

# BUSINESS PARTNER CAPITAL



SLT, in its capacity as the national ICT solutions provider, provides ICT services to the Government and domestic and enterprise customers in Sri Lanka. SLT has established ties with several business partners with whom we share reciprocal relationships that entail coexistence, co-innovation, and collaboration, and enjoyed mutual successes. 2018 continued to see SLT join hands with several partners to bring to the Sri Lankan market new and innovative solutions to empower customers in the digital marketplace.

## **New strategic alliances, collaborations, and joint ventures**

### **International cricket matches**

For over 15 years, SLT has provided reliable and trusted Internet and Wi-Fi services for international cricket matches that has received the appreciation of Sri Lanka Cricket and international media bodies including the BBC, Sky Sports UK, Talk Sport, and others. SLT continued to provide its services to the Nidahas Trophy tournament between Bangladesh, India, and Sri Lanka, and the South Africa and England Cricket teams tour of Sri Lanka.

### **Akaza LMS**

SLT entered into a partnership with i-Context Content Convergence (Pvt) Ltd in 2015 to offer their locally developed eLearning solutions bundled up with SLT cloud infrastructure branded as AKAZA LMS. Akaza LMS is a cloud e-learning training platform that facilitates an online course marketplace, training administration with delivery, and reporting for corporates and educational institutions. The partnership will see i-Context host the e-learning solution on the Akaza Cloud portal as a Software-as-a-Service (SaaS) offering that corporates and educational institutions can subscribe to their own branded e-learning administrative customer portal. Each user will be able to access a learner portal wherein they can view their assigned courses and track their progress.

### **Akaza Interactive TV**

SLT partnered with Infotainment Pvt Ltd to offer innovative IPTV solutions to the hospitality industry in Sri Lanka. The SLT Akaza Interactive TV solution brings a customised interactive hotel entertainment and communication system aimed at hoteliers who wish to offer their guests a sophisticated entertainment experience. Guests will have access to a high-quality display with an on-screen user interface that

allows them to choose a range of services including on-demand movies, television shows, internet services, local tourist information, and interact with hotel services. The system can be quickly setup in hotels of any size and offers standalone operation or can be fully integrated with a hotel property management system.

### **Entution ERP**

SLT partnered with Bileeta, a locally established cloud-based ERP solution provider, to offer Entution, a cloud-based Enterprise Resource Planning (ERP) solution. Aimed at enterprises involved in sales and distribution, manufacturing, projects and services, Entution allows customers to build a customised ERP solution to manage their business that caters to their requirements with modules for sales and invoicing, finance, inventory management, fixed assets, procurement, manufacturing, projects, and customer relationship management. Customers pay a monthly subscription fee for the solution which is hosted locally on SLT Cloud and can be accessed through SLT's network infrastructure.

### **DataWerks GmbH**

SLT joined hands with data virtualisation solutions provider DataWerks GmbH to offer a solution that enables business organisations to receive insights into their business in real time. Offered through SLT's Akaza Cloud platform, the Data Virtualisation and Analytics as a Service solution will empower Sri Lankan enterprises with real time big data analytics and Business Intelligence (BI) solutions. Enterprises can virtualise their entire data sets regardless of the number or types of data sources and quickly combine and correlate data from different systems, whether they are held as structured or unstructured data, and generate and deliver integrated insights through different platforms at half the cost and time of legacy data warehousing solutions. The need to invest in expensive hardware and infrastructure upfront is all but

eliminated. The pioneering solution is the first data virtualisation solution of its kind available in the region.

### **Blue Ocean Group of Companies**

SLT and the Blue Ocean Group of Companies, established a partnership that sees SLT be the digital services provider for 24 condominium projects comprising 785 units within Colombo city and its suburbs. Residents of the apartments will benefit from SLT's ultra-fast fibre-to-the-home (FTTH) infrastructure that offers the fastest broadband speeds in the nation to transform their lifestyles and living standards.

### **Havelock City phases 3 and 4**

SLT partnered with Mireka Homes (Pvt) Ltd to serve as the exclusive telecommunications service provider for Phases 3 and 4 of Havelock City, the largest integrated/mixed-use development project undertaken in Sri Lanka. SLT also served as the exclusive telecommunications service provider for Phases 1 and 2, which covered voice and high-speed internet services and IPTV services in 445 apartments in four towers. Phases 3 and 4 will see SLT providing over 600 new apartments with FTTH triple play services (voice, broadband, and PEO TV) and a PABX system for internal voice communications between apartments.

### **The Mount**

SLT entered into a partnership with Evercore Properties (Pvt) Ltd. to be the total digital services provider for "The Mount", a 35-apartment development in Mount Lavinia. SLT will provide state-of-the-art fibre infrastructure that will serve as the communications backbone for the development.

### **Coral Properties**

Coral Properties entered into an agreement with SLT to provide fibre connectivity to Coral's latest luxury apartments. SLT will provide fibre infrastructure to eight upcoming properties located in Colombo: Coral Plus in Colombo 04, Coral Saffron in Colombo 15, Coral City in Gampaha, Coral X in Colombo 03, and Coral Lake Menara in Rajagiriya.

### **JPKL Construction**

SLT will be the digital service provider for voice, data, and PEO TV services for JPKL Construction's new 32-unit project in Wellawatte. The agreement also covers two upcoming projects with 63 units.

### **University of Peradeniya**

SLT signed an MoU with the University of Peradeniya, one of the top ranked universities in Sri Lanka renowned for its cutting-edge research. The agreement will see SLT and the University carry out collaborative ICT research projects and establish a new research and development centre at the University's Department of Electrical and Electronic Engineering.

### **Procurement policies and standards for business partners**

SLT has detailed policies and guidelines in place on all matters related to the procurement of goods and services. A Code of Ethics for suppliers covers in comprehensive detail issues such as labour practices and sustainable business operations. SLT remains committed to conducting activities in a fair and responsible manner and works with partners who share similar values and business ethics.

### **Dealer support**

SLT updates the dealers it works with on new solutions to help them diversify their offerings. Resultantly, those who sell voice and data products can offer supplementary ICT solutions, thus improving their internal productivity and efficiency and increase their profitability.

