

**RAILTEL TO TAKE ON AIRTEL & BSNL**

# Help at Last! Railways to the Rescue of Clueless Babus

RailTel to partner with Cisco for video conferencing facility for govt departments

**Varun.Aggarwal**  
@timesgroup.com

**Bengaluru:** RailTel, the telecom arm of Indian railways, has partnered with Cisco to launch a video conferencing platform for government departments struggling to cope with travel curbs, pitting itself against larger rivals such as Airtel and BSNL.

“Government has put a lot of travel restrictions in various states and central government departments as a part of the austerity drive,” said A Seshagiri Rao, director - network planning and marketing, RailTel Corporation of India.

“We decided to launch the service to help such government departments connect with each other through video and cut down travel costs by at least 50%.”

RailTel expects to earn over ₹100 crore in revenue from the services by 2017. The overall market for enterprise video collaboration in India is expected to cross \$150 million by then, according to Cisco.

## On the Fast Lane


**₹100 crore**  
Revenue RailTel expects to earn from the service by 2017

**\$150 million**  
Mark overall market for enterprise video collaboration in India is expected to cross by 2017

## LOCATIONS

**65** Places where Railways will deploy the service

**1000** Planned installation by the Railways

 **With this partnership, we are moving up the value chain and would soon launch many other services**

**A Seshagiri Rao,**  
Director-network planning & marketing, RailTel

“We have long been an unknown name in the telecom domain. With this partnership, we are moving up the value chain and would soon launch many other services that can be delivered on our strong broadband network,” Rao said.

RailTel will pay Cisco for telepresence video equipment that it will rent to both government and private businesses, and use its own broadband network – 45,000 km of optical fibre cables running along railway lines and data centers in Hyderabad and New Delhi — for connectivity. Cisco will also manage a network operations center set up at RailTel’s data center.

Both the companies will jointly sell the services to businesses

across the country. “We strongly believe that video will play a critical role in a digitised economy, which will push sales for our video solutions in India,” said Sandeep Mehra, country head, collaboration sales, India and SAARC, at Cisco. “Through this partnership, we hope to tap into large opportunities in public sector, education, health-care market in small cities, where RailTel has a strong presence.”

Indian Railways, Patna High Court and Central Warehousing Corporation have already signed for the platform on a pay-per-use basis. Indian Railways is deploying the solution at 65 locations to begin with and would extend it to more than 1,000 locations.

# RailTel, Cisco Plan Video Conferencing Platform

---

**Varun.Aggarwal**  
@timesgroup.com

**Bengaluru:** RailTel, telecom arm of Indian railways, has partnered with Cisco to launch a video conferencing platform for government departments struggling to cope with travel curbs, pitting itself against larger rivals such as Airtel and BSNL.

“Government has put a lot of travel restrictions in various state and central government departments as a part of the austerity drive,” said A. Seshagiri Rao, Director-network planning and marketing, RailTel Corporation of India. “We decided to launch this service to help such government departments connect with each other through video

and cut down on travel costs by at least 50%.” RailTel expects to earn more than ₹100 crore in revenue from this service by 2017. Overall market for enterprise video collaboration in India is expected to cross \$150 million by then, according to Cisco. RailTel will pay Cisco for telepresence video equipment it will rent to government and private businesses.