

ABS India delivering unmatched enterprise communication solutions to infrastructure industry across Indian subcontinent

Mr. Rajesh Madan, Country Director – Strategic Business of leading enterprise solutions provider ABS India, premium business partner of Alcatel Lucent Enterprise, France and also Winner of APAC Transportation Partner of Decade (2008-2018) Award, talks to Metro Rail News about contribution of ABS India for India's growing Infrastructure projects in Metro & Railways sectors. He tells about vision, mission and future expansion plan of the Company.

◆ Reeta Shah, Communication Manager | Metro Rail News



Rajesh Madan, Country Director-Strategic Business, ABS India



- First of all I would like to know about you and also your experience while working in various functions in this industry?

I have spent close to 26 years in Indian telecom industry, gaining relevant exposure across various functions – Technical Sales Support, Bid Management, Marketing, Channel Management, Project Management & now for past many years in Strategy & Sales Management.

I started my career with Samtel Group in 1991 and later moved to GEC Alstom in 1993 where

I was responsible for implementing the networking strategy of the Group locations in coordination with HQ in Paris. Later was internally transferred to Alcatel and was there until 2008 as Head of Project Management post which I joined ABS India.



In ABS India, I am responsible for managing strategic business across country for selling enterprise solution as per our organization business plan.

- [Explain more about ABS India in Metro and Railway construction industry in India .](#)

ABS India is today working with Delhi Metro, Jaipur Metro, Kochi Metro, Rapid Metro Gurgaon, Noida Metro, Bangalore Metro, Kolkatta Metro, Navi Mumbai Metro and Gandhinagar-Ahmedabad project. Some of the projects have been successfully implemented and commercially working and some are under various stages of implementation.

In addition we are working on Dedicated Freight Corridor Projects also.

Our mode of working depends on specific tender requirements and some places we directly participate and execute and at others we work behind with major MSI like Alstom, Ansaldo, Thales, ZTE, HFCL and L&T.

- [What are the vision, Mission and Scope of ABS India?](#)

We are a leading enterprise communication solutions provider across Indian subcontinent. Being a System Integrator, our objective is to prove quality solutions backed up by quality service to end customers across all the business segments.

- [How ABS India can help metro and other railway industries to bring feasibility in there Network?](#)

We are in this industry for about two decades now are naturally equipped with core competency to handle most complex networks. Over a period of two decades we

have understood each and every segments unique requirements and are in a position to custom develop solutions. To back it up we design, integrate and maintain networks with superior OEM products and ABS India services.

- [How ABS India is different from other Communication provider company, what are different features they pursue?](#)

We can say it's our experience and long terms strategy with OEMs that is helping us to stand tall among most competitive environment in India. Understanding of customer requirement, designing of solutions, superior OEM products, successful implementation and maintenance are some of our core values that makes us a notable player in this segment.

- [What do you think about metro railway, rapid rail transit and high-speed rail revolution in the major metropolitan cities in the India?](#)

India currently is facing transportation issues and need a Transport transformation strategy to carry the passenger and goods in a smarter way. Amongst them, Metro sector has become one of the convenient modes of transport in India for all sections of our society.

The good part is that Government of India is taking number of initiatives to enhance public transport, particularly in the cities. Foreign investment has been invited in this sector. As per a recent comment from our PM, Shri Narendra Modi, fifty cities in India are ready to implement metro rail projects.

Coming on to HSR, India is a large country and thus there is enormous potential for the long-haul travel ranging from 150kms+

onwards where the concept of High Speed Rail will be relevant. Though we have been serving by Indian Railways which also is the fourth largest railway network in the world, but has its own limitations of speed and technological infrastructure. India needs more fast trains than the current Shatabdi as not all people can afford Air Travel.

If HSR is introduced like any other European country, it is expected that people will shift from personal vehicles/Road transport to this mode which will be a safer transport mode than others.

At the same time, the places having low connectivity or where Metros aren't feasible, Monorail systems can be implemented specially in Industrial area.

For carrying commercial Goods, initiatives like laying dedicated freight corridor is an extremely good initiative by the Government and this definitely will ease out Goods traffic load from passenger tracks of Railway network.

ABS India is also working with all Major Metro provider in India.

- [Please share brief about your project.](#)

ABS India is today working with Delhi Metro , Jaipur Metro , Kochi Metro , Rapid Metro Gurgaon, Noida Metro, Bangalore Metro, Kolkatta Metro and Navi Mumbai Metro. Some of the projects have been successfully implemented and commercially working and some are under various stages of implementation. We also recently have won Bengaluru Metro Phase II in consortium with Larsen & Toubro

The offered solution varies with Telephony solution being common



in all Metros from us which is delivered on Alcatel Lucent International OmniPcx product Technology.

Metros like Kochi and Kolkatta are also being implemented on our Data backbone solutions which again are from Alcatel Lucent International Omni Switch product Technology.

The offered solutions are ranging from 6 stations and go up to 84 stations in a metro network.

We also are a leading player in the Dedicated Freight Corridor Project providing the telephony solution as well as the voice logger solution to the operator.

- **What are your predictions for the construction and infrastructure industry in 2018 and how it will help to grow India in smarter way?**

We can say , Construction and infrastructure industry today is just the beginning. We are going to witness far superior and smart infrastructure in India with help of technology that is ever evolving. Smart is the new buzz .

- **Tell me about your services (Enterprise voice solutions, Enterprise Networking, Video & Surveillance) and how it benefits metro industries?**

At ABS India, along with cutting edge technologies used with Alcatel Lucent Enterprise, We embrace big challenges deploying technologies in many transportation client around the Country .

We provide the building blocks for transportation network infrastructures that include wired and wireless LAN Networks, Communications,

Applications and Services, all designed to support out the three pillars of passenger experience - safety , security and operational efficiency.

- **What are the quality control, product delivery method and USPs of your solutions?**

ABS India is an ISO, OHSAS and Environmental standards driven certified organization. This ensures that on a continuous basis we keep on checking our internal working towards the solution commitment deliverable to our end customers with only one aim - end customer satisfaction.

well to bring awareness to all the related stakeholders through its new campaigns, programs and publications via online and print media. I haven't seen such extensive coverage of Metro vertical in any other publication in India.



- **Metro Rail News deals with all the urban transport motilities which are running in India. According to you how far Metro Rail News is bringing awareness among the people, since our motive is provide information to all corporate sector which are dealing with urban sector?**

We are happy to observe Metro Rail News is doing exceptionally

