

# Dismal Performance

Slow pick up of 3G and lack of 4G ecosystem led to the downfall



**T**he wireless infrastructure segment in FY12 was dependent on 2G and 3G as one could not see large scale deployment of 4G network. In case of 2G, it was more of capacity expansion in B and C class circles whereas in case of 3G there was a lot of hope initially which died down as network was unable to deliver due to lack of proper backbone infrastructure. In case of 4G, lack of proper ecosystem delayed things and it is expected that large scale deployment will happen only in 2013, once operators launch their networks in couple of cities in this fiscal.

All the vendors be it Alcatel-Lucent, Ericsson, Huawei, NSN, and ZTE have focused on 2G and 3G. In 2G, the focus is on

value added services whereas in 3G, the focus is on improving consumer's experience. Focus is also on improving backbone and access network so that consumer can get better experience.

## 2G/3G Deals

Alcatel-Lucent has in its kitty—CDMA network of RCom and Tata, GSM network of Uninor, BSNL's GSM network for the western region, and Mumbai network of MTNL. In the last fiscal, Alcatel-Lucent bagged an order of over ₹300 crore from Indian Air Force to deploy WCDMA based wireless network covering many air force stations across India through HCL. This is a captive 3G mobile network and will offer a lot of value added services to Indian Air

Force. Once the network is completed, it is planned to be integrated with Indian Air Force network.

The company is managing GSM, CDMA, and backbone network of RCom. This is also the largest multi-vendor and multi-technology managed services footprint in the country. The company has also added Uninor for managed services and is looking after 8 circles. Alcatel-Lucent is managing Bharti airtel's enterprise network based on fixed WiMax technology. Recently, the company has bagged IN (intelligent network) deal for BSNL to be deployed in northern and eastern region. The company has already been managing BSNL's IN deal for the western region.