

Internet Services Proposal for

M/S.NEWT GLOBAL INDIA PVT LTD

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Date: 18th July, 2016

To,

NEWT GLOBAL INDIA PVT LTD,
Chennai

Subject: Business Proposal for Internet Leased Port for NEWT GLOBAL INDIA PVT LTD

Dear Sir,

We thank you for giving Airtel Corporate Business the opportunity to propose a solution for your communications & business needs. After an in-depth analysis of your requirements, we have prepared a comprehensive communications solution, for your organization. We are including a proposal for your consideration.

Our portfolio comprises of leading edge products and services. These form the building blocks of the innovative solutions we construct. The solutions are aimed at putting your business@ease. With us, you are assured of platinum-grade service, world-class network infrastructure, global alliances and superior domain expertise.

Should you have any queries or require any clarifications on the enclosed proposal, please do contact us.

We look forward to doing business with you!

Regards,

For Bharti Airtel Ltd.

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Airtel Corporate Business



Strictly Confidential. Abide by the disclaimer.

1.0 Introduction to Airtel Corporate Business

Airtel Corporate Business

Airtel Corporate Business provides you customized telecommunication solutions, which give your organization an edge in business. We have alliances with some of the world's best blue-chip company's viz. IBM, with which we provide world-class BCRS (Business Continuity Recovery Solutions) and Managed Hosting Services; With RIM (Research In Motion) we provide our exclusive Blackberry Enterprise Solutions. Other world players like Nokia, Alcatel, Siemens and Nortel Networks help us provide you with the best technologies to run your business smoothly.

We, at Airtel Corporate Business, adopt a unique partnership model to engage closely with you in order to understand your specific needs, thereby creating a high impact & high value solution to address your unique requirements. Our solutions, apart from being innovative, are also flexible, scalable and robust. Airtel Corporate Business is the preferred partner for over Small and Medium Businesses, meeting their entire telecom needs – Mobile, Fixed Line, Data, Internet and VSAT across India.

About Bharti Airtel

Bharti Airtel Limited is India's leading provider of telecommunications services. The businesses at Bharti Airtel have been structured into three main strategic business groups Mobile Services, Broadband & Telephone Services and Enterprise Services.

Bharti Airtel Limited is one of India's leading private sector providers of telecommunications services with a market share of all India wireless subscribers at 30%. The company is the only operator to provide mobile services in all the 23 circles in India. The company also provides telephone services and Internet access over DSL in 15 circles. The company complements its mobile, broadband & telephone services with national and international long distance services.

The company also has a submarine cable landing station at Chennai (Network i2i), which connects the submarine cable connecting Chennai and Singapore. The company is a key consortium partner, which jointly owns and has developed the next generation undersea cable system SMW-4. The SMW-4 (South East Asia, Middle East and Western Europe 4) is the new undersea cable connecting the Pacific to the Atlantic, and has been built with 4th generation Terabit DWDM technology. The company provides reliable end-to-end data and enterprise services to the corporate customers by leveraging its nationwide fiber optic backbone, last mile connectivity in fixed-line and mobile circles, VSATs, ISP and international bandwidth access through the gateways and landing station.

Benefits of Partnering with Airtel Corporate Business

Comprehensive Telecommunications Portfolio

Airtel Corporate Business offers an end-to-end telecommunications solutions portfolio comprising of Voice Services, Mobile Services, Satellite Services, Managed Data & Internet Services, Managed e-Business Services and Managed Customized Integrated Solutions.

World – class integrated infrastructure

It is the only company in India with end-to-end integrated infrastructure: GSM mobile network across India, over 200 cities covered by the national long distance backbone spanning 75000 Kms, fixed line network available in select high density commercial towns, one of the finest VSAT networks in India with hubs in Delhi, Mumbai and Bangalore and the world's largest 8.4 Tbps capacity submarine cable Network i2i.

The company is a key consortium partner, which jointly owns and has developed the next generation undersea cable system SMW-4. The SMW-4 (South East Asia, Middle East and Western Europe 4) is the new undersea cable connecting the Pacific to the Atlantic, and has been built with 4th generation Terabit DWDM technology.

Vertical Specific Knowledge to deliver tailor made solutions

Airtel Corporate Business brings the benefit of eleven industry verticals to its customers. Focus on vertical segments brings the full benefit of our vertical domain knowledge and consequent design of customized vertical telecom solutions to our customers.

Various verticals that Airtel Corporate Business focuses on are

- IT
- ITeS
- Telecom
- Manufacturing and Distribution
- Services
- Media and Distance Education
- ISP and Carriers
- Banking and Finance
- PSU Banks
- Government

Customer Care and Delivery

We at Airtel Corporate Business see ourselves as your service partners rather than vendors. We are acutely conscious of just how critical our services are, to your business.

Therefore, we have created strong, empowered teams at the regional level to take care of service provisioning as well as for the resolution of issues or faults, should you have any. This skilled manpower in the field is dedicated to making your relationship with us a smooth and efficient one.

Both the service deliveries as well as the customer care teams are backed up by a strong central presence to enable seamless cross-company, cross-geography coordination.

Furthermore, we are boosting up our Enterprise Network Operations Centre (ENOC) for Managed services so that we will have an end-to-end view of all your services. Its unique contact centre for complete telecom solutions (Data, Mobile, Fixed line, VSAT). On difficult occasions, even when the world's best technologies do fail, our focus remains on quickly and accurately identifying the source of the problem, and updating you with an estimate on the time to restore service. The focus is on creating a system that allows us to reach out to you, rather than you needing to call in to us.

2.0 Business Requirement:

NEWT GLOBAL INDIA PVT LTD has requirement of 20 Mbps (1:1) Internet access at their offices as per below matrix.

Location	Internet Bandwidth
CHENNAI	20 Mbps (1:1)

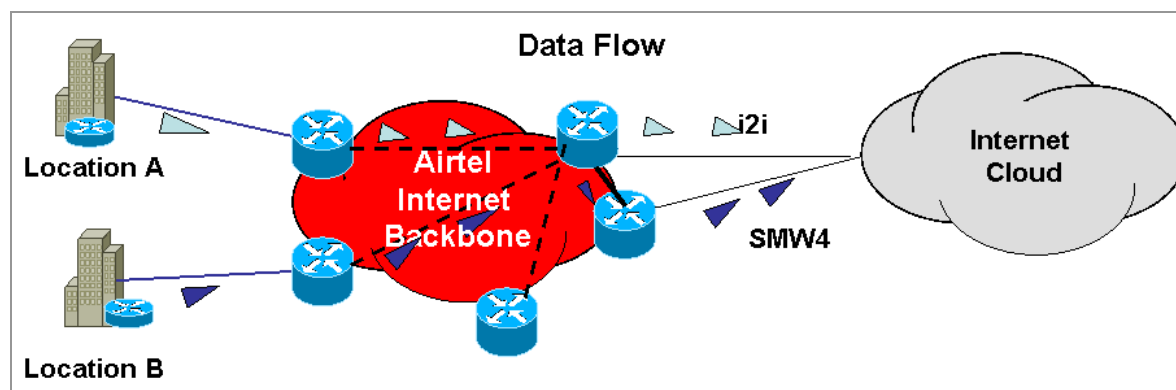
Other desired features:

- ✓ Redundancy
- ✓ High Availability
- ✓ Good browsing experience

3.0 Proposed Solution

After analysis of the requirements of **NEWT GLOBAL INDIA PVT LTD** Airtel proposes the following solution.

Internet Leased Port: Internet Access through our state of art Internet Network.



Internet Connectivity Diagram

Internet Leased Port Connectivity Matrix:

Location	Internet Bandwidth	Sharing Ratio	Last Mile Connectivity	Interface
CHENNAI	20 Mbps	1:1	RF	Ethernet

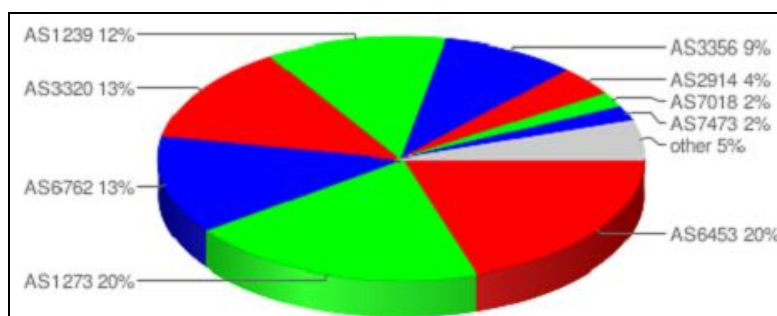
Salient Features –

- ✓ Unparalleled Service Level Guarantee
- ✓ Easy scalability
- ✓ Premium Service dedicated to an individual customer
- ✓ 24 x 7 Dedicated Internet access
- ✓ 24 x 7 Networks Monitoring Service and Technical Helpdesk

4.0 Advantage of Airtel Internet Services

- ✓ Class A ISP having PAN India presence offers direct connectivity across Indian geographies
- ✓ Internet Services offered through 120 PoPs in India
- ✓ Dual Internet Gateway
- ✓ Speed offering available under dedicated mode – n*64 Kbps, n*E1, n*DS3, n*STM1
- ✓ Bharti Airtel has maximum International Internet Bandwidth at 45+Gbps
- ✓ Traffic routed through both trans-pacific and trans-Atlantic route resulting in higher uptime and lower latency
- ✓ Multiple Cable routes via i2i, SMW4/SMW3
- ✓ Peering Partners – SingTel, AT&T, Sprint, DTAG/ T-System, Level3, NTT, C&W, Telecom Italia and BT
- ✓ International IP Exchanges – SNG IX, NYK IX and LON IX
- ✓ Domestic Peering – Yahoo, Google, Rediff, VSNL and NIXI
- ✓ Round-the-clock helpdesk
- ✓ State of the art Network management tools centrally managing the complete backbone
- ✓ Single service provider for end to end telecom infrastructure requirements
- ✓ Peering with International and National Service / Content Providers for Robust, Reliable and Cost effective connectivity
- ✓ Only Indian service provider which has capacity from India to US end to end connectivity (i2i + AAG)
- ✓ Most Diverse/Internet Peering offering high redundant internet connectivity

Diverse Internet Peering



AS	Description
6453	Globe internet (Teleglobe)
3320	Deutsche Telecom
1239	Sprint
4755	Tata Communication
7018	AT&T
7473	Singtel-IX
3356	Level 3
2914	NTT
1273	Cable & Wireless
6762	Seabone Net

Source – <http://www.robtext.com/as/>

Airtel Network Architecture:

Bharti Airtel Limited has a completely managed IP network that builds a converged platform to run all enterprise solutions. The entire backbone is built on trusted names like Cisco and Juniper to provide data capacity in terabytes and high routing/switching speed. Multi tier network architecture is designed to avoid single point of failure and offer highest network availability. Scalability in no time is the highlighting point of Airtel's network.

All the Internet core routers in the ISP backbone are connected in a Star topology and are using OSPF routing protocol. To communicate with external world, the EBGP-4 protocol is used at the international gateway egress routers.

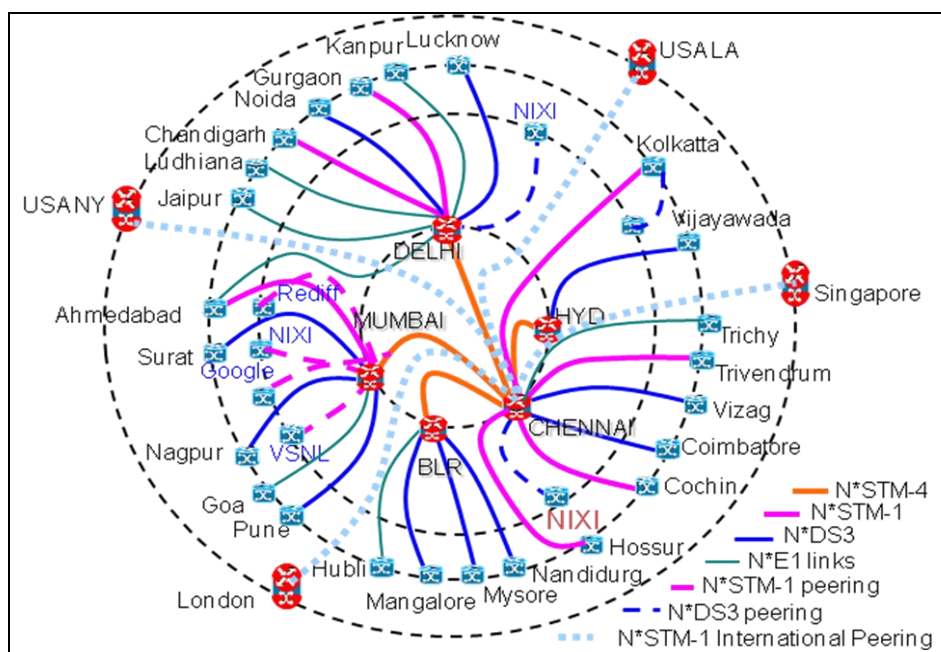
Airtel's backbone is divided into three tiers.

Tier 1: These are set of Core ISP PoPs of Airtel and are in 5 different locations viz Chennai, Mumbai, Bangalore, Hyderabad and Delhi. These POPs are directly connected to Airtel's dual Internet Gateways in Chennai on N x STM1/ N x STM4 circuits. Redundancy is provided in the backbone for higher uptimes and low resolution time.

Tier 2: These are set of PoPs directly interfaced with the core PoPs. Tier 2 Airtel IP POPs are directly connected to Airtel's dual Internet Gateways in Chennai on N x DS3/ N x STM1 circuits.

Tier 3: These PoPs are directly interfaced to International gateway through the MPLS backbone. However, only default routes will be available through these PoPs.

PAN India Network:

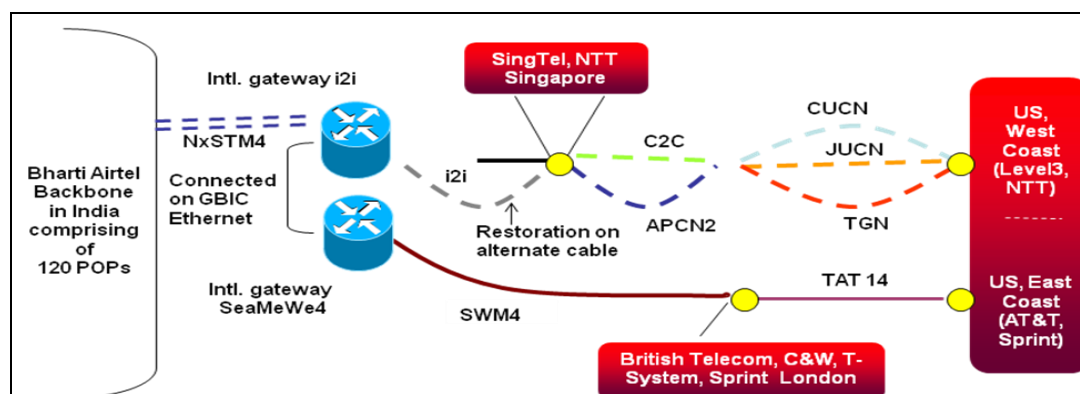


120 POPs

Features of Internet Network

- ✓ Multiple Internet Gateways.
- ✓ Multiple paths from each of the POPs to Internet Gateway.
- ✓ Device level redundancy.
- ✓ Easy hardware scalability at POP level.
- ✓ 120 POPs across India.

International Connectivity:



45 Gbps Trans-Atlantic & Trans-Pacific Connectivity

Airtel has done a strategic peering with global upstream providers with back to back Service Level Agreements signed with them to offer world class Internet experience to its customers. Under this arrangement, both routes (Trans Atlantic and Trans Pacific) are addressed with best route policy. Underline advantage of these peering is abundant available capacity in these circuits to take traffic in a near congestion free mode.

Multiple Upstream Providers

- ✓ SingTel
- ✓ AT&T
- ✓ Sprint
- ✓ DTAG/ T-System (Duetsche Telecom)
- ✓ Level3
- ✓ NTT Japan
- ✓ Cable & Wireless
- ✓ Telecom Italia
- ✓ British Telecom

Multiple cable systems connecting to the Providers

- ✓ Trans Pacific: I2I + C2C/APCN2 + CUCN/JUCN/TGN
- ✓ Trans Pacific: SMW4/SMW3 + TAT4

5.0 Commercials

The detailed commercials for the proposed solution are outlined below.

NEWT GLOBAL INDIA PVT LTD- INTERNET LEASED PORT					
Sl. No	Address	Bandwidth	Lastmile	OTC (INR)	ARC (INR)
1	CHENNAI	20 MBPS	RF	NIL	6,20,000
2					

1. All prices are exclusive of tax.
2. 8 IPs to be provided along with this circuit
3. Unlimited Uploads & Downloads.
4. Delivery on wired last mile will be in 2 to 3 weeks and RF last mile will be 4 to 6 weeks after receipt of PO, advance cheque and all other documents. Building permission and other support to be provided by the customer to commission the link
5. Contract is for 1 year from the date of LOC. In case of termination by choice, the customer needs to pay for the entire contract period
6. Secondary lastmile, port, cross-connect etc., charges are not included in this proposal. Customer should bear the actual charges subject to feasibility
7. Support matrix will be provided after commissioning of link
8. MRTG will be provided after commissioning of link
9. Payment terms will be quarterly in advance for recurring charges and advance along with PO for OTC. Advance payment along with PO and other documents for one time charges and first quarter recurring charges
10. Proposal subject to feasibility

6.0 General Terms and Conditions

- Validity of this offer is 30 days from the date of this proposal.
- Taxes will be applicable as extra.
- All commercials quoted in this proposal are exclusive of any in-country and withholding taxes. These will be applicable and payable by the customer.
- The contract will have a validity of a minimum one-year. In the event of cancellation of the order, customer will have to give Airtel Corporate Business a notice period of one quarter in advance.
- Any Change in Tariffs/Regulation from Telecom Regulatory Authority of India (TRAI) would be applicable with immediate effect.
- Airtel Corporate Business shall not be responsible for any installation, commissioning or maintenance of any equipment or hardware unless supplied by Airtel Corporate Business.
- Force Majuere: If, at any time, during the continuance of the contract, the performance in whole or in any part by either party of obligation under the agreement is prevented or delayed by reasons of any war, hostile acts of the enemy, civil commotion, subrogate, fire, floods, earthquakes, explosions, epidemics, strikes and quarantine restrictions (herein after referred to as eventualities) neither party shall, by reason of such eventualities be entitled to terminate this contract agreement nor shall either party have any claim for damages against the other in respect of such non performance or delay in performance. Performance of the contract agreement shall, however be resumed as soon as practicable after such eventuality has come to an end or ceased to exist.
- Customer to be solely responsible for the content of the data and materials transmitted on network. No objectionable, obscene, unauthorized or any content or messages infringing IPRs and cyber laws, in any form or inconsistent with the laws, are carried in network.
- Bharti can change or amend the regulatory terms and conditions at any time as and when necessary to comply with any statutory, legal or regulatory requirements.
- Customer to comply with all applicable laws and regulations including, the provisions of the Telegraph Act 1885, TRAI Act 1997, etc.
- Bharti to have the right to withdraw telecom services if such an action is necessary as per directive issued by the government body, regulatory authority or their authorized agencies.
- Customer to provide necessary facilities to Bharti, TRAI, DOT or any other Government Agencies to counteract espionage, subversive act, sabotage or any other unlawful activity.
- Bharti is entitled to, without any liability, refuse, limit, suspend, vary, disconnect and or interrupt the service, in whole or in part, at any time, for any reason and/or due to various factors including but not limited to:
 - a. Government's rules, regulations, orders;
 - b. Combat potential fraud, sabotage, etc. ;
 - c. Force-Majeure circumstances.
- Bharti shall have the right to inspect CPE for using the telecom services, after giving the notice or as without notice, per directive received from regulatory body or any other LEA.

7.0 Statutory & Regulatory Requirements

Internet Services

- Customer to obtain its own IP address and domain name from the competent authorities.
- In case the IP addresses are taken from Bharti, the same are non-portable and returned to Bharti at the time of surrender/termination of services.
- Bharti can block the Internet sites as per directive of the DOT/TRAI.
- Customer to maintain a log of all users connected & using service.
- Services shall not be used for either of the following activities:
 - Voice communication from anywhere by means of dialing a telephone number.
 - Originating the voice communication service from a Telephone in India.
 - Terminating the voice communication to Telephone within India.
 - Establishing connection to any PSTN in India.
 - Resell or cause to resell or offer to sell this Service.
 - Interconnectivity with other ISPs.

8.0 Conclusion

Our team at Airtel Corporate Business has deeply analyzed your business requirements in order to evolve the proposed communication solution that is, in every way, tailor-made for your organization. This solution has been described in detail in the enclosed proposal. In addition to the business benefits of this customized solution, as an Airtel Corporate Business Customer you will enjoy our platinum grade service.