



TEPC NEWSLETTER



**Bharat Telecom
(Alongside India Mobile Congress)
New Delhi from October 15-18, 2024**

**India to support Telecom and Digital Connectivity in emerging economies:
Shri Piyush Goyal, Hon'ble Minister of Commerce & Industry**



Shri Piyush Goyal, Hon'ble Minister of Commerce & Industry addressed the inaugural session of 21st edition of Bharat Telecom 2024

NEW DELHI: Telecom Equipment and Services Export Promotion Council (TEPC) organised 21st edition of Bharat Telecom 2024 alongside the India Mobile Congress (IMC) held on October 15-18, 2024 at New Delhi.

While inaugurating the Bharat Telecom 2024, Hon'ble Minister of Commerce & Industry, Shri Piyush Goyal said, "India is all set to become a provider of telecom services and Indian companies will become providers of high security and high quality telecom equipment to emerging economies."

During his address, the Hon'ble Minister expressed confidence that India in the future will lead international telecom supply chain and urged companies to find solutions to help take telecom to countries still behind in network connectivity. India has a role to play in making technology available in the Global South and in leading the world in fulfilling the Sustainable Development Goal (SDG) to make digital connectivity affordable across the globe. He added that seamless broadband connectivity across the country has earned India the moniker 'Trusted Partner of the World'.

Shri Goyal also share his insights on India's stable network connectivity across rural and urban areas as an achievement of the flagship 'Digital India' campaign launched by the Hon'ble Prime Minister Shri Narendra Modi in 2015. He hailed the Prime Minister's vision of using technology as an enabler for good governance, for providing business opportunities and as an enabler to expand the country's economic activities. Shri Goyal said that India today thinks as one nation and attributed Prime Minister Shri Narendra Modi of ushering a change in the mindset of the youth and aligning the thought process of the entire country towards the nation's development. Shri Goyal continued that making the digital push back in 2015 helped in continuation of essential services leading to seamless business activities across the country during Covid-19 pandemic. When countries work with India, they are assured of high quality, affordability and cost-effective solutions and are assured of uninterrupted business activities allowing companies to look up to India for their global capability centres (GCCs), he said.

He noted that in terms of technological developments in telecom like innovation, availability of equipment, services and data, India

is far ahead of developed countries. India celebrating World Standards Day yesterday, Shri Goyal said that the government is working towards making India a provider of quality goods and services. Everything that India does will have an imprint of quality defining the India growth story, he said.

Alluding to the theme of the event “The Future Is Now”, the Hon’ble Minister said that India is contributing not only to its future but of the world and its offering of digital technologies plays an integral part in bringing the world as one family. He further stated that the entire ecosystem of digitalisation involving machine learning, artificial intelligence and data analytics has its imprint in India. India is recognised for its innovation, talent and the large market it provides. Innovation defines the India growth story and the world recognises India as a leader in democratising technology for the deprived and the whole world, he said.

He also praised the Telecom Equipment and



Shri Niraj Verma, Administrator (USOF), Department of Telecom addressed the inaugural session of 21st edition of Bharat Telecom 2024.

Services Export Promotion Council (TEPC) for instilling confidence in making India self-reliant in technological achievements. He emphasised that India today is a different story as it has been able to launch 5G parallelly with the rest of the world and underlined that the country will be the leader in launching and developing 6G.

“India is the second largest telecom market in the world, contributing significantly to the economy and employment. The government has launched several initiatives like ‘Make in India’ to promote foreign investment, which encourages manufacturing and innovation,” said Shri Niraj Verma, Administrator (USOF), DoT, Govt. of India.

More than 70 delegates from 24 countries attended Bharat Telecom 2024. More than 60 Indian telecom companies showcased their state-of-the-art products and capabilities at the Aatmanirbhar Bharat Pavilion set up by TEPC as a part of the event. The Bharat Telecom was attended by potential buyers from countries across the globe.

India’s ICT Sector set for growth, leads in 6G: Shri N. G. Subramaniam

NEW DELHI: In his address, Shri N. G. Subramaniam, the then Chairman, TEPC said: “India’s ICT Sector is a key player in the global digital landscape, marked by innovation, a strong talent pool and evolving technologies. Over the past few decades, it has expanded from basic telecommunication and software services to include advanced technologies like AI, Big Data, and IoT.” With initiatives like StartupIndia and Make in India, India has fostered a vibrant Startup ecosystem, particularly in FinTech, EdTech and Health-Tech. The sector is poised for significant growth, fuelled by digital transformation and government support, he added.



Shri N.G. Subramaniam, the then Chairman, TEPC addressed the inaugural session of 21st edition of Bharat Telecom 2024.

He also highlighted that the telecom sector in the country continues to thrive, with numerous startups, MSMEs and OEMs emerging over the past decade. Exports from the telecom industry, driven by its products and services, saw a significant 35% increase in 2023.

Additionally, India attracted approximately USD 8 billion in foreign direct investment (FDI) in the telecom sector that year.

Subramaniam emphasised that India is on track to take a leadership role in 6G technology and is rapidly advancing towards becoming a major exporter of technology.

Bharat has all the requisite telecom products for any telecom network: Shri Sandeep Aggarwal

NEW DELHI: Shri Sandeep Aggarwal, Immediate Past Chairman of TEPC and Managing Director of Paramount Communications Ltd., delivered the Vote of Thanks at the event.

“The telecom network in Bharat is a global powerhouse, ranking as the second largest in the world with an astounding 1.2 billion subscribers and a teledensity of 85.43%,” Shri Aggarwal stated.

“Bharat not only has the complete range of telecom products for any network, but these products are also state-of-the-art, highly secure and trusted. They pose no security threat whatsoever to the nation,” Shri Aggarwal emphasised.



Shri Sandeep Aggarwal, Past Chairman addressed the inaugural session of 21st edition of Bharat Telecom 2024.

SESSION 1: Accelerators in the Adoption of Cutting-Edge Technology

During Bharat Telecom 2024, a panel discussion was held on “Accelerators in the Adoption of Cutting-Edge Technology.” The panelists discussed how the telecom sector is undergoing a significant transformation, driven by the rapid adoption of advanced technologies. The accelerated pace of digitalisation, coupled with evolving consumer demands and increasing competition, is pushing telecom companies to embrace innovative solutions in order to remain competitive. Several key accelerators are facilitating the swift integration of these technologies into telecom operations.

The panelists highlighted that the rollout of 5G networks is one of the most prominent accelerators in the telecom industry. With its faster speeds, lower latency and greater capacity, 5G technology is enabling telecom providers to deliver next-generation services, such as smart cities, autonomous vehicles and IoT applications. The widespread adoption of 5G is driving telecom companies to upgrade their infrastructure and explore new business opportunities, thereby accelerating the sector’s digital transformation.

Telecom operators are increasingly migrating their networks to the cloud to improve flexibility, scalability and operational efficiency. Cloud-based platforms allow telecom companies to reduce costs, enhance service delivery and enable faster deployment of new services. Additionally, AI and automation are playing a central role in transforming telecom operations. AI-powered analytics can optimise network performance, predict demand and proactively address issues before they affect customers. Automation tools are streamlining customer support through chatbots and self-service portals, while improving network maintenance and management processes. These technologies help telecom companies reduce operational costs, enhance customer satisfaction and improve service quality. The panelists also emphasised the rapid growth of IoT devices as a major driver of technology adoption in the telecom sector. Telecom providers are leveraging IoT



solutions to offer connected services across industries such as healthcare, transportation, manufacturing and agriculture. IoT enables telecom companies to expand their service portfolios, unlock new revenue streams and enhance network efficiency and performance.

Furthermore, in many regions, governments are playing a key role in accelerating the adoption of advanced technologies within the telecom sector. Through supportive regulations, spectrum allocation for 5G and incentives for innovation, governments are fostering an environment conducive to rapid technological advancement. These policies help telecom operators overcome barriers to technology adoption, ensuring faster deployment and market readiness.

The panel discussion was moderated by Mr. Yogesh Sharma, Director - Technology Transformation, KPMG India, and featured the following panelists: Mr. Rajesh Tuli, Managing Director, Coral Telecom Limited; Mr. Himanshu Khasnis, Managing Director, Signalchip Innovation Private Limited; Dr. Neha Satak, Co-Founder & CEO, Astrome Technologies Pvt. Ltd.; Mr. Ahmed Salah Nour, Director (Business Development Operations for Global Information Infrastructure), Ministry of Communications & IT, Egypt; Mr. Supa Collins Mandiwanzira, Group Chief Executive Officer, AB Communications (Pvt) Limited, Harare, Zimbabwe; and Mr. David Baghandanswa, Chief Technical Officer, Liquid Intelligent Technologies, Uganda.

SESSION 2: Telco to Techno: Adoption of AI and Automation in Telecom

During the 21st Edition of Bharat Telecom 2024, a panel discussion on ‘Telco to Techno: Adoption of AI and Automation in Telecom’ was held. The panelists discussed how the transition from traditional telecommunication companies (telcos) to technology-driven organisations (techcos) has become a crucial strategy for success in the digital era. By embracing cutting-edge technologies, expanding service offerings and fostering a culture of innovation, telecom companies can transform into tech companies, unlocking new growth opportunities and delivering greater value to their customers. This shift from conventional telecom operations to technology-focused solutions is gaining significant momentum.

The discussion also focused on how Artificial Intelligence (AI) and automation are at the forefront of this transformation. These technologies enable telecom operators to enhance operational efficiency, improve customer experiences and reduce costs. AI-powered analytics can optimise network performance by forecasting demand, identifying potential issues before they impact users and automating routine tasks such as network maintenance and customer support. This shift allows telecom companies to prioritise innovation, service excellence and strategic growth in an increasingly competitive market.

Furthermore, the panelists highlighted how AI and automation play a pivotal role in modernising telecom infrastructure, helping operators transition from hardware-based models to more agile, software-defined frameworks. With AI-driven insights and automated



workflows, telecom companies can rapidly deploy new services, adapt to changing market dynamics and meet the rising demand for data and connectivity.

The evolution from ‘telco’ to ‘techco’ is not just about adopting new tools; it’s about rethinking business models and positioning the telecom industry for the future of digital innovation.

The session was moderated by Mr. Yasharth Srivastava, Director (Telecom), KPMG India, and included panelists: Mr. Mahaveer Singhvi, Joint Secretary (NEST), Ministry of External Affairs, Government of India; Mr. Rajesh Rai, Chairman & Managing Director, ITI Limited; Mr. Ramu T. Srinivasiah, Founder & Director, Lekha Wireless Solutions Private Limited; Mr. Mayang G., Global Head (Sales & Solutions Network), Tata Consultancy Services; Mr. Venkat Subbaiah, Chief Executive Officer, Resonous Technologies Pvt. Ltd.; Mr. Mikhail Efimov, Chief Executive Officer, D Infra, Russia; and Mr. Kasyoki Ian Munywoki, Chief Executive Officer, Syokinet, Kenya.

EXHIBITORS

No. of startups participated in India Mobile Congress 2024 Under TEPC: 185

MEDIA COVERAGE AT INDIA MOBILE CONGRESS

Ministry of Commerce & Industry

75 Azadi Ka Amrit Mahotsav

India to play a role in making telecom services and digital connectivity available to emerging economies: Shri Goyal

Seamless broadband connectivity across the country has made India the trusted partner of the world: Shri Piyush Goyal

Innovation defines India growth story, world recognises India as a leader in democratising technology for the world: Shri Goyal

Posted On: 15 OCT 2024 5:28PM by PIB Delhi

Union Minister of Commerce & Industry, Shri Piyush Goyal said that India is all set to become a provider of telecom services and Indian companies will become providers of high security and quality technological equipment to emerging economies.

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India to become telecom services and digital connectivity provider to emerging economies: Piyush Goyal

Union Minister of Commerce and Industry Piyush Goyal said that India is all set to become a provider of telecom services and Indian companies will become providers of high security and quality technological equipment to emerging economies.

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India To Become Telecom Services, Digital Connectivity Provider To Emerging Economies: Goyal

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India to make digital connectivity affordable for emerging economies: Piyush Goyal

India has a key role to play in making technology available in the Global South and in leading the world in fulfilling the Sustainable Development Goal (SDG) to make digital connectivity affordable across the globe, Union Commerce and Industry, Piyush Goyal, said on Tuesday.

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India to become telecom services and digital connectivity provider to emerging economies: Piyush Goyal

Goyal expressed confidence that India in the future will lead international telecom supply chains and urged companies to find solutions to help take telecom to countries still behind in network connectivity.

Mobile World Congress
Barcelona, Spain March 3, 2025 – March 6, 2025

TEPC organized 'Bharat Pavilion' at MWC 2025 with support of DoT

India showcased cutting-edge telecom innovations at Mobile World Congress 2025 with 'Bharat Pavilion'



Minister address: Balancing Innovation and Regulation

New Delhi: The Telecom Equipment & Services Export Promotion Council (TEPC), with the support of the Department of Telecommunications (DoT), Ministry of Communications, successfully organised the 'Bharat Pavilion' at the prestigious Mobile World Congress (MWC) 2025 in Barcelona, Spain. This marked the 7th edition of the Pavilion since 2018, supported by the Government of India. Bharat Pavilion at MWC 2025 was inaugurated by Shri Jyotiraditya M. Scindia, Hon'ble Minister for Communications and Development of North Eastern Region in the gracious presence of H.E. Ambassador of India in Spain Shri Dinesh K. Patnaik, Shri Inbasekar Sundramurthi, Consulate General of India in Barcelona and Shri Arnob Roy, Chairman TEPC.

The Bharat Pavilion at MWC 2025 served as a major platform to showcase India's telecom capabilities, with thirty-eight companies, including six start-ups, displaying their innovative products and services.

The pavilion featured cutting-edge telecom solutions, including 4G/5G core and Radio Access Network (RAN) equipment, Optical Fibre Network gear, Fibre to the Home (FTTH) technology, AI/ML and M2M/IoT-based solutions, Quantum Technologies, and telecom software applications. Also highlighted were chipsets designed for 4G/5G equipment. These innovations had already been exported to over seventy-five countries, further solidifying India's expanding influence in the global telecom sector.

The participating companies emphasised breakthroughs in 5G, artificial intelligence and next-generation mobile technologies. They discussed critical trends shaping the mobile industry while



Inauguration of 'Bharat Pavilion' at MWC 2025.



India Mobile Congress: Curtain raiser at MWC 2025.

highlighting India's continued efforts in fostering technological innovation and infrastructure development, reinforcing the nation's role as a global leader in the digital revolution.

The Telecom Equipment & Services Export Promotion Council (TEPC) played a pivotal role in promoting these innovations and supporting Indian telecom stakeholders. By organising participation at both national and international events, TEPC strengthened India's telecom export sector and facilitated global market expansion for Indian companies.

The Indian delegation, which included over one hundred delegates, engaged with industry leaders, policymakers and innovators to explore the latest advancements in 5G, AI and next-gen mobile technologies. Indian delegation was led by Hon'ble Minister of Communications & Development of North Eastern Region, Shri Jyotiraditya Scindia. The strong presence at MWC 2025 underscored India's commitment to digital transformation, innovation, and fostering international collaborations within the communications and technology sectors.

Addressing the key sessions on 'Global Tech Governance: Rising to the Challenge' and Balancing Innovation & Regulation: Global Perspectives on Telecom Policy', Hon'ble Minister of Communications and



Indian Delegation was led by Shri Jyotiraditya M. Scindia, Hon'ble Minister for Communications and Development of North Eastern Region.

Development of North Eastern Region, Shri Jyotiraditya M. Scindia said that "Innovation, Inclusivity, Sustainability & Trust forms the core of India's guiding principles towards tech governance" and highlighted the success of Aadhaar, BharatNet in serving every citizen of the country.

The Minister also spoke about the four steps of India's efforts towards balancing innovation with regulation such as spectrum management; ensuring market stability; introducing telecom regulation to ease up various processes; and bringing cybersecurity measures for consumer protection.

"India's participation in MWC 2025 not only showcased the country's leadership in the

telecom revolution but also reinforced its commitment to advancing technology governance and contributing significantly to global digital transformation," the Minister added.

He further stressed, "Telecom is a strategic sector that plays a critical role in national security and personal safety. India's telecom equipment, renowned for being secure, trusted, and state-of-the-art, remains an essential component of the global telecom supply chain."

Hon'ble Minister of Communications and Development of North Eastern Region also raised the curtain of India Mobile Congress, scheduled on October 8-11, 2025 at New Delhi, in MWC 2025.

EXHIBITORS

INDIA- AFRICA ICT EXPO 6-7th April 2025, Cairo Egypt

India-Africa ICT Expo 2025 strengthens digital cooperation and technology partnerships in Cairo

The India-Africa ICT Expo 2025, held in Cairo, Egypt brought together senior dignitaries, industry leaders, government officials, and technology innovators from across India, Egypt, and the African continent. The event aimed to strengthen partnerships, promote indigenous technology and drive digital transformation through collaboration in Information and Communication Technology (ICT). With a focus on 5G, AI, telecom manufacturing and innovation ecosystems, the Expo served as a platform for exploring joint ventures, technology transfers, and skill-building initiatives. The inaugural session featured powerful insights from key speakers who highlighted the strategic potential of India-Africa cooperation in building a digitally inclusive future.



The session commenced with a welcome address by Mr. Amit Pasari, Governing Council Member, TEPC & CEO, XS Infosol. He set the tone for the event by emphasising the role of collaboration, innovation and sustainable technology development in shaping the future of ICT. His remarks underlined the significance of platforms like the India-Africa ICT Expo in unlocking new

opportunities for cooperation between India and Africa.

India highlights growing digital strength and calls for deeper technology collaboration with Egypt and Africa

Mr. Yogesh Verma, Vice President (Middle East and Africa), Tejas Networks, opened the session by highlighting the strong and growing diplomatic and economic ties between India and Egypt, underlined by multiple high-level visits in recent years. He emphasised India's neutral stance in global geopolitics and how this neutrality encouraged other nations to partner with India in technology and development. Drawing attention to India's massive digital surge, he cited that the country had over 240 million 5G subscribers, with projections to reach close to a billion by 2030. He also mentioned the extraordinary scale of digital transactions in India, nearing 1.4 billion, reflecting the depth of India's digital ecosystem. Mr. Verma stressed the immense opportunities that Indian technology held for Egypt and Africa and called for greater synergy in leveraging India's innovation for regional development.

C-DOT presents advanced 4G, 5G, and cybersecurity solutions to promote tech collaboration with Africa

Dr. Raj Kumar Upadhyay, Chief Executive Officer, Centre for Development of Telematics (a Government of India entity), offered a comprehensive overview of the technological innovations developed by C-DOT, the R&D arm of the Government of India. He noted that C-DOT had been at the forefront of creating solutions in telecommunications, cybersecurity, disaster management, and quantum





technology. He spoke about India's deployment of indigenous 4G and 5G systems and advanced cybersecurity tools designed to detect internal and external threats. A standout offer was C-DOT's willingness to transfer the technology for not just hardware but also transfer complete source code and software for select technologies to African partners, fostering local manufacturing and tech independence. Dr. Upadhyay emphasised that the goal was not merely to sell, but to collaborate — building mutually beneficial, sustainable partnerships through shared innovation and capacity-building.

H.E. Ms. C. Sushma calls Egypt launchpad for deeper India-Africa tech collaboration

H.E. Ms. C. Sushma, Charge d'affaires & Deputy Chief of the Mission, Embassy of India, Arab Republic of Egypt, spoke about the strategic significance of hosting the Expo in Egypt, a country well-positioned as a gateway to Africa and Europe. She encouraged Indian companies to view Egypt not just as a market, but as a launchpad for deeper regional engagement. Reflecting on India's digital achievements, she highlighted India's strong



startup ecosystem, with over 165,000 registered startups and more than 118 unicorns, making it the third largest in the world. She also mentioned India's shift from being a major smartphone importer to a global exporter, with mobile exports reaching \$15.6 billion and spanning 70+ countries. Ms. Sushma emphasised the inclusive nature of India's digital journey, bridging urban and rural divides and making technology accessible to all. She also elaborated on India's collaborations with Egypt, including the establishment of a Centre of Excellence in IT at Al-Azhar University and the provision of fully funded IT scholarships to African students. Her speech concluded with a call to co-create solutions in areas like digital identity, cybersecurity, e-governance, and innovation.

Mr. Ashok Kumar Jain dubs technology a bridge to empower India and Africa

Mr. Ashok Kumar Jain, Deputy Director General, Department of



Telecommunications, Ministry of Communications, Government of India, delivered the keynote address highlighting the growing synergy between India and Africa in the field of ICT. He emphasised that technology acted as a transformative bridge connecting continents and empowering communities. Mr. Jain pointed to India's digital achievements through initiatives such as Digital India, the Production Linked Incentive (PLI) Scheme and rural connectivity programmes like the RSI Project, which collectively enabled over a billion citizens with access to internet-based services. Drawing parallels with Africa's rapid innovation in areas like mobile money and e-governance, he stressed the potential for India-Africa collaboration in infrastructure development, digital identity programmes and scalable governance solutions. He also called for enhanced cooperation in talent development through Skill India-like initiatives and promoted joint research and investment ventures between Indian and African startups. Concluding his address, Mr. Jain encouraged all stakeholders to leverage the Expo as a launchpad for deeper partnerships and innovative collaboration.

Egypt's drive to empower youth and women through digital skills, remote work and innovation hubs: Mr. Mahmoud Sofrata

The Guest of Honour, Mr. Mahmoud Sofrata, Director of ICT Markets Development, Information Technology Industry Development Agency (ITIDA), Egypt, addressed the gathering during inaugural session. He welcomed participants and highlighted the pivotal role of ICT as a catalyst for inclusive and sustainable development. Mr. Sofrata outlined Egypt's progress under its Digital Egypt Strategy, which positioned ICT as the fastest-growing sector in



the country, contributing significantly to the national GDP. He shared that Egypt was focusing on empowering its youth and women through digital skill development, remote work models and innovation hubs. A key highlight was the Egypt-Basic Electronics (E&E) Initiative, which attracted global brands like Samsung and ZTE to establish manufacturing and R&D hubs in Egypt. Mr. Sofrata emphasised Egypt's readiness to partner with Indian tech firms and African governments in areas such as technology transfer, joint ventures, training programmes, and investment. He concluded by inviting all attendees to view Egypt not just as a market but as a collaborative partner for long-term growth in the digital age.

Mr. Yasharth Srivastava presented Vote of Thanks and urges

continued India-Africa-Egypt ICT collaboration for a sustainable digital future

Mr. Yasharth Srivastava, Director - Advisory (Telecom), KPMG, delivering the vote of thanks, highlighted the inspiring remarks of Her Excellency Ms. C. Sushma and the strategic perspectives shared by Mr. Jain and Mr. Sofrata. He reiterated the importance of continued collaboration between India, Africa and Egypt in the ICT sector. Reflecting on the impactful contributions of all dignitaries and speakers, he expressed deep gratitude to key participants including Shri Amit Pasari, Shri Dr. Raj Kumar Upadhyay and representatives from the National Telecom Regulatory Authority for their insights and support. He concluded with an optimistic note on building a connected, sustainable and inclusive digital future together.

SESSION 1: Impact of 5G and Adoption of Future Technologies



The session explored the transformative impact of 5G and the future potential of 6G technologies, with a focus on global collaboration, digital infrastructure expansion and inclusive connectivity. Discussions revolved around the integration of emerging technologies such as beamforming and reflective surfaces to overcome signal penetration challenges, and how 6G aimed to solve coverage limitations through satellite-based connectivity and hyper-precise positioning systems. Participants acknowledged the ongoing global efforts to bridge digital divides, especially in remote and underserved areas, and the role of innovation in expanding the utility of ICT across sectors. Furthermore, the session emphasised the necessity for sustainable business models, public-private collaboration and policy-level interventions to promote investment in digital infrastructure. Notably, Egypt's expanding role as a digital and investment gateway to Africa was highlighted, underscoring its strategic efforts in digitalisation, cross-border collaboration and ICT-facilitated

business reforms. The discussion also touched upon India's experience in using universal service obligation funds to drive broadband accessibility, serving as a reference model for public-driven infrastructure rollouts.

The session concluded with an acknowledgment of the potential for India-Africa-Egypt trilateral cooperation in the ICT sector, emphasising the need for infrastructure readiness, investor-friendly policies and a focus on mutual value creation.

Mr. Yasharth Srivastava, Director at KPMG India, served as the moderator. The session featured an esteemed panel comprising Dr. Ahmed Khattab, Director of the National Training Institute, Egypt; Mr. Bassem Boshra, Director at Spine Sense Labs, Egypt; Mr. Mandar Raghunath Lokegaonkar, MD & CEO of Piscis Networks Pvt. Ltd., India; Mr. James Byaruhanga, Director of Roke Cloud, Uganda; and Mr. Kanwar Jit Singh, Vice President (Technology) at Tejas Networks.

SESSION 2: Use of AI in Telecom Networks



The panel session at the international telecom conference focused on the transformative role of Artificial Intelligence (AI) in enhancing network operations, planning, and customer experience within the telecommunications sector. Framed under the “AI for Good” initiative, the discussion underscored how AI was evolving from a supportive tool to a critical enabler of intelligent networks, with both technical opportunities and ethical responsibilities. Panelists discussed the use of AI-powered mapping and geospatial tools to optimise network planning and improve return on investment. The discussion highlighted how AI was revolutionising customer service by transitioning from rule-based bots to conversational AI capable of understanding context and delivering more effective support. The session also explored how AI was enabling predictive maintenance by identifying network impairments and faults in advance using historical data, thereby minimising downtime and improving service reliability.

AI’s role in strategic network planning was emphasised, leveraging diverse data sources such as demographic trends, usage behavior

and environmental conditions to guide infrastructure deployment. The integration of AI with large language models was seen as a significant advancement, offering voice-based interfaces and multilingual support for network operations. Furthermore, the ability of AI to dynamically scale infrastructure during peak traffic events was noted as a key contributor to enhanced customer experience. The session concluded with a discussion on workforce transformation, emphasising the importance of upskilling and preparing telecom professionals to work alongside AI-driven systems as traditional job functions evolved.

Mr. Sharad Arora, Founder Director of Mashmari Consultants Pvt. Ltd., served as the moderator. The session featured insightful contributions from panelists including Pratik Sanjay Kumar Patel, Founder & Director of Way2send Pvt. Ltd.; Mr. Kanwar Jit Singh, Vice President (Technology) at Tejas Networks; Mr. Harshit Singhal, Leader of Presales & Solutions at Lepton Software, India; and Mr. Jubi Mathew, Director at Winet Infratel Pvt. Ltd., India.

SESSION 3: Startup Ecosystem in Egypt

The session centered around Egypt’s evolving startup ecosystem, its collaborative potential with India and the strategic importance of nurturing innovation in emerging economies. Discussions highlighted how Egypt had demonstrated resilience in the face of economic and global challenges, maintaining a thriving environment for over 600 startups. Participants examined the core enablers of this growth—talent, innovation, government support and regulatory advancement.

The session further explored how ICT infrastructure and digital public platforms had enabled exponential growth for startups, drawing comparisons with India’s transformation in the digital payments and connectivity space. A strong emphasis was placed on skilling and capacity building, especially in emerging technologies such as AI, IoT and cybersecurity, to support long-term startup success.

Security emerged as a critical focus area, particularly in light of rising cyber threats and the advent of quantum computing. Panelists emphasised the importance of integrating post-quantum cryptography into startup solutions from the early stages and called for policy and investor support to help absorb the cost implications. Strategically, Egypt aligned its ecosystem through inter-ministerial collaboration, startup charters, and clearer definitions for startups versus SMEs.



It aimed to reduce regulatory uncertainty and position itself as a gateway to Africa for global startups, encouraging cross-border collaboration, policy alignment, and knowledge transfer. The session concluded with discussions on language barriers, the role of AI in localisation, and the importance of cultural adaptation in scaling technology solutions across diverse markets.

Mr. Yasharth Srivastava, Director at KPMG India, served as the moderator. The panel featured key speakers including Mr. Tamer Taha, Advisor to the Minister of Planning, Economic Development and International Cooperation, Government of the Arab Republic of Egypt; Mr. Navneet Choudhary, Chief Executive Officer & Founder of Lamrod Telematic Pvt. Ltd., India; and Mr. Nikhil Gehlot, Founder & CEO of Ideaforge Innovations Pvt. Ltd., India.

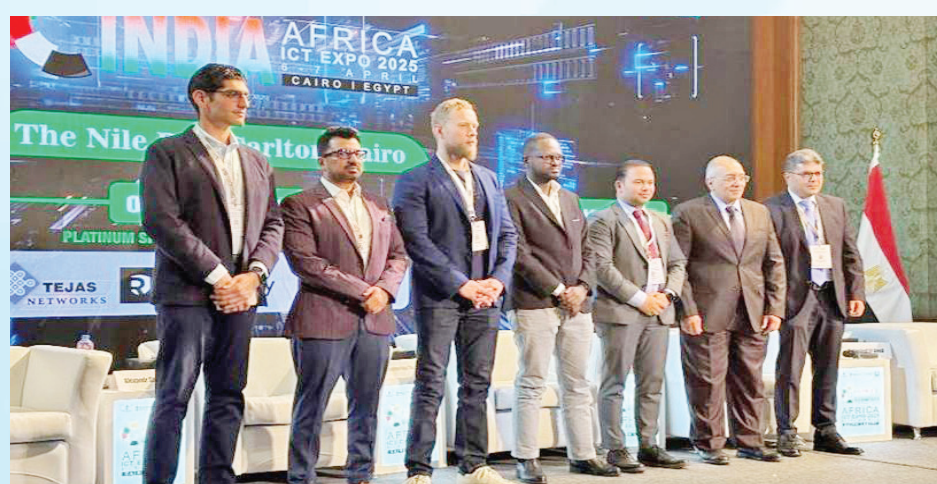
SESSION 4: Digital Transformation – ‘Telco to Techno’

The session highlighted the profound shift that had occurred within the telecom sector as it moved from traditional infrastructure and service models to advanced, tech-driven ecosystems. This transformation was driven by the integration of emerging technologies like 5G, AI, cloud computing, automation, and data analytics, which were reshaping both business operations and customer experiences.

The central theme was the evolution of telecom operators into tech-centric service providers offering not just connectivity, but also value-added solutions such as smart intercom systems, cloud call centres, cybersecurity platforms and digital financial services. Panelists discussed how streaming platforms, OTT services and customer-centric digital products were becoming key revenue drivers and enablers of service diversification.

The session emphasised the strategic role of 5G and the emerging 6G technologies in enabling innovations such as remote healthcare, smart factories, real-time monitoring and autonomous systems. It also highlighted how AI and cloud were helping reduce operational costs, automate issue resolution and personalise services in real time.

From a policy and strategic standpoint, the discussion also focused on local manufacturing and digital sovereignty, with Egypt’s national telecom strategy aiming to localise production of telecom equipment, fibre optics and smart city solutions. The



move not only drove digital inclusion and infrastructure growth but also positioned the country as a potential manufacturing and innovation hub for the region.

Digital Transformation – “Telco to Techno”, Mr. Mohamed El Deeb, Partner at KPMG Egypt, served as the moderator. The panel included distinguished speakers such as Mr. Yasser AbdelBary, Executive Manager of Electronics Industry, Information Technology Industry Development Agency (ITIDA), Egypt; Mr. Ashu Gupta, General Manager-MEA, GX India Pvt. Ltd., India; Mr. Muhumuza Peter Tibasimbwa, CTO, Roke Telkom, Uganda; Mr. Alexandr Shabaev, Director, Ufanet JSC, Russia; Mr. Pranay Sharma, Telecom Sales Head – Europe, Middle East & CIS, Lepton Software, India; and Mr. Alaa Abou El-Magd, Vice President, Digital Transformation, GB Capitals, Egypt.

SESSION 5: India-Africa Technology Collaboration

Session 5 of the India-Africa ICT Expo focused on strengthening digital and technological collaboration between India and African nations. With both regions undergoing rapid digital transformation, the session served as a strategic platform to explore how bilateral cooperation could accelerate inclusive growth through technology-driven initiatives. The discussion emphasised the long-standing historical, cultural and economic ties between India and Africa, which were evolving into a new phase of digital partnership.

Key themes included expanding digital infrastructure, promoting financial inclusion through interoperable payment systems and deploying emerging technologies like AI, IoT, and blockchain across critical sectors such as healthcare, agriculture and education. A central message of the session was the importance of creating context-specific solutions rather than replicating technologies from developed markets. Participants stressed the need for adaptable, low-cost innovations that reflected the socio-economic realities of underserved regions. India’s robust digital ecosystem—especially its success with scalable platforms like UPI—was highlighted as a model that could be localised and replicated in African markets

for mutual benefit.

In addition, the session called for a shift from one-way technology transfer to two-way collaboration. This involved co-creating solutions, sharing expertise, and jointly building capacity. There was a strong focus on building digital public infrastructure, upgrading legacy systems, and ensuring that innovation reached rural and underserved communities.

Overall, the session underscored that the future of India-Africa digital cooperation lay in strategic, inclusive and innovation-led partnerships that prioritised regional empowerment, mutual value creation and digital sovereignty.

Mr. Hossam El Koussi, Partner at KPMG Egypt, served as the moderator. The panel included distinguished speakers such as Mr. Atul Kumar Gupta, Scientist ‘G’ at the Centre for Development of Telematics, India; Mr. Bassem Boshra, CEO & Founder of Spine Sense Labs, Egypt; and Mr. Hanny Mousa, Senior Director, Business Development Engineering, E-Finance for Digital Operations, Egypt.



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Bharat Telecom 2025 May 6-7 2025, New Delhi, India

India set to lead the world in 6G: Shri Jyotiraditya M. Scindia, Hon'ble Minister of Communications and Development of North Eastern Region

The narrative shifted from 'Made for India' to 'Made by India': Dr. Chandra Sekhar Pemmasani, Hon'ble Minister of State for Communications and Rural Development



Hon'ble Minister of Communications and Development of North Eastern Region, Shri Jyotiraditya M. Scindia, addressed the inaugural session of 22nd edition of Bharat Telecom 2025.

NEW DELHI: The Telecom Equipment and Services Export Promotion Council (TEPC), with the support of the Department of Telecommunications (DoT), Ministry of Communications, Government of India, successfully organised the 22nd edition of Bharat Telecom – An Exclusive International Business Expo on May 6-7, 2025 at Hotel Taj Palace, New Delhi.

A special emphasis was laid on the India Telecom Stack — a comprehensive ecosystem of indigenous Original Equipment Manufacturers (OEMs) providing end-to-end solutions ranging from 4G/5G RAN, fibre technologies, switching systems to satellite communication and telecom infrastructure etc. These advancements were made possible through progressive government policies that incentivised innovation, manufacturing and market access.

The prestigious event was inaugurated by Hon'ble Minister of Communications and Development of North Eastern Region, Shri Jyotiraditya M. Scindia, in the presence of Dr. Chandra Sekhar Pemmasani, Hon'ble Minister of State for Communications and Rural Development; Shri Arnob Roy, Chairman TEPC & COO, Tejas Networks, along with senior Government officials, global



delegates and leading industry stakeholders.

In his inaugural address, Shri Jyotiraditya M. Scindia, Hon'ble Minister of Communications and Development of North Eastern Region, stated that India is poised to lead the world in 6G technology. "India followed the world on 4G; we walked with the world on 5G but India shall lead the world on 6G," he said.

Highlighting the transformational pace of India's digital infrastructure, Hon'ble Minister noted that over 43 percent of broadband traffic in metro cities was carried on 5G networks. He attributed this progress to substantial private sector investment and focused government policy.

Hon'ble Minister mentioned that India's major telecom operators had invested close to \$50 billion over the past 21 months, resulting in what he described as the fastest 5G rollout in the world.

"India was not merely participating in the digital revolution. We were leading it, shaping it, and inspiring the world to follow," he said.

Dr. Chandra Sekhar Pemmasani, Hon'ble Minister of State for Communications and Rural Development, in his address, said



Dr. Chandra Sekhar Pemmasani, Hon'ble Minister of State for Communications and Rural Development addressed the inaugural session of 22nd edition of Bharat Telecom 2025.



Shri Arnob Roy, Chairman of the Telecom Equipment and Services Export Promotion Council (TEPC) addressed the inaugural session of 22nd edition of Bharat Telecom 2025.

that India stood not merely as a market or consumer, but as a creator, partner and trusted provider of world-class telecom solutions. He emphasised that India's transformation from a technology consumer to a technology creator within just a few years was the result of relentless hard work and forward-looking government policies under the visionary leadership of Hon'ble Prime Minister Shri Narendra Modi. The narrative, he stressed, had shifted from 'Made for India' to 'Made by India'. The government, he added, stood firmly with Indian startups and MSMEs, not just as a regulator but as an enabler and a proud supporter in India's telecom journey. He further stated that India's telecom journey was no longer about catching up, but about setting the pace with trust, talent, and technology at its core.

Shri Arnob Roy, Chairman of the Telecom Equipment and Services Export Promotion Council (TEPC), in his address, highlighted the remarkable growth and strength of India's telecom industry. He stated that India boasted one of the largest and most well-developed telecom industries in the world, playing a pivotal role in enabling connectivity and digital transformation across the country.

He emphasised that optical fibre formed the backbone of India's telecom infrastructure, ensuring high-speed, reliable connectivity from urban centres to remote rural areas. This robust fibre network was a key enabler of the country's digital ambitions.

Shri Roy further noted that India had developed and deployed cutting-edge technology solutions across all major telecom categories, including 4G/5G and Open RAN (Radio Access Networks). These advancements positioned India not only as a major consumer of telecom technologies but also as a global





hub for innovation, manufacturing and export of next-generation telecom products.

Bharat Telecom 2025 was conceptualised to reinforce India's position as a reliable telecom manufacturing and export destination by highlighting the country's growing capabilities in telecom equipment, ICT services and next-generation digital technologies. Over 100 leading Indian telecom companies, including 38 startups, showcased innovative products and solutions across multiple domains in Bharat Telecom 2025.

Indian ICT exporters had Indian designs and IPRs and could provide end-to-end digital connectivity solutions to suit the requirements of the developing and developed world. Therefore, TEPC created the platform to bring potential buyers from across the globe to interact and finalise business deals through B2B meetings with quality telecom equipment/software manufacturers and ICT services solution providers from India. The event led to the development



of long-term business relations among the participants.

The event saw enthusiastic international participation, with more than 135 foreign delegates from over 35 countries, representing government bodies, private enterprises, and trade associations. The platform enabled meaningful dialogue, B2B engagements and partnership opportunities between global buyers and Indian manufacturers.

The event featured thematic exhibitions, conference sessions, high-impact B2B meetings, strategic networking sessions, and knowledge-sharing forums focusing on cutting-edge communication technologies such as 5G, optical fibre, broadband infrastructure, satellite communication, IoT, AI-driven networks and more.

Bharat Telecom 2025 continued to support India's vision of becoming a global digital hub, aligning with the national agenda of self-reliance (Aatmanirbhar Bharat) and digital empowerment.

SESSION 1: Telecom API Economy

The session delved into the emergence of the Telecom API economy as a key enabler of innovation, digital transformation and monetisation in the 5G era. With telecom operators having invested heavily in infrastructure, the focus had shifted toward unlocking new revenue streams and services by exposing core network capabilities such as voice, SMS, data and identity as programmable APIs. This transformation catalysed the creation of an open, interoperable, and developer-centric ecosystem that bridged traditional telecom services with modern digital applications.

The discussion highlighted how APIs played a pivotal role in empowering developers, startups and enterprises to build and deliver customised and scalable digital experiences. From two-factor authentication and fraud prevention in the BFSI sector to real-time logistics coordination and enhanced customer communication in e-commerce, APIs enabled rapid integration of telco-grade services into everyday business processes. The panelists underscored the importance of standardisation initiatives, such as GSMA Open Gateway and TM Forum, in creating uniform API interfaces that ensured security, scalability and ease of integration.

A significant theme of the session was the role of CPaaS (Communication Platform as a Service) in abstracting network complexity and making communication services accessible as plug-and-play modules. The convergence of CPaaS platforms with cloud infrastructure (AWS, Azure, Google Cloud) and NEF (Network Exposure Function) in 5G networks drove real-time service innovation. Telcos moved beyond connectivity providers to become value creators and ecosystem enablers by supporting developers through SDKs, self-service portals, sandboxes, certification programmes and revenue-sharing models.

The session also touched on the importance of data privacy,



API governance and cybersecurity in an increasingly connected world. Ensuring secure authentication (e.g., OAuth 2.0), user consent for sensitive data sharing, API version control and rate-limiting mechanisms were highlighted as vital to safeguarding consumer trust while enabling seamless API operations. Open data models and globally accepted security practices were emphasised as critical for cross-platform interoperability.

Looking ahead, panelists discussed how the API economy would evolve in the next five years. Emerging trends such as AI-based network optimisation, intent-driven service configuration, network slicing-as-a-service, and RedCap-enabled IoT expansion were expected to reshape the telecom landscape.

Mr. Sunit Kumar, Associate Partner Advisory Telecom at KPMG India, served as the moderator. The session featured prominent speakers including Mr. Gaurav Agnihotri, Vice President - Digital Business, Airtel, India; Ms. Anuradha Gupta, Founder & Chief Executive Officer, Amantya Technologies Private Limited, India; Mr. Nakshatra Gupta, Head of Solutions - NSS Group, Tata Consultancy Services, India; Mr. José de Ibarrola, Sales Director (LATAM), Heimgard Technology, USA; and Mr. Vinay Sharma, Head of Technology & Procurement, GX India Private Limited, India.

SESSION 2: Private Networks for Industry 4.0

The session explored how private networks had been transforming Industry 4.0, enabling smarter, faster and safer operations across sectors like manufacturing, transportation, defense, healthcare and energy. Enterprises increasingly embraced private networks to support ultra-low latency, high reliability and secure communication, which facilitated critical applications such as automated guided vehicles (AGVs), predictive maintenance, remote inspections and industrial IoT.

Panelists highlighted that private networks provided greater control, customization and service assurance compared to public networks, especially in high-performance environments. The discussion focused on deployment models (on-premise, cloud, hybrid), emphasising the need to balance cost, security, reliability and control. Edge computing emerged as a vital enabler, reducing latency and optimising bandwidth usage. However, regulatory clarity and spectrum availability remained key challenges. Some countries had adopted flexible spectrum policies and encouraged public-private infrastructure sharing to promote private network adoption.

The panel emphasised the importance of return on investment (ROI), particularly in safety-critical applications such as railway signalling and worker safety. The maturity of the ecosystem—from devices to cloud platforms—was highlighted as crucial for the successful



implementation of private networks.

Looking ahead, the panelists agreed that AI would play an increasingly central role in enabling predictive analytics, intelligent decision-making, and automation across private network deployments.

Private Networks for Industry 4.0, Mr. Yasharth Srivastava, Director Advisory Telecom at KPMG India, served as the moderator. The session featured insights from a distinguished panel including Mr. Rajesh Tuli, Managing Director of Coral Telecom Limited, India; Mr. Praveen Arora, Vice President – IoT & Private Networks, Tata Communications Limited, India; Mr. Stone Ligomeka, Chief Technology Officer at Zambia Telecommunications Company Limited, Zambia; Mr. Le Van Thuong, Chief Executive Officer, Halotimes Communications Company Limited, Vietnam; and Mr. Sanjeev Sehgal, Founder & Managing Director of Samridhi Automations Pvt. Ltd., India.

Keynote Session

Dr. Raj Kumar Upadhyay, Chief Executive Officer, Centre for Development of Telematics (C-DoT) highlighted India's telecom innovation leadership and openness to global collaboration across five domains: infrastructure, security, quantum communication, AI applications and disaster management systems.

C-DoT's solutions include:

- 4G/5G networks serving 20 million BSNL users.
- AI-based cybersecurity platforms



mitigating real-time threats.

- Sanchar Sathi platform, which deactivated 50 million fraudulent connections.
- Quantum encryption technologies (PQC encryptors, quantum phones).
- Nationwide disaster alert systems saving lives during calamities.
- Public Wi-Fi and IoT solutions for rural inclusion.
- An open invitation was extended for joint ventures, licensing, and collaborative R&D.

SESSION 3: Next Generation Broadband – The Catalyst for a Digital Leap

The session covered how Next Generation Broadband had underpinned economic growth, digital inclusion and the development of smart ecosystems. It highlighted the roles that FTTH, 5G, FWA, LEO satellites and cloud technologies had played in supporting public infrastructure, telemedicine, e-learning and governance.

Discussions addressed how broadband had become essential for both rural and urban regions and emphasised the need for public-private partnerships, spectrum reform and infrastructure sharing to overcome cost barriers and enable widespread deployment.

Panelists stressed the importance of providing affordable solutions for least-developed countries, fostering local R&D and extending technology life cycles to effectively close the digital divide and ensure equitable access to digital services.

Looking ahead, the panelists agreed that broadband would continue to serve as the backbone of AI-driven economies. They identified priorities such as increased fibre investments, 5G densification, the development of smart infrastructure, and the expansion of renewable-powered data centre as crucial for the sustainable



growth of digital ecosystems.

Mr. Rajneesh Khullar, Senior Vice President & Global G2G Head at Tejas Networks Limited, India, served as the moderator. The panel comprised several eminent experts including Mr. Rajeev Saraf, Founder & Chief Executive Officer of Lepton Software, India; Mr. Abhay Karandikar, Secretary, Department of Science & Technology, Government of India; Mr. Rohith Gudianga, Managing Director, LankaCom Private Limited, Sri Lanka; Mr. Alexander Dieteren, Technical Director, Genexis Germany GmbH, Germany; Ms. Violet Kolamba, Chief Executive Officer, Tetranet Services Limited, Kenya; Mr. Willard Nyagwande, Managing Director, PowerTel, Zimbabwe; and Mr. Nadeem Akhtar, Head (Product Management), HFCL Limited, India.

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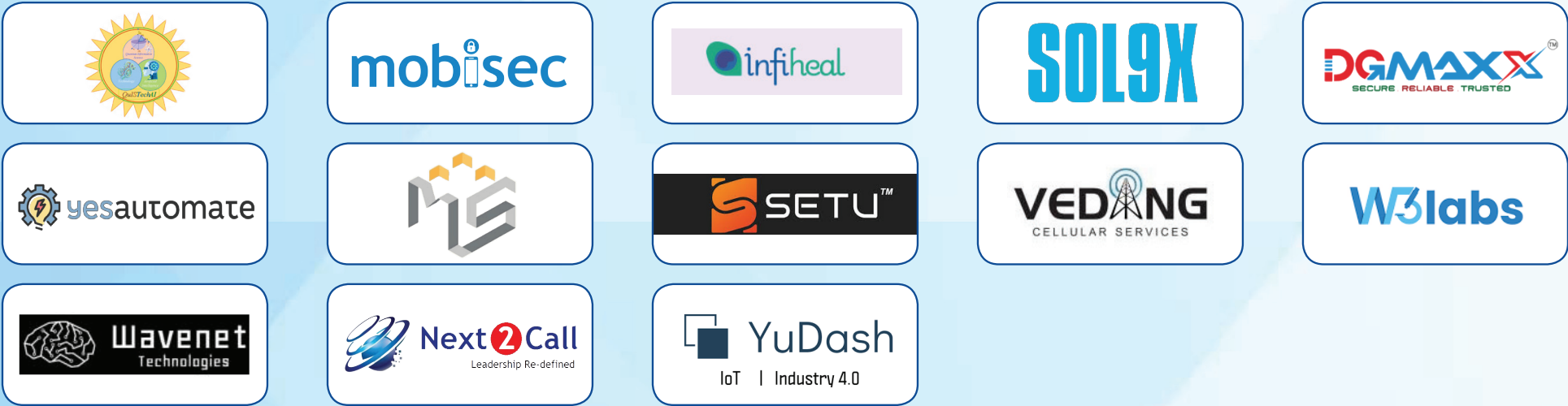
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MEDIA COVERAGE AT BHARAT TELECOM 2025

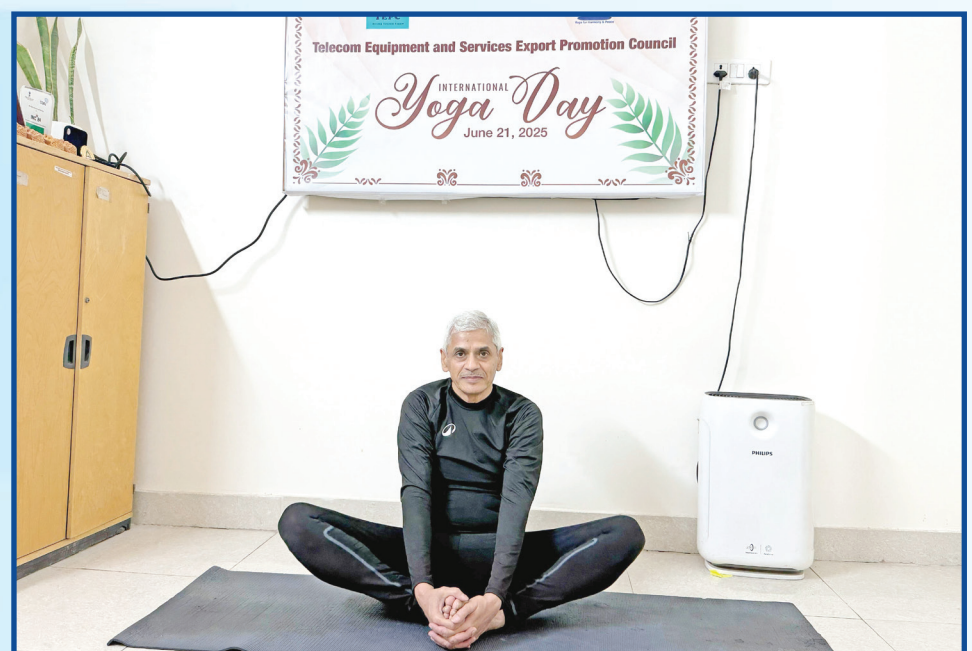


International Day of Yoga @TEPC



The Telecom Equipment and Services Export Promotion Council (TEPC) commemorated the 10th International Day of Yoga on 21st June 2025 with a vibrant and engaging session that brought together officials & staff members. The celebration took place at TEPC's headquarters, where the premises were transformed into a serene and focused space for practicing yoga. The event began with a brief introduction on the significance of Yoga Day, emphasising this year's global theme of 'Yoga for Self and Society.'

The celebration aimed to raise awareness about the importance of a healthy lifestyle and mental wellness, especially in the fast-paced and technology-driven telecom sector. TEPC officials expressed their appreciation for the enthusiastic participation and reiterated the Council's commitment to promoting holistic well-being among its members and staff. The event concluded with a group pledge to continue practicing yoga regularly and to inspire others to embrace this ancient Indian tradition.



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