

Private and Confidential – MM – 77

Date 27 - 02- 2025

Techno-Commercial Proposal for Dedicated Leased Line Connection

For :

GEETANJALI INSTITUTE OF SCIENCE & TECHNOLOGY  
(A UNIT OF USHODAYA EDUCATIONAL SOCIETY),  
3<sup>RD</sup> MILE, NELLORE – BOMBAY HIGHWAY,  
GANGAVARAM (VIL), KOVUR (MD), S.P.S.R. NELLORE (Dt.) ANDHRAPRADESH - 524137

Prepared By:

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Address : Reddy Towers, 1st Floor, Sunday Market, Nellore, AP - 524001





## **I. About ACT:**


### **EXECUTIVE SUMMARY OF ACT ENTERPRISE: TECHNOLOGICAL SUPERIORITY**

Based out of Bangalore, we serve 21 cities across India. We are one of the country's most renowned cable and broadband company, bringing state-of the art services to nearly 2 million+ subscribers.

- Pioneers in the Indian cable and broadband industry
- Launched fiber to the home (FTTP) in Dial-up Era
- Fastest Growing ISP with ~2 million subscribers and presence across 21 cities across India
- First to launch 1 Gbps Gigabit plans across 3 Top cities
- Majority market share in Karnataka, Tamil Nadu, Andhra Pradesh, Telangana
- Expanding presence in Delhi, Lucknow, Jaipur, Ahmedabad
- Preferred Cable and IPTV business provider across ~3 million customer homes

### **Atria Convergence Technologies (ACT) – Enterprise Business Solutions:**

ACT is India's 3<sup>rd</sup> largest and CLASS A Internet Service Provider (ISP) was established in the year 2000 headquartered in Bangalore. We have operations in Bangalore, Hyderabad, Chennai, New Delhi and parts of AP Circles. ACT is the first company in India to introduce True High Speed Internet with end to end FTTH/O/B and GPON Technology which enables a new set of features such as meshed protection on the optical layer, auto-provisioning and optimized routing of traffic to support latency-sensitive applications Videos and live streaming. We have our own and maintain a state-of-the-art Internet Data Center (IDC) with Disaster Recovery Site (DRS) and Network Operations Center (NOC) for maintaining Internet Leased Line (ILL). From this technical prowess & expertise, it has helped us to serve 3000 and more Enterprise Customers.

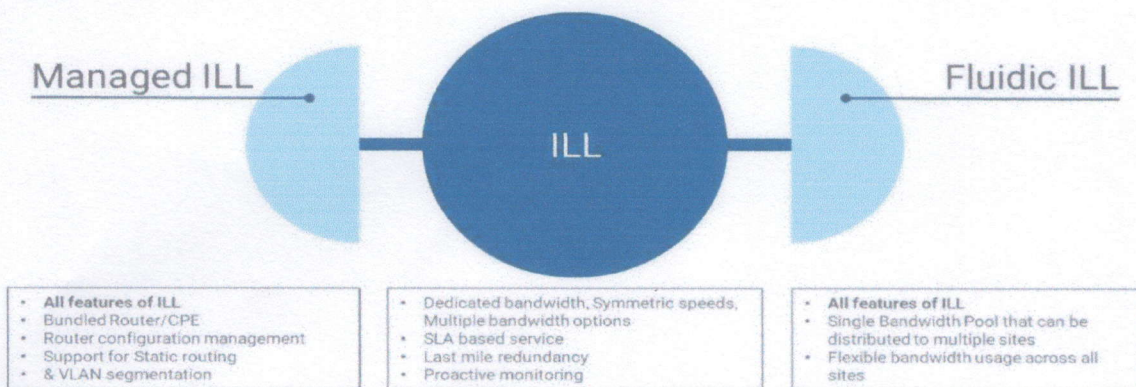
A handwritten signature in blue ink, appearing to read 'C. R. Rana', is positioned over a circular blue ink stamp. The stamp contains the text 'ACN CABLE PVT. LTD.' around the perimeter and 'BANGALORE' at the bottom, with a stylized 'A' in the center.



## OUR SERVICES

### 1. INTERNET LEASED LINE & VARIANTS

ACT's Enterprise Leased Line Service provides dedicated, symmetric, uncontended service and is backed by guaranteed SLAs. Designed specifically for companies with more than 20 employees, ACT Enterprise Leased Line Services ensure that you get access to your own private, reliable, secure, high-speed internet connectivity 24X7

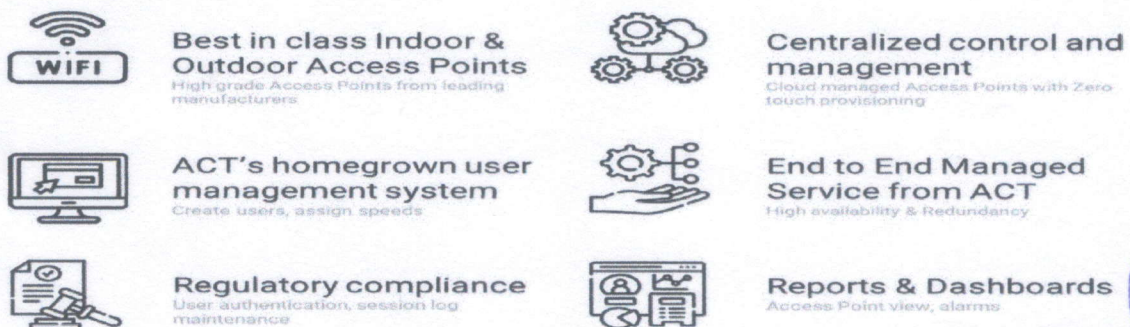


### 2. BURSTABLE ILL

Internet bandwidth on demand with utilization based 95<sup>th</sup> percentile billing. Burst up-to 4X the base bandwidth.

### 3. MANAGED Wi-Fi

ACT Enterprise's Managed Wi-Fi Solution for businesses provides secure and high-speed wireless Internet with range of benefits.



*G. D. Dinda*





#### 4. CORPORATE BROADBAND

Corporate Broadband is a unique value proposition of ACT Enterprise, curated exclusively for small enterprises and young start-ups with 10-20 employees. It offers enterprise-grade connectivity at reasonable prices, when compared to an internet leased line.



#### 5. CORPORATE WORK FROM HOME

High speed, Secure home internet connectivity for a company's employees, billed to the company



#### END POINT SECURITY: ACT SHIELD

Secure devices from Viruses, malware, ransomware.

- Multi device support (PC, Mac, Mobile devices)
- Safe Browsing (private and secure)
- Block access to websites

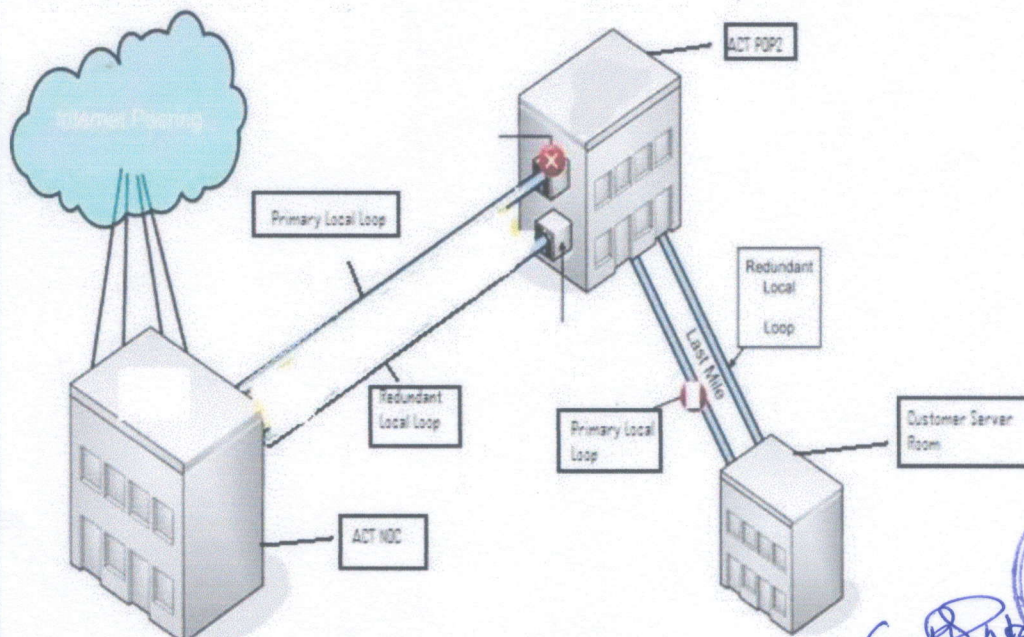
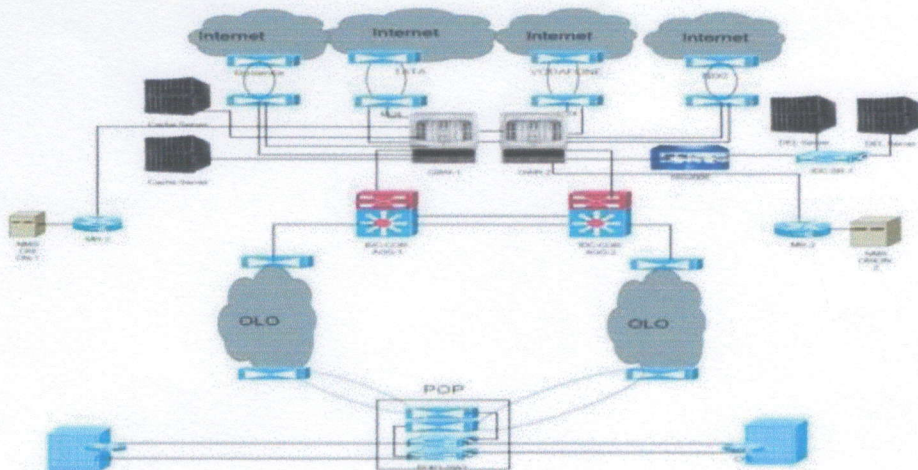




## II. Network Diagram

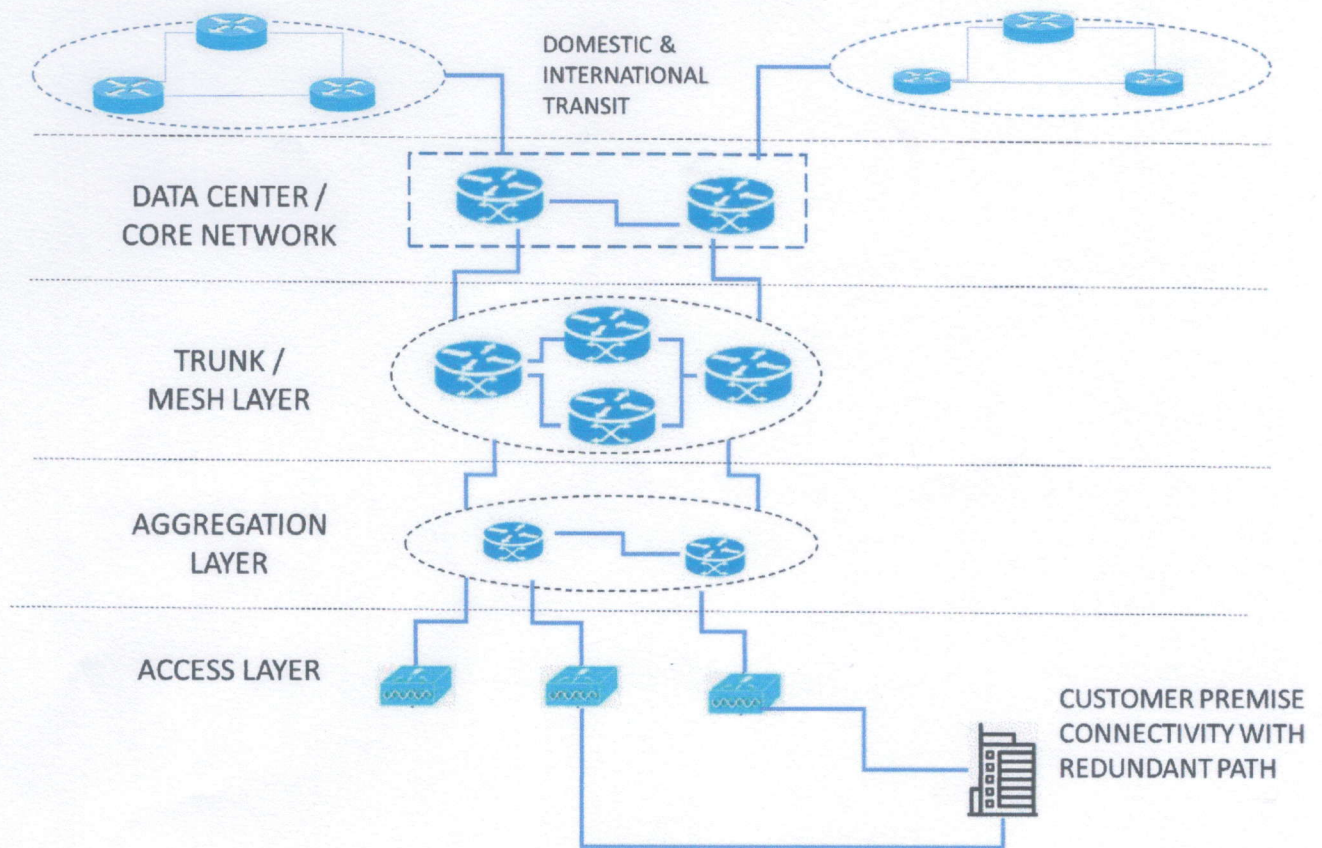
### Our Next Gen NOC Architecture Enterprise

#### CORE NETWORK ARCHITECTURE-SME





**ACT NETWORK Diagram plan**



### III. Technology

The world's most powerful routing/switching systems having NexGen capabilities such as CISCO ASR 9010 capable of handling 400Gbps of traffic per slot & 1 to 10 Gig DWDM ring circuits providing bi-directional Security. Truly managed and fully Redundant Dedicated Internet Leased Line Solutions.

### IV. Benefits, Flexibility and Support

ACT helps you decide on how you want to run your applications depending on your business needs. You have total control on how you want to configure your internet and intranet IT infrastructure. We have MPLS backbone to support access network, Core Network equipped with DDoS detection and mitigation system as feature of Security.

We are equipped with a world-class NOC that is live 365 days and ensures 100% monitoring and reporting, like PRTG/MRTG. A dedicated call center provides best-in-class customer support.





## V. Service Level Agreement (SLA)

It has an industry-leading SLA that covers 2 vital aspects of Internet services.

Service Assurance Matrix				
Peer Location	Service Availability	Latency in ms	RoI in ms	Packet Loss
India	99.80 %	≤ 60	≤ 60	≤ 1 %
New York		≤ 270	≤ 270	
Los Angels		≤ 320	≤ 320	
London		≤ 200	≤ 200	
Hong Kong		≤ 130	≤ 130	
Singapore		≤ 90	≤ 90	
Malaysia		≤ 100	≤ 100	
Gulf		≤ 130	≤ 130	

## Commercial Proposal

Si.No	Location	Dedicated Leased Line Services	ARC	OTC
1	Nellore	ACT 1000 Mbps (1:1) Dedicated Internet Leased Line Connection with End-to-End Fiber, Ethernet Handoff with 13 STATIC IP	10,50,000 + GST	50,000 + GST

## VII. Terms & Conditions:

- Quarterly recurring charges given and Quote are valid for 2 days only.
- Delivery/Implementation of the link will be within 25 Working days from the date of PO along with all the documents submitted
- Billing and Payments will be Quarterly In Advance and should be made in favor of **Atria Convergence Technologies Ltd., Bangalore, payment should be made within 21 days.**
- 18% Taxes are extra as applicable
- Subject to a minimum contract period of 1 year
- Termination clause: One-month notice must be served to us by clearing all payment dues
- Router/Firewall (CPE) is to be provided by the customer
- In the event of an internet or any internet connectivity issue at the customer's premises/site from the company, a refund of the internet charges (rounded off to every one hour) along with a penalty of 20% of the charges loss to the customer shall be paid/adjusted to the customer in the next billing cycle.



9. Billing will be done as required and the documents shared by the management.
10. The agreement shall commence from the date of installation after testing
11. We will connect the internet through RJ45
12. STATIC IP issues to be rectified, if arrived during the agreement period without any delay

**VIII. Documents Required**

1. Purchase Order
2. Authorized person's 1 photo and ID proof
3. Company Incorporation/Registration Copy
4. Company PAN Card
5. Company MOA/MOU
6. Company Address proof
7. Network Diagram
8. Authorization letter
9. One-time installation charges along with one-quarter rental in advance

**XI. Bank Details**

HDFC Bank A/C	IFSC Code	Branch	Unit
<a href="#">50200019668465</a> – Atria Convergence Technologies Ltd.,	HDFC0001268	EMPIRE INFANTRY ROAD,BANGALORE	SME

**XI. Proposal Acceptance**

We trust that the above-proposed solution meets your business requirements. With your endorsement of this proposal, we look forward to a longer relationship with you

*G. R. Nara*







# GEETHANJALI INSTITUTE OF SCIENCE & TECHNOLOGY (AUTONOMOUS)

(A Unit of USHODAYA EDUCATIONAL SOCIETY)

Accredited by NAAC with "A" Grade, Accredited by NBA (B.Tech.,- ECE, EEE & Mech)

(Approved by AICTE, New Delhi & Affiliated to JNTUA, Anantapur)

3rd Mile, Nellore - Bombay Highway, Gangavaram (V), Kovur (M), S.P.S.R. Nellore Dt, Andhra Pradesh - India. 524 137.

JNTUA College Code : 2U

Mob: 9912566220, 9912445846

website : gist.edu.in / e-mail : geethanjali@gist.edu.in



Date : 28.02.2025

Ref : GIST/PO/032

To,  
M/s. Atria Convergence Technologies Ltd. (ACT),  
REDDY TOWERS, 1ST FLOOR,  
SUNDAY MARKET,  
NELLORE, A.P. - 524001.

**Kindly Attn : Mr. RAVINDRA GUBBALA, Cell : 98663 01513**

Dear sir,

**Sub :-** Purchase Order for 1000 MBPS Internet (IIL) Leased Line - Reg.

**Ref :-** Your Quotation Dt. 27.02.2025.

\* \* \*

As per your Quotation and held discussions with you on 28.02.2025, we are placing the Purchase Order as follows.

S. No.	Description	Qty.	Rate/Month	Amount
1	ACT 1000 Mbps (1:1) Dedicated Internet Leased Line Connection with End-to-End Fiber, Ethernet Handoff with 13 STATIC IP	12 Months	87,500/-	10,50,000/-
2	One Time Charges			50,000/-
	<b>Sub Total :</b>			<b>11,00,000/-</b>
	<b>Add : GST @ 18% :</b>			<b>1,98,000/-</b>
	<b>Total :</b>			<b>12,98,000/-</b>

## **Terms & Conditions**

1. Quarterly recurring charges given and Quote are valid for 2 days only.
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3. Billing and Payments will be Quarterly In Advance and should be made in favor of **Atria Convergence Technologies Ltd., Bangalore, payment should be made within 21 days.**
4. 18% Taxes are extra as applicable
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website : gist.edu.in / e-mail : geethanjali@gist.edu.in



Contd... 2

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Billing Address : GEETHANJALI INSTITUTE OF SCIENCE & TECHNOLOGY,  
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3<sup>rd</sup> Mile, Nellore-Bombay Highway, Gangavaram (Vil), Kovur (Md.),  
S.P.S.R. NELLORE (Dt.), ANDHRA PRADESH - 524 137.

E-Mail : 1) geethanjali@gist.edu.in  
2) ushodayanlr@yahoo.com

Thanking you,

Yours faithfully,

Recived P.O

G. Ravindra

Gubbala Ravindra

Ph-9866301513

(Dr. SUBBA RAO. G)  
Director

**GEETHANJALI INSTITUTE OF  
SCIENCE & TECHNOLOGY**  
3rd Mile, Nellore Bombay Highway  
GANGAVARAM (V), Kovur (M),  
Nellore Dt, A.P. Pin : 524 137