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## **Array Networks boards BEL, IL&FS consortium for Agra smart city**

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NEW DELHI: The US-based Array Networks has bagged the Agra smart city project to supply networking hardware tools, and would work in a consortium with state-run Bharat Electronics Limited (BEL) and IL&FS for the historical city's surveillance.

"We have won Agra Smart City project and will deploy networking hardware together with partners," Array Networks global chief executive Michael Zhao told ETT, adding that the company is bidding for more smart city projects countrywide, and working with front-runner partners.

In September 2016, Agra that houses historic Taj Mahal has been selected for the smart city with Rs 2,133 crore makeover spend.

The company, however, has entered into an alliance with the two— BEL and IL&FS for the Master System Integrator (MSS) deployment for Integrated Control System (ICCC), for a total of Rs 282.65 crore worth of initiative. Array's pie is estimated to be close to \$5 lakh (Rs 3.5 crore).

The networking solutions the player said that it intends to work with telecom service providers in the country, and already has a partnership with Mumbai-based Reliance Jio Infocomm.

"They (Jio) are using our products to deliver solutions to customers, and we enable their customer care and secure lifecycles," Zhao said.

Zhao said that India's business contributes to nearly 20% to the firm's overall business, and is also looking to increase the country's headcount by fivefold largely in the research and development (R&D) domain.

"India business is going great for us, and we are planning more resources so that the company can participate in more projects," the top executive added.

Array Networks has been majorly banking on the Narendra Modi government-led ambitious smart city initiative in addition to telco business in the country, and has recently invested \$2 million (Rs 14 crore) for setting up an Array Centre for Technology and Innovation (ACTI) in Bengaluru.

The new centre would enable Array Networks to create custom-made solutions for Indian enterprise customers as well as to launch newer products in a shorter time span.

The US-based company has been currently involved in various stages of implementation of as many as 10 smart city projects across the country, and expects to double the number this year with new wins.