



Quipo Telecom joins hands with tarantula.net to provide web based ERP solution for speedier business processes

New Delhi; October, 2007: To devise automated ERP solutions for its telecom infrastructure network and to speed up its business processes related to site rollout and sharing, Quipo Telecom Infrastructure Limited (QTIL) has entered into a contract with UK-based software innovator Tarantula.net.

Site-share.com service will provide a suite of ERP applications including Site Finder, Site Rollout and Sharing Project Management, Supply Chain Management, Operations & Maintenance Management, Asset Management, Billing Management and MIS to QTIL. Tarantula.net specialises in providing Telecom ERP solution for end-to-end management of mobile telecom infrastructure and site rollout, sharing, operations and maintenance processes through site-share.com.

Site-share.com is a new and innovative concept in India which is proven and trusted by all the cellular operators in the UK. With this arrangement, QTIL foresees significant time and cost savings. Just-In-Time order and delivery will help the company prevent leakage of operational assets, thereby improving the company's cash flows. QTIL will be able to clearly view the progress by adopting a recognised and best-practice-approach to the management of rollout and sharing projects.

Also, the uniformity of the process will enable QTIL to prevent work duplication, thereby improving productivity and ensuring transparency. The systematic and automated process will help manage the quality of delivery and ensure customer satisfaction through improved service-level management and strict adherence to regulations.

Speaking on the tie up, **Mr Arun Kapur, Managing Director, QTIL** said, *"This partnership has come at a very strategic time for both of us. QTIL has always been a systems driven organization and since we are experiencing exponential growth; timely response to customer and market requirements is of utmost importance at this stage. We chose tarantula.net because they are unique in their capability to offer us a ready-to-use suite of applications that manage both site rollout and sharing processes."*

Commenting on the site-share.com implementation at QTIL, **tarantula.net CEO Mr Ravi Kuppan** said, *"The Indian telecom sector is keen on speeding up and bringing transparency into the site rollout and sharing processes. We have immense expertise and insight that we can share with the industry here. We have successfully implemented site-share.com in the UK and I am happy that, in India, Quipo has taken the lead to implement our service. Site-share.com would benefit the entire Indian mobile industry by providing a structured, transparent, online workflow process for managing the complexities of infrastructure rollout, maintenance and sharing."*

About QTIL

QTIL is the telecom infrastructure provider arm of Quipo Infrastructure Equipment Limited. QTIL, the first of its kind in India, has already established significant presence in Indian Telecom Industry as a first independent tower company. With its high quality, cost effective and time bound services, QTIL gained exceptional confidence among the leading telecom players in Punjab, Karnataka, UP (W) & MP and the proof of concept has been achieved from its customer through site sharing.

The business model also envisages passing the benefits of sharing to the telecom service providers, thus reducing its total cost & time to market significantly. QTIL current offerings are a first step towards the “outsourcing model” gaining acceptance worldwide particularly in telecom industry.

Quipo is the country's largest equipment rental company, servicing the high growth verticals of Construction, Mining, Oil & Gas, Telecom, Energy and Asset Valuation & Auctioneering. It has an asset base of 125 MN USD. In addition to having a state-of-the-art equipment/asset bank for construction and other capital-intensive sectors, Quipo has a large pool of fully trained operations and maintenance personnel spread across various sites in India.

For more information plz visit www.quipoworld.com

About site-share.com

Site-share.com is an innovative Web-enabled software service that helps manage, track and report on the complete mobile telecom infrastructure rollout and site sharing, operations and maintenance processes.

Tarantula.net have facilitated cellular infrastructure sharing software in the UK since 2001 with site-share.com. Maximising the ‘software as a service’ proposition to the customers’ advantage, tarantula.net have provided a fully-managed 24X7 Web-enabled secure access to the innovative software workflow services which automated and enables the complete business processes related to cellular and infrastructure site rollout, sharing, and operations & maintenance.

Tarantula.net are unique in working in partnership with the entire of the UK mobile industry and innovating and providing a process-orientated workflow tool for cellular infrastructure sharing for the past 6 years. Site-share.com is proven and trusted by all the cellular telecom majors in the UK (considered one of the most mature mobile telecom markets in the world) including Vodafone, Orange, T-Mobile, O2, H3G, O2 Airwave, National Grid Wireless, Arqiva, and SSE.

Having continually worked since 2001 with the network operators and infrastructure providers, the company has a deep understanding of the drivers, performance issues around sharing, and the need for transparency of the Rollout, Share, Operations and Maintenance processes.

In India, tarantula.net have pioneered the software service for managing the complete cellular infrastructure rollout and sharing process through site-share.com. The service

comprises a suite of applications including Site Finder, Project Management for Rollout and Sharing, Operations and Maintenance, Supply Chain Management, Asset Management, MIS and Finance.

About Tarantula.net

Tarantula.net are a UK-based niche software innovator specialising in the mobile telecom space for a decade. Tarantula.net has facilitated the concept of cellular site-sharing software since 2001 in the UK with site-share.com, its flagship innovative software application service.

Tarantula.net are committed to the heart of new technology – technology that betters the lives of clients and their customers. A trusted partner of FTSE100 companies, mostly from the telecom sector and apex industry bodies, tarantula.net have innovated and delivered several product and application services through agile development processes, using the latest of technologies.

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