ECIL, BEL can work with Coral’s Unified communication platforms.
- There is opportunity to design & manufacture Media gateways & servers in India as this product is 100% reserved for procurement from domestic manufacturers.
- Railways is one of the large consumers & they can adopt our solutions & seamlessly build signaling & surveillance on the same IP infrastructure.
- We have designed enterprise switches where GSM phones can be switched seamlessly. Excellent product for railway accident relief trains / Disaster sites / Rural deployments / Factory cum residential complexes. C-dot. ITI, BEL, EIL could strategically adopt this product architecture.



# CORAL AIR BTS

Fixed Mobile Convergence Platform  
for IP, GSM, TDM Connectivities

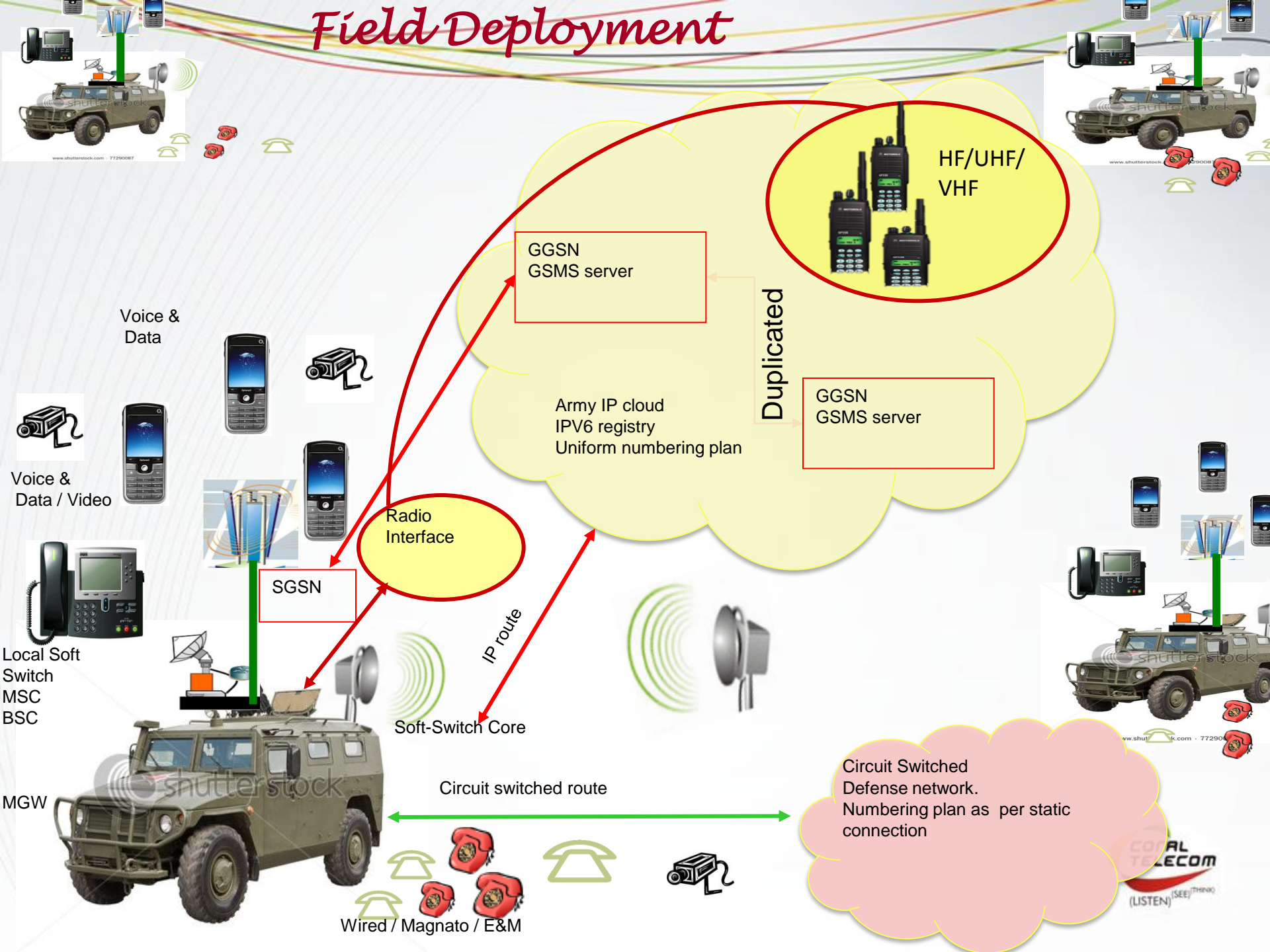
# Network Diagram



# IRIS NGN Platform

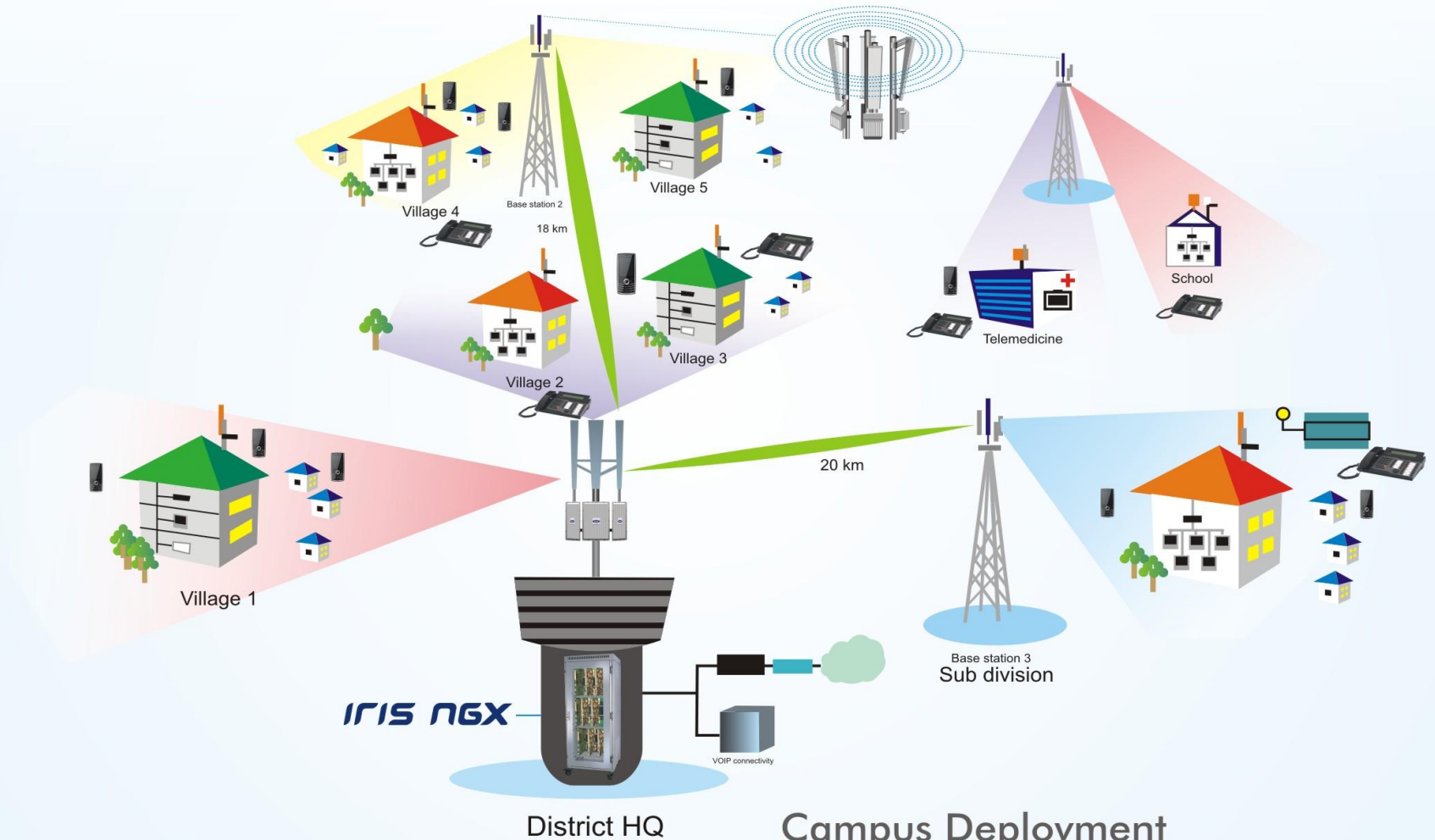


# Field Deployment



# IRIS NGX WITH CORAL AIR BTS

## Integrated GSM Solution – Village Deployment



**Campus Deployment**  
**Integrated Factory & Residential Complex**

## **“Largest pool of software engineers” - Yet No packaged Indian Software.**

- C-DAC prefers to impart training in SAP. why not on our ERP ? Why not validate, brand , train & sell our ERP. We have several functional grains integrated in on environment & some of the Telco’s are using our ERP.
- PSUs adopt Indian ERP solutions for in-house use as well as for customers.
- “E-challan” for traffic police in Delhi is from Coral. Traffic police portal for monitoring traffic signals, road conditions & accidents is being done by us. Task creation / Real-time plotting of the same on digital maps. We could work with KEONICS, CDAC, RIICO, State Electronic Development corp for these & other “E governance” projects.
- We can collaborate for Mobile applications for Municipal challans / Task systems / GIS maps with any PSU interested in such assignments .



# Coral e-Ticketing

A flexible and comprehensive solution to issue and process challan / ticket management for traffic police .



## **Under of “lines of Credit” we supply foreign IT & Telecom products**

- TCIL forced to promote Huawei soft-switches with excise gate pass from Madras.
- PSUs are preferred agencies to take up overseas projects under Indian lines of credit & they should zealously promote domestic Telecom & ICT products. Africa is a continent with large appetite for ICT applications & these opportunities can be natured by PSUs where Coral would be happy to participate.

***Thank you***



**What is required is the change in our thinking process & a little pride in what is Indian**

# Interested To Know More?



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