



**Powering the Telecommunication
Revolution in India**

SANCHAR
Solar Power Systems from Tata BP Solar





Reliable power
for high-speed,
clear,
always-on
connections



Telecommunications in India: unprecedented growth, abundant opportunities!

As one of the fastest growing telecom markets in the world, India is poised for exciting action in this sector in the next few years. It wasn't so long ago that teledensity in India was among the lowest in the world: telephones were a luxury, mobiles unheard of and Internet a dream.

Sweeping reforms introduced by successive Indian governments over the last decade have dramatically changed the nature of telecommunications in the country. Consider this:

- Millions of new telephones are being added every year.
- Mobile Phones form a significant percentage of the total number of phones in the country.
- Teledensity has increased exponentially.
- Internet user base has grown rapidly too.
- Under the Bharat Nirman Yojana, a total of 66,822 villages are to be provided with village public telephones (VPT).

The message is loud and clear! The telecom revolution is making rapid strides across the country and helping change millions of lives - keeping them connected and in touch with the world.

Say hello to the 'real India'

Increasing rural penetration of telecom services has been an explicit focus of various governments, because it has been well established that "Telecommunications, as a means of sharing information, is not simply a connection between people, but a link in the chain of the development process itself" (Hudson, 1995)

It has been proved that telecommunications improves the quality of rural life, by:

- Opening up unexplored markets
- Providing instant access to updated market and price information for farmers and small traders
- Creating growth opportunities for rural youth
- Enabling immediate access to assistance during emergencies
- Improving access to health extension services like telemedicine
- Aiding education services including distance learning
- Building a more informed citizenry and more responsive and efficient local Governments

While telecommunication infrastructure is being strengthened in rural India, the power scenario here continues to present major challenges.

More than 80,000 villages in India do not even have a grid electricity pole anywhere near. Where there is power, it is unreliable and erratic with regular power cuts being the norm.

There is, therefore, an urgent need for a more accessible and reliable source of energy to power the telecom revolution in rural India. What better alternative than Solar Power?

Say hello to uninterrupted power supply

The world over, major telecom network operators, carriers and turnkey equipment manufacturers are turning to Solar Photovoltaics as the most practical and accepted technology for remote applications. Solar Systems for Telecommunications typically power loads from 1W single wireless terminals to 4 KW and above Stand Alone / Hybrid Systems for backbone repeater stations.

Solar Power Systems are suitable for varied applications, including:

- Rural Payphones and Single Subscriber Telephones
- Base Terminal Station (BTS)
- Digital & Analogue Microwave Repeaters
- Domestic Satellite
- Satellite Radio
- Telemetry Systems
- Fibre Optic Repeaters

...and many more such applications

These Solar Power Systems are backed by proven system engineering to give you reliable, low-maintenance, cost effective power... What's more, solutions are customized to meet specific needs. Assured quality, conformity to international standards, cutting-edge technology... these are inherent in each Solar Power System supplied by Tata BP Solar.



Say hello to an impeccable track record!

It's a track record few can match - thousands and thousands of systems for some of the most well known and respected names in the Telecom Industry. Yes, Tata BP Solar, India's premier Solar Company, is the first choice when it comes to providing dependable and robust power solutions for Telecom Networks across the country - and overseas. Here is a brief glimpse of the major telecom projects executed by Tata BP Solar.

| Customer | Year | Value (Rs. in Lakhs) | SPV Systems (Qty.) | Application | Location |
|-------------------------------------|---|----------------------|---|--|--|
| Alcatel - Bhutan Telecom | 2005 - 2007 | 1,500 | WLL for Subscriber Terminal, Base Repeater & Relay Station, VOIP FBWA Repeaters | Correct Network Covering | Spread all over Kingdom of Bhutan |
| Bharti - Airtel | 2006 | 17 | 3 SPV Systems | Microwave | Bihar / Jharkand |
| AWCC, Afghanistan | 2002 - 2003 | 32 | 1 SPV System | Repeater Station | Kabul, Afghanistan |
| Tata Teleservices | 2001 - 2002 | 200 | 1000 Systems | VSAT | All over India |
| HFCL for BSNL (DOT) | 2001 - 2002 2002 - 2003 | 100 600 | 2000 Systems 2100 Systems | Wireless in Local Loop Wireless in Local Loop | All over India All over India |
| LG Electronics for BSNL WLL Project | 2001 - 2002 2001 - 2002 | 320 550 | 6035 Systems 10000 Systems | Wireless in Local Loop Wireless in Local Loop | All over India All over India |
| ITI, Bangalore / Naini | 2001 - 2002 2001 - 2002 2001 - 2002 | 600 200 200 | 12511 Systems 4036 Systems 8831 Nos. | Wireless in Local Loop Wireless in Local Loop Wireless in Local Loop | All over India All over India All over India |
| GCEL | 1996 - 1999 | 350 | 55 Systems | Very Low Power Transmitters | All over India |
| Nepal Telecom Corporation Kathmandu | 1996 - 1997 1996 - 1997 1996 - 1997 | 685 87 44 | Various Systems Various Systems Various Systems | VHF, UHF, VSAT Radio Telephony VHF, UHF, VSAT | All over Nepal All over Nepal All over Nepal |

Say hello to Tata BP Solar

As India's largest Solar Company, Tata BP Solar is constantly innovating to give you more value for your money. These high quality products are backed by excellent nationwide sales and service support.

Tata BP Solar is a 100% Solar Company. Which means, it focuses completely on solar and its applications. Its R&D efforts translate into better, more user-friendly solutions. A fact that has been appreciated by thousands of customers across India and the world.

Tata BP Solar is a joint venture between Tata Power Company Ltd., a pioneer in the power sector in India and BP Solar, one of the largest Solar Companies in the world.



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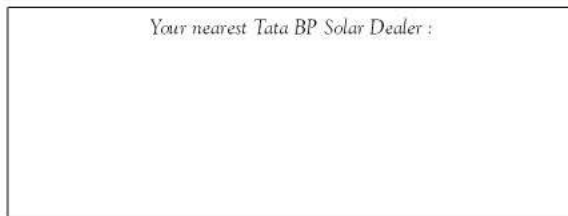
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1800 425 7860

Your nearest Tata BP Solar Dealer :



www.tatabpsolar.com

Due to continuous developments and product improvement, the Company reserves the right to change/alter the specifications.