



Anil Dhirubhai Ambani Group

For further information please contact:

K.C. Du Fay  
Reliance Globalcom  
+1 415 901 2321  
[kdufay@relianceglobalcom.com](mailto:kdufay@relianceglobalcom.com)

Alissa Carter  
Text 100  
+1 415 593 8447  
[alissa.carter@text100.com](mailto:alissa.carter@text100.com)

**Reliance Globalcom and Futron Incorporated Deliver High-Performance, Cost-Effective Networking Services to Public Agencies under GSA Federal Supply Schedule 70 Contract**

*Qualified public agencies empowered by quick access to secure, flexible networking solutions at pre-approved competitive prices*

**SAN FRANCISCO** – September 28, 2009 – [Reliance Globalcom](#), the leading global provider of managed network and communication services for multinational enterprises, carriers and consumers, today announced its strategic partnership with government IT solutions provider [Futron Incorporated](#) for the delivery of cost-efficient and scalable network services to government agencies. By taking advantage of [Futron's GSA Schedule 70](#) pre-approved contract vehicle, federal, state and local government entities can simplify or circumvent the request for proposal process, and immediately build and enhance their network infrastructure. Agencies with projects that qualify for the Federal Stimulus Program can apply for such funds by citing Futron's GSA Schedule 70 federal-approved pricing.

Futron and Reliance Globalcom are delivering fully-managed network services and premium Internet services to over 60 locations nationwide. Examples of federal, state, and local government customers served by the partnership include the [U.S. Department of the Interior](#), the [U.S. Census Bureau](#), the [Pension Benefit Guaranty Corporation](#), the [Washington Suburban Sanitary Commission](#) and the [Borough of Manhattan Community College](#).

These agencies quickly and easily leveraged Reliance Globalcom's fully-managed data communications services on a metro, national or global network to effectively reduce their IT and administrative spend, and optimize internal resources. Examples of customers' on-going projects include:

- Wide area network (WAN) consolidation with Layer-2 Ethernet connectivity; enhancement of the customer's intranet and Internet traffic for improved security and availability.
- Deployment of multiple dual-routed 100 Mbps Ethernet circuits between the customer's three major data centers; deployment of multiple 45 Mbps and 250 Mbps Ethernet circuits for 14 major regional call centers, IP telephony applications across 14 regional call centers and video-conferencing across more than 150 video-conferencing systems; dedicated Internet access.

"By utilizing a pre-completed federal contract such as our GSA Schedule 70, federal, state and local governments can take advantage of broadband stimulus dollars and our proven partnership with Reliance Globalcom to deliver fast and agile networking solutions while avoiding delays incurred by the procurement process," said Matt Qureshi, vice president of Global Sales, Futron Incorporated.

As part of the Futron alliance, Reliance Globalcom provides fully-managed and fully-meshed services – including its award-winning Ethernet connectivity services – to enable the fail-safe delivery of the most demanding delay-sensitive applications like voice over IP (VoIP), video-conferencing and disaster recovery while supporting other business-critical applications including data replication, storage, and backup and recovery. Low-latency, jitter and packet delivery are guaranteed by Reliance Globalcom's aggressive service level agreements (SLAs) while redundant Ethernet rings, self-healing Ethernet technologies and diverse Internet connections ensure the highest levels of network availability and successful data delivery.

“As a long time partner of Futron, Reliance Globalcom has been working with the company to deliver network services to some of the most prominent public agencies in the country,” said Ted Raffetto, president, Americas region, Reliance Globalcom. “Our consultative approach to service provisioning has us working closely with our joint customers to address their individual networking needs. Together with Futron we can ensure performance benefits of the stimulus funding are realized immediately, but with a view toward network growth and scalability in the future.”

To accommodate the individual needs of each customer, the purchasing program offers a breadth of WAN services at pre-negotiated and pre-approved ceiling prices. More specifically, federal, state and local government agencies utilizing the Futron GSA Schedule 70 Contract Number GS-35F-5400H can bypass complex purchasing processes to secure the necessary products and services that meet their business needs through a single competed and approved GSA contract vehicle.

#### **About Futron Incorporated**

Futron Incorporated, an ISO 9001:2008 certified, small disadvantaged business, was founded in 1994 with the mission statement: “Our desire is to provide the best value for our customers by offering them quality services that help them in achieving their goals.” Futron's staff and partnerships have made this goal a reality. Since our inception, Futron has grown to meet its customer's needs by continually innovating, adding new services as the market and our customers' needs change. Futron focuses on three primary core business units that are supported across the US and globally. Our three main business units are Data and Communications, Physical Security, and Design Build Construction. ([www.futroninc.com](http://www.futroninc.com))

Futron's Data and Communications Division provides secure and cost effective solutions to its Government customers for Data, Voice, and Video enterprises. Whether its supporting the IT needs of the War on Terror in Afghanistan, or making sure universities are able to leverage the value of the internet in New York City, Futron ensures that its customers receive the latest technical solutions via cost effective contract vehicles, pre-completed, to provide immediate financial and technical benefits to the customer.

#### **About Reliance Globalcom**

Reliance Globalcom, a division of Reliance Communications, spearheads the Global Telecom operations of India's largest Integrated Telecom Service Provider. Reliance Globalcom brings together the synergies of Reliance Communications' Global Business encompassing Enterprise Services, Capacity Sales, Managed Services and a highly successful bouquet of Retail products & services comprising of Global Voice, Internet Solutions and Value Added Services. The company serves over 2,100 enterprises, 200 carriers and 2 million retail customers in 163 countries across 6 continents.

Reliance Globalcom owns the world's largest private undersea cable system spanning 65,000 Kilometres seamlessly integrated with Reliance Communications' domestic optic fibre running over 180,000 Kilometres, providing a robust Global Service Delivery Platform connecting 40 key business markets in India, USA, Europe, the Middle East, and the Asia Pacific region. With its recent acquisition of eWave World (now Reliance WiMAX World), a pioneer in the global WiMax space, Reliance Globalcom has the capability to launch 4G services in over 50 countries. It has also acquired the Vanco Group (now Reliance Vanco Group), enabling the company to provide managed services to over 230 countries and territories across the globe. For further information, please visit [www.relianceglobalcom.com](http://www.relianceglobalcom.com)

#### **About Reliance Communications**

Reliance Communications Limited founded by the late Shri Dhirubhai H Ambani (1932-2002) is the flagship company of the Reliance Anil Dhirubhai Ambani Group. The Reliance Anil Dhirubhai Ambani Group currently has a net worth in excess of Rs. 63,000 crore (US\$ 14 billion), cash flows of Rs. 12,000 crore (US\$ 3 billion), net profit of Rs. 8,000 crore (US\$ 2 billion) and zero net debt.

Reliance Communications is India's foremost and truly integrated telecommunications service provider. The Company, with a customer base of over 65 million including over 2 million individual overseas retail customers, ranks among the Top

10 Telecom companies in the world by number of customers in a single country. Reliance Communications corporate clientele includes 2,100 Indian and multinational corporations, and over 800 global, regional and domestic carriers.

Reliance Communications has established a pan-India, next generation, integrated (wireless and wireline), convergent (voice, data and video) digital network that is capable of supporting best-of-class services spanning the entire communications value chain, covering over 20,000 towns and 450,000 villages. Reliance Communications owns and operates the world's largest next generation IP enabled connectivity infrastructure, comprising over 175,000 kilometers of fibre optic cable systems in India, USA, Europe, Middle East and the Asia Pacific region.