

April 29, 2011

Department of Corporate Services
Bombay Stock Exchange Limited
Dalal Street
Mumbai.

National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex
Bandra(E)
Mumbai – 400 051

Sub : Corporate Announcement

Dear Sirs,

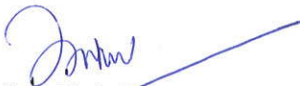
Please find enclosed herewith Corporate Announcement *“Tulip Telecom appoints IBM and Schnabel as its partner to build world’s third largest Data Center in Bengaluru”*, for your information and records.

Kindly acknowledge the receipt of the same.

Thanking you.

Yours faithfully,

For TULIP TELECOM LIMITED



Jagdish Patra
(Company Secretary & Head – Legal)
Encl : As above



TULIP Telecom Appoints IBM and Schnabel as its Partners to Build World's Third Largest Data Center in Bengaluru

- IBM appointed as Strategic Partner for the design of the entire Data Center (DC) & to build first phase of the DC.
 - SCHNABEL appointed as Peer Review Consultant
 - 900,000 sq ft DC in Whitefield, Bengaluru to catapult Tulip into the leadership position in the Indian Data Center industry
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Bengaluru, (Karnataka,India) -- April 29, 2011- TULIP Telecom Limited (Tulip), India's leading Enterprise Data Services provider, today announced that it has chosen IBM, a leading technology infrastructure services provider, as its strategic partner and SCHNABEL, leader in Data Center consulting, as a peer review consultant to help to build India's largest and the world's third largest Data Center in Bengaluru. Under the contract, IBM will provide design consultancy services for overall Data Center space along with turnkey execution to build the first phase of the Data Center.

IBM's consulting and design services will cover a range of Data Center technologies including power, cooling, rack layout, chillers, UPS/DG sets and more.

The new Data Center is being built to meet rising customer requirements from across the world. Tulip currently offers for co-location, managed hosting, data storage and a suite of other complementary services including managed security services and storage to its customers through its five Data Centers. Given the immense potential of the Data Center market in India and the fast rate of growth in this space, Tulip through its wholly owned subsidiary company has acquired SADA IT Parks facility spread across 9,00,000 sq ft earlier this year for Rs 230 Crores. The Data Center will be built with an approximate investment of Rs. 900 Crores spread over 3 years.

Tulip will benefit from the proven expertise of its chosen partners by offering its customers with the best-in-class Data Center solutions. IBM will use its Enterprise Modular Data Center (EMDC) design for Tulip, a part of the IBM Data Center Family™, to deliver a comprehensive set of capabilities. In addition, IBM will also be working closely with Tulip for its turnkey Data Centre build. Being a specialized and vendor-independent Data Center planning and engineering consultant, SCHNABEL will do peer review consulting with Tulip on the data center build. This is the company's fifth data centre in the country (after one each in Delhi and Bengaluru and two in Mumbai) providing a combined space of approximately 10 lac sq.ft across all data centers.

"We are extremely happy about our association with IBM and SCHNABEL for our fifth and country's largest data center set up. Having world leaders like IBM and SCHNABEL as consulting partners, will enable us to further enhance the enterprise data services experience for our customers who are not only based in India but also outside the country. Tulip will work with its partners to improve efficiency, reduce costs and boost security, thus ensuring that Tulip's solutions match the highest quality standards in the enterprise services domain that are available in the world today." said Sanjay Jain, CEO, TULIP Telecom Ltd

"Through this partnership, IBM will design Tulip's Data Centre with standards that are highly efficient and reliable. The data centre will be highly resilient and have the environmental protection advantages of IBM's industry-leading data centre design characterized by energy efficiency, green technologies, scalability and the latest power and cooling technologies. Also IBM will build Tulip's data center as a turnkey System Integrator to ensure that design objectives of energy efficiency and scalability are achieved" said, Ashish Kumar, General Manager, IBM Global Technology Services, India/ South Asia

"SCHNABEL is extremely pleased to partner with a leader like Tulip in this landmark project" said Shaheen Meeran, Managing Director, SCHNABEL DC Consultants India. "Being a leader in Global Data Center consulting with a proven track record, we look forward to this great opportunity of creating a world class facility in India along with Tulip"

About IBM

For more information on IBM, visit: ibm.com/services/au/siteandfacilities

About SCHNABEL DC Consultants India

SCHNABEL DC Consultants India Private Limited (www.SCHNABELAG.in), a subsidiary of SCHNABEL AG Germany, has been providing Data Center consulting services in India since 2007. SCHNABEL DC Consultants India has its head office at Bangalore, and a branch office at Mumbai. The company focuses on design, planning, project management, training, certifications and audits for Data Center site infrastructure. These relate to the mechanical, electrical, civil, structural, architectural, safety and security systems in these mission-critical facilities. SCHNABEL has addressed over 500 Data Center projects internationally, and is completely vendor- neutral.

About Tulip Telecom

Tulip Telecom Ltd. (BSE: 532691/NSE: TULIP) is India's leading Enterprise Communications Service provider. The Company's data network has the largest reach of over 2,000 locations in India and partnerships to reach every part of the world. The Company has a global presence with over 3,700 employees and more than 1,800 customers with good last mile connectivity. Tulip designs, implements and manages communication networks of large enterprises on long term contracts to include enterprise communications connectivity, network integration, managed and value added services.

For further information, please contact:

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