



Gati connects 400 locations on Cisco-powered wide-area-network Deploys Cisco Voice-over-IP solution for interoffice communication

Mumbai, June 8, 2006 - Cisco Systems, the worldwide leader in networking for the Internet, today announced that GATI, the leader in the express cargo industry in India, has selected Cisco-powered integrated Wide Area Network (WAN) that connects over 400 locations (120 Locations through Terrestrial Links and the remaining through Remote Access Server (RAS) or through Internet) across the country for running centralized web-based applications.

Incorporated in 1989, GATI is the pioneer in the cargo industry in India. Having a network of over 400 offices, Gati services 594 districts in India and offers services ranging from express cargo distribution to complex end-to-end integrated logistics and supply chain management solutions.

In the year 2003, Frost & Sullivan recognized Gati as the 'Best Domestic Logistics Company'. With the objective of staying ahead of competition in service delivery, Gati upgraded its legacy network and built a state-of-the-art integrated communications architecture that can run ERP, CRM and Warehouse Management systems along with other innovative web-based services.

Speaking on the deployment, **G.S.Ravi Kumar, Chief Information Officer, Gati Limited**, said, "Our aim was to enhance our capability for delivering nationwide express cargo services and offer value-added services to our customers at competitive prices, like online tracking and real-time reporting of the progress of shipments along the delivery cycle. With the objective of consolidating our information resources and improving inter-office connectivity, we were looking for a technology partner who could build an integrated voice and data network that was robust, scalable and secure."

"After rigorous evaluation, Cisco emerged as the vendor-of-choice for deploying 'Gati Net'. We felt that Cisco was one vendor who could provide an end to end solution for connectivity and network security. Cisco products are highly reliable and the support offered by the partner is very good. And a key benefit is that all these products coming from a single vendor, which helps in integration and management and gives better return on investment", he added.

The 400 Gati office locations were distributed under 11 Major Concentration Points and nearly 120 locations would connect to these Concentration Points. All other locations connect through Remote Access Server (RAS) or through Internet to the Central Servers for carrying out online transactions. All the concentration points connected through a VPN service provider.

In addition to data traffic, Gati Net also runs the Voice over IP (VOIP) solution over Cisco IP Phones and Call Manager for connecting domestic as well as international locations. A key constraint that Gati faced was that most of its physical locations were situated outside the city limits where it was difficult to get terrestrial links as well as maintain high uptime. With the new solution, Cisco IP phones are being used in remote areas over VSATs. Besides easing inter and intra office communication, the Cisco IP Phones also facilitate the Central Help Desk for Gati's internal customers.

Being an early adopter of technology, the organization implemented a web-based ERP solution in 2003, Gati Enterprise Management System (GEMS) - that runs on a centralized architecture and ensures seamless information flow across all locations. The Cisco network integrates all key solutions like GEMS and CRM, and supports other applications such as the Warehouse Management System, Centralized Mail Server (Lotus Notes) and an interactive customer portal.

Commenting on the deployment, **Jango Dalal, Senior Vice President-Enterprise, Cisco Systems India & SAARC** said, "Gati's primary requirement was for setting up a Wide Area Network for running online applications – and the VOIP solution was an additional benefit in Cisco's proposition. We are happy that Gati chose Cisco's IP-based network solution that not only fulfilled all of its current requirements but also set the framework for network upgradation and expansion in the future."

About Gati

Gati Limited is a leader in the Express Cargo movement and a pioneer in Distribution and Supply Chain Management solutions in India since 1989. It has a strong team of 6400 dedicated professionals and a fleet of over 2000 vehicles on road, with a extensive network and reach in 580 out of 590 districts in India. Supporting this is a well-structured multi-modal service system and a 6 lakh sq. ft. mechanized warehousing facility.

About Cisco Systems

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