26 August 2015

To,

Ms. Usha Sharma
Deputy General Manager

Ms. Tina Jain
Associate Manager

Surveillance & Supervision
BSE Limited,
Floor 25, PJ Towers, Dalal Street,
Mumbai 400 001

Respected Madam,

Ref : **Your letter no. L/DOSS/ONL/RV/RD/2015-16/98**

This is in response to the query raised in the above letter dated 26 August 2015.

This is to clarify that there are NO negotiations which should impact the price of AGC's script.

This is to state that as a Solution Integrator offering ICT services to customers across India, AGC Networks have associations with leading Global OEMs (Original Equipment Manufacturer) – and one of them being Avaya. As part of our on-going association and as Avaya's **Connect Platinum Partner in India**, we have tied up to market and sell the **Avaya Private Cloud Services to customers in India.**

Enclosed is the JOINT press release made on the same.

We would like to categorically state that this is purely intended **to offer better services to our customers.**

There is no other price related information that we AGC Networks have not informed to the Stock Exchange.

Hope the above clarifies.

Do let us know if you need any further information or clarification on the same.

Warm Regards,

Amal Thakore
Chief Financial Officer
AGC Networks Limited

Registered Office: Equinox Business Park, Tower 1, Off BKC, LBS Marg, Kurla (West), Mumbai - 400 070, Maharashtra, India
CIN: L32200MH1986PLC040652

T +91 22 6661 7272   F +91 22 6704 5888

An ESSAR Enterprise

Media Inquiries:

Iman Ghorayeb
+971 4404 8275
ighorayeb@avaya.com

Abhishek Shivam
+91 9717196842
Abhishek.shivam@edelman.com

Neelam Kapoor
+91 98197 30611
neelam.kapoor@agcnetworks.com

Avaya and AGC Networks to Deliver Fully Hosted Cloud-Based Engagement Solutions to Business across India

● Avaya Private Cloud Services to be delivered in an as-a-service model by AGC Networks
● Nationwide agreement brings greater flexibility and deployment choices to Indian businesses

Mumbai – August 25, 2015 - **Avaya**, a leading global provider of solutions that enable customer and team engagement, and **AGC Networks**, a leading global technology solution integrator, today announced an agreement to deliver cloud-based services to businesses across India. Under the terms of the agreement, AGC Networks will deliver communication and collaboration capabilities for new and existing customers in India, with the support and expertise of the **Avaya Private Cloud Services** organisation.

Businesses across India and throughout the world are rapidly adopting consumption based business models to support better engagement among their teams and with their customers. This is being driven by the changing needs of users, the gap between expectations and what IT departments can deliver, the need for flexibility and agility in deployment, and a total cost of ownership (TCO) model which maps to an individual company's business structure. Working with AGC Networks and Avaya, Indian businesses can reap the benefits of an Operational Expense (Opex) -based approach - allowing them to use their capital in other parts of the business, have an expert team manage and reduce the complexity of their communications networks, offset the risks associated with large-scale technology migrations and pay only for what they need, when they need it.

AGC is an Avaya Connect Platinum Partner in India, and this agreement will further enable the two companies to serve the needs of Indian businesses. Combining AGC Networks' reach, resources, integration know-how and local expertise with Avaya's industry leading team engagement, customer engagement and fabric networking solutions – in a deployment model specifically adapted to the Indian market - promises businesses throughout the country a compelling reason to deploy enhanced communication capabilities to support their business goals and their customers' needs. The agreement spans both the small and midmarket segment services through the Avaya IP Office platform, and larger businesses which utilise the Avaya Aura platform.

Avaya supports major organisations around the world with a full suite of private cloud, hybrid cloud and hosted solutions and works directly or through its partners. With the support of big friends including Google and HP, and through a number of service provider and CSP agreements, Avaya has deployments across the Asia Pacific and Middle East & Africa region with the likes of Bharti Airtel (spanning over 20 countries across Africa), StarHub in Singapore, NTT Neomeit in Japan, Telstra and Optus in Australia and True IDC in Thailand.

Quotes:
"This announcement demonstrates our focus on delivering cutting-edge solutions in innovative, adaptable formats designed to deliver **Return on Technology Investment** (ROTI). Avaya technology has long been at the heart of many of our major deployments and we look forward to being able to now expand our reach substantially. As trusted advisors, we believe our customers deserve the best and this model does just that - it takes away complexity and lets them get on with managing their business."
Anil Nair, *Managing Director and CEO,* **AGC Networks**

"AGC Networks and Avaya have a strong history of collaboration in the Indian market place spanning many years. We are excited at the prospect of being able to help even more businesses in India achieve their business goals with a compelling range of team engagement

and customer engagement solutions, delivered with one of the most trusted and dynamic technology providers in the country."

Priyadarshi Mohapatra, *Managing Director, India and SAARC,* **Avaya**

Tags:

Avaya, AGC Networks, Customer Engagement, Team Engagement, Contact Center, Unified Communications, UC, CC, Collaboration, Fabric Networking, Hosted Services, Cloud Solutions

About Avaya:

Avaya is a leading provider of solutions that enable customer and team engagement across multiple channels and devices for better customer experience, increased productivity and enhanced financial performance. Its world-class contact center and unified communications technologies and services are available in a wide variety of flexible on-premises and cloud deployment options that seamlessly integrate with non-Avaya applications. The Avaya Engagement Development Platform enables third parties to create and customize business applications for competitive advantage. Avaya's fabric-based networking solutions help simplify and accelerate the deployment of business critical applications and services. For more information, please visit www.avaya.com.

Follow Avaya

About AGC Networks:

AGC Networks (AGC) is a Global Solution Integrator delivering technology solutions in Unified Communications, Network Infrastructure & Data Center, Cyber Security and Enterprise Applications & Services. AGC is a leader in Enterprise Communications in India and has a significant presence in the Middle East / Africa, North America, Australia / New Zealand and Philippines.

In collaboration with global technology partners like Avaya, Cisco, HP, Juniper, Verint and Polycom among others, AGC delivers domain-focused, flexible and customized technology solutions and seamless services to accelerate customer's business. AGC Networks is an Essar Enterprise. For more information log on to www.agcnetworks.com