



Network Services Business

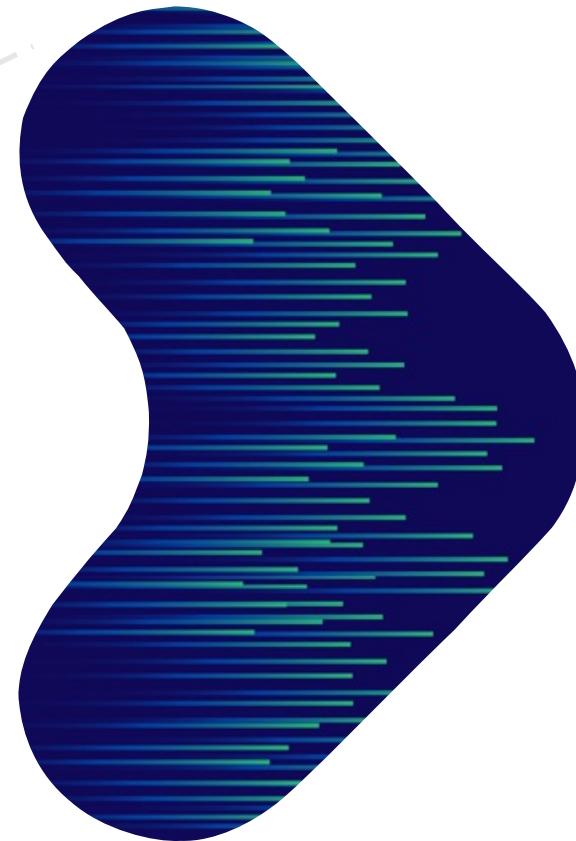
STL Corporate Deck 2019



About STL



Network Services

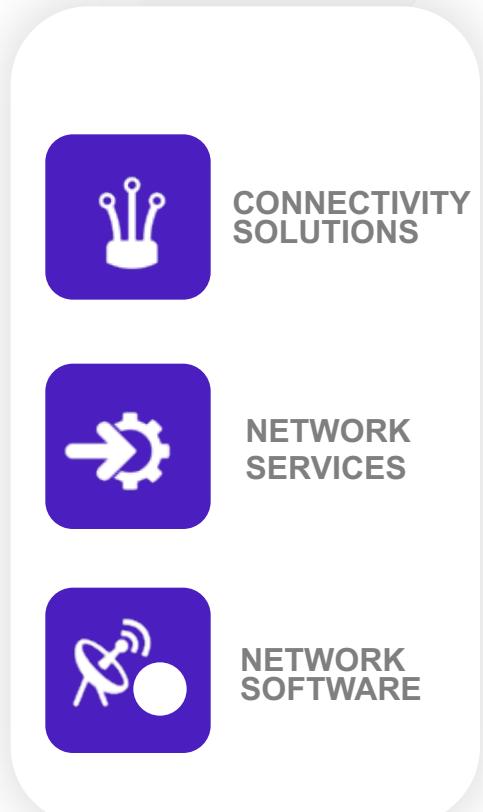
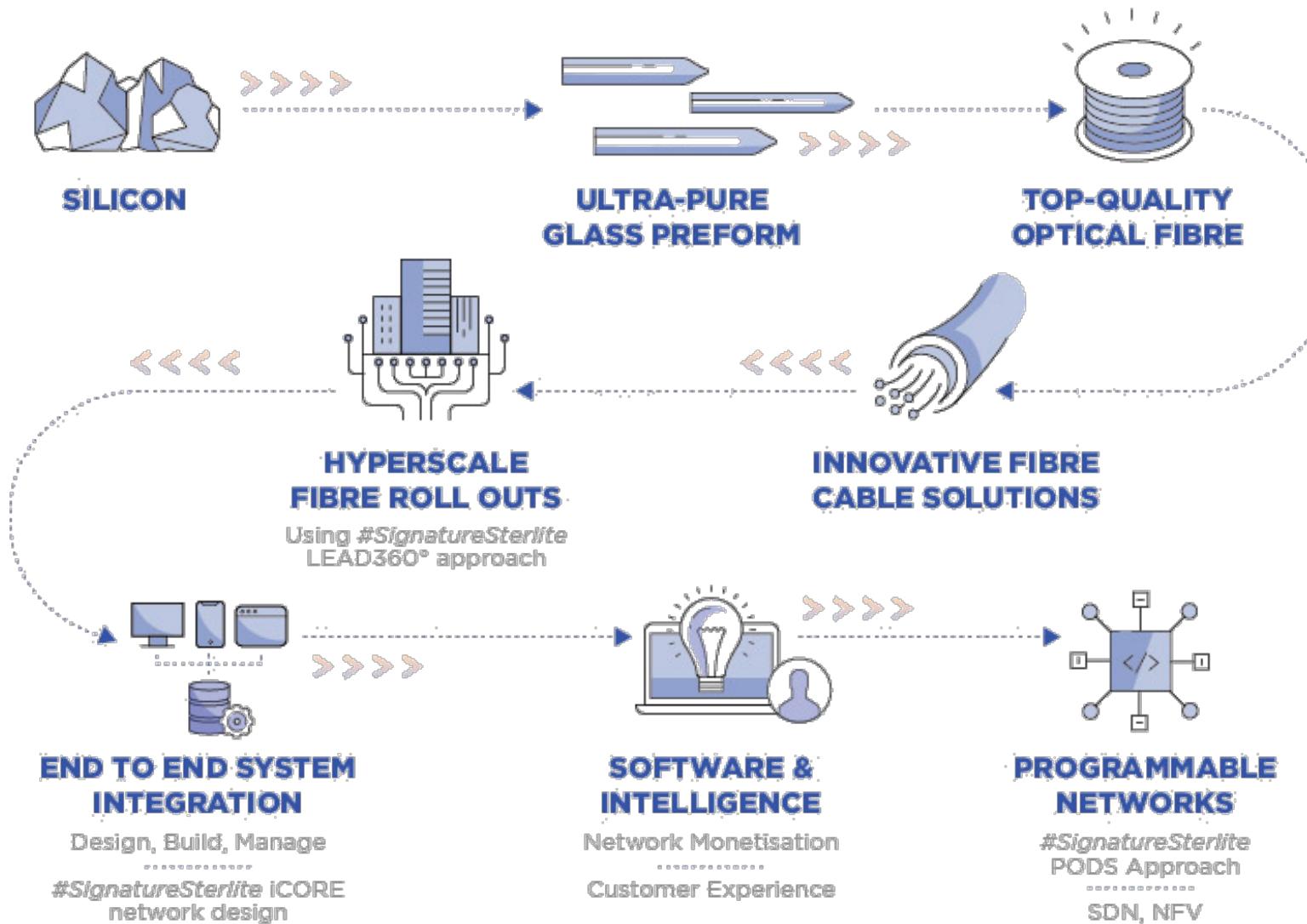


Network Services Business

Our Offerings

Our Experience & Credentials

We are STL, a unique silicon to software company, unparalleled in the world

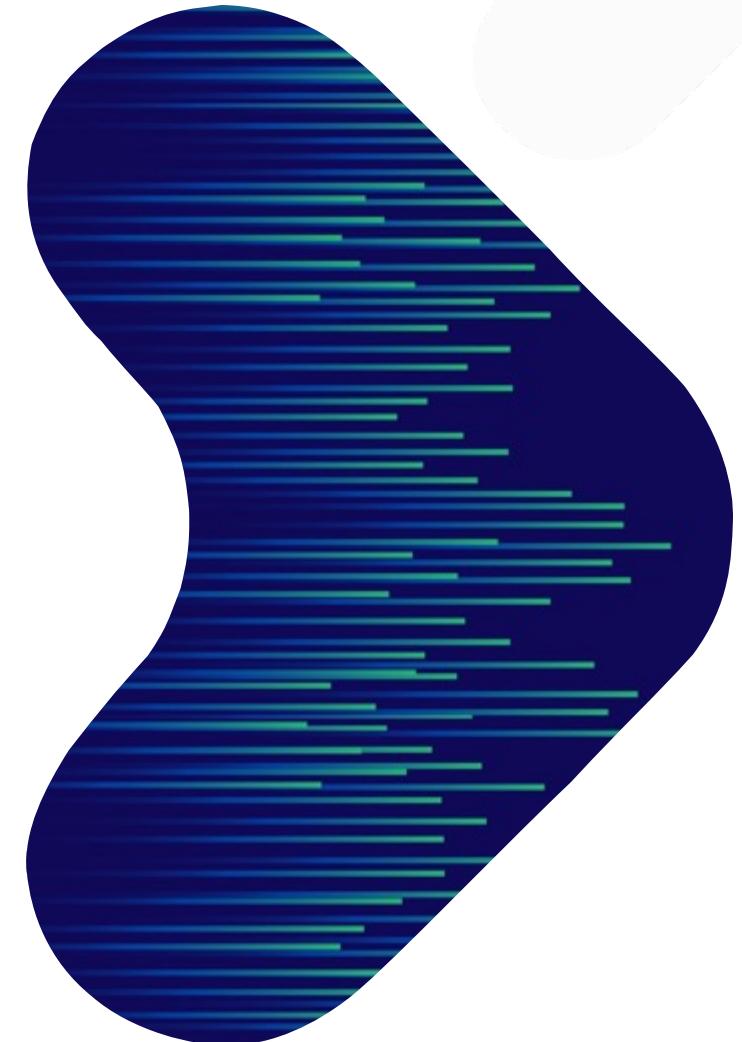


We have the experience and the expertise



All-Stack Capability

Only company in the world
Integrated across the network stack



Global Experience

43% revenue from exports
Partnering with **7 of Top 10 Telcos** globally
Collaborating with **Top 2 Cloud** companies

Technology Focused

271 Patents
3 Innovation Centres
IITs, Rutgers Academia Connect

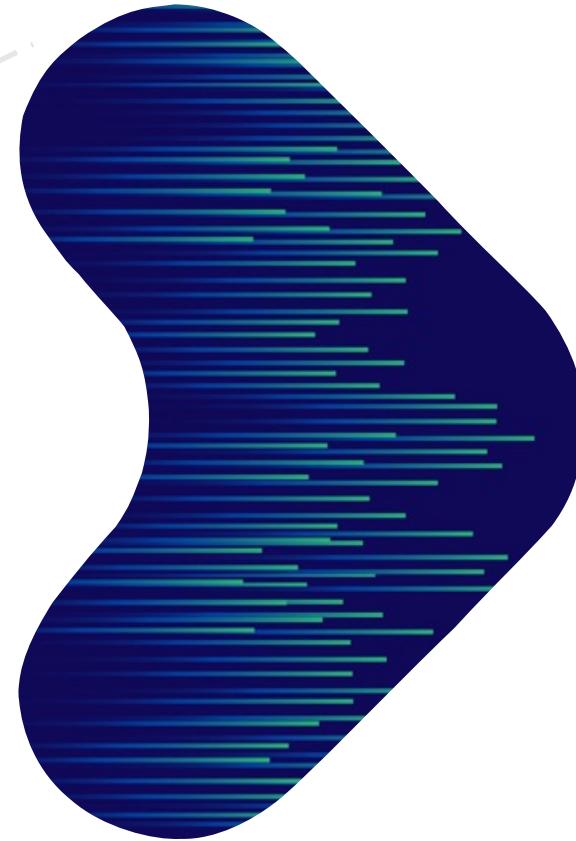
End to End Solutions

Mobility | Access | Long Haul Connectivity
Network Modernization | Data Centre

About STL



Network Services



Network Services Business

Our Offerings

Our Experience & Credentials

STL Network Services

Your Trusted Partner

For Data Networks

That go *beyond tomorrow*

Your
1 Networks are
Our Business

Hyperscale Converged Networks

We think, design and bring to life, *Data Networks* that **synergize** the potential of **wireless & wireline** technologies and achieve **massive scale** with amazing simplicity

We do it with our, End to End Network solutions portfolio

What do we do

1 Your Networks are
2 Your Digital Ecosystem is

Our Business

Hyperscale Converged Networks

We think, design and bring to life, *Data Networks* that synergize the potential of wireless & wireline technologies and achieve massive scale with amazing simplicity.

Intelligent Digital Ecosystem

We think beyond connectivity. We think about *Digital of Everything* to solve tough problems and to transform lives. *Our intelligent applied technology solutions* are delivering immense value to our customers

We do it with our, Design-led System Integration Services

Truly end-to-end



Hyperscale Converged Networks

Long haul - Core Network	Access Connectivity	Active Transport
Inter-city, Intra-city	Wireless backhaul, Front haul	MPLS, DWDM , Advanced transport technologies
Hyperscale FR (powered by LEAD360o)	FTTx Mantra (powered by 5i)	
-	DNA (powered by iCORE)	

Intelligent Digital Ecosystem

Data Center	Security	Applications
Cloud and on prem Service	Complete Security - convergence of physical and cyber	Big data Network analytics, IoT and AI platforms
Massive connectivity solutions – Data centre interconnect & - Design,Build	Physical security with Sensron + Cyber security with Sensron dot	STL Garv Supercomputer for villages

NEXT Networks
(E2E Network modernisation)

Hyperscale Converged Networks Intelligent Digital Ecosystem

End to End Network solutions portfolio

Design-led System Integration Services

Long haul - Core Network	Access Connectivity	Active Transport	Data Center	Security	Applications
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NEXT Networks
(E2E Network modernisation)

Hyperscale Converged Networks Intelligent Digital Ecosystem

Long haul -
Core Network

Access
Connectivity

Active
Transport

Data Center

Security

Applications

Our expertise- differentiated End to End offerings

Hyperscale
FR (powered by
LEAD360o)

DNA (powered by
iCORE)

Massive
convergence
solutions
Data centre interconnect & -
Design,Build

Physical security with
Sensornet
STL Garv
Cybersecurity
Supercomputer for
villages

NEXT Networks
(E2E Network modernisation)

So what do



do Differently?

With constant research & innovation....



DESIGN

To solve

DELIVER

To delight

CREATE VALUE

To transform

1

CENTER FOR SMARTER NETWORK

Technology and applied research on smarter networks of the future

2

SNL – Next Gen Access Technology

Carrier grade network – Development of Next Gen converged access network

3

COE – CENTER OF EXCELLENCE

Disruptive innovation to develop first of its kind fibre deployment approaches

4

STL TECH ACADEMY

Enhancing network creation ecosystem through certified technical training

With STL Way of execution...



DESIGN

To solve

DELIVER

To delight

CREATE VALUE

To transform

STL way of Execution

Robust Planning approach (driven by everything survey and algorithm based planning)

Superior project management (driven by industry standard Playbooks & processes alongwith E2E digital platform for program management)

Delivering through **ecosystem of specialist** (Competent specialist at every level of Network creation value chain)

Scientific partner management approach (driven by systematic and performance driven partner life cycle management)

With our tenacious problem solving...



DESIGN

To solve

DELIVER

To delight

CREATE VALUE

To transform

1

World's first
EXABYTE network
with fastest scale-up

2

World's largest
intrusion proof network
in the toughest terrain

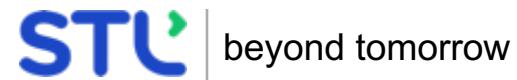
3

Massive network
overhaul of legacy
naval network

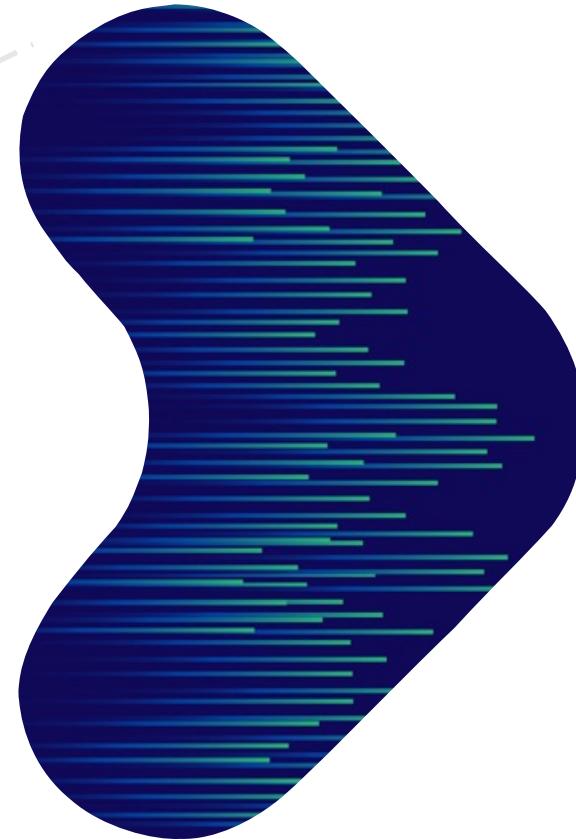
4

Digital inclusion for 45
Lakh rural homes

About STL



Network Services



Network Services Business

Our Offerings

Our Experience & Credentials

Hyperscale Converged Networks Intelligent Digital Ecosystem

End to End Network solutions portfolio

Design-led System Integration Services

Long haul - Core Network	Access Connectivity	Active Transport	Data Center	Security	Applications
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Inter-city, Intra-city	Wireless backhaul, Front haul	MPLS, DWDM , Advanced transport technologies	Cloud and on prem Service	Complete Security - convergence of physical and cyber	Big data Network analytics, IoT and AI platforms
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1 Hyperscale FR (powered by LEAD360o)

2 FTTx Mantra (powered by 5i)

3 DNA (powered by iCORE)

4 NEXT Networks
(E2E Network modernisation)

5 Massive connectivity solutions – Data centre interconnect & - Design,Build

6 Physical security with Sensron +
7 Cyber security with Sensron dot

8 STL Garv Supercomputer for villages

STL NSB

End
End

Network Solutions

Hyperscale fibre roll outs with LEAD360°



Offering

1

Seamless Roll outs with Lead360°

2X speed of deployment

50% less manpower for survey & supervision

FTR improving network life

Enhanced network performance

OUR TRANSFORMATIVE APPROACH FOR
HYPERSCALE MODERNISATION

EVERYTHING SURVEY

Granular accuracy at 6X the speed
of traditional surveys

ACADEMY TRAINING

Best people-process matrix for
large projects.



LEAN-AGILE APPROVALS

Enhanced efficiency, ensures
fastest approval readiness

360° ROBUST OPERATIONS

Leveraging the strength of mechanisation and strategic
partners to deliver best on field performance

Back

Fibre to the eXponential with FTTx Mantra



Offering

2

Immense value for
CSPs *Power of 1 solution*

End to end solution

Simplified field operations

Hyperscale FTTx

SD- Access solution

DISAGGREGATED
APPROACH

Company A

SOFTWARE

Company B

SD ACCESS SOLUTION

Company C

FIBRE ROLLOUT

Company D

FTTH KITS

Company E

FIBRE & CABLE
SOLUTIONS

INTEGRATED PLAY

Intelligent Software
Solution
Billing & Revenue
Management /
Intelligent Data Lake

Innovative
Virtualisation
SDN/NFV

Inclusive Fibre
Roll-outs
LEAD 360

Integrated Network
Design
Algorithmic design |
Flattened networks

Ingenious Products
Fibre | Cable | Kits

BRINGING IT ALL
TOGETHER AS

END-TO-END
SOLUTION

FTTx
mantra[®]



Back

Design Networks that Accelerate with iCORE



Offering

3

STL's DNA

Paradigm shift in network design

- ✓ **Scale** solved
- ✓ **Latency** solved
- ✓ **Agility** solved
- ✓ **Uptime** solved
- ✓ **Cost** solved

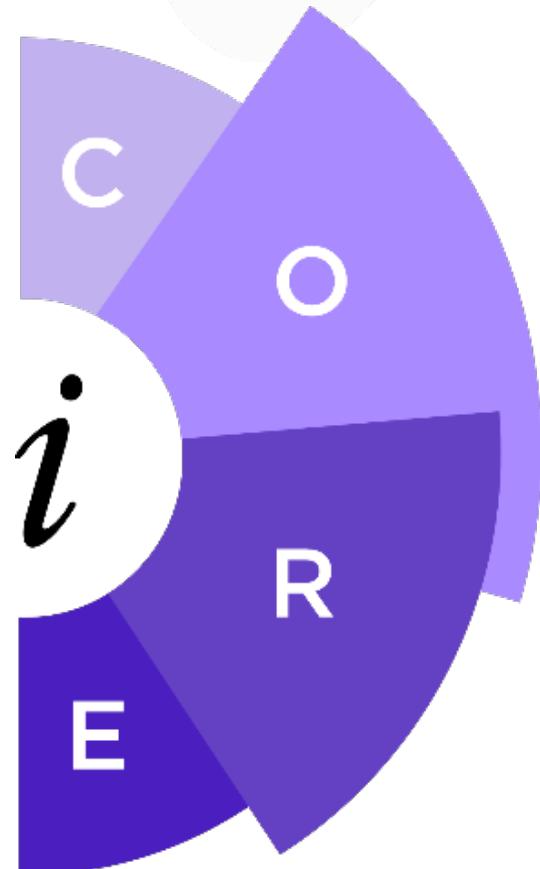
Centralized Planning

One Backbone

Re-Use Existing Infra

Everything Survey

Integrated



E2E Network Modernisation with NEXT NETWORKS



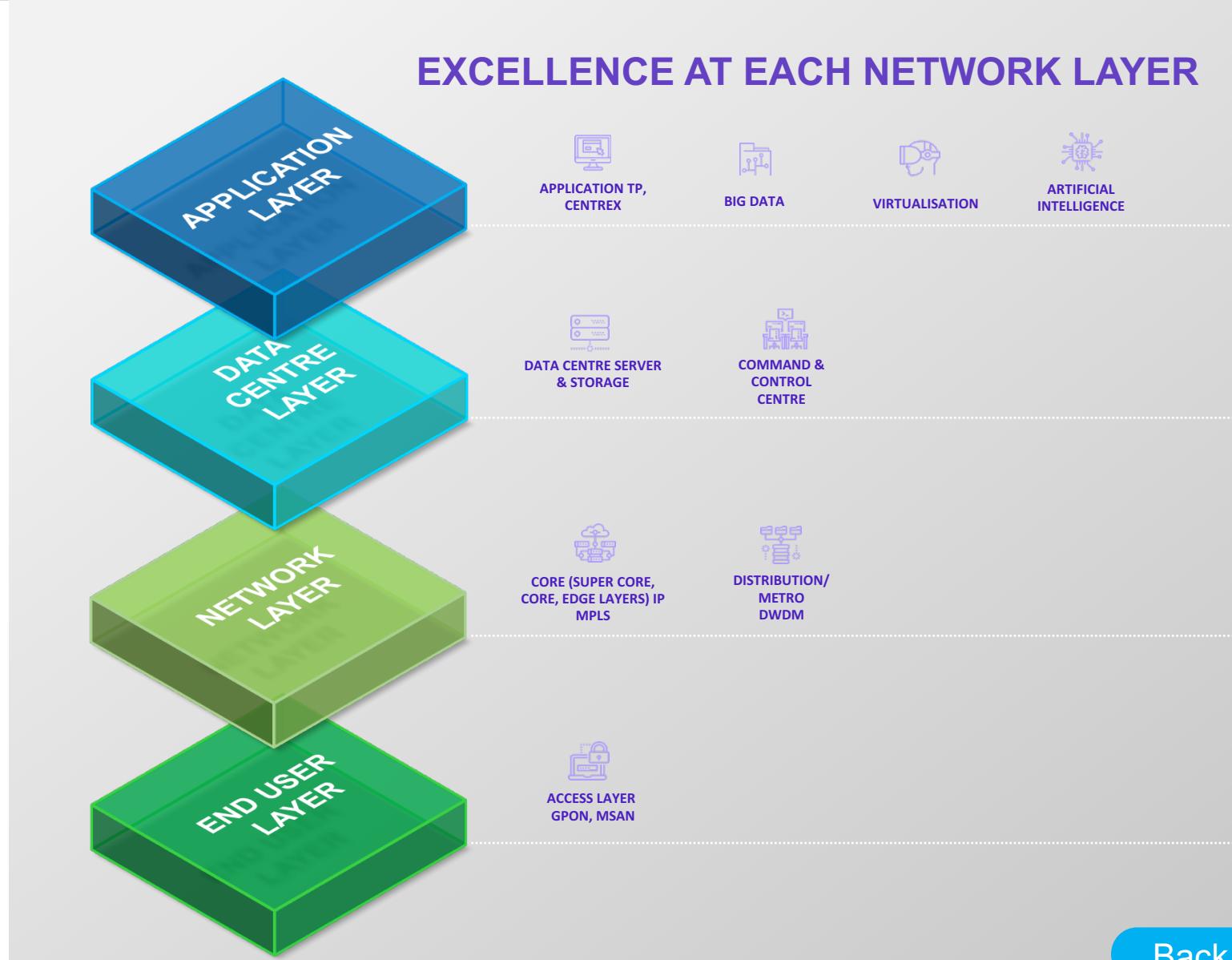
Offering

4

STL NEXT Networks

All that you need for your digital transformation

- iCORE network design
- LEAD360° roll outs
- PODS – Programmability & Intelligence
- SDN / NFV
- Data centres , NOC, SOC
- Command & control centre
- IoT
- Strategic partners



Back

Access connectivity with FWA



To be added once ready

STL NSB

Design-Led

System Integration

Massive connectivity solution for your Data Centre needs



- To be added

Everything critical 'secured' with Sensron+



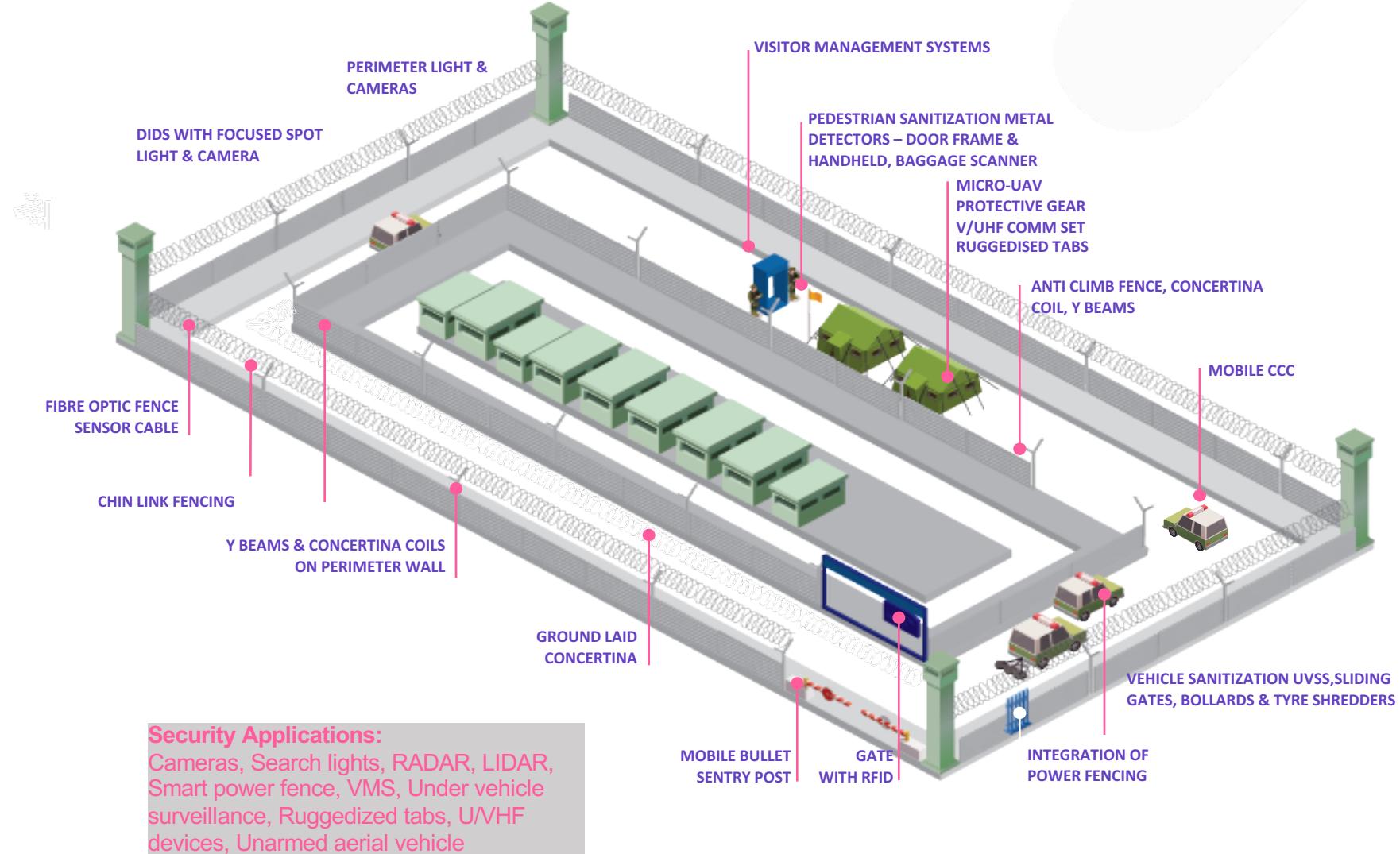
Offering

5

Signature STL ecosystem design

All that you need for secure infrastructure

- Fibre and hybrid Sensing
- Intrusion-proof Network
- Full suite of Security
- Security Applications
- CCC



Back

Cybersecurity with Sensron dot



- To be added

Transforming rural communities with STL Garv



Offering

6

Innovation where it matters

Applied infrastructure solution which with use-cases that matter



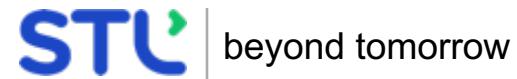
- Supercomputer kiosk
- Speech to email conversion
- E-tutoring
- Telemedicine
- Swachh sense
- Smart surveillance & lighting

This is a
revolutionary
service !!

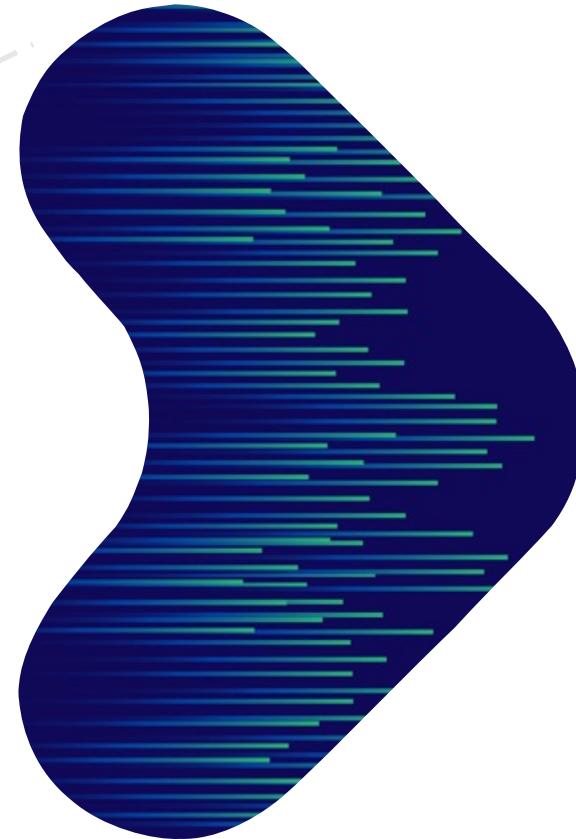


Back

About STL



Network Services



Network Services Business

Our Offerings

Our Experience & Credentials

We solved Customer Challenges



Incumbent Telco

Disruptive Telco

Digital Inclusion

THE GOAL

Retain leadership, by leveraging existing network assets to create a Agile infrastructure capable of dynamic service allocation for diverse needs

CHALLENGE

- Optimising the existing NW Assets
- Integration of highest magnitude
- Incremental CAPEX resulting in gradual transition to a future ready network

Market Leader in India

420 Mn Subscriber base

NW Integration to optimize cost of operations

OUR SOLUTION



RESULTS

Future ready Hybrid access network architecture

Detailed Network transition roadmap in line with their CAPEX plans

We solved Customer Challenges



Incumbent Telco

Disruptive Telco

Digital Inclusion

THE GOAL

Become the no.1 Telco in India backed by a robust future ready network infrastructure capable of delivering next-gen digital services

CHALLENGE

- Massive scale of deployment in a short timeframe
- High pressure on time to market
- Projects pan India leading to very high complexity

World's first
Exabyte
network

Disruption at its
best

Network
Integration to
optimize cost of
operations

OUR SOLUTION



RESULTS

2X

Speed of
deployment

50% ↓ FTR

Manpower for
supervision and
survey

Improving Network
life Better TCO

We solved Customer Challenges



Incumbent Telco

Disruptive Telco

Digital Inclusion

THE GOAL

Ubiquitous access of high speed broadband in the state of Telangana – Only Citizen network in India connecting each and every household with full fibre Network

CHALLENGE

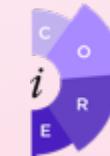
- Deployment of 200K Kms and 0.5 Mn HP at an Aggressive timeline of 2 years
- Optimize capex to rollout scalable MPLS network.
- Involved multiple technologies like MPLS,DWDM,GPON and Wireless

Part of BharatNet Program

Large scale digital inclusion initiative

Connecting 2.5 Lakh Gram Panchayats

OUR SOLUTION



iCORE

FTTx **mantra**

RESULTS

Futuristic/ SDN ready state wide network

Infrastructure synergies ~ Enabling rapid & reduced cost of deployment

And became the most trusted **Data Network Solutions Provider**



Trusted technology partner
for the fastest growing
Telco in the world



Trusted technology partner
for the fastest growing
Telco in the world

NFS

The world's largest
intrusion-proof smarter
network in one of the most
rugged terrains in the
world



Building an Avant-garde
digital communications
network
for the Indian navy



beyond tomorrow