



# A winning partnership

Microsoft solutions, maximised by Tata Communications

Our alliance with Microsoft has seen us collaborate extensively over many years – creating joint propositions that power the Intelligent Enterprise and equip you with a complete digital ecosystem that will:



Boost your service offering



Grow your business and deal sizes



Elevate customer experience

## THE TATA COMMUNICATIONS ADVANTAGE

### Microsoft Partner

We are a **Microsoft Global Partner** across four competencies

# 26%

of total internet routes are managed by us

**#1** international voice carrier, with coverage of

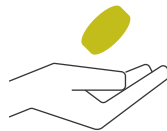
# 99.7%

of global GDP and connectivity to **240 countries** and territories

With **global POPs** on all continents and **24/7/365** support from **4,000+ Microsoft experts** worldwide, we proactively monitor

# 95%

of customer incidents



# 30%

typical savings when customers choose our SIP solutions

### Key milestones

- Operator Connect for Microsoft Teams Global Launch Partner
- Microsoft Teams Direct Routing Global Launch Partner

**Our Modern Work solutions:** Operator Connect for Microsoft Teams, Direct Routing for Microsoft Teams, Microsoft Teams Global Managed Services, Connections for Teams, GlobalRapid, Interoperability for Voice & Video.

# BUILDING THE INTELLIGENT ENTERPRISE



## Modern Work

For smart collaboration, modern desktop and cloud voice, choose Microsoft Teams from Tata Communications:



### Operator Connect for Microsoft Teams

Chosen as a global Telco Partner to be a part of the Operator Connect offering from Microsoft. We offer seamless and efficient integration for Microsoft Teams with calling functionality and Extensive PSTN coverage globally, including India.



### India Voice Service

Tata communications India Voice service with Unified Virtual Network Operator License in India, brings voice and applications together in an integrated way in highly regulated countries, which enables the deployment of domestic calling services with the same quality and flexibility that businesses expect internationally.



### Direct Routing for Microsoft Teams

Enabling Microsoft Teams on a global scale, extend your customers' reach with integrated calling - no additional infrastructure needed.



### GlobalRapid

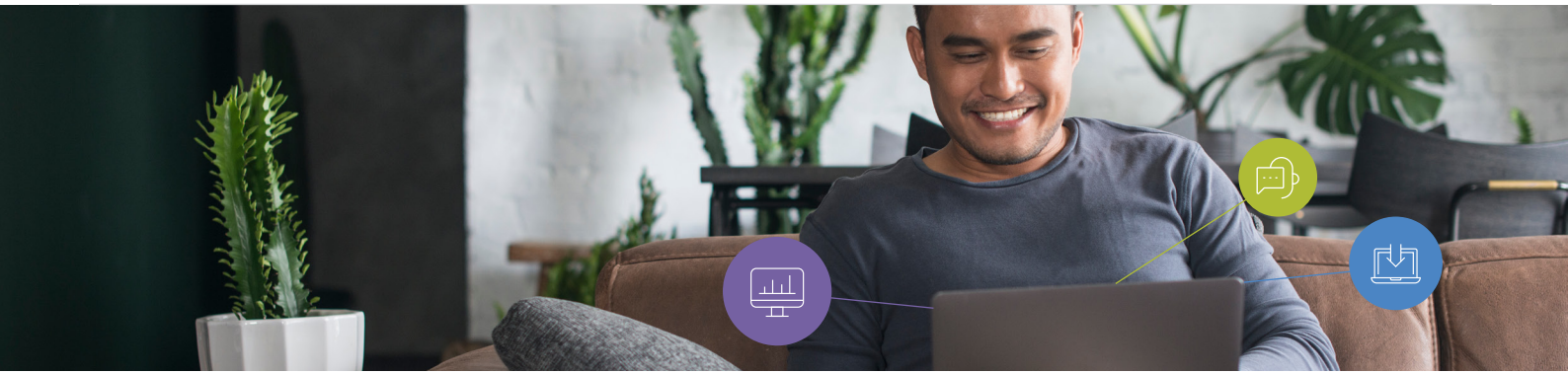
Tata Communications GlobalRapid is an end-to-end managed service for Microsoft Teams that allows you to unlock the full potential of your collaboration needs for better control & visibility, faster deployment & time to market, cost efficiency and rapid adoption.



### Connections for Teams

Thanks to our flexible conferencing plans, your customers can work smarter, together - with single-click meeting access from any device. Anywhere.





## FOUR KEY BENEFITS, ONE PROVEN PARTNER

### Global reach

We're recognised as the international voice leader, with a global infrastructure that will extend your customers' reach to 240 countries and territories, and 99.7 percent of global GDP. For truly borderless growth.

### A complete portfolio

There's no need to build your own solutions – our wide offering across unified communications and cloud makes it quick and easy to enhance your offering to customers.



### One partner, no complexity

Thanks to our global reach and extensive local networks, you only need to work with one partner – eliminating complexity for you, and your customers.

### Fully compliant solutions

Our solutions are designed to meet all compliance and regulatory requirements, so you can navigate the complex voice space with confidence.

## A WORD FROM OUR CUSTOMERS



**Tata Communications  
named a Leader in  
the Gartner Magic  
Quadrant for  
Network Services**

**7th Year Running**

- **Global carrier with inbound and outbound call routing, Navico:**

"In contrast to other global suppliers, Tata Communications showed a willingness from the start to act collaboratively. They accepted the idea of working with us on a Microsoft Teams proof of concept, which was then developed into a full-size solution. Others weren't prepared to consider that sensible risk mitigation approach."

- **Managed UCaaS strengthens collaboration for leading analytics partner, Evalueserve:**

"Tata Communications was the only service provider with the reach and regulatory understanding to assist us in finding a global collaboration platform within and external to the company. A managed UCaaS solution including Cisco Webex and Microsoft Teams perfectly met that need."

- **Accelerating digital transformation with Microsoft Teams for Mott MacDonald:**

"A joint global Mott MacDonald and Tata Communications project team kept everything precisely on track using weekly progress meetings. Regular workshops co-ordinated by Tata Communications focused on discrete technology topics."

**Talk to us today to explore how our joint solutions could unlock further growth for you and your customers.**

For more information, visit us at <https://www.tatacommunications.com/strategic-alliances/microsoft-alliance/>

Contact us



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