



HQ/CS/CL.24B/16061

19 October 2016

Sir,

**Sub: Tata Communications honoured with the 2016 Frost & Sullivan Asia-Pacific Managed Unified Communications Services Provider of the Year Award.**

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 'Manish Sansi', with a horizontal line extending to the right.

Manish Sansi  
Company Secretary &  
General Counsel (India)

To:

- 1) Security Code 500483, BSE, Mumbai. Fax No. (22) 2272 3121
- 2) Security Code TATACOMM, The Asst. Manager (Listing), National Stock Exchange of India Limited. Fax Nos.: (22) 2659 8237, 238, 347, 348.

**TATA COMMUNICATIONS**

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CIN : L64200MH1986PLC039266

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## Tata Communications honoured with the 2016 Frost & Sullivan Asia-Pacific Managed Unified Communications Services Provider of the Year Award

**Singapore, October 19th, 2016** – Tata Communications has been recognised for a strong performance of its managed unified communications (UC) portfolio of services in the APAC market and has clinched the 2016 Frost & Sullivan Managed UC Services Provider of the Year award.

Frost & Sullivan hosts the ‘Frost & Sullivan Asia-Pacific Best Practices Awards’ annually to identify outstanding industry achievements in the past year by companies in the local and regional APAC market through its in-depth analysis and coverage of these industries. This year, the ceremony was held at the Conrad Centennial Singapore on Oct 13<sup>th</sup>.

The **Asia-Pacific Unified Communications & Collaboration (UCC) market is growing steadily at a CAGR of 5.2% and presents a US\$9.1 billion opportunity by 2020<sup>1</sup>**. Also, given the **rise in the mobile workforce globally expected to hit 1.2 billion by the end of this year<sup>2</sup>**, there is a constant demand from organisations to deploy a seamless communication and collaboration solution. Tata Communications is a strong contributor to the APAC market that caters to these needs via its holistic UC portfolio which is underpinned by the company’s global network and therefore has the ability to scale and provide global coverage at extremely low costs.

Frost & Sullivan attributes Tata Communications’ vision and the strategy aimed at the local Asia-Pacific market to this achievement. Stating about the performance of the organisation’s UC portfolio in particular, Ms. Zi Ning Chong, Research Analyst, Digital Transformation, Asia-Pacific at Frost & Sullivan said “Amongst all the offerings under the Tata Communications’ UC umbrella, Jamvee™ has received a special recognition within the APAC business circle. Businesses based in this market use this cloud-based multi-platform conferencing tool very effectively to video communicate with peers and their customers across the globe. Tata Communications has definitely implemented a comprehensive growth strategy in Asia-Pacific.” Tata Communications continues to expand its unified communications (UC) portfolio with the rise in demand from enterprises and service providers. The recent additions in the portfolio are Global SIP Connect, InstaCC Global™, Hosted Lync and Click2RTC™ services.

Ms. Chong further pointed out to Tata Communications’ new and existing partnerships with the local data centers that have enabled the organisation to grow its portfolio and mitigate the data security and sovereignty concerns simultaneously. “The company has established several important partnerships and strategic investments to consolidate its market position in Asia-Pacific”, she added. Some strategic partnerships in Asia-Pacific include Singapore Technologies Telemedia, Pacific Link Telecom and NEXTDC (in Australia).

Excited about the award, Anthony Bartolo, President, Mobility, IoT & Collaboration Services, Tata Communications added “Over the years, we have strengthened our UC portfolio of services globally to help

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<sup>1</sup> <http://ww2.frost.com/news/press-releases/internet-things-heralds-new-it-services-opportunities-2016-says-frost-sullivan/>

<sup>2</sup> <http://www.technavio.com/report/mobile-workforce-solutions-market>

organisations realise the full potential of a connected world. Tata Communications’ recognition by Frost & Sullivan in the APAC market in particular is a testament to the strength of our UC product portfolio and the robust sales structure that brings these offerings to our customers in this market. We will continue to grow this business even further by providing an open and fully customisable foundation for all the current and future UC offerings.”

**About Frost & Sullivan**

Frost & Sullivan, the Growth Partnership Company, works in collaboration with clients to leverage visionary innovation that addresses the global challenges and related growth opportunities that will make or break today's market participants.

For more than 50 years, we have been developing growth strategies for the global 1000, emerging businesses, the public sector and the investment community. Is your organization prepared for the next profound wave of industry convergence, disruptive technologies, increasing competitive intensity, Mega Trends, breakthrough best practices, changing customer dynamics and emerging economies?

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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 over 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>

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