

**INDIA IoT SOLUTIONS PARTNER PROGRAMME**

# **Be part of India's largest IoT Ecosystem with Tata Communications IoT Partner Programme**

**Leverage our IoT stack to add capabilities and make your growth ambitions a reality**

The Internet of Things (IoT) is transforming how India does business. Every major industry in the country is either already using IoT or planning to do so. It's a market that industry experts believe will be worth US\$9 billion by 2020.

No matter where you are in the IoT services value chain our specially curated IoT Partner Programme will help you seize this unique opportunity:

- Build on your IoT capabilities with expert on boarding, training and continuous engagement
- Integrate your offering into our end-to-end stack
- Scale your business by expanding your solution portfolio
- Tap into insightful sales, marketing and customer service support

### Access more opportunities and strengthen your customer offerings

Whether you're a hardware manufacturer, application developer, system integrator or existing IoT solution provider, we can help you expand your solutions portfolio with LoRa-powered IoT technology.

The program will not only unlock more business opportunities, but also strengthen your role as a valued partner for customers on their digital transformation journey.

### Go end-to-end by integrating with our stack

- The program gives you a unique opportunity to offer end-to-end IoT solutions by integrating your products into our stack.
- As a partner, you can access our comprehensive IoT ecosystem to extend your capabilities.
- The seamless vertical integration opens up a world of opportunities to scale your business.

### Dedicated partner management and full support: start to finish

- Tata Communications experts will provide all necessary technical and business support to jumpstart your IoT journey.
- Access IoT best practices including implementation and customer lifecycle management.
- Get support from our dedicated partner engagement manager who'll be with you every step of the way.

### Power tools to translate interest into sales

- Our marketing initiatives will help you reach a wider audience and keep the competition firmly on the ropes.
- To understand market dynamics, generate leads and translate them into sustainable sales, we offer marketing, sales and customer service tools.
- We also enable you to customise, resell and support existing Tata Communications' solutions as well as tailor them round customers' needs.

### WHY TATA COMMUNICATIONS?

- 1st operator to launch a dedicated pan India IoT network
- We are a member of the LoRa alliance giving us access to global best practices
- We have built a strong in-house team to guide device and solution design

**TATA  
COMMUNICATIONS**

### ABOUT TATA COMMUNICATIONS

Tata Communications Limited (CIN no: L64200MH1986PLC039266) along with its subsidiaries (Tata Communications) is a leading global provider of A New World of Communications™. With a leadership position in emerging markets, Tata Communications leverages its advanced solutions capabilities and domain expertise across its global and pan-India network to deliver managed solutions to multi-national enterprises, service providers and Indian consumers.

The Tata Communications global network includes one of the most advanced and largest submarine cable networks and a Tier-1 IP network, as well as nearly 1.5 million square feet of data centre and collocation space worldwide. Tata Communications' depth and breadth of reach in emerging markets includes leadership in Indian enterprise data services and leadership in global international voice.

Tata Communications Limited is listed on the Bombay Stock Exchange and the National Stock Exchange of India.

To find out more about how Tata Communications IoT Partner Programme can help you seize India's big new business opportunity, contact us [now](#).

[www.tatacommunications.com](http://www.tatacommunications.com) | [tata\\_comm](https://twitter.com/tata_comm)

<http://tatacommunications-newworld.com> | [www.youtube.com/tatacomms](http://www.youtube.com/tatacomms)

For more information, visit us at [www.tatacommunications.com](http://www.tatacommunications.com)