
ERICSSON AND OZONE TO PROVIDE SMALL CELL AS A SERVICE TO RELIANCE COMMUNICATIONS IN INDIA

- Ericsson to supply and manage Small Cell as a Service Wi-Fi network for Reliance Communications
- Reliance Communications to gain cost-effective access to new markets and new revenue streams
- Ozone Networks to see additional utilization and monetization of its already deployed Wi-Fi infrastructure

Reliance Communications has become the first mobile operator in India to join the Ozone Networks and Ericsson (NASDAQ: ERIC) Small Cell as a Service carrier-grade Wi-Fi network.

Ericsson's Small Cell as a Service network will enable Reliance Communications to utilize the existing Ericsson/Ozone Wi-Fi infrastructure, and launch Wi-Fi services for a seamless end-user experience using the carrier-grade small cell network.

This will enable Reliance Communications to offer Wi-Fi services with a faster go-to-market approach by leveraging Ericsson's established market presence and reach. Ozone Networks and Ericsson will benefit from additional utilization of their already-deployed Wi-Fi infrastructure.

Suresh Rangachar, President & Chief Commercial Officer, Reliance Communications, says: "The surge in mobile connectivity and smartphone uptake has led to immense growth in data usage. This partnership will enable us to meet the ever-growing customer expectations in ultra-dense environments through data offload to a country-wide carrier-grade Wi-Fi network."

Sanjeev Sarin, Chief Executive Officer at Ozone, says: "This partnership will increase Reliance Communications' capacity and footprint, primarily when it comes to ultra-dense environments. With Ericsson's Small Cell as a Service platform we have the unique ability to seamlessly combine 3G/4G with carrier-grade Wi-Fi, thereby ensuring that Reliance Communications' network capacity always exceeds demand, which in turn helps the company meet customer expectations."

Jean-Claude Geha, Head of Managed Services at Ericsson, says: "We are pleased to expand our partnership with Reliance Communications with this new managed services agreement. Together with Ozone India, we are realizing our vision of providing a neutral,

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shared Wi-Fi infrastructure. Ericsson supports our customers' targets of new revenues and subscribers throughout indoor venues and hot spots with the Small Cell as a Service model. Ericsson's Small Cell as a Service supports all technologies, from MuLTEfire with the Ericsson Dot solution to Cisco's Wi-Fi solution."

Through its Small Cell as a Service offering, Ericsson provides small cell technology, designs, plans, builds and optimizes networks, and then manages them on behalf of its customers, based on long-term as-a-Service contracts.

NOTES TO EDITORS

[Small Cell as a Service press backgrounder](#)

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Ericsson is the driving force behind the Networked Society – a world leader in communications technology and services. Our long-term relationships with every major telecom operator in the world allow people, business and society to fulfill their potential and create a more sustainable future.

Our services, software and infrastructure – especially in mobility, broadband and the cloud – are enabling the telecom industry and other sectors to do better business, increase efficiency, improve the user experience and capture new opportunities.

With approximately 115,000 professionals and customers in 180 countries, we combine global scale with technology and services leadership. We support networks that connect more than 2.5 billion subscribers. Forty percent of the world's mobile traffic is carried over Ericsson networks. And our investments in research and development ensure that our solutions – and our customers – stay in front.

Founded in 1876, Ericsson has its headquarters in Stockholm, Sweden. Net sales in 2015 were SEK 246.9 billion (USD 29.4 billion). Ericsson is listed on NASDAQ OMX stock exchange in Stockholm and the NASDAQ in New York.

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