



HQ/CS/CL.24B/16847
September 16, 2019

Sir,

Sub: Press Release - Focus Softnet Accelerates Global Business Expansion with Tata Communications' IZO™ Cloud Platform.

Please find attached herewith the press release on the captioned subject being issued today

Thanking you,

Yours faithfully,
For Tata Communications Limited

A handwritten signature in blue ink, appearing to read 'F. P. Dahiya'.

Manish Sansi
Company Secretary &
General Counsel (India)

To:

- 1) Security Code 500483, BSE Ltd, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001.
- 2) Security Code TATACOMM, National Stock Exchange of India Limited. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai, Maharashtra 400051

Focus Softnet Accelerates Global Business Expansion with Tata Communications' IZO™ Cloud Platform

By using the Tata Communications' cloud hosting platform, Focus Softnet has achieved an agile, flexible, scalable, and cost-effective delivery model for global customers.

Focus Softnet has been able to sign on 40+ new customers - 30+ on a shared platform arrangement and 10+ on dedicated virtual servers

Dubai, United Arab Emirates, September 16, 2019: Focus Softnet, the leading software development and enterprise applications provider, today announced that it is partnering with Tata Communications, the leading global digital infrastructure provider to host its cloud-based ERP solutions on the IZO™ Private Cloud platform. Tata Communications' IZO™ Private Cloud platform is enabling Focus Softnet to offer its cloud-based ERP solutions either as a public cloud SaaS solution or as a private cloud option.

"We are proud to partner with Focus Softnet, who is moving their Focus 9 solution to our IZO™ Private Cloud, after a successful proof of concept on the Tata Communications cloud platform. During the six months of operations after startup, Tata Communications has been actively helping Focus Softnet onboard 40+ new customers." said **Rajesh Awasthi, Associate Vice President - Managed Hosting & Cloud Services, Tata Communications.**

"Customers globally have common demands such as flexible operational payments, scalability requirements, usage agility, and the option of global delivery anywhere and anytime, which are now met by the IZO™ Private Cloud platform," explains **Ali Hyder, Group CEO of Focus Softnet.** "We now have a single point of contact to support our ERP software solutions. With the cloud service, we know immediately if there is a problem and can quickly fix it remotely. There is no need for on-premise visits. Tata Communications' enterprise-grade service and support and its global footprint were deciding factors in our decision to migrate to IZO™ Private Cloud platform," he adds.

Prior to the migrating to Tata Communications' IZO™ Private Cloud platform, Focus Softnet was offering customers onsite perpetual licensing and was looking for a suitable partner for global hosting of its cloud-based Focus 9 application. With Tata Communications' IZO™ Private Cloud platform, Focus Softnet is able to offer customers scalability and agility with its cloud software licensing, which is a flexible pay as you go model, and can deliver anytime, anywhere.

Focus Softnet can now provide end to end solution and round-the-clock support for its global customers. When new customers are onboarded, Tata Communications' engineers work closely to understand their needs and size the IZO™ Private Cloud offering accordingly. Depending on the customer requirements, Tata Communications can offer either a dedicated virtual machine or shared cloud model.

"With Tata Communications' IZO™ Private Cloud, there are no bottlenecks and it is affordable to our small and medium business (SMB) clients. Faster set-up and greater network performance have opened the door to business expansion. We adopted a flexible multi-cloud model to offer the best experience to our clients. This helps cement their loyalty while opening new, recurring revenue streams. The move to Tata Communications' IZO™ Private Cloud means we get better support everywhere. Their resources make a distinct difference," Mr. Hyder reiterated.

Due to its global reach, Tata Communications matched the requirement of having its cloud nodes closest to Focus Softnet's customers, thereby reducing the latency or sluggishness of response to application refresh. The company's customers in the UAE, Saudi Arabia, Qatar, Kuwait, Singapore, Malaysia and India are using Focus Softnet's solutions on the IZO™ Private Cloud platform.

Focus Softnet has adopted a multiple business cloud model from Tata Communications to offer the most stable and cost-effective cloud experience to its current and future global customers.

-Ends-

About Focus Softnet:

Established in 1992, Focus Softnet has a rich history of innovation, expansion and growth. Right from its first product, the company's emphasis has always been on continuous R&D and team work to ensure that its products are feature-rich and built on state-of-the-art technologies. Focus Softnet understands the challenges of today's competitive business environment and the need for innovation, and to help address those challenges, the company offers custom-built IT solutions to help companies focus on what they do best - to drive business and accelerate their success.

Partnering with reputed organizations and business associates across the globe, Focus Softnet today has evolved into a true multinational organization with 27 offices in 17 countries across Asia, Middle East, Africa and North America. As an IT solutions provider with over 25 years of experience and multi-domain expertise, Focus Softnet's consulting services and skill sets are backed by a vast knowledge-base and a keen understanding of what it takes to run and grow a business. By re-engineering business processes and optimizing resources, developing and deploying user-friendly, flexible and cost-efficient industry specific solutions, Focus Softnet has helped over 30,000 organizations across the globe grow their businesses by increasing operational efficiency and productivity. For further details, please visit www.focussoftnet.com.

About Tata Communications:

Tata Communications is a leading global digital infrastructure provider that powers today's fast-growing digital economy.

The company's customers represent 300 of the Fortune 500 whose digital transformation journeys are enabled by its portfolio of integrated, globally managed services that deliver local customer experiences. Through its network, cloud, mobility, Internet of Things (IoT), collaboration and security services, Tata Communications carries around

TATA COMMUNICATIONS and TATA are trademarks of Tata Sons Private Limited in some countries. IZO is a trademark of Tata Communications in certain countries.

30% of the world's internet routes and connects businesses to 60% of the world's cloud giants and 4 out of 5 mobile subscribers.

The company's capabilities are underpinned by its global network, which is the world's largest wholly owned subsea fibre backbone and a Tier-1 IP network.

Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India, and it serves customers in more than 200 countries and territories worldwide through its technology capabilities and partnerships.

www.tatacommunications.com
