

**TATA** COMMUNICATIONS



# TATA COMMUNICATIONS MOVE™ MULTI-FRANCHISE MODEL

JUNE 2021

## AGENDA

This presentation provides an insight into how Tata Communications can support multi-franchise MNO groups, with next-generation Mobile and Internet of Things (IoT) services across multiple sectors.

Global Mobility Challenges

Introducing Tata Communications MOVE™

Platform overview

Multi-Franchise Access

How Tata Communications helps

Summary

## GLOBAL MOBILITY CHALLENGES



How to achieve  
Global Coverage



No scalability or  
possibility of  
customized  
services



No expertise in  
local IoT or  
regulatory  
compliance in all  
markets



Need for multiple  
bi-lateral mobile  
access contracts



Inconsistent  
capabilities and  
coverage across  
different providers



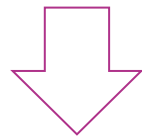
Poor quality of  
experience for  
your subscribers



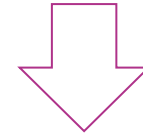
Inconsistent services,  
operations, customer  
engagement and  
information flows



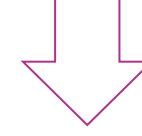
Unfit bundles,  
expensive roaming  
packages and high  
data rates



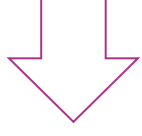
Project delays,  
service disconnection  
and possible legal  
claims



Increased overhead  
costs due to the  
management of  
different providers



Complex  
architecture and  
operations,  
long time-to-  
market



Very little idea about  
or control over local  
connectivity

# INTRODUCING TATA COMMUNICATIONS MOVE™

## CONNECTIVITY MANAGEMENT PLATFORM



Single Pane of Glass

Intelligent Connectivity

eSIM Interoperability

SOTA Optimization

Local Country Compliance

Subscription Management

Analytics

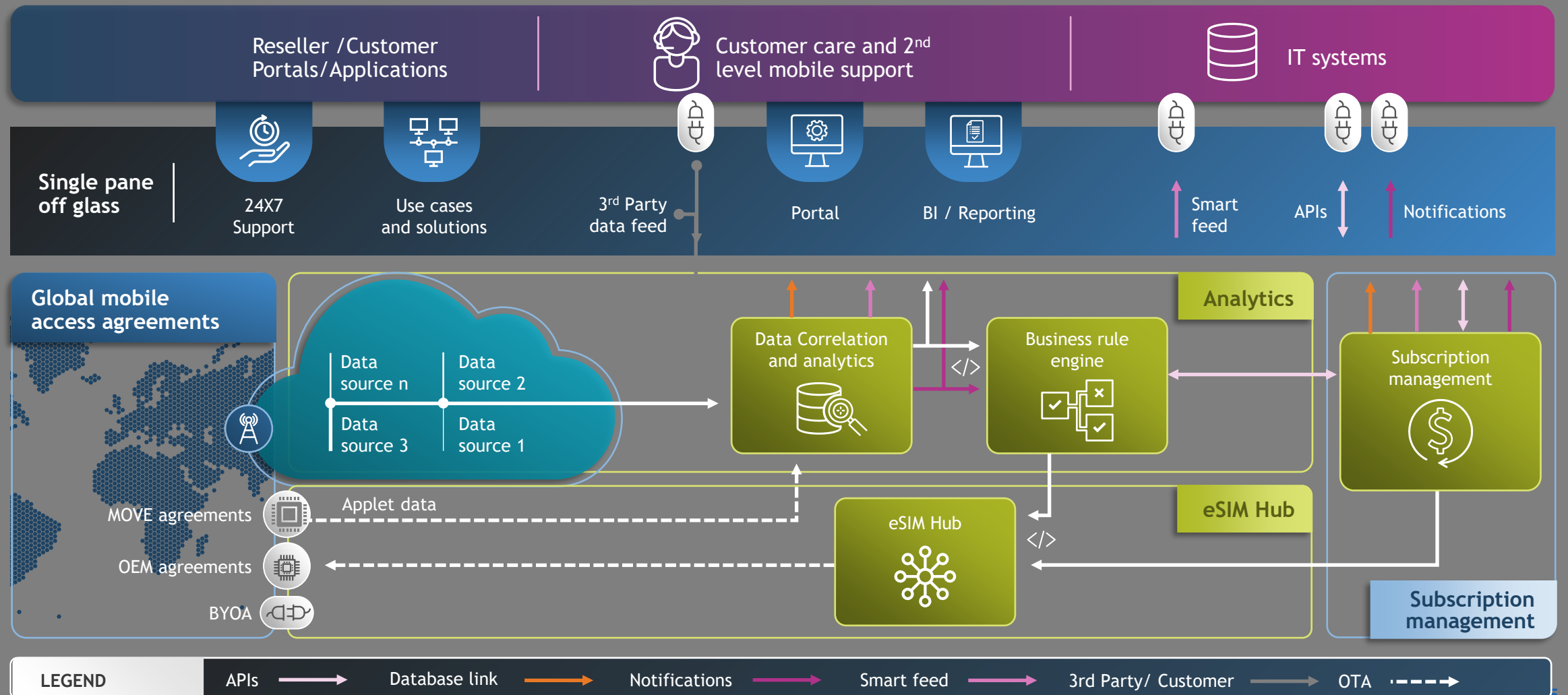
Dealer Portal

KYC / Customer Portal



# TATA COMMUNICATIONS MOVE™

## PLATFORM OVERVIEW

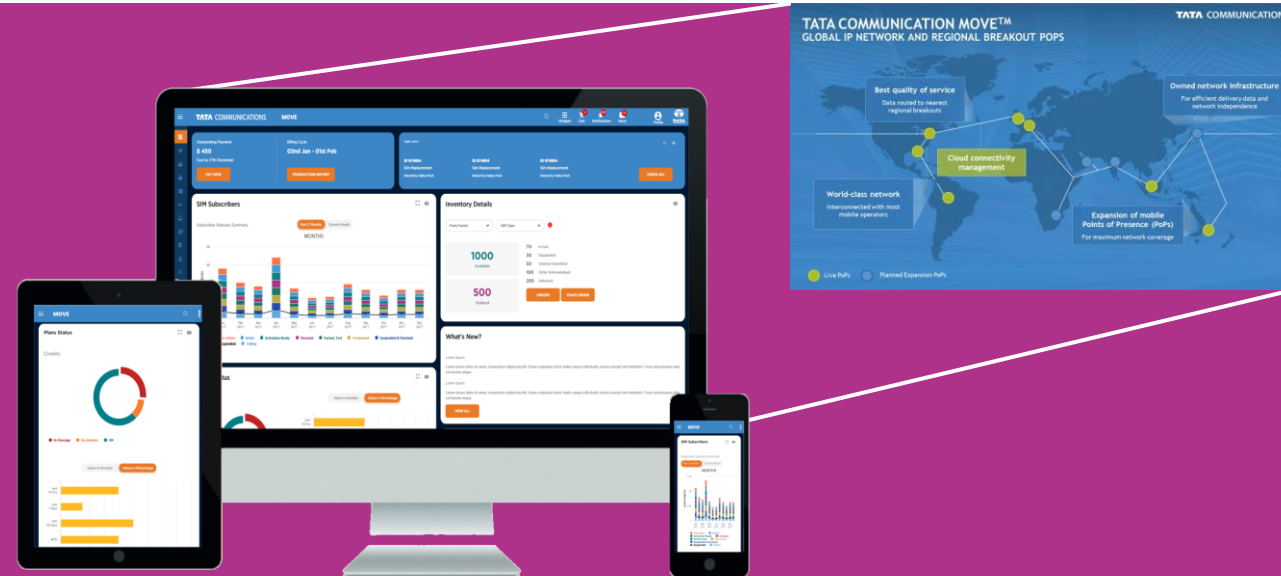


# TATA COMMUNICATIONS MOVE™

MULTI-FRANCHISE ACCESS - COMMON PORTAL AND REPORTING

Operational access is partitioned  
at franchise level for security

Options for consolidated reporting



Franchise 1

Franchise 2

Franchise 3

Franchise 4

Franchise 'N'

Consistent access to global services for your subscribers (and connected things) across all your business operations.  
Visibility and Control - Common Policies - Control of Tariff Plans - Consolidated Reporting - Convenience

# HOW TATA COMMUNICATIONS MOVE™ HELPS YOUR BUSINESS

We have learnt what is important for our customers from nearly 200 global projects including IoT implementations, consumer SIM services, MVNO launches



You are in control of your business, your devices and your connectivity options - this is no longer dictated by your roaming partners



No disruption, we manage existing agreements and complement with our own services

Most efficient way to handle cross-border data traffic

Ensure eSIM interoperability across any SIM provider or network

Get visibility of your business








Seamless access to applications and data in the cloud

Ease of integration with back-office and 3<sup>rd</sup> party applications

Access highly scalable BSS/OSS functionality

You have local profile options where permanent roaming is not permitted

# TATA COMMUNICATIONS MOVE™ - SUMMARY

	Efficient Cloud Breakout for Mobile Data	→
	Access to 700+ Mobile Networks	→
	Flexible, Customer Oriented Model	→
	We Take on the Burden of Local Network Access	→
	Ease of 3 <sup>rd</sup> Party Application Integration, via Suite of APIs	→
	Focus on Programmability and NFV	→
	Integration with MNOs (for local MVNO services)	→
	Initial Set-up Fee, License and Usage Based Pricing	→

