

CISCO TO INVEST IN DEDICATED INDIA WEBEX INFRASTRUCTURE

Relevant for: Science & Technology | Topic: IT, Internet and Communications

Daisy Chittilapilly

Technology company Cisco said its India telecom licence would not be used to compete with telecom service providers, who are its largest customers and partners, but would help accelerate Webex adoption across the country.

The company on Tuesday announced investments in dedicated India Webex infrastructure. Webex is an enterprise communications technology solution from Cisco.

The company, which recently obtained its telecom licence from the government, will not only be working with telcos in rolling out commercial 5G networks, but is also in discussions with large conglomerates as well as service providers for private 5G networks. "Service providers are both our biggest customers and our partners. No, we are not going to become competitors (to them)," said Daisy Chittilapilly, president, Cisco India and SAARC.

"In fact, this may open up some very interesting go-to-market possibilities, and that is where we are going to stay very much focussed. The regulations required us to get a licence," Ms. Chittilapilly said.

She added that Cisco was seeing a rapid increase in users and getting a licence would help the company offer lower latency and affordability which would help open up further markets in India.

The India Webex infrastructure includes a dedicated data centre, and is backed by Cisco Secure products and solutions to ensure best-in-class data privacy and security, the company said.

Cisco added that this would enable it to provide India-specific pricing for customers, lowering the cost by more than 50%.

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