



## Welkin Telecom Infra (BD) Pvt. Ltd.

A Welkin Group of Company

### *Information Memorandum*

#### **About the organization**

Welkin Telecom Infra (BD) Pvt. Ltd. (WTIL) is a multinational company having its Corporate Office in Kolkata, India and registered offices in Bangladesh and Myanmar. WTIL India is an ISO 9001: 2008 certified company and is accredited with OHSAS 18001: 2007 certification. The key functions of the company are GSM/CDMA/Basic/Broad Band services in 2G/3G/4G/FTTH Project rollout, Active and Passive Integrated/ Comprehensive / non comprehensive Operation & Maintenance , RF cell site or Cluster Optimization services, Transmission Network design and Implementation/Up gradation, EMF measurement for Telecom wireless Network etc. The company's competitive advantages are having wide range of services and distinctive competencies in telecom industry creating customised quality Telecom services and optimizing cost differentiating the organization from its key competitors in Bangladesh.

Key Promoters of the company are the two founders Directors Subhas Bera and Pradeep Agarwal along with Chitta Ranjan Das, Samir Kumar Bhowmick and Salauddin Ahmed. Mr. Subhas Bera and Mr. Pradeep Agarwal had long and successful track record in the Telecom Infrastructure business arena in India. Mr. Chitta Ranjan Das who is a renowned and well known industrialist in Bangladesh is the Chairman of Welkin Telecom Infra (BD) Pvt. Ltd. Mr. Samir Kumar Bhowmick is a well known personality in Travel Agencies business in Bangladesh and is an influential director of Welkin Telecom Infra (BD) Pvt. Ltd. Salauddin Ahmed who was an ex-minister of Bangladesh is the third director of the company. In addition, D K Mitra who is Executive Director of the company is a retired Senior Vice President of Vodafone India, Corporate office, Mumbai. He had wide experience in Telecom Network and Business arena. Mamunur Rashid who is the Business head of Welkin Telecom Infra (BD) Pvt. Ltd. (WTIL) possess extensive experiences of working more than eleven years in Telco sector including L M Ericsson Bangladesh Ltd., Huawei Technologies (BD) Ltd., Tele Barta Ltd. (PSTN Operator) and Alandick (Thailand) Co. Ltd. He has obtained overseas and local training certificates from renowned organizations like Siemens MW training Institute, Milan, Italy, Ericsson Education Malaysia and British Council, Bangladesh.



### **Strength of the company**


- PAN India presence having Corporate office in Kolkata and registered offices in Bangladesh and Myanmar
- Maintaining more than 500 cell sites Passive infra of Robi network in Rajshahi and Barisal regions
- Maintaining more than 1000 cell sites Passive infra of Vodafone in BH/JH , NESA, Orissa
- Annual Turnover is over INR 100 crores (including all group companies)
- Currently Welkin is having 4000 on role human resource deployed in PAN India under able leadership of 06 nos. Sr. Management, 25 nos. Manager, 100 nos. Engineer, 500 skilled Technician and 3000 at MTA level and approx 200 off role manpower(Rigger/Technician)
- Well furnished and modern Head office having 16000 sq ft floor area in Kolkata prime place
- Well furnished and modern Branch office having 2000 sq ft floor area in Gulshan 1, Dhaka prime place
- Engaged in TI activities across India with Vodafone, Airtel, ZTE, Ceragon, NEC etc.
- Involved in Network Planning & Optimization (NPO) activities with NSN
- Engaged as strategic Telecom Integration (TI) partner with NSN and Samsung in PAN India
- Enriched with highly skilled management team
- Undertakes OFC rollout for OpCos including RJIL project in Bengal-Jharkhand
- Undertakes IT enables services with West Bengal State Electricity Distribution Co. Ltd (WBSEDCL) for Energy Bill Collection through Automated Collection KIOSK and its Operations and Hardware maintenance.

### **The accreditations that are recently added feathers to WTIL India are**

- Welkin India received OHSAS 18001:2007 certified for Safety compliance
- Welkin is recognised for Embedded Quality & Safety Management process into all Projects and O&M activities having training Partner like Karam
- Welkin is given with NSIC-ONICRA certificate and rated as SE-1A which means good financial strength with highest performance capability as per industry standard
- Welkin received MSME certificate for its Plant and Machineries

### **Management**

#### **Chitta Ranjan Das, Chairman**

 A portrait photograph of Chitta Ranjan Das, a man with short dark hair and glasses, wearing a dark suit, white shirt, and blue tie.	<p>Mr. Das is a well known industrialist &amp; director of a group of Jute mills - a leading brand in Jute Industries in Bangladesh.</p>
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**Subhas Bera, Managing Director**

A portrait of Subhas Bera, a man with glasses and a mustache, wearing a dark suit jacket over a black turtleneck and a light-colored shirt.	<p>Mr. Subhas Bera is a well known person in Indian Telecom support service industry and enjoys wide acceptance from all Telecom industries</p>
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**Salahuddin Ahmed, Director**

A portrait of Salahuddin Ahmed, a man with a mustache, wearing a light blue button-down shirt.	<p>Mr. Salahuddin Ahmed is a well known person and he has wide acceptance in Export and Import oriented Businesses in Bangladesh. He has more than 40 years of trading experiences in Export and Import sector in global marketplace and marketspace. He is a renowned political personality in Bangladesh and very much well known to Telecom industry in Bangladesh.</p>
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**Pradeep Agarwal, Director**


A portrait of Pradeep Agarwal, a man in a light blue shirt, sitting at a desk with a computer monitor and keyboard.	<p>Mr. Pradeep Agarwal is a known industrialist &amp; Director of Rawalwasia group, a leading brand in telecom infrastructure projects in India</p>
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**Samir Kumar Bhowmick, Director**


A portrait of Samir Kumar Bhowmick, a man with glasses, wearing a light-colored suit jacket, a white shirt, and a patterned tie.	<p>Mr. Bhowmick is a well known personality in Tours and Travel services in Bangladesh and enjoys wide acceptance in Tourism Industry.</p>
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### DK Mitra, Executive Director

	<p>Mr. D K Mitra is a retired Senior Vice President, Vodafone India Ltd., Corporate Office, Mumbai. Passed from I.I.T., Kharagpur, he worked over 35 years in R&amp;D Centres and industries having manufacturing &amp; services business in Telecom. Currently looking after Strategy &amp; Business Development in Welkin Telecom Infra Pvt. Ltd. at the Corporate Office, Kolkata.</p>
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### Mamunur Rashid, Chief Operating Officer (C.O.O)

	<p>Mr. Mamunur Rashid completed his graduation (Major in EEE) from RUET, one of the most renowned and largest Engineering universities in Bangladesh. He completed his post graduation (MBA) from University of Dhaka, the largest university in Bangladesh. He has extensive and wide varieties of experiences on both active and passive network implementation and maintenance in Telco sector. He possess extensive experiences of working with Ericsson Bangladesh Ltd., Huawei Technologies (BD) Ltd., Tele Barta Ltd. (PSTN Operator) and Alandick (Thailand) Co. Ltd.</p>
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### What Welkin BD Does?

It's a support service provider company

- Telecom Project both in Active & Passive network infrastructure.
- Telecom Maintenance (Passive & Active part)
- Installation & commissioning of RAN includes Node, BSC, BTS etc and Access network by MW Hop, Backbone Transmission etc.
- Site Acquisition, Site survey and Civil construction of RTT, GBT and Share sites
- Total solution on EMF measurement (survey, Broadband & Narrowband) for regular operation and audit by telecom regulatory department of licensor including programme management and control
- DG, IVS and Aircon installation, commissioning and maintenance

### Vision, Mission and Values

#### Vision

- Thrive to be the Market Leader in Telecom industry providing end to end services in respect of passive and active infrastructure and operation maintenance
- Aiming to emerge as total solution provider for telecom sector by bringing value added high performing services to telecom sectors
- Creation of separate vertical for IT Enabled Services
- Taking care of health and safety of employees, associates & business partners



## Mission

- To be in sync with the need of our valued customer
- 24 x 7 relentless service for customers' operation & maintenance
- Service delivery with committed time and quality of projects
- Maintaining highest standards of Safety practices
- Sound internal audit process for strict adherence on standard of quality
- Build an organization that satisfies employees and meets stake-holder expectation.

## Values

- Build mutual trust, confidence and dependency with the customers
- Build trust among customers & employees
- Work together as a team to ensure quality delivery at all times
- Building a positive, healthy & safe work environment
- Ensure practice of Corporate Social Responsibility

## List of Valued customers in Bangladesh

### Telecom Sector (Already engaged)


### Telecom Sector (Under process for engagement)




## Group Companies

Companies	Primary function
Welkin Telecom Infra Pvt. Ltd.	O&M ,Project and I&C Services to Telecom network in India
Welkin Telecom Infra (BD) Pvt. Ltd.	O&M ,Project and I&C Services to Telecom network in Bangladesh
Welkin Telecom Infra Myanmar Co. Ltd	O&M ,Project and I&C Services to Telecom network in Myanmar
Oracle Communication	Telecom Infrastructure Project

### Diversification Overview

Synergizing the existing engineering capabilities and the experience and leveraging the expertise available with WTIML, the company has embarked on a diversification plan such as Civil construction, Resource outsourcing, ICT enabled services.

- DG installation and commissioning with supply of spare parts.
- BTS room alarm installation, commissioning and monitoring via RTOC enabled RMS implementation.
- Responsible for AMC of Diesel Generators
- ATM Maintenance

### Door to Door Energy Bill Collection

Door to door energy bill collection from the consumer at the rural area and its banking. The entire record will be captured online through electronic gadget and printer for delivery to the consumer

### Project with different customer

- Site Acquisition and Commercial Power Connection
- Civil Works(RTT/GBT/RTP/GBM) and CME
- Tower foundation with Erection
- Cooling System (AC & IVS) maintenance
- Switching Centre DEG Room Civil Construction
- Tower Foundation with Erection
- Drive Test and RF Optimization (2G and 3G)
- Site Survey
- Civil Works (RT BTS Room/Tower Frame)

### Service Centres

Dhaka, Rajshahi, Bogra, Barisal, Shariatpur, Comilla. Many more service centres coming up.

### Overseas organizations

- Welkin Telecom Infra Pvt. Ltd. In India
- Welkin Telecom Infra Myanmar Co. Ltd. In Myanmar



## Network Roll Out

Welkin Telecom Infra (BD) Pvt. Ltd. offers Co-ordination, Supervision, monitoring, controlling and management of all types of Telecom activities. The type and Scope of services that we offers include but not limited to the following : -

- Total Solution Providing (TSP) for Passive & Active Infrastructures
- Project Monitoring Services
- O&M Of Cell Sites
- Civil Mechanical Electrical (CME) Works
- RF Drive test and optimization for GSM Network
- Site acquisition including PSS,TSSR, Lease Agreement
- LOS site survey
- Installation & Commissioning of BTS, MW, Rectifier and Battery
- Electrical works for BTS
- Deferent Type Tower foundation Construction and Erection
- Maintenance of all kinds of Telecom Tower
- Cabin shelter Base Construction & Erection
- Infra Up gradation of cell sites

## Network Operation and Maintenance

### Operation and Maintenance







- Development and Implementation of Preventive Maintenance Procedures
- Faulty Hardware Repair & Return Management
- Cell Site Health Checks
- Comprehensive/non Comprehensive Operation and Maintenance Support for Passive and active Network Element under managed service category

### Telecom Implementation Project:

- Installation & Commissioning of telecom equipments like access NW consisting of MW (Ethernet -IP interface), OFC , SDH , equipment & BTS 2G, 3G of GSM and CDMA
- Software & Hardware up gradation at cell site on need based

### Site Survey

Welkin BD undertakes site survey, site engineering, preparation of site-specific drawings, site specific BOQ & construction details keeping the following parameters

-  Site location selection according to GPS point
-  BTS room selection
-  Transmission root selection
-  Cell selection
-  Power connection observation
-  Complete report preparing of the site







### Site Acquisition

Site acquisition services include site selection, site searching, site negotiation, site contract preparation and signing. These are initial requirements for the establishment of any Telecom Infrastructure. our site acquisition service team will take care of all unnecessary hassles of dealing



with building land owner leaving our valued customers and their valuable human resources concentrating on the key.

#### Site acquisition works consists of following activities:

-  Identification of BTS candidate sites along with customer RF team.
-  Discussion with the owners to explain the requirements
-  Preparation of the preference list of options with report for acquisition
-  Space ownership verification for the selected candidate site
-  Be associated with customer personnel for commercial negotiations & finalization
-  Agreement with the owner on customer guidelines for the selected candidate site

#### Logistic Support - Projects with different Customer

- Site Acquisition and Commercial Power Connection
- Civil Works(RTT/GBT/RTP/GBM) and CME
- Tower foundation with Erection
- Cooling System (AC & IVS) maintenance
- Switching Centre DEG Room Civil Construction
- Tower Foundation with Erection
- Drive Test and RF Optimization (2G and 3G)
- Site Survey
- Civil Works (RT BTS Room/Tower Frame)
- Transmission Link Swapping

#### Installation and Commissioning









##### Installation

The installation services are providing works to install all Elements of telecommunication equipment in the Telecomm sites which are required to operate the equipment according to its function. The installation works cover Indoor installation works as the Outdoor works like antenna and feeder cable installation are undertaken in the Telecommunication towers.

##### Commissioning

WTIL BD has well trained and experienced expertise in BTS commissioning

The work involves

-  MW Link commissioning
-  SDH Microwave link commissioning with PAT
-  Hit commissioning with PAT
-  BTS Swap and commissioning
-  Extension cabinet commissioning
-  PDH microwave link commissioning with PAT
-  TMA Installation and commissioning
-  900 MHz, 1800 MHz & 2100 MHz e-Node B installation and commissioning





## Maintenance post commissioning

Once a Telecom System has successfully been commissioned and made operational, it needs to be maintained at different level. It could be technical functionality or its safety and security. Based on Customers' requirement and request, Welkin provides maintenance service without break.

### RF Project

- RF survey
- RF Drive Test
- Single cell functionality Test (SCFT)
- Optimization
- Cluster Optimization
- Benchmark Drive Test

### The Telecom Division activities involve

- Operation and Maintenance of Cell sites both Passive and Active
- Operation and maintenance of DG as an Authorized Dealer of Manufacturer
- EMF and Radiation measurement
- NPO inclusive of RF/TX Planning, Design & Optimization etc.
- TSP (Infra build up) Project
- Infra up gradation of Cell sites
- Installation & Commissioning of MW & BTS
- Up gradation and Swap of MW links.
- OFC cable laying by HDD/ open trench/Overhead
- OFC cable splicing and testing
- Project Monitoring Services

## Contact

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## Bangladesh Branch Office

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