

***UMTS Consulting Services Private Limited  
Universal Mobile Technology Services, India***



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

# **Contents**

- *Our Founder*
- *Our Business Focus*
- *Our Business Areas*
- *Sales*
- *Telecomm Projects*
- *Consulting*
- *Services & Research*
- *Our Areas of Expertise*
- *Contact*

# ***UMTS India***

*Our roots are in Technology & Telecom...  
...so is our Future*

*Your Partner in  
Growth & Success.*





## **Our Founder...**

**Mr. Parmindra Kwatra**, is an experienced business leader with over 30 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 sales, Projects, services & consulting companies in the area of Telecommunication Sales, Project Management and Services by offering end to end customized solutions.*

# ***Our Business Areas***

*UMTS India conducts business with various companies in Telecommunication, Passive Infrastructure, Power, Information Technology, VAS and other high growth sunrise industries.*

# **Consulting & Sales Partner**

## **Business**

*Marketing & Business Development*  
*Business Cases & Opportunities*  
*Sales & Distribution Channels*  
*Selection of Partners & Alliances*  
*Product & Services distribution*

## **Environment**

*Regulatory Procedures & Compliances,*  
*Relationships with Operators & Vendors*

## **Technology**

*Evaluation*  
*Selection*  
*Strategy*



# **Marketing, Sales Support & Research**

## **Business Scenario & Market Research**

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

# **Our Areas Of Expertise**

**Marketing, Business Development & Sales, Projects & Services**

-  Telecom Network Solution Provider  
(GSM 2G,3G,LTE,CDMA,IT/BMS)
-  Mobile VAS Providers
-  Microwave & Transmission Systems
-  Telecom Service Providers
-  Renewable Energy Solutions
-  Passive Infrastructure Providers
-  Billing & VAS Vendors
-  Radio & Network Planning
-  Project Management

**ERICSSON**  
TAKING YOU FORWARD



**UMTS** India



# ***Some of our Customers.....***

## ***Marketing, Sales , Projects, Consulting, Resourcing & other Services***

*Aircom*

*Xcel Telecom*

*Q Investment, USA*

*Unitech Wireless Group*

*Prasha Telco Group*

*Tayana Software*

*Sevcon India*

*Sevcon LTI Singapore*

*Zandair*

*British Telecom*

*Nokia Siemens Networks*

*Alcatel Lucent*

*Ericsson*

*Huawei*

*ZTE*

*Andrew Telecom*

*Cable & Wireless*

*Nera Telecommunications*

*Airtel, Aircel, Vodafone...*

# UMTS India – List of Important Customers & Associations

**SIEMENS**



**Nokia**  
**Nokia Siemens**  
**ZTE**  
**Siemens**  
**Raritan**  
**Videocon**  
**Andrews**  
**Microsoft**  
**Comverse**  
**OMC**  
**Ericsson**  
**Sevcon**  
**Navteq**  
**Vodafone**  
**JBM**

**MTS**  
**Genpact**  
**JP Cements.**  
**AT&T USA.**  
**Samsung**  
**Gilat Satellite**  
**Motorola**  
**Unitech**  
**COAI**  
**Tekelec**  
**Sevcon LTI**  
**Ciena**  
**Accenture**  
**Prasha**  
**Airtel**

**Nortel**  
**Telcordia**  
**Aircel**  
**L&T**  
**GTL**  
**Cisco**  
**Alcatel**  
**Telmar**  
**VIOM**  
**Networks**  
**Blue Harp**  
**Tayana**  
**Software**  
**Tata**  
**Linquest**

*and many more.....*

Prasha Technologies Ltd.





# ***UMTS India... Our Infrastructure***



## Contact Address

*UMTS Consulting Services Private Limited*

*1104, Millennium Plaza, Tower – B*

*Sushant Lok – 1, Gurgaon – 122001*

*Haryana, India*

*Phone: +91 124-4272376 / 77*

*Fax: +91 124-4272377*

*Website: [www.umtsindia.com](http://www.umtsindia.com)*

## Contact Persons

*Parmindra Kwatra | 9810164818 | Email: [pkwatra@umtsindia.com](mailto:pkwatra@umtsindia.com)*

*Sanjay Shrivastava | 9711462224 | Email: [sshrivstava@umtsindia.com](mailto:sshrivstava@umtsindia.com)*

*Ved Kumar Vashistha | 9971007385 | Email: [ved@umtsindia.com](mailto:ved@umtsindia.com)*

---

### Confidential and Proprietary Information

This document is classified as confidential & proprietary in nature. This document or portions of it, should not be copied, produced or misused by any method, electronic or manual for personal or business use. The distribution of this document is controlled and intended only for the party mentioned above.