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### Tata Communications teams up with Salesforce to interconnect businesses to the cloud

*Tata Communications' IZO™ network platform provides businesses private network connectivity for Salesforce's leading CRM solutions*

**BURLINGAME, CA — July 20th, 2015**—[Tata Communications](#), a leading provider of A New World of Communications™, today announced it is partnering with Salesforce, the Customer Success Platform and world's #1 CRM company, to connect businesses to Salesforce's cloud CRM solutions, empowering employees to increase engagement and productivity.

Through this global partner interconnect agreement, Tata Communications' [IZO™ Private](#) platform will connect businesses to Salesforce's Customer Success Platform, giving customers access to a one-stop-shop for end-to-end management that offers exceptional network performance and end-user experience. The collaboration will provide businesses network uptime and stable application performance, via easy cloud access for MPLS and Ethernet customers. The service delivers fast provisioning, increased productivity, and ensures privacy and data protection through private network connections.

Denzil Samuels, Senior Vice President of Alliances, Salesforce, says, "Companies are transforming the way they connect with customers, partners and employees to thrive in today's connected world. Tata Communications is accelerating this shift for its customers with the addition of Salesforce to the IZO™ network platform."

The IZO™ Private cloud enablement service is part of Tata Communications' [IZO™](#), a global network platform for enhanced hybrid cloud enablement. The game-changing new network IZO™ platform is the most comprehensive enterprise WAN and cloud enablement platform available today that is uniquely engineered for predictable routing, together with enterprise private and public cloud connectivity and interconnected data centres – making it simple for a business to connect and build its cloud, their way – be it private, public or hybrid.

Julie Woods-Moss, CMO and CEO of NextGen Business at Tata Communications, says, "Tata Communications' partnership with Salesforce represents another milestone around our IZO™ cloud enablement platform. [Our recent, independent research confirms](#) that organisations are experiencing benefits they didn't expect from cloud services and realizing competitive advantages from cloud deployments. We are committed to creating a global ecosystem that harnesses our extensive global network and enables global organisations to meet the needs of their businesses and drive customer success by adopting the cloud confidently and securely."

With Salesforce connecting to the IZO™ Private cloud enablement service, Tata Communications continues to grow its IZO™ platform ecosystem, currently consisting of over 20 network providers covering 34 countries and serving

85% of the world's GDP, four of the largest cloud platforms, including Salesforce, Amazon Web Services, Microsoft® Azure™ and Google Cloud Platform, and over 50 data centres across the globe. Tata Communications is working in partnership to deliver the most comprehensive enterprise WAN and cloud enablement platform available today.

**For more information:** [www.tatacommunications.com/izo](http://www.tatacommunications.com/izo)  
**IZO™ twitter hashtag:** #networkcloud and #yourIZO

Salesforce, Customer Success Platform and others are among the trademarks of salesforce.com, inc.

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### [About Tata Communications](#)

Tata Communications Limited (CIN no: L64200MH1986PLC039266) along with its subsidiaries (Tata Communications) is a leading global provider of A New World of Communications™. With a leadership position in emerging markets, Tata Communications leverages its advanced solutions capabilities and domain expertise across its global and pan-India network to deliver managed solutions to multi-national enterprises, service providers and Indian consumers.

The Tata Communications global network includes one of the most advanced and largest submarine cable networks and a Tier-1 IP network with connectivity to more than 240 countries and territories across 400 PoPs, as well as nearly 1 million square feet of data centre and collocation space worldwide.

Tata Communications' depth and breadth of reach in emerging markets includes leadership in Indian enterprise data services and leadership in global international voice. Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India.

<http://www.tatacommunications.com>

### [Forward-looking and cautionary statements](#)

Certain words and statements in this release concerning Tata Communications and its prospects, and other statements, including those relating to Tata Communications' expected financial position, business strategy, the future development of Tata Communications' operations, and the general economy in India, are forward-looking statements. Such statements involve known and unknown risks, uncertainties and other factors, including financial, regulatory and environmental, as well as those relating to industry growth and trend projections, which may cause actual results, performance or achievements of Tata Communications, or industry results, to differ materially from those expressed or implied by such forward-looking statements. The important factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements include, among others, failure to increase the volume of traffic on Tata Communications' network; failure to develop new products and services that meet customer demands and generate acceptable margins; failure to successfully complete commercial testing of new technology and information systems to support new products and services, including voice transmission services; failure to stabilize or reduce the rate of price compression on certain of the company's communications services; failure to integrate strategic acquisitions and changes in government policies or regulations of India and, in particular, changes relating to the administration of Tata Communications' industry; and, in general, the economic, business and credit conditions in India. Additional factors that could cause actual results, performance or achievements to differ materially from such forward-looking statements, many of which are not in Tata Communications' control, include, but are not limited to, those risk factors discussed in Tata Communications Limited's Annual Reports. The Annual Reports of Tata Communications Limited are available at [www.tatacommunications.com](http://www.tatacommunications.com). Tata Communications is under no obligation to, and expressly disclaims any obligation to, update or alter its forward-looking statements.