

## **Local Insights Meet Global Innovation**



By: Praveen Kumar Molala Director - Global Partners & Alliances (Sales), XIUS



n telecom, technology moves fast. But meaningful progress — the kind that transforms communities happens when innovation is paired with understanding. For XIUS, the most powerful way to deliver enhanced services is through strategic alliances that combine global technology with local expertise. As a core network and digital platform specialist, XIUS has always believed in collaboration as a growth strategy. But in today's market especially in rural and regional America — partnerships are not just strategic; they're essential.

At XIUS, we build future-ready telecom infrastructure. We work with partners who have a deep understanding of their communities, thereby allowing us to tailor solutions specific to the region. They know the terrain, the customers, and the expectations. This blend — global scale meets local intelligence — is what makes our partnerships work. Whether it's co-deploying a private 5G network in a farming belt or enabling real-time billing for a prepaid-first customer base, we work with our partners extensively to cater to what the people need. Because we know that for technology to make a difference, it has to meet people where they are.



The best partnerships aren't transactional - they're transformational. At XIUS, we look for complementary capabilities that enhance service delivery. Our partners bring proximity, agility, and customer access. We bring a flexible suite of telecom solutions — ranging from Core Network as a Service (cNaaS) and Digital BSS to Private Network infrastructure and 5G cores — built to scale and deploy fast. Together, we create solutions that are more contextual, more resilient, and more responsive to real-world needs.

Every successful partnership starts with a shared intent. At XIUS, that intent is simple: help our partners serve better, grow faster, and unlock new values. We don't just provide platforms; we co-design outcomes.

This spirit of co-creation has led to long-standing collaborations around the world — enabling partners to:

- · Launch new services without infrastructure overhead
- Improve ARPU with real-time monetization tools
- Create secure, private networks for local enterprises and public utilities
- Deliver carrier-grade uptime with minimal in-house burden

It's a partnership model where ambition is the common denominator and technology is the enabler.

## The XIUS Partner Advantage

Our Partner Program is built for forward-thinking organizations who want to expand their portfolios without reinventing the wheel. With 25+ years of telecom-grade experience, 200+ deployments across 5 continents, and full IPR ownership, we're not just a vendor — we're a long-term growth ally.

What sets XIUS apart:

- · End-to-End Telco Capabilities From core to BSS to edge
- Modular, Interoperable Solutions Choose what fits, scale as needed
- Partner-First Culture Flexible engagement models and shared
- Operational Excellence Built-in compliance, uptime, and support Most importantly, we listen first. Because understanding your market is the first step to transforming it.

As regional carriers look to innovate — whether by expanding coverage, introducing new digital services, or modernizing legacy systems — the power of partnerships will be the real differentiator. At XIUS, we're proud to support that journey not by leading from the front, but by building alongside.

Because we're not just connected to ambition — we're committed to making it real. cca