



May 01, 2023

National Stock Exchange of India Limited

Exchange Plaza, C-1 Block G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400051, India

Symbol: BHARTIARTL/ AIRTELPP

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai – 400001, India

Scrip Code: 532454/ 890157

Sub: Press Release

Dear Sir/ Ma'am,

We are enclosing herewith a press release dated May 01, 2023 titled '*Airtel launches new partnership with Bridgepointe Technologies under Global Channel Partners Programme*' issued by the Company.

Kindly take the same on record.

Thanking you,
Sincerely Yours,

For Bharti Airtel Limited

Rohit Krishan Puri
Dy. Company Secretary & Compliance Officer

Bharti Airtel Limited
(a Bharti Enterprise)

Regd. Office: Airtel Center, Plot No. 16, Udyog Vihar, Phase-IV, Gurugram – 122015, India
Corporate Office: Bharti Crescent, 1, Nelson Mandela Road, Vasant Kunj, Phase II, New Delhi - 110 070, India
T.: +91-124-4222222, F.: +91-124-4248063, Email id: compliance.officer@bharti.in, www.airtel.com
CIN: L74899HR1995PLC095967



Airtel launches new partnership with Bridgepointe Technologies under Global Channel Partners Programme

New Delhi, India – May 1, 2023: [Bharti Airtel](#) (“Airtel”), one of India’s leading telecommunications service provider, today, announced its strategic partnership with [Bridgepointe Technologies](#) (“Bridgepointe” or the “Company”), a tech advisory firm that helps mid-market and enterprise companies bridge the gap between tech investments and business results.

The Airtel-Bridgepointe partnership will enable US enterprises interested in expanding to India and Africa to leverage Airtel’s digital infrastructure solution.

Airtel’s knowledge, experience and understanding of every layer of the communications ecosystem, combined with the company’s commitment to sustainability, creates the perfect framework for partnerships with companies such as Bridgepointe looking to expand into India and Africa.

“At Airtel, we have massive network investments, a strong product ecosystem and a large customer base, especially in India and Africa. We are delighted to collaborate with Bridgepointe to extend our extensive suite of products to their customer base,” said **Vani Venkatesh, CEO – Global Business, Bharti Airtel**.

“We are pleased to partner with Airtel in the Indian and African marketplace, one of the marquee suppliers in the region,” said **Mel Melara, VP of Sales and Head of the Data Centre Practice, Bridgepointe Technologies**. “With our relationships and Airtel’s reach and credibility in the market, we are confident that we can create substantial opportunities for companies looking to expand their digital businesses into these regions. This partnership is a prime example of how Bridgepointe’s Data Centre practice continues to expand its reach worldwide to benefit our enterprise customers.”

Through this partnership, Bridgepointe will leverage its own established foothold in the data centre market and be able to offer all of Airtel’s products and services as part of their portfolio. Major offerings include global connectivity solutions, DIA, IPLC, Data Centre and SD-WAN.

Additionally, the partnership will capitalise on Nxtra by Airtel’s largest network of secure, scalable, and sustainable data centres in India offering services to several leading enterprises, hyperscalers, start-ups, SMEs and governments across the country. Nxtra’s commitment to sustainability and achieving net zero by 2031 will also be at the forefront of Bridgepointe’s outreach.

Airtel ranks amongst the top three mobile operators globally and its networks cover over two billion people. Airtel is also India’s largest integrated communications solutions provider and the second largest mobile operator in Africa. It boasts a customer base of more than 500 million across 17 countries in South Asia and Africa. Additionally, Nxtra by Airtel owns and operates 12 large and 120 edge data centre facilities across India.

To learn more about Airtel’s Global Channel Partners Programme, visit the following [link](#) and, for more information, visit [Airtel Business](#).



About Bharti Airtel

Headquartered in India, Airtel is a global communications solutions provider with over 500M+ customers in 17 countries across South Asia and Africa. The company ranks amongst the top three mobile operators globally and its networks cover over two billion people. Airtel is India's largest integrated communications solutions provider and the second largest mobile operator in Africa. Airtel's retail portfolio includes high speed 4G/5G mobile broadband, Airtel Xstream Fiber that promises speeds up to 1 Gbps with convergence across linear and on-demand entertainment, streaming services spanning music and video, digital payments, and financial services. For enterprise customers, Airtel offers a gamut of solutions that includes secure connectivity, cloud and data centre services, cyber security, IoT, Ad Tech and CPaaS (Airtel IQ). For more details, visit www.airtel.com

About Bridgepointe

Bridgepointe Technologies is a leading tech advisory firm that helps mid-market and enterprise companies bridge the gap between tech investments and business results. Over the past 20 years, Bridgepointe has worked with over 12,000 companies to save time by shortening the procurement process while saving money and increasing ROI. Supported by in-house, best-in-class Solution Architects and IT Strategists, the firm has developed a proven process to quickly drive time to value with tech investments. For more information about Bridgepointe please visit <http://www.bridgepointetechnologies.com>.

Media Contact

Nikki Deas, on behalf of Airtel
Jaymie Scotto & Associates (JSA)
jsa_airtel@jsa.net
+1 646-228-9430

Airtel Contact

Mohit Shankhdhar
US Channel Sales Director- Airtel
mohit.shankhdhar@airtel.com
+1 650-223-3947