

INNOVATING CONNECTIVITY ON THE GROUND AND IN THE AIR

Rolf Nafziger, senior vice president of the Deutsche Telekom International Wholesale Business Unit (IBU), illustrates how innovation in the wholesale business works, in the context of fast-evolving network technologies.

Q| At this year's Mobile World Congress, Deutsche Telekom announced a number of innovations in the area of networks. Could you tell us about IBU's involvement?

Deutsche Telekom has been working on new and improved network infrastructures to ensure that Internet is truly omnipresent across Europe. By 2018, we will close the very last gap by taking connectivity one level up – to the skies of Europe. IBU is proud to lead the European Aviation Network (EAN) project, a new network for the European airspace. It will provide a superior Internet experience for passengers. Together with our partner Inmarsat we will combine the latest S-band satellite technology with our forthcoming ground network of around 300 new LTE sites.

This unique project is perfectly in line with Deutsche Telekom's strategy to become the leading telecommunications provider in Europe and will lead to new, innovative areas for the international wholesale business. We are building the first pan-European network opening up new dimensions in networks with superior connectivity and service that makes a difference.

Q| What are the next big things for Deutsche Telekom?

Deutsche Telekom has fascinating projects for the near future like "immmr", a service that will enable customers to make use of a virtual mobile phone number from any device. Another is "ngena", which will provide business customers with faster and less complicated access to extremely powerful networks. We also have plans regarding the coming 5G standard for mobile networks. In addition, we are in the midst of a massive, European-wide, all-IP network transformation. Voice traffic migration to our Next Generation Voice International (NGVi) platform is now more than 90%, with significant cost and service benefits.

Q| Back to IBU: Concerning the wholesale carrier business of Deutsche Telekom ICSS, what was last year's greatest achievement?

At *Capacity's* 2015 Global Carrier Awards our "Fiber Pool" solution won big. In anticipation of upcoming technologies we significantly expanded our capabilities by providing high-speed connectivity from Western Europe all the way to Turkey. This marks a great success in a challenging, rapidly evolving marketplace.

Q| What are the challenges for ICSS in 2016?

We're facing the challenges and opportunities of explosive data growth with increasing demands of OTTs and other players for quality assurance and security. In addition, with the rapid advancement of IoT, M2M and A2P SMS communication, alongside with its impact on transaction capacity and new business potential, organisations will require more and more specialist services and support.

To deal with these challenges, we continually optimise our offerings, as seen with our backbone-based DDoS protection service. With the evolution of several OTT services from "beta" to full-fledged services, we see this as a major chance to position new quality assurance products on the market, namely IP Transit QoS and BENOCS Flow Director. In the area of mobile services, our IPX platform has been able to cope with the variety of interoperability requirements necessitated by the dramatic growth in roaming volumes – with global delivery of high bandwidth traffic with great quality of service.

Naturally, we will continue to focus on solutions that help our clients keeping pace with new and upcoming demands. The move to all-IP, for example, helps provide access to next-generation services, such as the need for near-real-time processing for some M2M and IoT applications. But we're not stopping there – we're working on several new solutions to be introduced to the market soon.



Rolf Nafziger, senior vice president of the Deutsche Telekom International Wholesale Business Unit (IBU)

Q| What do you hope to achieve by attending ITW 2016?

First, we are very happy to meet up with some of our key customers, intensify our relationships and advance opportunities for new deals. Being a prime sponsor and founding member of ITW, we highly rate the opportunities of the number one networking event in the industry. We are looking forward to discuss latest developments and we will share insights on our strategy to shape the future of the wholesale market. ■