



27 28 29 SEPTEMBER 2017  
PRAGATI MAIDAN, NEW DELHI, INDIA



Where  
**Voice, Data & a Billion People  
Converge**

Connecting The Next Billion!

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Jointly Organized by



**IMC Secretariat**  
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## India Mobile Congress 2017

Because the World is Looking towards India

India Mobile Congress 2017 (IMC 2017) brings together the global mobile industry, showcase exciting new products & innovation and share the India story, bringing the world to Delhi. Cellular Operation Association of India (COAI) with K AND D Communication Ltd. (K AND D) is jointly organizing India Mobile Congress which will be held from 27-29 September 2017, at Pragati Maidan, New Delhi, India.

The event will provide an in-depth insight into the mobile industry, highlighting specific areas of growth as well as the latest technological developments, next generation services and future trends. By including the end consumers, the event will appeal to the entire ecosystem from start to finish and will bring key policy makers, senior bureaucrats and private sector leaders together from across the globe. IMC 2017 will make India a global destination for leaders & key players to discuss, deliberate and dialogue; unveil excellence and lead policy for a vibrant eco-system.



## The Forum India Mobile Congress



### EXHIBITION

- Display of Products & Services
- Launching New Products
- Showcasing Disruptive Technology
- Networking Opportunity

### CONCLAVE

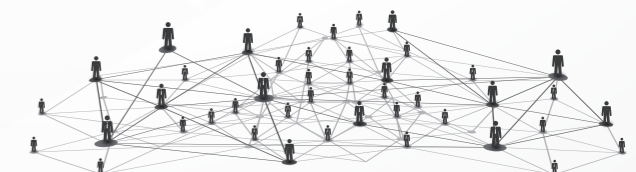
- Leadership Summit by global leaders from across the World
- Knowledge Sharing by Global Industry Stalwarts
- Skill Harmonization
- Interactive Sessions

### AWARDS

- Innovation by Leading Players in the Industry
- Innovation by Start-ups

## Why Participate?

- The mobile industry in India is characterized by growth and opportunity and as the industry changes, opportunities have increased manifold for the region & the world.
- The conference programme will provide an in-depth coverage of the current and future mobile industry, highlighting specific areas of growth as well as the latest technological developments, next generation services and growth strategies.
- Keynote addresses from world leaders & global giants in mobile technology & allied industries will be the highlights, with an opportunity to network and engage with them during the 3 day event.
- Launching the discussions will be the Leadership Summit and Ministerial Roundtable bringing together high level participants and delegates from the Govt., industry and SMEs to debate key issues around the importance of forging international partnerships to help extend the socio-economic benefits of Mobile Connectivity & Commerce.
- The exhibition will bring together all global stakeholders at one place in India on mobility and technology.
- The exhibition will also harbour disruptive technologies whilst paving paths for innovative performance.
- It will be an ideal platform to showcase products to buyers across the globe, connect to investors to fund projects/start-ups or strike joint ventures/business tie-ups.
- The awards will propel individuals & organizations to continue to set exemplary examples of innovation in the industry.
- The event as a whole will strike an equilibrium between employees & employers by harmonizing employee skills with employer requirements.





## TELECOM

### The Growth Engine of Indian Economy

This sector is not only the crowning jewel in the success stories of India's economic liberalization and privatization efforts, but has also crossed the landmark figure of 1 billion connections.

India is on the cusp of a digital revolution and the telecom industry is gradually evolving from a pure voice market to a mix of voice and data services. The proliferation of data will enable the spread of financial services and improves access to education, governance and health services.

With the Government's favourable regulation policies and 4G services hitting the market, the Indian telecommunication sector is expected to witness a fast growth in the coming years.

More Than  
**1 Billion**  
Mobile Users  
&  
**700 Million**  
Internet Users in  
India by 2025

India is expected to have over **180 million smart phones** by 2019.

The Indian telecommunication services market are likely to grow by **10.3 % p.a.** to reach **US\$ 103.9 billion** by 2020.

The total mobile services market revenue in India is expected to touch **US\$ 37 billion** in 2017.

By early 2016, India had 312M internet users of which **292M are mobile data consumers.**

The sector is expected to generate **four million direct and indirect jobs** over the next five years, according to estimates by Randstad India.

India shall contribute around **13.5 %** to the global smart phone market.

Source : Report by GSM Association (GSMA) in collaboration with the Boston Consulting Group (BCG), Research & Estimates by research firms, IDC & Randstad India, Microsoft Report 2016

## The Vision

### A Convergent India A Connected Society

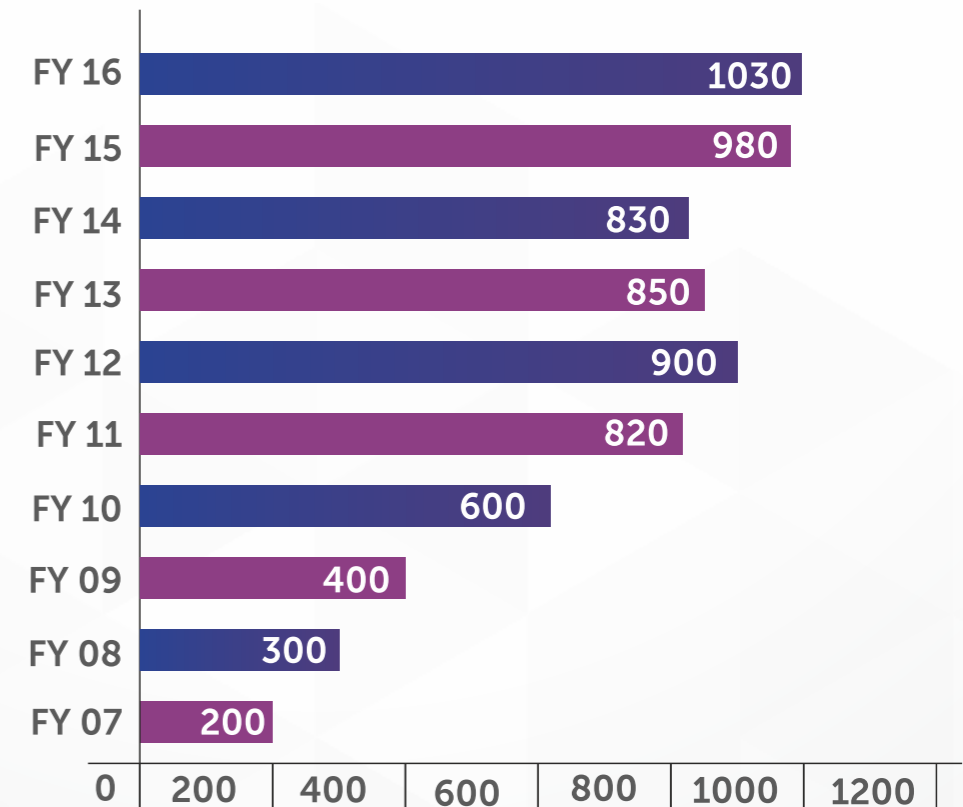
To realize the Government's vision of a Digital and Connected India, the Indian Telecom industry will work as an eager and equal partner to develop resources, infrastructure and to boost the quality of services. This would form an imperative work agenda to utilize all available critical resources in order to drive the growth of broadband, eventually leading to connectivity for the next one billion.

Given the scale and magnitude of this initiative, COAI and the Indian telecom industry envisages that Mobile Broadband and wide deployment of broadband will be the core platform on which the Digital India vision can be realized. So going further, one must also assess the current levels of broadband and internet adoption, readiness and data consumption patterns, besides mapping the immediate requirements and needs of the industry.

We anticipate that the deliberations and outcomes at IMC 2017 will not only impact India but be a trend setter for the region & the world.



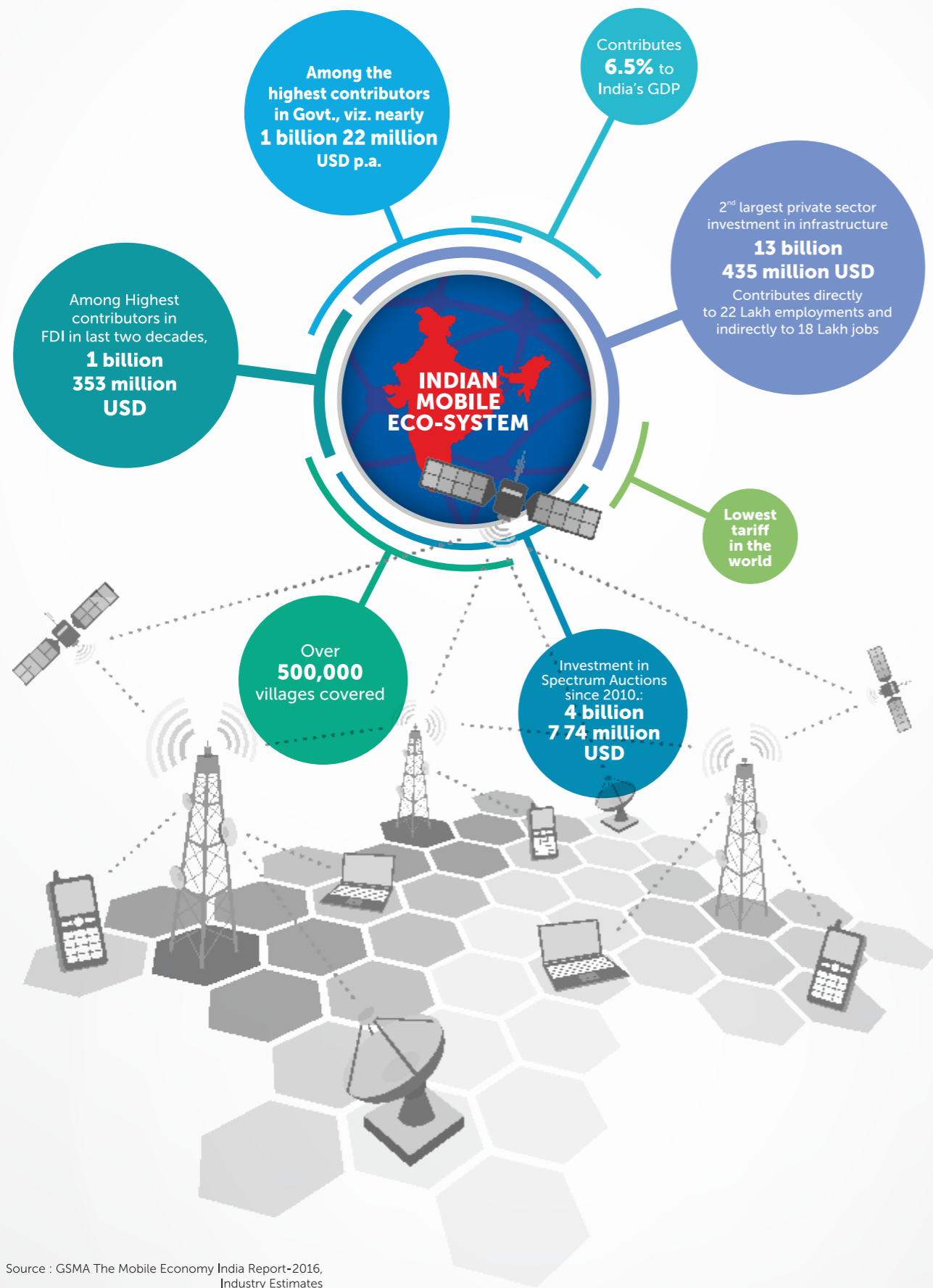
Total Number of Connections in Millions



Source : Telecom Regulatory Authority of India, TechSci Research  
Notes: CAGR - Compound Annual Growth Rate

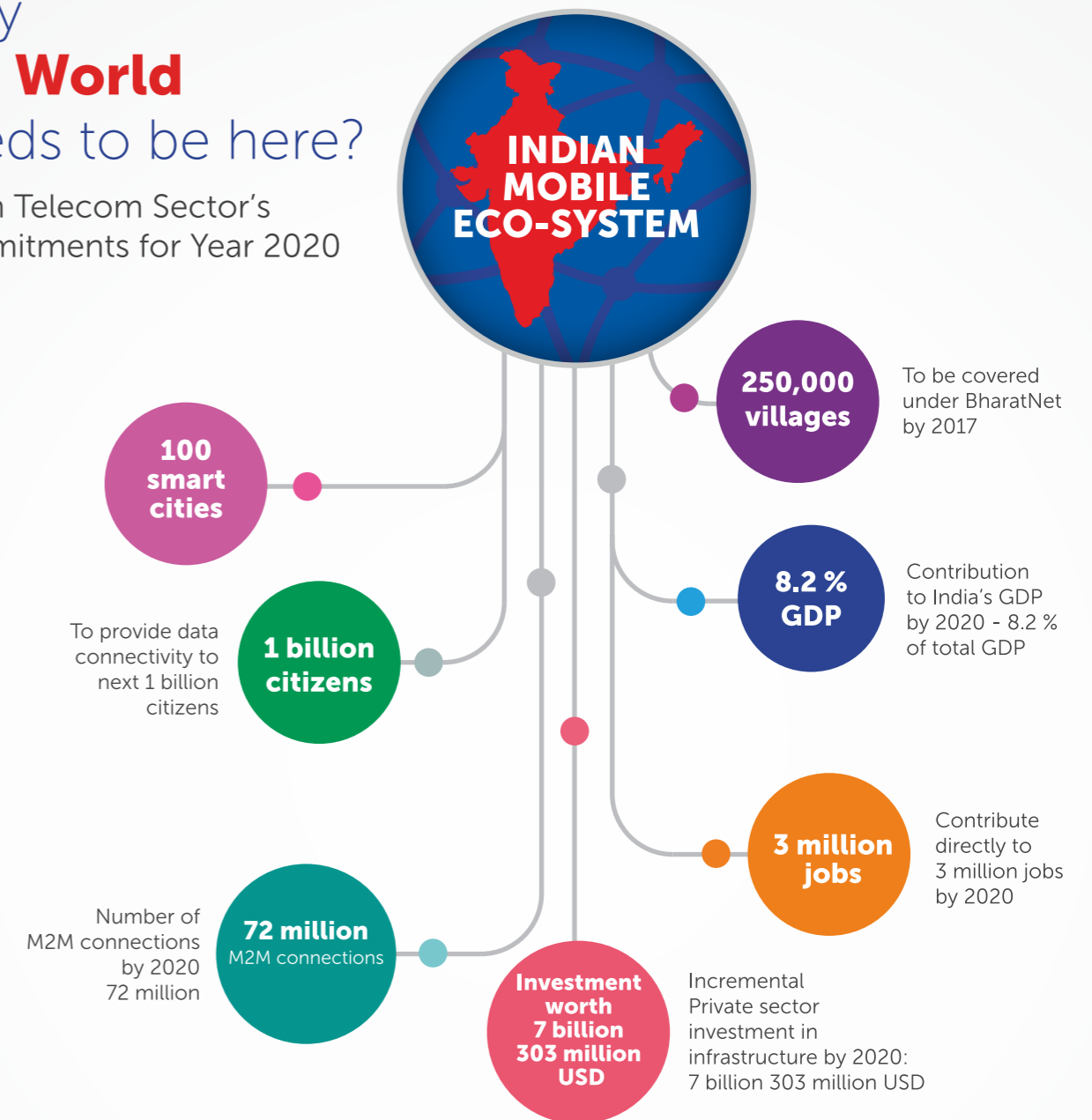
# Indian Telecom Sector's

Vital Role in Government's Nation Building Agenda

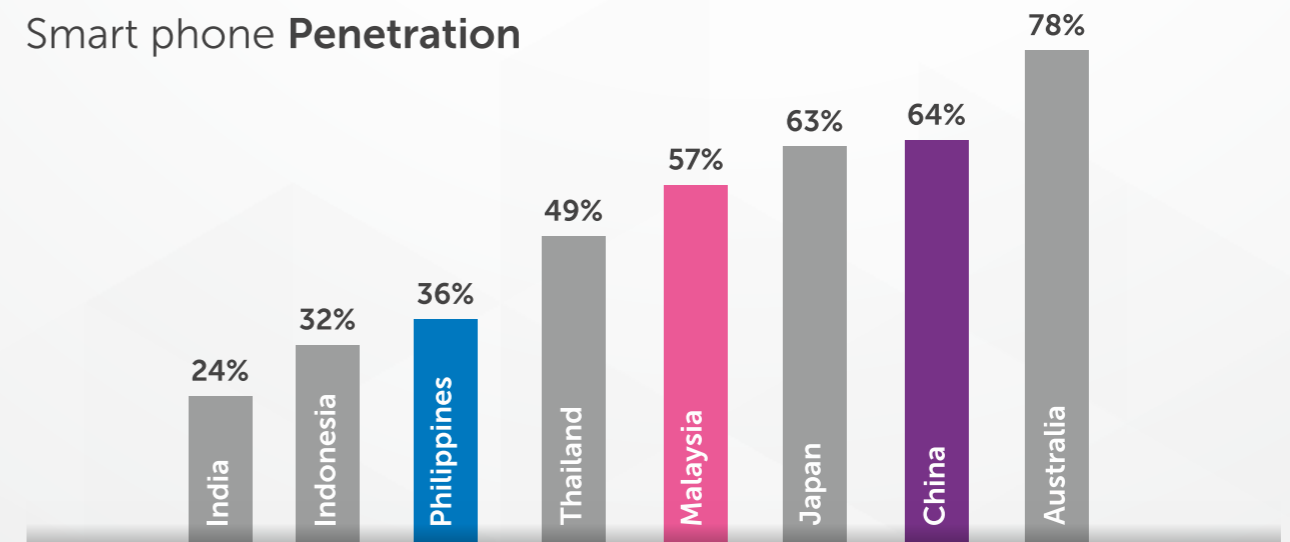


# Why the World needs to be here?

Indian Telecom Sector's Commitments for Year 2020

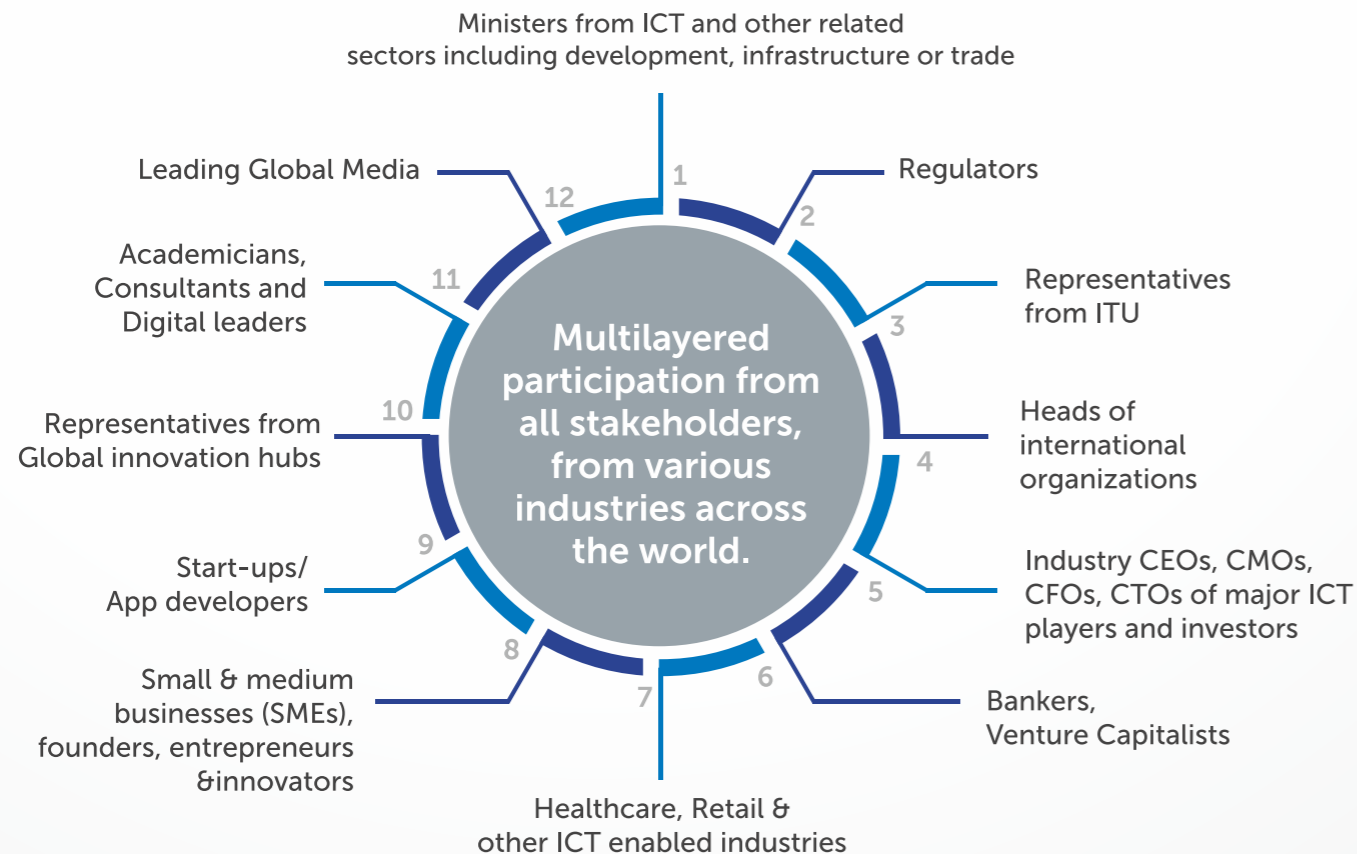
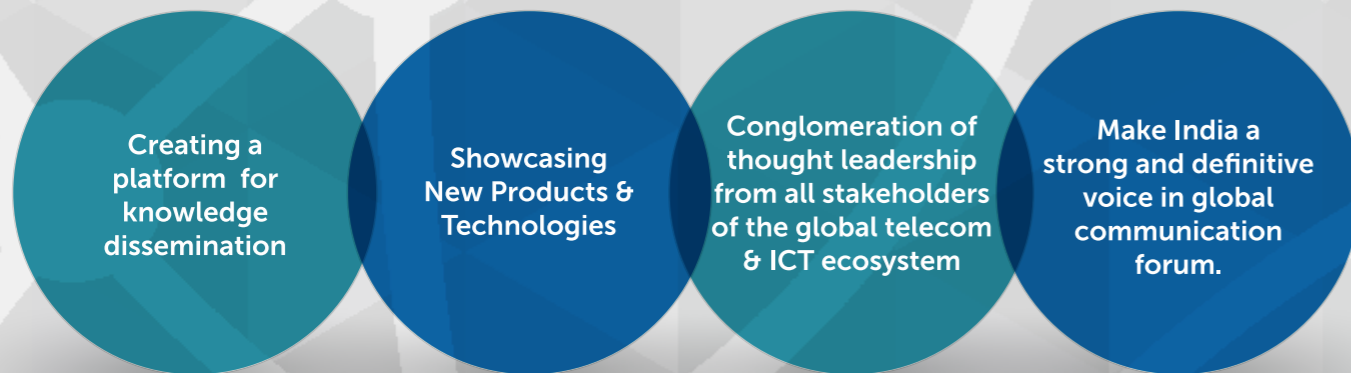


## Smart phone Penetration



## Global Audience, International Focus

### Key objectives of India Mobile Congress



## The Exhibition An Interactive Platform for The World

The proposed Exhibition as part of the Conclave, will seek to unite companies, states and countries, large and small, investors, innovators, projects and decision makers, from emerging and developed markets right across the ICT ecosystem and the world to showcase digital solutions, ideas, new products and visions...all in one exciting arena

Whether an SME, established industry player, country or state; exhibiting at the INDIA MOBILE CONGRESS offers an exceptional opportunity to demonstrate innovation, talents and ideas to our influential audience. It will offer a range of cost-effective, practical participation options for exhibiting companies, countries and geographical regions of the world.

INDIA MOBILE CONGRESS will have specialized exhibition areas to explore products and solutions centred around the event's theme of "Connecting the Next Billion".

The exhibition will feature more than 300 companies & entities will spread over 15,000 square metres of exhibition and hospitality space across multiple exhibition halls and numerous outdoor spaces.

It will be the largest mobile industry exhibition of its kind, and will showcase anything and everything related to mobile and ICT. Exhibitors will represent all horizontal and vertical sectors of the mobile, broadband and ICT enabled industries.

The exhibition will feature certain zones and pavilions distributed in various areas of the main exhibition halls, designed to highlight specific sectors of the industry.



**15,000 sq. mtr.**  
of Exhibition Space

Global Exhibitors from the telecom space including TSPs, IPs, ICT, Network Security, VAS companies, Hardware manufacturers, App Developers & Entrepreneurs

**Thematic Pavilions**  
Country Pavilions, Frugal Innovation, Wearable Tech, AR/VR Zone, IOT/M2M, Smart City, Skill

Product Launches, Trending Technologies and Awards, Talk the Talk

**Venue:** Pragati Maidan, New Delhi, India  
**Date:** 27-29 Sept 2017  
Over 350 exhibitors expected to participate

# Participating Sectors



## Participating PAVILIONS AND ZONES

- Independent Stands
- Country Pavilion
- Thematic Pavilion
- Innovation Pavilion
- ICT Skill Providers Pavilion
- Renewable Energy Pavilion
- Devices Pavilion: Mobile and Wearables
- Virtual Reality Zone
- Mobile Gaming Zone
- Internet & App Zone
- Product Launches

## Information, Technology & Security

- Cloud & Big Data
- Internet of Things (IoT)
- Machine to Machine (M2M)
- Artificial Intelligence
- Data Centre/Co-location Centre/ Storage
- Network Security Systems
- Cloud and Virtualisation
- Hosted / Managed Services
- Modules / Sensors / Sensors Networks
- Augmented Reality
- CCTV Surveillance
- Computer Hardware & Peripherals
- Digital Signatures & Biometrics
- Digital Solutions for Smart Homes
- IP Camera & Encoders

## Exhibitor's Profile: All Comprehensive, All Encompassing Telecom & Mobile Communication

- Carriers / Operators / ISPs / VNOs
- Bridges, Routers & Switches
- Broadband Communication Networks
- Cable & Cabling Systems
- Connected Delivery Network (CDN)
- Data Communication & Transmission Equipment
- Fibre Optics Products & Systems
- Measuring & Testing Instruments
- Microwave Systems & Equipments
- Mobile Equipments & Accessories
- Mobile Health & Security
- RF Connectors & Antennas
- Telecom Energy & Power
- Telecom Fibres & Accessories
- Telecommunication Services Providers
- Managed Service Providers
- Telecommunication System & Equipments
- System Integrators
- Transmission Equipment & Systems
- Infrastructure and Network Providers
- Telecom Solution Providers
- Mobile Application Developers
- FTTH Solution providers
- Wearables and Devices
- Mobile Components

# Focus Areas

## Business



BUSINESS INNOVATION



EMERGING TECHNOLOGIES & TRENDS



STRATEGIC MANAGEMENT



BOUNDLESS OPPORTUNITIES



EFFECTIVE NETWORKING

## Academia



RESPONSIBLE LEADERSHIP



ENHANCED LEARNING



HARMONIZING SKILLS



DISRUPTIVE INNOVATION

## Government



**Skill India**  
कौशल भारत - कुशल भारत



**Digital India**  
Power To Empower



**Smart City**  
MISSION TRANSFORM-NATION



India Mobile Congress 2017 supports the Start-Up India movement intended to build a strong eco-system for nurturing innovation and startups in the country that will drive sustainable economic growth and generate large scale employment opportunities. With this platform, the start-ups from mobile/digital/technology sector will get a chance to showcase their products/services and hence the much needed boost through wide networking and interaction with the stalwarts in the business.

# The Conclave

The 3 day event will provide insights into the current and future mobile related technological developments, next gen services and open new vistas of growth therein. The event will also proffer discussions and deliberations on current regulatory policies governing the telecom industry and certainly furnish valuable suggestions for any change, if needed.

Thought leaders from across the world will present their views, opinions & ideologies on the mobile and adjacent industries and how would they facilitate the process of digital revolution in the country. Launching the discussions will also be the Leadership Summits and Ministerial Round table, bringing together high level participants and delegates from the Government, industry and SMEs to debate key issues around the importance of forging international partnerships to help extend the socio-economic benefits of Mobile connectivities & commerce.



# The Awards

The INDIA MOBILE CONGRESS Awards will recognize the most innovative, exciting SMEs and corporate initiatives with social impact.

The awards shall be given out on the basis of innovation displayed by companies in the relevant sectors; in two categories - Start-Ups & Major Players in the industry.

Such recognition will encourage these ventures to perform better and upscale their products & services in the market.

## Award Categories

- Innovation in Start-Ups
- Innovation in Major Players in the Industry

# Participation cost

## Delegates

Delegates	Indian (INR)	Foreign (US\$)	Benefits
Domestic (Gold)	8000	-	Access to conferences / Seminars, Lunch, Networking, Evenings, Tea & Coffee)
Domestic (Silver)	4000	-	Access to conferences / Seminars, Tea & Coffee
International (Gold)	-	300	Access to conferences / Seminars, Lunch, Networking, Evenings, Tea & Coffee
International (Silver)	-	180	Access to conferences / Seminars, Tea & Coffee
Students	3000	100	Access to conferences / Seminars

## Exhibitors

	Standard Booth	Bare Space
Indian (INR)	11,000 per sq mtr	10,500 per sq mtr
Foreign (US\$)	300 per sq mtr	275persqmtr

### Standard Booth

The minimum stall (Booth) size is 9 sq mtr (3m x 3m with standard facilities) Standard facilities includes: Participation charges cover position, fascia with the exhibitors name, two chair, one table, one dustbin, carpet flooring, etc. Electricity charges for three spot lights and one 5 am plug. Three exhibitors badges on every 9 sq mtr stall. Organizers will arrange general security for the exhibition hall, and insurance coverage of the exhibition halls in general.

### Bare Space

The minimum stall (Booth) size is 36 sq mtr (6m x 6m) (Exhibitors have to construct their own designed stall with at least 2 HP power compulsorily for general lighting)

### Premium Space Cost

- 2 Sides open 15% extra
- 3 Sides open 25% extra
- 4 Sides extra 30% extra

### Addition Requirements

	3 Phase Power (Per HP)	
	Before Expo (During stall construction)	During Expo
Indian (INR)	1500	3000
Foreign (US\$)	50	100

## Supported by



The Department of Telecommunications (DoT) operates under the Ministry of Communications, Govt. of India and primarily works towards providing a secure, reliable affordable and high quality converged telecommunication services anytime, anywhere for an accelerated inclusive socio-economic development.

Its mission is to develop a robust and secure state-of-the-art telecommunication network providing seamless coverage with special focus on rural and remote areas for bridging the digital divide and thereby facilitate socio-economic development and create an inclusive knowledge society through proliferation of affordable and high quality broadband services across the nation.

For further information on DoT, visit [www.dot.gov.in](http://www.dot.gov.in)



The Ministry of Electronics & Information Technology (MeitY), Govt. of India aims at promoting e-Governance for empowering citizens, towards inclusive and sustainable growth of the Electronics, IT & ITeS industries, enhancing India's role in Internet Governance, adopting a multipronged approach that includes development of human resources, promoting R&D and innovation, enhancing efficiency through digital services and ensuring a secure cyber space. Their vision is e-Development of India as the engine for transition into a developed nation and an empowered society.

For further information on MeitY, visit [www.meity.gov.in](http://www.meity.gov.in)



Skill India is an initiative of the Government of India which has been launched to empower the youth of the country with skill sets which make them more employable and more productive in their work environment. Our National Skill Mission is chaired by the Hon'ble Prime Minister, Shri Narendra Modi himself.

Skill India offers courses across 40 sectors in the country which are aligned to the standards recognised by both, the industry and the government under the National Skill Qualification Framework. The courses help a person focus on practical delivery of work and help him enhance his technical expertise so that he is ready for day one of his job and companies don't have to invest into training him for his job profile.

For further information on DoT, visit [www.skilldevelopment.gov.in](http://www.skilldevelopment.gov.in)



National Small Industries Corporation (NSIC), is an ISO 9001-2008 certified Government of India Enterprise under Ministry of Micro, Small and Medium Enterprises (MSME). NSIC has been working to promote, aid and foster the growth of micro, small and medium enterprises in the country. NSIC operates through countrywide network of offices and Technical Centres in the Country. To manage operations in African countries, NSIC operates from its office in Johannesburg, South Africa. In addition, NSIC has set up Training cum Incubation Centre managed by professional manpower.

For further information on DoT, visit [www.nsic.co.in](http://www.nsic.co.in)

## Organizers



COAI was constituted in 1995 as a registered, non-governmental society. The Association is dedicated to the advancement of modern communication through the establishment of world-class mobile infrastructure, products and services and to delivering the benefits of innovative and affordable mobile communication services to the people of India.

Over the years, COAI has emerged as the official voice for the Indian telecom industry and interacts directly with Ministries, Policy Makers, Regulators, Financial Institutions and Technical Bodies. COAI collaborates with other Industry Associations such as CII, FICCI, ASSOCHAM, AUSPI, ISPAI, VSAT association etc., with the objective of presenting an industry consensus view to the Government on crucial issues relating to the growth and development of the Indian telecom Industry.

COAI's core membership includes private cellular operators, namely - Aircel Ltd., Bharti Airtel Ltd., Idea Cellular Ltd., Reliance Jio Infocomm Limited, Telenor (India) Communications Private Limited and Vodafone India Ltd. operating across the whole country.

The Associate Members include Sterlite Technologies Ltd., Facebook Inc, Huawei Technologies Co. Ltd, Google Inc, Microsoft Corporation, International Business Machines Corporation, Cisco Systems, Inc, Intel Corporation, Qualcomm Inc, Ericsson, Apple Inc, GTL Infrastructure Limited, Nokia Corporation and Indus Towers Ltd.

For further information on COAI, visit [www.coai.com](http://www.coai.com)



With a humble beginning in 1997 and a strong desire to be the best in the business, today K and D Communication has earned its name as India's leading exhibition organizer with a tremendous success story.

With its worldwide networking, pre-emptive planning and execution, intelligent space management and meticulous control of macro and micro level logistics, the group ensures that every participant gains from such platforms. The extraordinary care that goes into every aspect of the event and the gains that participating companies have garnered in real terms, have made K and D Communication a permanent name in corporate calendars of hundreds of companies across India and abroad.

Through committed endeavor and a no-compromise attitude to quality, K and D Communication Limited is on a drive to expand the scope of exhibitions – to expand to truly global platforms.

For further information on K AND D Communication Ltd., visit [www.kdclglobal.com](http://www.kdclglobal.com)



# Supporting Organizations\*

## Participating Companies



## Supporting Partner



## Knowledge Partner



## Association Support



\* Proposed



### Exhibition

### Conclave

### Awards

## Conference Agenda

- 5G Ready World
- Sustainable Wi-Fi
- MVNO
- Internet Governance
- Spectrum Harmonization
- Smart Cities & Smart Governance
- Network Infra
- IoT & M2M
- Moving Towards Light Touch Regulation
- Smart Networks
- Economic & Social Impact of Digital Content
- Digital India

## Why Participate?

- Conferences**
- Keynote Addresses**
- Exhibition**
- Networking**
- Awards**
- Product Launches**

## Invited Speakers



**Shri Manoj Sinha**  
Hon. Minister of Communication



**Shri Chandrababu Naidu**  
Hon. Chief Minister, Govt. of AP



**Ms. Aruna Sundarajan**  
Secretary, MeitY



**Mr. Sunil Bharati Mittal**  
Chairman, Airtel & GSMA



**Mr. Mukesh Ambani**  
Chairman, Reliance Industries Ltd.



**Kumar Mangalam Birla**  
Chairman, Aditya Birla Group



**Vittorio Colao**  
CEO, Vodafone Group



**Elon Musk**  
CEO, SpaceX & Tesla Motors



**Eugene Kaspersky**  
CEO, Kaspersky Lab



**Jeff Bezos**  
CEO, Amazon



**Dr. Martin Hofmann**  
CIO, Volkswagen



**Mark Jacobs**  
Co-founder, Former chairman of Qualcomm



**John T. Chambers**  
CEO, Cisco



**Michael A. Brown**  
President & CEO, Symantec



**Alastair Bathgate**  
CEO, Blue Prism

Ministers from ICT and other related sectors including development, infrastructure or trade



## Participating Companies



Organized by

Embassy Support

Knowledge Partner



**Deloitte.**