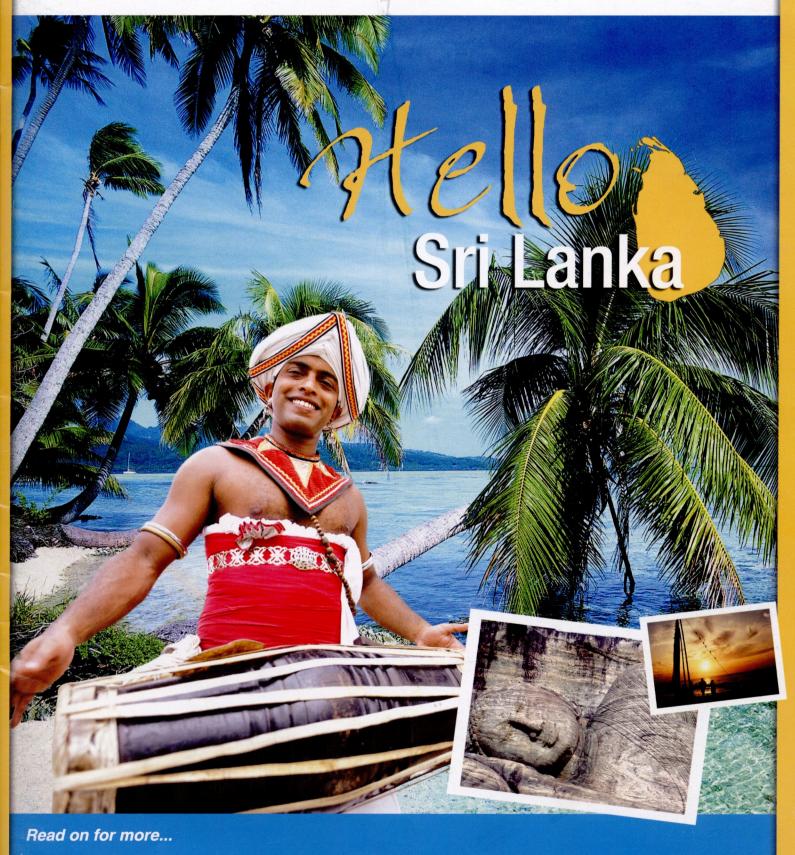
The in-house magazine of Bharti Enterprises

# narti Toda

Vol. 13, Issue 1, 2009



**Project Rock On** 

**Colours of India** 

**Diplomatic Sojourn** 



### Dear colleagues,

n the midst of unprecedented enthusiasm, Bharti Airtel recently launched its operations in neighbouring Sri Lanka. Though we already had several overseas operations in the shape of Telecom Seychelles, Airtel Jersey and Airtel Guernsey, Sri Lanka truly constitutes our first major overseas foray.

Launched on a state-of-the-art 3.5 G network, Airtel Lanka has introduced customers to a range of innovative services and ushered in a new era of affordability in the country. We rolled out the network in the record time of just over a year. I strongly believe the Sri Lankan operation will turn out to be a precursor to many such overseas forays in the years to come. Back home, Airtel crossed one more milestone with the launch of its IPTV service, enabling its customers to the Triple Play Advantage of telephony, broadband and entertainment.

In retail, we opened one new chapter with the launch of our first compact hyper format Easyday Market™. The location has once again been Ludhiana, where we had launched our small format stores. Over the last few months, our financial services ventures too have continued to consolidate their market position in their respective segments.

Bharti Foundation launched its first Satya Bharti School in South India in Sivaganga, Tamil Nadu. As our businesses continue to cross new frontiers, our focus on making a difference to the wider society will only get more intense. As our flagship Bharti Airtel prepares to cross the 100 million customer landmark in the coming months, Bharti Foundation's initiatives too will start getting momentum.

Sunil Bharti Mittal

### AWARDS & RECOGNITIONS



Akhil Gupta and Prem Pradeep receiving the 'Telecom Infrastructure Company of the year' Award

### Infrastructure Excellence

### **Awards**

Bharti Infratel was voted as the 'Telecom Infrastructure Company of the year' at the CNBC-TV18 Infrastructure Excellence Awards.

### **World Communications Awards**

**BHARTI AIRTEL** received the 'Best Content Service' Award for the Airtel-IFFCO Farmer Information Dissemination Platform at the World Communications Awards in London.

**BHARTI AIRTEL** also received the 'Best Project Management' Award for its Gujarat e-GRAM project at the Awards.

### Best Practices in Corporate Social Responsibility

**BHARTI FOUNDATION** received the Social and Corporate Governance Award for Best Practices in Corporate Social Responsibility 2008. The award instituted by BSE, Nasscom Foundation and Times Foundation recognises and honours organisations for their contribution to society.

### **Carnegie Endowment for International Peace**

**SUNIL MITTAL** joined the Board of Trustees of the prestigious global think tank Carnegie Endowment for International Peace. He is the first Indian to join the Board and among its only three non-US members.

### Business Today India's 500 Most Valuable Companies

**BHARTI AIRTEL** ranked 3rd among India's 500 most valuable companies for 2008. The company was ranked 2nd among Top profit earners. It was also nominated in 'India's Best Marketers Survey' of the magazine.

### **Appreciation Award**

BHARTI AIRTEL received an 'Appreciation Award' for significant contribution towards service tax during the year 2008 from the Department of Customs and Central Excise (Delhi Range), Government of India.

### **GSMA** Asia Mobile Awards

**BHARTI AIRTEL** was conferred the top honours at the GSMA Asia Mobile Awards 2008 in the 'Best Mobile Music, TV or Video Service' category for its Music-on-demand service.

### Nasscom-CNBC TV 18 IT User Award

**BHARTI AIRTEL** was adjudged the winner of the Nasscom-CNBC TV 18 IT User Award 2008 in the Telecom vertical.

#### **Business Achiever Award**

**AKHIL GUPTA** received the CA Business Achiever Award from the Institute of Chartered Accountants of India (ICAI).

### **Golden Peacock Award for Innovation**

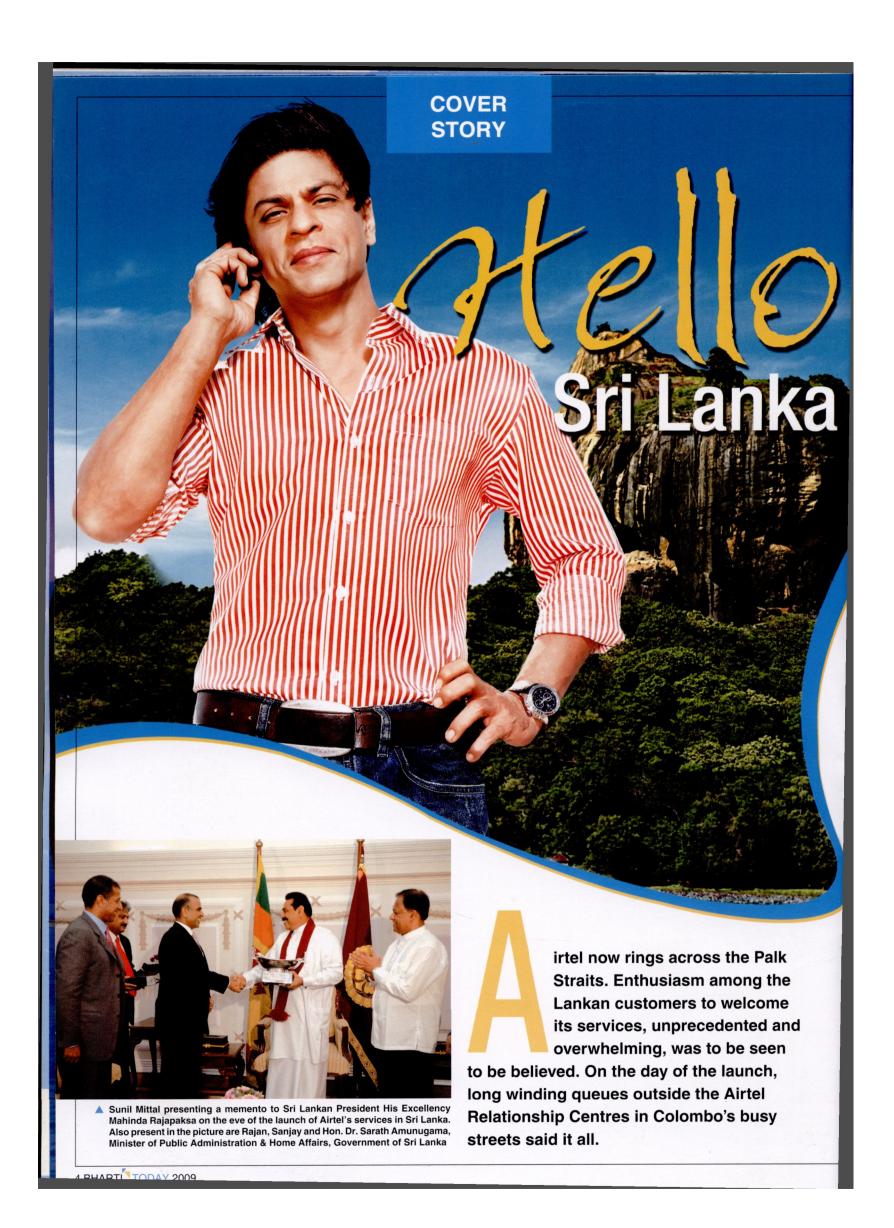
**BHARTI TELESOFT** won the Golden Peacock Award for Innovation for its CAMEL Hub Solution in recognition of its pioneering work on Hub technology and solutions.

### **Buzziest Brands of the Year**

**BHARTI AIRTEL** topped the Buzziest Brands of the Year survey 2009 by afaqs for the fourth year in succession.



▲ Manoj Kohli receiving the Buzziest Brand Award





## **COVER STORY**



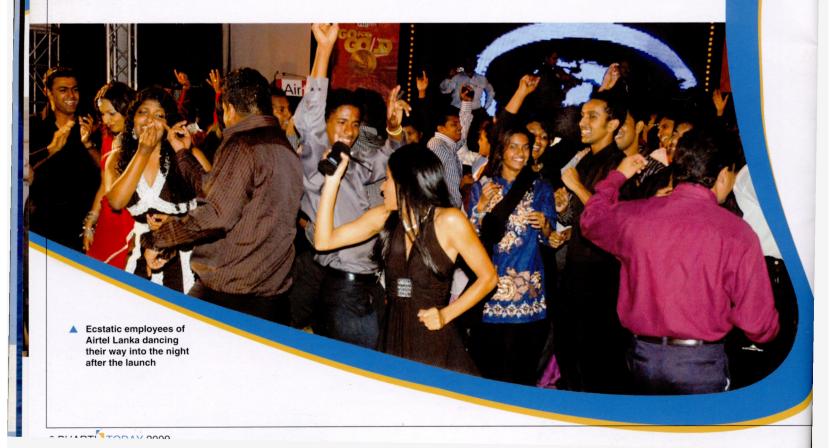
Mrs Aban Pestonjee, Chairperson, Abans Ltd., and Rienzie Wijetilleke, Chairman, Hatton National Bank, being presented with the 3.5G Airtel SIM cards in the presence of Manoj Kohli, Sunil Mittal, Rajan Mittal, Amali Nanayakkara, Sanjay Kapoor and K. Srinivas

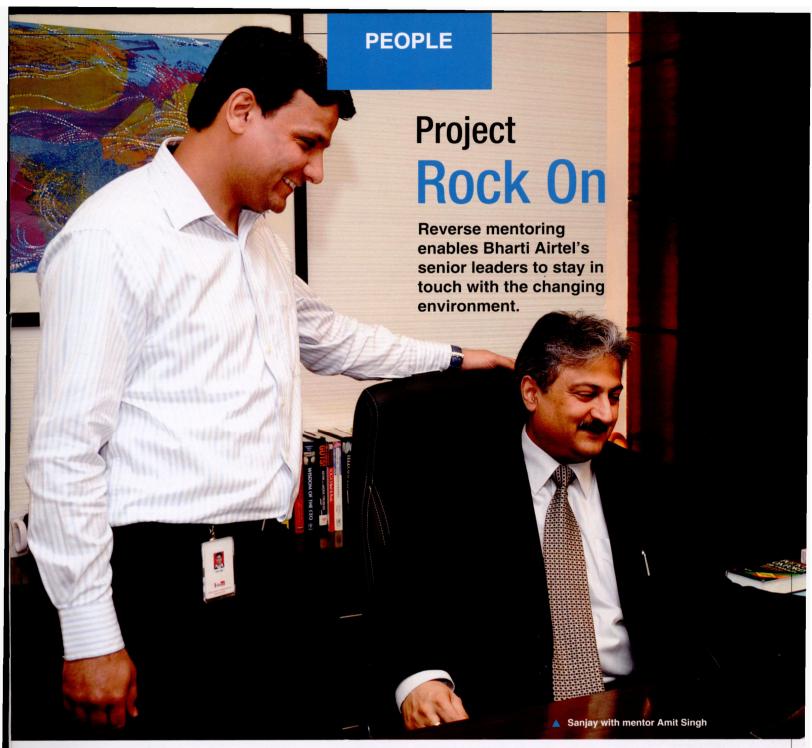
Launched on a state-of-the-art 3.5G network, Airtel introduced its Lankan customers to a suite of innovative services. The company rolled out its state-of-the-art network in the record time of just over a year. This is considered to be the fastest network roll-out of its scale by any operator in Sri Lanka.

Airtel Lanka envisages a total investment of \$200 million. Replicating its business model based on outsourcing, Bharti Airtel has entered into a three-year managed network deal with Huawei for the Lankan market. While management of IT infrastructure once again lies in the hands of IBM, iSmart Timex is playing the role of the customer care partner. Incidentally, Comviva Technologies (formerly Bharti Telesoft) is providing Managed Services to the venture having deployed 22 of its own solutions.

Entering the market as the fifth mobile operator, Bharti Airtel has taken the island nation by storm. Drawing on its learnings from the most competitive market in the world, the company has redefined the concept of 'affordable telephony' in the market. What truly sets its call rates and tariff plans apart is the simplicity and ease of understanding for the customer, including features such as unconditional free incoming calls. The simple tariff plans has liberated the Lankan customers from the concept of peak and off-peak call rates by offering standard tariffs throughout the day. For a change, customers in this island market no longer bother with within network and outside network concept as Airtel offers uniform call charges to any network.

Airtel's unconditional free incoming call has turned out to be revolutionary. The ring is loud and clear for the Lankan customer.





Amit Singh is just about a year old in his role in Business Excellence at the Airtel Centre. As part of Project Rock On he has the enviable task of mentoring the industry veteran in Sanjay Kapoor. Over the last few months he has developed a liking for this role in which he tries to take his mentee through his experiences and insight as a youngster. From Formula 1 races to outing in the Corbett he tries to throw everything at Sanjay.

Project Rock On at Bharti Airtel has been incubated to help leaders in the Mobility Management Board (MMB) keep abreast with the changing environment.

The primary scope of the project is reverse mentoring by the younger generation. For the senior leader, the aim is to identify and master the new advents, latest technologies and latest developments in the external world. The focus is also on understanding youth behaviors, their expectations, lifestyles and thought processes.

A great amount of planning and research goes into identifying and meetings over the matching the profiles of the mentors and mentees. This screening process entails profiling candidates, analysis of their hobbies and all circle operations.

interests and rounds of interviews. Though the candidates from the Young Leader Program remain the primary talent pool for this project, there have been instances wherein dynamic young people from outside of this program have joined as reverse mentors as well. Once the mentors have been selected, planning starts to pair them with the mentees. Matching the personality types, individual interests, hobbies and special needs of the mentor are considered critical.

Rock On is about serious mentoring in a subtle way. The mentor comes well prepared for the meetings having done extensive research on the topic he or she plans to discuss with the mentee. The meetings are normally scheduled once every four to six weeks – in office or outside.

The initial pilot program rolled out in September 2008 had four members of the MMB. The second batch of five was introduced in January 2009. One of the key possibilities being explored in this second round is to conduct these meetings over the telephone. Going ahead, depending on the success of the pilot, the program is going to be extended to all circle operations.



### BRAND AIRTEL



Kullu Dussehra

#### **Himachal Pradesh**

### Kullu Dussehra

The sleepy hill town of Kullu comes alive during Dussehra, all decked up to welcome tourists from across the globe, who find the joyous celebrations extremely heartwarming in the serene surroundings. Over 200 deities from the region converge on the historic Dhalpur ground for the seven-day-long celebrations. The idol of Lord Raghunathji is drawn on a decorated chariot across the ground. The celebration is marked by community singing and dancing and trading in local wares. Kullu goes red in Airtel colours as Dussehra day arrives. As thousands enjoy the Airtel-sponsored cultural nights, the brand does manage to deliver a deep rendition in the hearts of the hill people.

#### **Assam**

### Kameswari Dance &

### **Music Festival**

Assam's Kamakhya Temple is considered to be one of the holiest shrines in the country. The History and Heritage Research Centre of Kamakhya organises the Annual Kameswari Dance Festival for the revival and promotion of culture and dance with specific relevance to Kamakhya within the premises of this holy centre. Noted classical dancers and singers from across the country participate in this Airtel-sponsored annual cultural festival. With raagas and rhythms reverberating through the courtyard of the decked-up Kamakhya Temple, the divine atmosphere indeed becomes mesmerising.



Kameswari Dance & Music Festival venue adorning the Airtel colours



Airtel sponsors several boats in one of the major races in the state, Rajiv Gandhi Trophy Boat Race on the Pulinkunnu River, Alappuzha, 10 kilometres from Allepy town

### Rerala Boat Race

he tranquil backwaters of Kerala come alive during Onam, the harvest festival celebrated during August/September. The flavour of the festival season reaches its peak when thousands gather on the riversides to cheer their teams on the long snake boats and other smaller crafts. Festooned with silk and gold spangled umbrellas, the boats are manned by a crew of more than 100 men who row in unison to the fast rhythm of the vanchipattu (song of the boatman). Each boat, nearly 100 feet long, is a remarkable feat of craftsmanship, with the stem curved to resemble the hood of a snake and a tapering bow. Most of these races also have interesting legends and stories tracing their origin.



### **GROUP** NEWS

# Launch of IPTV

**B**harti Airtel has crossed one more milestone with the launch of Airtel Digital TV *interactive* - it's Internet Protocol Television Service. Its customers now have the Triple Play Advantage of Telephony, Broadband and Entertainment. A big differentiator for the Airtel customer today lies in the Single Knock on The Door Experience - a uniform Airtel Quality of Experience with a single Customer Service interface and a single unified bill for voice, broadband and TV and video entertainment. The service offers real time interactivity enabling customers to order pizzas and book movie tickets on their TVs. The Time Shift TV transforms TV viewing into a two-way experience. The viewer can pause and rewind live TV as well as auto-record and store favourite programmes for seven days. The Movie on Demand service provides access to the largest library of movies with 100 blockbuster titles.



▲ Atul Bindal and N Arjun at the launch of Airtel Digital TV interactive

#### **Bharti Airtel**

# No More Sweltering

Among the many firsts to Bharti Airtel's credit, this would perhaps sound the most unusual. Yes, it's about a bus shelter in India's global IT hub Bengalooru. But for a change, it's an air-conditioned bus shelter. True to its reputation on customer-centric innovation, Bharti Airtel has built India's first AC bus shelter. It is situated near the Cubbon Park

entrance on the Kasturba Road opposite the Sree Kanteerava Indoor Stadium. With a dimension of 25x8 feet, it can accommodate 20 people at a time. The glass-covered bus shelter is attracting unusual interest even among car owners. We won't be surprised if some of them are actually move to take the occasional bus ride!

▼ Bharti Airtel's air-conditioned bus shelter on the Kasturba Road in Bangalore



### **GROUP** NEWS

#### **Bharti Retail**

# Easyday Market™

After the huge impact of the Easyday small format stores, now it is the turn of the Compact Hypermarket format of Bharti Retail to win hearts. The new format once again made its debut in Ludhiana. The name *Easyday Market* could not have been more appropriate for a store format that seeks to bring together the entire market under one roof. The 25,000 square feet first compact hypermarket from the company opened at the JMD Govardhan City Centre in Ludhiana.

From apparels, home furnishings and homeware to cosmetics, kids' toys, small appliances, mobile phones and stationery, the homemaker finds everything in this supersize store. The store also has a live bakery, a meat, poultry and fish shop. The freshest of fruits and vegetables, grocery and general merchandise complete the assortment of one of the hottest shopping destinations in Ludhiana today. No wonder, *Easyday Market*<sup>TM</sup> catchline 'Har din khushiyan and Har din bachat' has truly caught up with the Ludhiana shopper.



- Sunil Mittal at the launch of Easyday Market Compact Hypermarket. Also in the picture (from left) Rajeev Krishnan, Rajan Mittal, Raj Jain and Vinod Sawhny
- Sprawling interiors of the Easyday Market Compact Hypermarket



### **Bharti Wal-Mart**

# Train to **Excel**

Bharti Wal-Mart has launched a unique public-private partnership initiative to help bridge the shortage of skilled manpower in the rapidly growing retail sector. As part of the initiative, the company set up its first special skills centre at Amritsar in partnership with the Government of Punjab. The Centre will initially offer short-term vocational certification courses to train candidates to become Floor Associates, Business Development Associates and Team Leaders. Interestingly, another group company, Bharti Learning Systems (now Centum Learning), is playing a key role in this initiative. It not only has developed the special curriculum in collaboration with Bharti Wal-Mart but is in charge of running the Training Centre. The Centre is expected to train approximately 125 candidates each month. All enrolled candidates are to be awarded 100% scholarships by Bharti Wal-Mart.



Inauguration of the Bharti Wal-Mart Training Centre by Hon'ble Chief Minister of Punjab Parkash Singh Badal. Also in the picture (fourth from right) Raj Jain



# Decade Old

he International Conference Centre in Mahe in Seychelles came alive recently with music and dance performances of a mixed kind. Indian expat staff of Telecom Seychelles were seen doing Sega with their Seychellois partners even as the Seychellois girls danced their way into the night with the famous Hindi movie number 'Kajra Re'. The occasion was the 10th Anniversary Celebration of Telecom Seychelles. With the Hon'ble Vice President of Seychelles as the Chief Guest, the occasion was attended by the who's who Telecom Seychelles CEO Vinod Sud handing over a cheque worth SR 1 million to the Seychelles University Foundation

of the island nation. The cultural show was acclaimed as the best family show by the Seychelles Broadcasting Corporation, which later televised the entire show on national TV on Christmas afternoon. Telecom Seychelles also made a donation of SR 1 million on the occasion to the newly created Seychelles University Foundation on behalf of Sunil Mittal.

#### **Beetel Teletech**

# Distribution Logic

Beetel Teletech is not just about phones. Its phenomenal distribution reach is enabling world's leading IT and communication companies reach their products to millions of customers across India. After the successful alliances with global majors like Polycom, Casio, Sanyo, Apple and Transcend, Beetel has entered into one more distribution tie-up. This time with Logitech, US\$ 2.2 billion digital lifestyle peripherals major to service business customers. Under the agreement, Beetel Teletech will sell and distribute an exclusive portfolio of Logitech's Business Process Group (BPG) products including mice, keyboards, webcams, speakers and headsets to enterprise customers through its network of over 100 institutional distributors across 35 cities and towns. Next in line will be Logitech's Home Entertainment Products that include the Harmony Universal Remotes, Pure-Fi iPod Speakers and Squeeze Box Streaming Music Systems. The Home Entertainment range will constitute one more step towards Beetel's target of becoming India's finest distribution company by 2012.



Logitech products being distributed by Beetel Teletech

### GROUP NEWS

#### **Bharti Del Monte**

# Largest Baby Corn Exporter

**B**harti Del Monte's export basket continues to expand at a rapid pace. One item that has done brisk business of late is fresh baby corn, which has registered a turnover of more than 200 tonnes during the year. In fact, the company has become the largest exporter in the category from the country. For the company, the state of Punjab remains the hub of baby corn cultivation, where the 24X7 support from the company's Extension Services Team enable farmers to grow the crop in three cycles between May and December. Thanks to Bharti Del Monte's consistent support, the farmers are registering record yields with international quality. The company's supplies packed in its stateof-the-art pack house near Ludhiana have been an instant hit among buyers at the global retail chains of Sainsbury's, ASDA, Morrisons and Somerfield.



Hon'ble Chief Secretary of Punjab, Ramesh Inder Singh and Rakesh Mittal flagging off the baby corn consignment to the UK

#### **Bharti AXA Life**

# Just a Click Away

For today's customers, ease of buying is clearly a critical value differentiator. And what better way than buying in the luxury of your own home! Recently, Bharti AXA Life launched its online payment facility to take its services right to the keyboard of the home computer. With this, the company becomes one of the first private life insurers in the country to launch such a facility



### life insurance

within 2 years of launch of operations. The online premium payment facility is another testimony to Bharti AXA Life's focus on customer-centricity. In fact, in the very first year of launch of operations, the company had received the ISO 9001:2000 certification for Operations, Customer and Distributor Services and Claims.

#### **Centum Learning**

# Teaching Excellence

The challenge today lies as much in building a learning organisation as sustaining it. Centum Learning (formerly Bharti Learning Systems) excels as a facilitator in this. The company is all set to partner with Bharti AXA Life Insurance to help it weave learning into the organisation's culture. Both the companies have established Bharti AXA School of Excellence to enhance productivity and business outcomes. The School would be developing a role-based learning path for different managerial positions at the company and help facilitate institutionalisation of sales processes through a phased certification approach. Various measures such as periodic audits, refreshers and performance improvement plans would be implemented to maximise the efficacy of these interventions. Centum Learning is intent on bringing about sustainable transformation in business performance.



Nitin Chopra, CEO, Bharti AXA Life Insurance and Sanjeev Duggal, CEO & Executive Director, Centum Learning (formerly Bharti Learning Systems), launching the Bharti AXA School of Excellence

### **GROUP** NEWS

### **Comviva Technologies**

# CAMEL Makes Roaming Easy comviva

Comviva Technologies (formerly Bharti Telesoft) continues to introduce innovative software solutions to make mobile telephony more interesting for the consumer and more efficient for the operator. It has been doing pioneering work on the hub technology and solutions. Its CAMEL hub solution enables operators to extend roaming services to prepaid subscribers quickly and cost effectively

by overcoming interoperability issues. The solution helps operators to interact solely with the hub provider, rather than multiple network operators. Comviva Technologies signed its initial deal with Tata Communications, which launched its Intelligent Camel Exchange Hub at last year's Beijing Olympics as a trial. The solution is now being rolled out to 30 countries worldwide.

### **Bharti Foundation**

# Going South

After creating a deep impact in the rural hinterland of the North Indian states of Punjab, Rajasthan, Uttar Pradesh and Haryana, the Satya Bharti School Programme is heading south. Bharti Foundation recently inaugurated its first Satya Bharti School in Siruvayal in the district of Sivaganga in Tamil Nadu. The school constitutes an important landmark in the national aspirations of the Satya Bharti School Programme, which targets to reach out to over 2,00,000 underprivileged children in the far-flung villages of the country. In Tamil Nadu, the Foundation aims to set up a total of ten Satya Bharti Schools by June 2009 that will reach out to over 2,100 children and employ 40 teachers.

All Contributions to Bharti Foundation are eligible for 100% tax exemption under Section 35AC of the Income Tax Act, 1961.



Hon'ble Union Home Minister P Chidambaram and Sunil Mittal at the inauguration of the Satya Bharti School at Siruvayal, Sivaganga, Tamil Nadu. Also in the picture Karti P Chidambaram





# Diplomatic Sojourn

CEOs to the United States for wide ranging interactions under President Barack Obama. During the visit, the

**S**unil Mittal recently led a with the State Department and the White House, besides and the White House, besides its engagements with the US corporate leadership. with the new administration Prominent among the US administration officials, the delegation met, were National delegation held deliberations Economic Council Director

Lawrence Summers, Treasury Secretary Tim Geithner and the deputy secretary of State Jim Steinberg. The delegation also met World Bank President Robert Zoellick. Among other issues, the delegation raised India's concern on

the H-1B visa programme with the US administration. Following its meetings with the administration, the delegation attended a meeting with US corporate leadership organised by the CII and US India Business Council (USIBC).

# Shaping India's Agenda on the World Stage

Sunil Mittal and several other prominent corporate leaders were invited for a meeting with the Hon'ble Prime Minister Manmohan Singh on the eve of his departure for the G-20 Meeting in London. The meeting, called to ascertain the views of corporate India, helped prepare the country's position for his interactions with global leaders at the G-20. The meeting assumed importance in view of the seriousness with which India's inputs were to be viewed at the global forum, taking place in the midst of a severe global slowdown.



(From right) Sunil Mittal and Ratan Tata with the Hon'ble Prime Minister Dr Manmohan Singh and Planning Commission Deputy Chairman Montek Singh Ahluwalia

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