

# **Universal Mobile Technology Services India. UMTS Consulting Services Private Limited.**



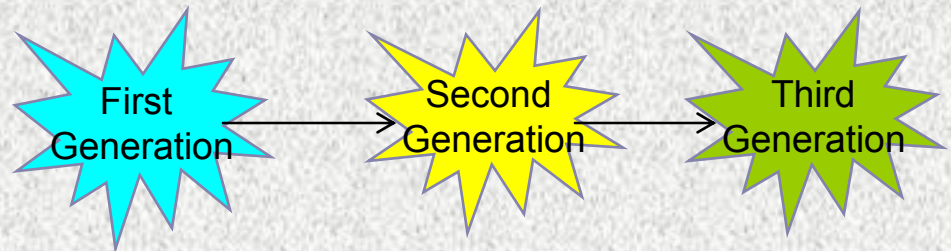
**India & Head Office - 1104, Tower B, Millennium Plaza, Sushant Lok-1, Gurgaon, Haryana, India.**

# UMTS India

Our roots are in Telecom...

...so is our Future

Your Partner in Growth & Success.



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# The Telecommunication Industry

By the end of March 2009 India had approximately 400 million subscribers with 350 million being mobile subscribers. We expect the subscribers to grow to 700 million by the year 2013. There are new licenses for 2G i.e., Telenor, Datacom, Etisalat, Loop, Reliance and Tata with GSM. We are also witnessing frantic activity in the area of 3G licenses. IPTV, DTH, Space and Wimax are also knocking at the door. Passive infrastructure, Shelters & Tower companies are growing at a great pace & there is a rush for M&A in the area of passive (Tower) companies.

Further there is a huge shortage of power and infrastructure which is creating great potential in the Technological Domain e.g.; Power, Energy generation & Distribution, Infrastructure for Roads, Bridges, Airports, Railways, Metro, Ports etc. The Telecom industry which is growing at a tremendous rate has greatly contributed in the development of UMTS Consulting Service Pvt. Ltd .

# About Us

The company was founded and is promoted by an experienced telecom professional and an industry veteran – Mr. Parmindra Kwatra, who has held key country level and senior managerial positions at Motorola, AT&T & Siemens. Based on our extensive experience in Telecom, we are fully geared to provide different services whether it is Consulting, Research or Resourcing for 3G, 2G, GSM or CDMA, Wimax, WiFi, Cellular or Fixed, Vendor or Operator, Switching, Transmission, Access, Billing and VAS services, Phones in Telecom.

The tremendous and unprecedented growth in telecom is also nourishing other related areas like Power, Energy, Infrastructure, Manufacturing, Real Estate, Retail, M&A, Finance, & HR etc. We believe that we are one of the best in the Industry based on our long list of satisfied customers that we have managed in a short frame of time. To solve the biggest expectations & concerns in Telecom industry UMTS Consulting Services Pvt. Ltd came into existence in 2006.

# Our Founder

Mr. Parmindra Kwatra, is an experienced business leader with over 25 years of experience in the industry having held senior and responsible management positions with Motorola, Siemens, AT&T, TATA and ABB as Country Head, Vice President and Director, General and Senior manager for their Indian Operations.

He has extensive experience of General Management as P&L head. During his long career in the telecom industry he has worked with different technologies and businesses e.g. Cellular and Fixed Networks, GSM, CDMA, Wimax, Switching, Transmission, Access and passive Infrastructure. He has been involved with all cellular operators in the Country i.e. Airtel, Vodafone, Idea, Escotel, BPL, Essar, BSNL, MTNL, Spice, Railways, Unitech Wireless, Tata, Emtel, etc., and many operators in Asia, Africa and Europe as well as leading Telecom Vendors e.g. Siemens, Nokia, Motorola, Ericsson, Alcatel-Lucent, Huawei, ZTE, etc.

He holds a degree in Electrical Engineering, an MBA from Delhi and an Advanced Management Degree from Fuqua School of Business, Duke University USA.

A result oriented, motivational business leader, he has also done senior management programs with AT & T School of Business & Siemens-IMI Lausanne University in the area of leadership and Strategic Management. He is a member of TEMA and Fellow of Institution of Electronics and Telecommunications.

# Our Business Focus

To be rated as one of the best consulting companies in the area of Telecommunication and related fields by offering end to end customized consulting services. The Company made a splash with its entry into Consulting, Research & Services.

## What We Do

UMTS India has extensive knowledge, skills & resources to provide Consulting, Research, Resourcing and Services in telecommunications & related Areas.

Key activities and services include :

Consulting - Research - Resourcing - Service

# Consulting

## **Business**

- Business Cases & Opportunities
- Setting Up India Operation
- Sales & Distribution Channels
- Selection of Partners & Alliances
- Product, Government & Service Pricing

## **Environment**

- Regulatory Procedures & Compliances,
- Key Issues
- Relationships with Operators, Vendors & Government

## **Technology**

- Evaluation
- Selection
- Strategy.

# Research

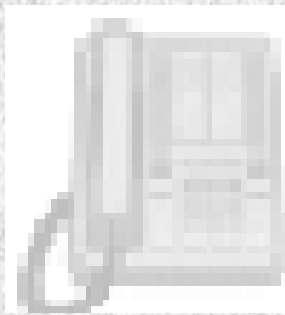
## Market Research

Indian Market	Scenario analysis, Current & Predictive market Emerging markets, Growth reports.
Current Players	Manufacturers, Service providers, Vendors, Sub - vendors, Integrators, Alliances
Customer Related	Customer profiling, Behavior, Consumer data, Subscriber market share/ Growth trends.

## Business Research

Availability Related	Products & Services
Technology Related	Emerging technologies, Technologies in use Evaluation Strategy

# Resourcing



All segments of wireless communication.

Wi-Fi/ Wimax.

Mobile computing & Internet Industries.

Mobile Content, Radio Communication.



Covering Equipments, Components, Modules.

**3 G**

RF Test & Measurement.

3G, Antennas, application & Software.

Satellite Communication.

Bluetooth & Handset Manufacturers.



Software Developers.

Telemetry, Test systems.

Tower/Sitting Companies.



# Services

**Business Development**

**Physical & Virtual Office Setup**

**Legal Entity Setup**

**Commercial / Financial Setup**

**Regulatory Set Up**

# Services

## **Business Development**

Local business intelligence, strategic inputs based on local competitive situation.

Identification of opportunities, Setting up of meeting & relationship with potential customers & partners.

Presentations/business development of products & solution.

Bid submission & discussions, follow-up, helping closure of business and implementation/execution.

# Services

## Physical Office Setup

Identification of office property / premises (with Tax Holidays) & signup.

Lease agreements with the landlords (financial transactions).

Registration with various municipal agencies like Electricity, Water, Telephone connections.

Identification of suitable contractors for doing interiors.

Project management and audit for complete delivery.

# Services

## Legal Entity Setup

Registration of company with the Registrar of Companies

Registration with various regulatory bodies representation & legal compliance.

Identify, select & sign-up with eligible legal advisors in India on a long terms basis.

# Services

## **Commercial / Financial Setup**

Represent Case & Register with various financial departments for getting necessary permissions to open office in India.

Register& setup up of banking, funding relations including opening of bank account

Identification, selection & sign-up with eligible C.A./financial advisors in India on a long term.

# Services

## Regulatory Set UP

Representation & registration with TRAI (Telecom Regulatory Authority of India) for necessary actions.

Representation & registration with TEMA (Telecom Equipment Manufacturer's Association) for necessary action.

Representation and registration with other relevant bodies as NASSCOM, chambers of commerce and local trade councils .

# Some of our Important Clients

## Consulting Services...

Aircom

Xcel Telecom

Q Investment, USA

Unitech Wireless Group

Prasha Telco Group

Tanaya Software

## Other Services...

- Aircom
- Alcatel-Lucent
- Andrew Telecommunication
- British Telecom
- Bharti Teletech
- Cable & Wireless
- Comverse
- ECI Telecom
- Ericsson
- Huawei
- IMIL
- MRO-TEK
- Nokia Siemens Network
- Nera Telecommunication
- Spice (now Idea)
- Soma Networks
- Telmar Networks
- Vodafone
- ZTE

# Our Area Of Expertise...

- Complete Network Solution Provider (GSM, CDMA, Wimax).
- Mobile VAS Providers.
- Integrators.
- Long Distance Carrier Company
- Microwave & Transmission systems.
- Telecom Operators.
- Telecom Vendors.
- (Billing & VAS)
- Radio & Network Planning.
- Manufacturer Telecom & IT Hardware.
- Telecom Hardware Antennas.
- Power & Energy, Infrastructure.
- Telecom Service Provider (GSM, CDMA, Hardware, Software).
- Telecom Equipment manufacturers

vodafone

ERICSSON  
TAKING YOU FORWARD

COMVERSE



MROTEK

LISCO SYSTEMS

Datacraft



UMTS India

# Some of our Successful Mandates...

- Enterprise Distribution & Channel Manager.
- Key Account Manager.
- DGM- Marcom.
- Human Resource.
- Accounts.
- GM-Product Development Project.
- Technical Consultant.
- Procurement.
- Finance & Administration
- New account Manager.
- Zonal Head.
- Director Sales (SEA).
- Billing – Pre/Sales,
- Technical Support.
- Business Analyst.
- Presales Manager.
- Field Engineer (Fresh/Experienced)
- Technical Writer.
- Direct Sales Support.
- Deputy Director Sales.
- Assistant Manager-Sales.
- Repairs – Telecom Equipments
- Head HR- Corporate/Circle.
- Commercial, Operations.
- Executive Assistant.

# Our Management

Ms. Gulshan, Director , with over 20 years of Senior/Middle level experience in the Air Conditioning, Real Estate, IT and Education Industries. She holds a degree in Mechanical engineering, with an MBA from Symbiosis Pune. She has worked for ACC (Birla), Blue star, Informatics Singapore & Siemens Info system Ltd at senior positions.

Mr. Rajesh Gupta, GM & Head of Executive Search and Resourcing, 20+ years of Senior & Middle level experience in Executive Search, FMCG and Internet Dotcom companies. He, single handedly, set up the Resourcing and Executive Search arm of one of the leading Textile manufacturers and exporters of the Country. He brought in customers like Sony, Kodak, GE Capital, Haier, Ericsson, Nokia Siemens Networks, Cable & Wireless, Vodafone, Punj Lloyd, Sistema, Alcatel-Lucent, Bharti Teletch and many more. Mr. Gupta is a graduate from Delhi University and holder of a PGD in Journalism from Delhi.

# Thank you

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