

SLT-MOBITEL Enterprise Empowers Businesses with Innovative Enterprise and Digital Products



Selvendiran Vidyapan, General Manager – Enterprise & SME Products, SLT-MOBITEL.

Selvendiran Vidyapan, General Manager – Enterprise & SME Products, SLT-MOBITEL, shared valuable insights into the company’s cutting-edge enterprise solutions and digital products propelling businesses towards unprecedented success in today’s digital age.

SLT-MOBITEL Enterprise has a history spanning over two decades, initially concentrating on providing vital WAN connections to connect branch offices with their head offices and delivering essential network connectivity. The company has

undergone a significant transformation and has embarked on a journey to equip businesses with valuable tools. The change has seen us shift from primarily a networking company to a multi-dimensional enterprise, expanding into four key areas: cloud services and digital applications, fortified with robust networking and security support. These four dimensions are central to our mission of empowering businesses. The digital transformation wave was already underway in many businesses before the pandemic, aiming to enhance their digital connections with customers. Cloud services became a pivotal element of this transformation, leading us to make significant strides in the cloud arena through partnerships with industry giants such as VMware, Microsoft, and Oracle, ensuring robust cloud platforms.

Addressing data sovereignty, data residency, and latency issues, we ventured into cloud services. Recognizing the need for digital solutions to complement cloud adoption, we developed our digital products. The Akaza marketplace, our latest offering, is our digital product suite, which will continue to strengthen and expand in the coming years. It encompasses applications such as ERP, CRM, HR, data analytics, AI, and Enterprise IoT, reflecting our commitment to providing a complete digital suite for evolving business needs.

Our commitment is to provide a well-connected and valuable suite of tools that empower businesses, whether they need basic applications or advanced analytics and AI. Our mission is to support companies in their digital journey and provide comprehensive solutions for their success.

Our digital products are essential in accelerating businesses’ digital transformation journey. When organizations consider adopting digital applications, they often face many challenges. These can range from figuring out how to effectively connect users and host digital applications in the cloud to addressing crucial infrastructure and networking requirements. However, by offering a comprehensive solution, we alleviate these concerns. Our approach empowers businesses to focus solely on their core objectives without the burden of dealing with intricate technical aspects. This solution covers every aspect, including infrastructure, application management, and network support, making the process seamless.

Networking, as our initial expertise, remains a core. By bundling it with other

essential services, we provide an all-inclusive solution tailored to meet the demands of the evolving digital transformation landscape in the form of next-generation SD-WAN services.

Moreover, we understand that security is paramount in digital transformation. We have significantly bolstered our security portfolio. It includes everything from basic managed firewalls and cloud firewalls to advanced solutions, including application firewalls and DDoS protection. We have also introduced services such as VA (Vulnerability Assessment) and PT (Penetration Testing). Additionally, we have been working on offering software as a service and digital workspace, further enhancing our comprehensive suite of products. By incorporating these products, we offer scalability and robust support for businesses embarking on their digital transformation journey. Having become a digital enabler, we empower businesses to navigate their digital transformation path with confidence and success.

We have stringent measures to safeguard customer data when utilizing our enterprise and digital products. We recognized the significance of internalizing security standards within our company. As enterprises undergo their digital transformation journeys, we, too, embarked on a similar path. Our commitment to data protection includes physical and data security. Internally, we have established four layers of security to strengthen our organization. Additionally, we have independently set up our Security Operations Center (SOC) to address potential security breaches actively. This is a vital part of our strategy. We have obtained ISO 27001 standards to achieve data security excellence, demonstrating our commitment to safeguarding customer data. These standards serve as a testament to our strong dedication to data protection.

I can share some notable success stories that show the comprehensive impact of our products across various aspects of business. Initially, we primarily focused on networking services, transitioning to next-generation networks. The emergence of SD-WAN services, an integral part of the software-defined architecture, marked a significant advancement. This innovative approach streamlined our data centers, offering a crucial link for various services, including cloud and digital applications. We enabled a seamless network experience with our SD-WAN services for this particular client. Simultaneously, they harnessed our cloud infrastructure to host their applications. Their servers were co-located in our data centers, serving as a

disaster recovery site to ensure business continuity and data security. Our extensive data center network, across three locations with five data centers, was important in ensuring uninterrupted business operations. The customer seamlessly migrated various services to the cloud, including essential applications such as Microsoft 365 and Google Workspace. This success story highlights the synergy between our networking, cloud, digital applications, data centers, and cloud connectivity services. It shows our commitment to security, as we provide comprehensive SAS services, ensuring the security of remote offices. The overall approach, covering the entire spectrum of our product offerings, reflects the true depth of our partnership with businesses, empowering them for success.

Our internet portfolio has evolved into a sophisticated range of services. Now, customers can access secured internet connections with AI-enabled features, such as advanced threat detection and mitigation.

Additionally, we offer NetGuard a comprehensive internet security package that ensures the safety and continuity of business operations. With NetGuard, clients can focus on their core business objectives without worrying about cyber threats. We have implemented multiple layers of protection to safeguard against various threats. The cyber security suite is relatively new but is a holistic solution that can be conveniently bundled and included with other internet products.