
Telecom industry practice: Accelerating towards a digitally connected life



Our telecom practice

Delivering enterprise-wide solutions



20,000

Global telecom, media and technology consultants



200+

Consultants servicing telecom clients in India, including 20+ partners

PwC is a leading management advisor to big telecommunications market players, including:

1. Fixed, cable and convergent service providers
2. Mobile operators
3. Applications providers
4. Network equipment suppliers
5. Satellite players
6. Tower operators
7. Telecom regulators and licensors
8. Industry bodies

- We are dedicated to delivering effective solutions to complex business challenges facing the telecom industry through our Advisory, Risk Assurance and Tax services.
- We focus on creating maximum value for our clients through our deep understanding of telecom market dynamics.
- Our telecom industry practice in India focuses on bringing together our Indian and global network resources around our clients' needs, creating teams to help you respond to challenges around almost every dimension of your business.
- We offer in-depth insights into regulatory, economic, financial, demand forecasting, strategic risk, forensic and tax considerations related to the telecom sector.
- One of the world's largest and most experienced telecoms industry practice
- Rich knowledge and technical expertise from advising and auditing many of the world's leading telecommunications operators



4th most powerful brand globally*

*Source: Brand Finance Global 500 2016

How can we help?

Our experience in the telecom sector: Illustrative examples of recent projects in India

Advisory

Making Deals Successful

We have advised multiple clients in their post-merger integration initiatives covering integration management office, cross-functional matters and critical processes such as hire to retire, order to cash, procure to pay, IT, tax and regulatory to ensure synergy realisation and achievement of strategic deal objectives.

Deal Identification and Execution Advisory

We have advised clients throughout the deal continuum, including deal strategy, due diligence, corporate finance and valuation support. We also performed financial due diligences on several leading telecom services providers for Indian and global strategic clients.

Programme Management Office

We established the PMO framework and launch plan of a telecommunications company that wanted to integrate its existing ERP tools with SAP.

Capabilities Driven Strategy

We helped our telecom client to become more coherent and to gain a right to win in the highly competitive Indian telecom market by aligning their strategic direction to the capabilities that make them unique, and allowing them to create unique differentiation factors which helped them with their growth strategy.

Revenue Protection and Enhancement

PwC assisted some of the leading CSPs, B2B communications providers and broadcasters in developing, implementing and operating leading frameworks and analytics to protect their top line and enhance the bottom line through cutting-edge processes, analytics and reporting and supporting tools.

Cyber Security

We were engaged to assess a cyber security framework to promote the protection of a company's critical infrastructure.

Data Analytics

PwC assisted a telecommunications company to establish its future data analytics operating model.

Fit for Growth

We created this proven model for our client to unlock performance and manage cost more strategically, thus allowing them to cut costs and grow stronger at the same time.

People and Organisation

PwC worked with clients to assess the skill set of their executives and assessed their sufficiency to fulfil their job requirements.

Forensic Services

We were engaged to investigate unauthorised network configuration changes made in the telco to bypass traffic. We also helped the telco with a detailed data analytics review to help identify fraud-related red flags and operational inefficiencies and assisted in the case of disputes with vendor partners such as towers, application providers, equipment providers and call centres.

Spectrum Auction Support

We helped a leading telecom operator with 3G and BWA auction support.

Vendor Value Protection

PwC assisted some of the leading telecoms operators in optimising capex and opex spends on large networks and technology vendors through a robust review of contracts, embedding extensive vendor value governance and enhanced reporting and automation.

Tower Site Quality Testing

We conducted destructive testing of civil work done at tower sites for one of the largest tower companies globally.

Assurance

IT Security and Risk

We performed an information security and risk review for the second largest telecom service provider globally (by number of connections).

International Compliances

We have provided international compliance services to a global IT and ITeS company.

Legal and Stat Compliances

We performed legal and statutory reviews for the largest telecom operator in India.

IFC/SOX

We performed a SOX review for the largest telecom service provider in India.

Internal Audit

We provided internal audit services to the largest telecom tower company in India.

ERP Solutions

We assisted a digital service provider in configuring SOX controls (automated and manual) in SAP GRC. We assisted them through discussions with business in identifying the control parameters, filter criteria, and control owners and configuring the same in SAP GRC process controls.

Continuous Controls Monitoring

We provided continuous control monitoring services to the largest telecom operator in India.

SOPs

We performed end-to-end SOP development for a large telecom service provider in India with a presence in all circles across the country.

Contract Management

We have deployed our contract management tool for one of the largest service providers in India.

Enterprise Risk Management

We performed an enterprise risk management review for the leading integrated service provider in the Middle East.

Tax

Ease of Doing Business

We assisted one of the biggest tower operators in centralising TDS/withholding tax compliances and single service tax compliances compared to multiple compliances earlier.

Re-alignment/Structuring of Business

We assisted a large telecom operator with the merger of their business with another telecom operator, involving tax opinions, evaluation of options, implementation support, and structuring of out-bound business acquired.

Litigation Support

We assisted a large telecom equipment supplier in a large tax litigation/dispute in the Tax Tribunal/High Court that involved briefing the senior counsel(s) on the intricacies of facts involved and the issues. We also supported them with preparing synopsis/rejoinders, developing arguments, etc.

About PwC

At PwC, our purpose is to build trust in society and solve important problems. We're a network of firms in 157 countries with more than 2,23,000 people who are committed to delivering quality in assurance, advisory and tax services. Find out more and tell us what matters to you by visiting us at www.pwc.com

In India, PwC has offices in these cities: Ahmedabad, Bengaluru, Chennai, Delhi NCR, Hyderabad, Kolkata, Mumbai and Pune. For more information about PwC India's service offerings, visit www.pwc.com/in

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