

e-Governance Likely to Drive Growth

On the current scenario of the routers market

The Indian router market is quite mature and the end users demand products with high throughput along with features such as multicasting, multi protocol label switching (MPLS), internet protocol version 6 (IPv6) compatibility, and access security.

Manufacturers need to strive toward bringing down the customers' total cost of ownership and emphasize on providing enhanced product reliability and better their service strategies. The Indian government's initiative on e-governance is likely to drive the demand for routers, especially the IPv6 and IPv4 ones.

The other factors that drive the market are the increasing residential digital subscription line (DSL) connections and network upgrades or extensions by fixed data and mobile service providers and larger organizations.

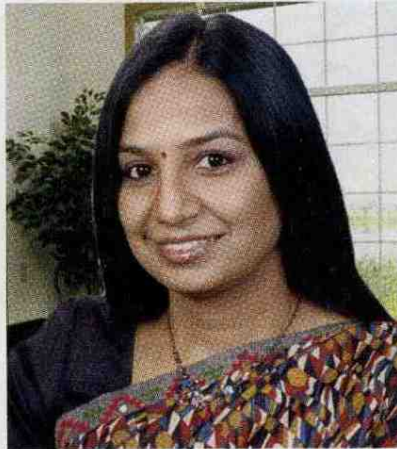
The increasing data usage in mobile networks, particularly the third-generation ones, as well as the growing acceptance of fiber to the home (FTTH) and fiber to the curb (FTTC) and other options of optical connectivity has opened new avenues for the router market.

Today a complete broadband access solution has become a necessity. Router enterprises are focusing on providing triple play (combining voice, video, and data) services in a single platform.

Triple play applications are likely to necessitate the development of real-time communication provisioning, specifically in the voice and video applications, a factor set to drive the markets in the long run.

On market drivers

Broadband rollout; increased pene-



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tration of wireless; last mile providers for IP VPN at class B and class C cities; increased ERP implementation in SMB market; implementation of core banking software across banking sectors; convergence of voice, video, and data; state WAN network roll out etc., are some of the major growth drivers.

On green initiatives

Some of our initiatives include environment-friendly packaging, technology advancements on firmware upgrade without changing the hardware, lesser power consumption that increases the efficiency of the network, and so on.



On the market and technology trends

IPV6 enabled routers, access control by integrating the router with dedicated antivirus, IDS, IPS devices, bandwidth bundling / load balancing with multiple internet links are some of the recent trends in technology.

IPVPN over last mile wireless

links, perimeter security routers, increased performance on existing platforms are some of the major market trends in India.

On the key challenges faced by the players in India

Integrating legacy applications, budgeting and RoI, keeping operating cost in check without compromising on quality, power efficiency, remote management and high uptime even in remote locations, interoperability concerns due to proprietary protocol implementation, and network management concerns are some of the major challenges being faced by different players across India.

On market outlook for the financial year '09-10

Ethernet-based services undoubtedly will hold up better than most other communications services during the global recession due to their performance-price advantages compared to legacy solutions, but ethernet services growth rates will be more modest, and that will translate into some delayed sales of carrier ethernet platforms. ■