

The XIUS-Hebitel VNO Alliance Welcomes a New Partner, KocharTech

HYDERABAD – August 10, 2016

Not long ago, the Department of Telecommunications authorised launch of Virtual Network Operators (VNOs) in India. A few weeks later, XIUS and Hebitel announced a tie-up to offer clients a one-stop-shop for VNO launches in India. Their idea is to build a team of companies that work together to give local VNOs a complete launch service, provide all the components needed to make a VNO successful and combine local knowledge with international VNO experience.

Today, XIUS and Hebitel announced that a new member has joined this initiative – KocharTech. Based in Delhi, KocharTech is already a major provider of customer service staff and systems to operators in India. They have offices in 26 cities throughout the country, more than 5,000 experienced customer support professionals and a device knowledge base that is one of its kinds in the world.

Between XIUS, Hebitel and KocharTech, the team now covers most key areas needed to launch a VNO. XIUS provides the VNO & Payments Platform and technical services that enable VNOs to deliver and manage the telephony products, Hebitel provides globally experienced VNO executive staff that takes care of all the launch activities and KocharTech provides outstanding customer service facilities and tools.

“At their heart, VNOs are margin businesses and cost control is critical to success” says Jitender Jain, CEO of KocharTech. “Quality customer service is great for winning and keeping subscribers but it can also be expensive to deliver. KocharTech’s systems and detailed device knowledge base help VNOs provide their subscribers with excellent service while keeping costs under control.”

G V Kumar, CEO and Managing Director of XIUS says, “The momentum is building. Over the next few weeks we will announce new partners joining our alliance along with KocharTech. Each of these will provide another key component of the VNO puzzle. This is exciting...I urge anyone interested in the VNO business to ‘watch this space’ for more announcements.”

These are certainly exciting times for the Indian telecoms market. In authorising the entry of VNOs, DoT has challenged the industry to work harder for the benefit of all. It seems the XIUS-Hebitel alliance is on its way to helping the telecom vision of the country become a reality.

About XIUS

Based in Hyderabad, XIUS the telecom subsidiary of Megasoft Limited has 25 years of telecom expertise proven by over 230 deployments and customers that include global Tier 1 mobile operators and MVNOs across 5 continents. The company’s belief in innovation is reflected in the filing of 120 patents, with 35 awarded to date. XIUS Infrastructure solutions process and manage more than 350 million calls a day and XIUS Mobile Payments solutions manage over \$US 1 billion worth of payment transactions monthly.

To know more, please visit www.xius.com.

For more information, please contact marketing@xius.com.

About Megasoft (BSE: 532408 / NSE: MEGASOFT) [CIN: L72200TN1999PLC042730]

Established in 1994, Megasoft is a transnational technology company, focused on telecom. XIUS, the US based telecom division of Megasoft is a leader in delivering innovative, revenue-generating solutions to Mobile Operators, MVNEs and MVNOs worldwide.

The company has strong product engineering, software and product development capabilities and has operations in the US, Malaysia and in Hyderabad & Chennai in India. Additional information about Megasoft is available at www.megasoft.com.

About Hebitel

With offices in Europe, Middle East, Africa, Asia, Latin America and now India, Hebitel has provided launch services for some of the world's major VNOs in Europe, the Middle East, Africa, Asia and Latin America.

Hebitel's senior executives all have considerable MVNO management experience and offer this experience to new MVNOs looking to launch quickly, efficiently and successfully.

To know more, please visit www.hebitel.com.

For more information, please contact info@hebitel.com.

About KocharTech

KocharTech has been instrumental in enhancing the connected device experience of global telecom operators. The company's capabilities in Device Management and several years of experience that its personnel have attained by working with various operators make this possible. Spread across 26 cities in India, it also offers technology solutions with customer support services in 11 languages to renowned BPOs in India. KocharTech was awarded Aegis Graham Bell Award for 2011, 2012 and 2015 for the Most Innovative Mobile Enterprise Product & Solution.

To know more, please visit www.kochartech.com.

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