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20 Most Promising Telecom Solution Providers – 2016

Telecommunication, as we all know, is the bloodline for almost all businesses now. Insight Research projects that the global telecommunications services revenue, which was \$2.2 trillion last year, will touch the \$2.4 trillion by 2019. In India alone, being the second largest telephone user base in terms of both mobile & fixed line subscribers, the total annual revenue which stood at \$64 billion in 2013-14 is expected to double itself by the end of this decade.

Post the Universal Access Service licence in 2003, the 3G & 4G spectrum auctions became tougher, pushing the Indian telecom operators to find alternatives, resulting in the Telcos laying approximately 419,000 miles of OFCs across India. Keeping in mind the importance of providing services in rural areas also, the Indian Government's 'Digital India' initiative aims to increase the telecom infrastructure within the country by installing the necessary equipment to cater basic telecommunications services, and has also sought the support of telecom solution companies in the private sector, luring them with universal service discounts, tax benefits, and even

financial support for startups foraying into this segment through federal government programs.

Sensing this humongous opportunity, a large number of telecom solution providers, majorly startups, are conducting extensive R&D in this niche segment and are coming up with many cutting-edge solutions which manage the entire end-to-end service delivery in a more efficient and cost-effective way.

Siliconindia brings to you '20 Most Promising Telecom Solution Providers - 2016', an archive of such companies who have shown immaculate excellence in proffering diverse telecommunication requirements. A distinguished panel of industry's topmost CIOs, CEOs, VCs and industry experts including siliconindia's editorial board, did a thorough analysis of their business practices, compared them against industry, and shortlisted this listing. This archive intends to serve as a platform for people to partner with the finest, who in-turn become an alter-ego for their clients to provide better services and transform the Indian telecommunication sector into a highly evolved market.



Company:

MITS

Key Person:

Kshitij Lal,
 Managing Director

Description:

As a subsidiary of Telcordia Technologies Inc., MITS provides iconectiv MNP Solutions to the Zone – 2 of India

Website:

mnpindia.in

MITS: Brings in World Class Number Portability Services to Telecom Space in India

While the growing availability of 4G networks has greatly attributed to the thriving Indian mobile subscriber base, few companies in India have been able to convert expanding telecom subscriptions into a highly successful business model as effectively as MNP Interconnection Telecom Solutions India Pvt. Ltd. (MITS). India plays a unique and influential role in the global telecommunications spectrum, with one of the largest smartphone user markets in the world, second only to China. India also has the distinction of having one of the youngest populations in the world. In fact, 50 percent of India's current population is under 25 years of age. This unique scenario has proven a fertile landscape for MITS leadership to not only establish the organization as a prominent voice in the telecommunications sector, but also as a recognized authority on number portability.

Based in Gurgaon, MITS was awarded license by the Department of Telecommunications (DoT), Ministry of Communications & IT, and the government of India, to implement a mobile number portability service in the southern and eastern regions of India. Subscribers quickly embraced MITS' ability to seamlessly port an existing phone number to a new service provider and soon recognized that number portability provides tremendous benefits, both personally and for businesses. Subsequently, subscribers in one of the world's largest telecommunication markets were now capable of effortlessly staying in contact with friends, family, colleagues and clients.

Today in India, the thought of not being able to transfer an existing mo-

bile number to a new service provider contract seems almost unimaginable; that widely embraced dependability on an efficient and highly beneficial consumer service was thanks to companies like MITS.

Globally, iconectiv is well recognized for its telecom products and services including numbering, fraud and identity, network and operations management and industry registries. iconectiv's solutions are currently used by more than 1,200 operators, regulators and content providers and are currently used to connect over two billion end users every day. Most recently, iconectiv has positioned itself to offer centralized services that effectively complement government initiatives such as Digital India and Smart Cities.



Kshitij Lal,
 Managing Director


porate customer accounts to migrate smoothly and with minimal disruption.

"We have access to various iconectiv solutions that offer precise answers to various challenges that the service providers and government face today," adds Lal.

Today, thanks to MITS, consumers in India enjoy greater flexibility in their telecommunication services and continue to benefit from increasing competition among service providers to provide greater service at lower costs, as service providers maneuver ever more aggressively to maintain or expand their subscription base.

Going Forward

MITS already has plans to expand its thriving business in India as a part of iconectiv's global vision of a world without boundaries, where the ability to access and exchange information is simple, seamless and secure.

For the future, MITS stands in a commanding position to leverage the vast knowledge and expertise of iconectiv's growing global infrastructure and introduce additional state of the art solutions in the field of Numbering, Identity and Authentication, Fraud Protection, IoT, Cyber Security and Central Registries within India. 

MITS' ability to seamlessly port an existing phone number to a new service provider soon recognized that number portability provides tremendous benefits, both personally and for businesses

Being an Asset

MITS has remained relevant by always anticipating industry and consumer changes and driving new solutions forward to meet those new challenges.

"We clearly understand the pivotal role in sustaining the growth of the communications industry, and that for people, one thing will never change – the need to stay connected," asserts Kshitij Lal, Managing Director, MITS.

MITS also provides a corporate porting service which enables cor-