

REPORT

Roxtec for rapidly growing telecom market in India



As the tremendous growth in roll-out of telecom infrastructure in India continues, site sharing is rapidly becoming the way forward for the operators and

builders to connect millions of new users in the vast urban and rural areas. Site sharing creates a need for highly flexible design solutions, based on area

efficient equipment with cable expansion capacity and ease of maintenance. Roxtec's sealing solutions help solve this need.

Roxtec team reports on site
From roll-out of telecom sites in India

We Seal Your World

Fast and flexible roll-out of telecom infrastructure with Roxtec



Roxtec CRL entry seal in-stalled in round openings of a shelter.



A pre-installed Roxtec ComPlus entry seal is easy to open up later when cables need to be added.



” Thanks to Roxtec we can prefabricate the shelters with minimum cut-outs.

Space management and roll-out flexibility

The cable entry solutions from Roxtec are simple and flexible to install anytime during the roll-out phase of sites. Roxtec frames and sealing modules are easy to install during site construction.

This allows the shelters to be safely sealed before they are equipped later with cables and electronics.

More over, the Roxtec entry seals improve space management. “We are able to utilize space more efficiently and make installations much more compact” says Mr Tushar Kapadia, General mgr of Engineering at GTL in Mumbai. “Thanks to Roxtec we can prefabricate the shelters with minimum cut-outs, that don’t deteriorate the strength of the walls or shelters”.



Director of Sales Prem Sahni of Roxtec India (left), keeps a regular support dialogue with Col. V.S. Rawat, Senior Vice President at Bharti Airtel Limited.

Benefits

- Minimum cut-outs in shelters
- Easy to add cables
- Keeps water and insects out
- Fast deliveries
- Local support
- Product documentation at site

Easy to add equipment and more operators

Shared sites and infrastructure usually involve two or more operators sharing the inside of the individual shelters at site.

By specifying Roxtec cable entry seals into the design of the shelters, it becomes simple to add operators over time without redesigning cable inlets or floor designs. This is due to the ability of the Roxtec Multidiameter™ Technology to accept several cables through each frame opening and allowing different diameter of cable.

This "Future included" benefit from Roxtec enables savings for users, such as Bharti to concentrate on what they define as a modular thinking when designing sites. They start with smaller modular equipment units, which can be combined together as more users

are added to the sites. Roxtec is one such unit. This gives good economy and high safety.

Roxtec in all sites

"We are using Roxtec on multiprovider sites to achieve safe cable entries. The modular concept solution increases our flexibility. We appreciate any further help in our build-out for improved safety", says Col. V.S. Rawat, Senior Vice President, CTO - Infratel at Bharti Airtel Limited.

Other players in telecom hold a similar view regarding safety: "Earlier we were using silicon-based sealing systems. Now, with Roxtec we achieve a much better sealing and insulation", says R. Raquraman, Procurement Manager at Reliance in Mumbai. GTL also tells us that their need for proper seals is important. They require protection of shelters

against both water and insects.

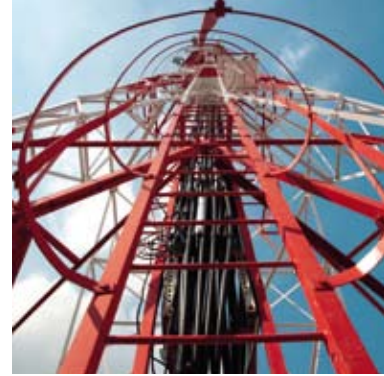
Reliable support and documentation

As the speed of the roll-out increases many different people come and go in the installation projects. For this reason it is important to share knowledge between the installers.

Thanks to the support and documentation provided by Roxtec, such as drawings and assembly instructions, it is easy for the customers to make this transfer of knowledge to its staff on site to ensure a high level of quality assurance.

Facts

- Project types:** Manufacturing, roll-out and site-sharing of mobile telecom infrastructure throughout India.
- Customers:** RELIANCE Infocomm LTD, GTL Ltd, Infratel, part of BHARTI Airtel Group.
- Applications:** Cable entry seals (transits) in walls and floors of telecom shelters and cabinets.
- Requirements:** Space management: many cables/feeders through few openings in shelters; Simple addition of new cables; Reliable sealing technology for protection against intrusion into shelters and equipment of external hazards, such as water and insects.
- Fast deliveries to match the national roll-out expansion. Reliable local support and product documentation on site.
- Roxtec products:** Roxtec ComPlus and Roxtec CRL solutions with Multidiameter™ modules.
- Presently (2007) Roxtec has been used on over 40.000 sites in India.
- Reasons for choosing Roxtec:** Easy to install the Roxtec entry seals during pre-fabrication of site equipment. Possibility to add spare capacity from the beginning in each entry seal. Simple to open up on site to add cables from new operators on shared sites. Reliable support and documentation from Roxtec.



Telecom Industry References

AT&T, China Mobile, China Telecom, Dishnet, Ericsson, Ghana Telecom, GrameenPhone Ltd, Huawei, Hutchison, Idea, Mobinil, Nokia Siemens Networks, Orange, Sprint Nextel, TATA Indicom, Tele2, Telecom Italia Mobile TIM, Telefonica, Telenor, Telia Sonera, T-Mobile, VimpelCom, VIVO, Vodafone



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