Plintron to partner BSNL for VNO services in India

New Delhi, 4th July 2017:

Plintron, the world's largest multi country mobile virtual network enabler, today empaneled itself with BSNL and has become the first Virtual Network Enabler (VNE) for enabling the launch of Virtual Network Operators in India. Through this strategic association, Plintron aims to help BSNL to better monetize their network assets. Under this alliance, Plintron will leverage BSNL's national network and provide services to their customers efficiently, leading to increased revenues and profits for both BSNL and Plintron.

Plintron with this association, will offer end to end services to Virtual Network Operator License Holders in India. The services will include connectivity through BSNL's network, Plintron's globally proven robust MVNE Platform and a host of other services.

BSNL is the first telecom operator to recognize the tremendous potential of the VNO market after the DoT published India's VNO policy last year. This strategic partnership between Plintron and BSNL will enable the launch of the VNO Industry in India. The VNO Industry is expected to grow to US$4 Billion. Leading Brands in industries like Retail, Banking, Financial technologies, Hospitality, Aviation, Loyalty, IOT/M2M etc are expected to capitalize on this opportunity and launch their own VNOs.

On the occasion of empanelment with BSNL, **Mr. Mohan Kumar Sundaram, Co-Founder and Chairman, Plintron Group** said, "As the global leader in VNE services, Plintron is extremely delighted to partner with BSNL. With BSNL's extensive network and national coverage, along with Plintron's globally proven VNE platform, we are well positioned to launch VNOs in India in a timely and efficient manner. PLINTRON will enable Mobile/Telecom Products, including Cloud Telephony, IOT, and Radio coverage and also customized mobile services for enterprises and rural India. Together Plintron and BSNL will provide a head start to all aspiring VNOs in India".

As the government is advancing towards a cashless economy, this will help generate innovative VNO business models in India. Both Plintron and BSNL are eager to work closely and drive towards these national objectives, through VNO services in India.

Ms. Subhashree Radhakrishnan, Co-Founder and Vice Chairman, Plintron Group stated, "Plintron's VNE platform is globally proven and highly flexible and scalable. VNOs can launch their telecom services seamlessly and focus on their core responsibilities of sales, marketing and distribution, while Plintron and BSNL provide end-to-end management of the network and platform. Plintron is building the required ecosystem to enable the VNO industry. This will benefit rapid development of VNOs to offer affordable, specialized, localized quality services for various customer segments. As an industry leader, we are looking forward to pioneer the VNO revolution in India, through our cutting edge platform and services."

Prior to the entry into India, Plintron has activated more than 80 million subscribers globally and has inter-connected with 30 leading Telecom operators in 23 countries across all the six continents.

About Plintron:-

Plintron is a global leader in Cloud Communications Solutions and sports the telecom industry's most comprehensive rollouts for MNOs, MVNOs and Enterprises. In its rapid growth, Plintron has enabled VNOs in varied industry e.g. Retail, Travel, IoT/M2M, Insurance, Financial institutions, Postal Departments and Ethnic Consumer segments etc. Commanding the largest global presence in its area of business, the company leverages its multi-country network to stay ahead of the curve.

The key factors in this global success are commitment to excellence, customer centricity, quality focus, flexibility and ownership. The company constantly endeavors in enhancing existing value and developing new and innovative solutions. Plintron is headquartered in Singapore, and houses its 24x7 Global Technology Delivery center in India. Other Regional Business & Support offices are present in London (UK), Sydney (Australia), Seattle (US), Sao Paulo (Brazil) and Singapore (Asia). Plintron works with the world's leading telecom operators and VNOs in Australia, Austria, Belgium, Brazil, Denmark, France, Germany, Hong Kong, Ireland, Italy, India, Macedonia, Netherlands, Norway, Poland, Portugal, Romania, Spain, Switzerland, Sweden, Tunisia, UK and USA.

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