

# ITI in talks with TCS for joint bid in BSNL 4G project

Aims to bid for all 5 zones in upcoming ₹9,000 crore tender

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ITI Ltd. is readying for mega 4G deployments of telcos in the country and overseas. To start with, the company wants to qualify to bid for BSNL's 4G projects in all five zones across the country by expanding its competencies.

The PSU, which recently roped in Tech Mahindra, is now finalising an even bigger tech partnership with Tata Consultancy Services, said a highly placed source at the Department of Telecom. "We are on a path to



R.M. Agarwal

bring back our past glory as a leading telecom company," ITI CMD R.M. Agarwal told *The Hindu*. "In addition to Tech Mahindra, we are talking to a large global IT player and an MoU will be an-

nounced soon. We are forging alliances with... two leaders in the global telecom tech space. All these are part of our initiative to re-emerge as a top player in telecom infrastructure and equipment manufacturing," Mr. Agarwal added.

Service providers bagging the project could earn revenue in the range of ₹800-₹2,000 crore per zone.

An individual bidder is eligible for three zones; to bid for all five zones, ITI needs another strong tech tie-up, he said.