

# CABLE & WIRELESS EXTENDS GLOBAL DATA NETWORK INTO INDIA THROUGH AGREEMENT WITH RELIANCE INFOCOMM

Submitted by: Pleon

Wednesday, 4 February 2004

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India, Bangalore, February 3, 2004 -- Cable & Wireless today announced it has extended its global data network into India through a cooperative relationship with Reliance Infocomm, the leading service provider in India, that will enable it to extend its portfolio of global network services into India immediately to satisfy growing demand from multinational customers for managed international data network services in India.

The new data service network, with access points in the cities of Mumbai, Bangalore, and Chennai, covers about sixty percent of the business market in India. It is connected to Cable & Wireless' global data network via cable routes east and west of India for resiliency, with access points interconnected by backbone network from Reliance Infocomm. Cable & Wireless India, Cable & Wireless' local subsidiary, plans to expand the bandwidth and coverage of the network as demand requires.

Local loop access to the network will be provided by Reliance Infocomm and covered by an SLA (service level agreement). Enterprises located outside of Mumbai, Bangalore, and Chennai will be able to use Reliance Infocomm's extensive nationwide network to connect to the Cable & Wireless global network.

The managed data network services to be provided over the new network are IP-VPN QoS, ATM, Frame Relay and Managed Private Line. Cable & Wireless India, which designs, implements, and manages private networks for large enterprises in India, will now extend these services to multinational corporations from the United Kingdom, Japan, Europe, and the Asia Pacific region requiring global network services. Similarly, customers in India will be able to use this network for global connectivity on an end-to-end SLA basis.

"The Indian Government's decision to liberalize its telecommunications market has created a tremendous opportunity for Cable & Wireless to leverage its expertise in the domestic Indian market to provide high quality, fully managed global network services to multinational and local Indian enterprises involved in BPO (business process operation) and call centres. The emergence of India as the preferred destination for multinationals to source their business processes will help to increase demand for global data network services in India by fifty percent year-on-year. Cable & Wireless is now well placed to deliver the efficient and seamless global network solutions that the business process sourcing sector requires to continue its rapid growth," commented Phil Green, CEO, Cable & Wireless Japan/Asia.

Cable & Wireless has been operating in India since 1995, providing networking and system integration services. Cable & Wireless India has a staff of 120 located in offices in Bangalore, Mumbai, and Delhi and service centres in Chennai, Calcutta, Pune and Hyderabad for provision of local services. Bangalore is also the location for the India Centre of Excellence (ICE) which provides complex network and telecommunications solutions to other Cable & Wireless operations in Asia, including Cable & Wireless Japan.

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About Reliance Infocomm

Reliance Infocomm Ltd., India's largest mobile service provider, has established a pan-India, high-capacity, integrated (wireless and wireline) and convergent (voice, data and video) digital network, to offer services spanning the entire Infocomm value chain – infrastructure, services for enterprises and individuals, applications and consulting. The Reliance Group, founded by Shri Dhirubhai H. Ambani (1932-2002), is India's largest business house with total revenues in the financial year ended March 2003 of Rs 800 billion (US\$16.8 billion), cash profit of over Rs 98 billion (US\$2.1 billion), net profit of over Rs 47 billion (US\$990 million), market capitalisation Rs 974 billion (US\$21.7 billion) and exports of Rs 119 billion (US\$2.5 billion).

#### About Cable & Wireless

Cable & Wireless is one of the world's leading international communications companies. It provides voice, data and IP (Internet Protocol) services to business and residential customers, as well as services to other telecoms carriers, mobile operators and providers of content, applications and internet services.

Cable & Wireless' principal operations are in the United Kingdom, continental Europe, Japan/Asia, the Caribbean, Panama, the Middle East and Macau. For more information about Cable & Wireless, please go to [www.cw.com](http://www.cw.com). For more information about Cable & Wireless Japan/Asia, please visit [www.cw.com/jp](http://www.cw.com/jp).

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