“Synergy with PSUs”

!! Could be the key to India’s success !!
None of India’s ICT manufacturers / designers find a presence in the top 100 listed companies in India.

Why ? when we are one of the largest markets & biggest pool of trained manpower

We lack fiscal & political muscle

PSUs can partly bridge the gap
PSUs can be vehicle for change

- Take pride in promoting Indian products.
- Adopt Indian products, technologies.
- Define standards & feature set than being driven by aggressive marketing pitch of MNCs.
- Test, validate, handhold, Nurture Indian brands.
- Actively lead the bidding process rather than work on “back to back” basis.
- Invest on domestic manufacturers rather than use their money as working capital.

Redefining the decision making processes & accountability standards
“Second largest Consumer of Telecom gear” – Yet no Telecom manufacturer

- Enterprise switching will all shift to VoIP based environment. Over 1000 Crore annual market where ITI, KELTRON, ECIL, BEL can work with Coral’s Unified communication platforms.
- There is opportunity to design & manufacture Media gateways & servers in India as this product is 100% reserved for procurement from domestic manufacturers.
- Railways is one of the large consumers & they can adopt our solutions & seamlessly build signaling & surveillance on the same IP infrastructure.
- We have designed enterprise switches where GSM phones can be switched seamlessly. Excellent product for railway accident relief trains / Disaster sites / Rural deployments / Factory cum residential complexes. C-dot. ITI, BEL, EIL could strategically adopt this product architecture.
Network Diagram

IRIS NGN Platform

Coral Air BTS
Fixed Mobile Convergence Platform for IP, GSM, TDM Connectivities
Field Deployment

Army IP cloud
IPV6 registry
Uniform numbering plan

Duplicated

GGSN
GSMS server

Radio Interface

Soft-Switch Core

IP route

Circuit Switched route

Defense network.
Numbering plan as per static connection

Circuit Switched route

Voice & Data

Voice & Data / Video

Local Soft Switch
MSC
BSC

MGW

Wired / Magneto / E&M
IRIS NGX with Coral Air BTS
Integrated GSM Solution – Village Deployment

Campus Deployment
Integrated Factory & Residential Complex
“Largest pool of software engineers” - Yet No packaged Indian Software.

- C-DAC prefers to impart training in SAP. why not on our ERP ? Why not validate, brand, train & sell our ERP. We have several functional grains integrated in on environment & some of the Telco’s are using our ERP.

- PSUs adopt Indian ERP solutions for in-house use as well as for customers.

- “E-challan” for traffic police in Delhi is from Coral. Traffic police portal for monitoring traffic signals, road conditions & accidents is being done by us. Task creation / Real-time plotting of the same on digital maps. We could work with KEONICS, CDAC, RIICO, State Electronic Development corp for these & other “E governance” projects.

- We can collaborate for Mobile applications for Municipal challans / Task systems / GIS maps with any PSU interested in such assignments.
Coral e-Ticketing

A flexible and comprehensive solution to issue and process challan / ticket management for traffic police.
Under of “lines of Credit” we supply foreign IT & Telecom products

- TCIL forced to promote Huawai soft-switches with excise gate pass from Madras.

- PSUs are preferred agencies to take up overseas projects under Indian lines of credit & they should zealously promote domestic Telecom & ICT products. Africa is a continent with large appetite for ICT applications & these opportunities can be natured by PSUs where Coral would be happy to participate.

Thank you
Interested To Know More?

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