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## **Cyan Mulls Direct India Presence In 2014**

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Cyan Solutions, a global supplier of software-defined networks (SDNs) for service providers, data center operators and private networks, plans to launch its India operations in the first half of 2014.

Speaking to *Light Reading India*, the company's Vice President, Asia Pacific and Japan, Andy Wu said that though Cyan was present in India through its channel partners, it was in the process of establishing local teams and physical offices sometime during the next year.

Founded in 2006, Cyan claims to have over 100 customers globally, who have deployed company's Blue Planet SDN platform to help them migrate towards network automation and virtualization.

"India's telecom market is witnessing exciting times. With data growth slowly taking off and LTE launches in the fray, there is bound to be an increased demand for SDN-based solutions. We are closely working with some of the leading operators like Bharti Airtel and Reliance to understand their needs in this space," says Wu.

The company says that all the carriers across the globe were facing similar challenges of increasing their ARPUs and the best way to meet this challenge was to fully virtualize the network.

"As the competition is increasing, and telcos are facing threat from the likes of OTT players, the network operators need to take proactive steps to simplify existing infrastructure in preparation for software automation and control," says Gary Tate, Head of Systems Engineering, APAC, Cyan.

For Cyan, the US market is the biggest revenue generator. It says its packet optical solutions and network-functions virtualization applications are unique and designed for telcos. "We do not have much competition in the areas we operate in, our specially designed SDN software for telcos gives best-in-class performance in a cost effective way and ultimately offers a better RoI than competitors," Tate adds.

The company is listed on the New York Stock Exchange (NYSE) and has major offices in Amsterdam, Dallas, Hong Kong and Vancouver. Globally, it has close to 300 employees.

—Jatinder Singh, Assistant Editor, [Light Reading India](#)