



Migration towards Future

— TATA deployed future oriented GSM network

India is the most important strategic market in the global telecom industry. As a leading CDMA operator in India, TATA has keenly been aware of the huge opportunities in the global market, and shown great intention to strategically develop towards GSM.

Co-site and RAN Sharing Solution to Reduce CAPEX&OPEX

As a new GSM operator, TATA hopes to deploy a high-quality GSM network fast to attract more subscribers. ZTE proposed the CDMA and GSM co-site solution to utilize the existing infrastructure maximally. Moreover, ZTE SDR BTS can support CDMA and GSM in the same rack which greatly reduces the CAPEX and OPEX. CDMA and GSM network co-working and evolution have become key concerns for TATA. Active RAN sharing is hot spot in India because of the rare frequency resource. With ZTE's large capacity BTS and BSC, active RAN sharing is implemented in TATA to save TCO.

Fast Deployment and Prime-Quality Network

ZTE's efficient project management team and professional project management process provided TATA with the rapid delivery of prime-quality network. ZTE helped TATA to dial through

the first GSM call in Jan, 2009. It not only improved the network quality and increased the system capacity, but also simplified the network structure and saved OPEX. Through that, TATA's market competitive edge was strengthened.

Future Oriented, Investment Protected

ZTE's innovative unified SDR platform is developed for all wireless technologies

including GSM, CDMA and WCDMA. With MCPA technology, ZTE SDR BTS can smoothly evolve to WCDMA, HSPA+ and LTE, and can support CDMA in one cabinet as well. It shows great convenience for installation, operation and maintenance. By using ZTE's unified SDR BTS, it not only saves the CAPEX and OPEX for TATA in the new GSM and CDMA rollout projects, but also saves the network evolution costs required in the future.

Case Summary

Customer Requirements

- Smooth network evolution, leading technology in industry
- RAN sharing and large capacity
- Fast rollout and deployment

ZTE Solutions

- SDR base station, multi-mode, flexible configuration
- Co-site solution and CDMA&GSM co-rack BTS
- Large capacity BTS and BSC to support active RAN sharing for multi-operators
- Highly efficient and first-class engineering service

Customer Values

- Utilize existing facilities to reduce CAPEX maximally
- Smooth evolution to protect investment
- One SDR-based network to simplify network structure and reduce maintenance

Milestones

- In Oct. 2008, TATA signed the GSM contract with ZTE
- In Jan. 2009, ZTE was the first vendor to dial through the first call
- In Apr. 2009, ZTE was the first vendor to finish Revenue Assurance testing
- In May 2009, soft launch in Orissa