

# T... MORE OPPORTUNITIES THAN EVER IN CENTRAL AND EASTERN EUROPE

The acquisition and integration of GTS Central Europe's International Services Business Unit (IS BU) into Deutsche Telekom's International Carrier Sales & Solutions (ICSS) organization has now been finalized. By merging the two strong wholesale forces, ICSS is able to provide superior network coverage and a comprehensive portfolio of telecommunication products and services across the entire Central and Eastern Europe area, all from one source.

The integration has added a colossal 25,700 kilometers of fiber network connecting several thousand households in Poland, the Czech Republic, Romania and Hungary. This makes it the only operator in the area with such an extensive fiber optic network and augments its existing 200,000 plus kilometers connecting Europe, North America and Asia Pacific.

## THE ONE-STOP-SHOP MODEL

Obtaining comprehensive solutions out of one hand makes it easier for customers to take advantage of extended solutions, a broader network footprint, as well as faster implementation times. In addition, with one contract, one SLA and one interconnect, business processes are optimized and more cost-effective. Deutsche Telekom clients now have access to the local networks of a number of CEE countries without the necessity of obtaining contracts in every single country or building up and maintaining their own infrastructures.

"Our comprehensive network coverage and broad portfolio of high-quality services –from a single source across Europe – is truly unique. In fact, analysts have identified us as a natural partner for any carrier wanting access to Central and Eastern Europe and the wider Eurasian Market," said Rolf Nafziger, Senior Vice President International Wholesale Business Unit.

## WIDENING THE FOOTPRINT OF ICSS COVERAGE

The ICSS global network has been significantly expanded by the acquisition of the GTS unit. The move has also given ICSS access to 14 of GTS's data centers across key CEE countries. This includes a 13,000 square meter facility that covers Warsaw, Prague, Ostrava, Brno, Bratislava and Budapest. ICSS now additionally leads the way in the Ethernet area in the region, where it also offers IP virtual private networks, Direct Internet Access and SDH solutions.

Via DTAG ownership ICSS has local infrastructure, and can deliver own last mile coverage in Poland, the Czech Republic, Slovakia, Hungary, Romania, Croatia, Greece and Germany. Since the management of handover points is achieved centrally and only one data center handover is needed to obtain access to the entire ICSS network, customers benefit from optimized

cost structures. Location in these countries are offered on a fully redundant basis, while in other CEE countries ICSS offers premium coverage via local partners.

## A RICH PORTFOLIO OF SERVICES DRIVEN BY A HIGHLY SKILLED TEAM

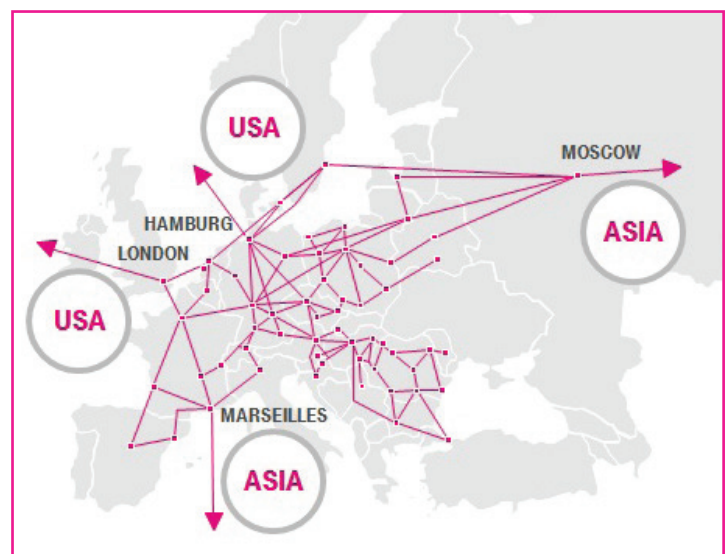
ICSS brings a broad range of services to the CEE region, such as mobile and fixed-line capabilities, unified data networking, internet connectivity, content delivery, next generation platforms, virtual carrier solutions, managed data center services, cloud storage and backbone support.

Supervision of all traffic over ICSS's entire global network is handled by Deutsche Telekom's International Network Management Center (INMC) in Frankfurt am Main, Germany. Highly trained technicians oversee and supervise this ultramodern facility around the clock, 365 days a year. They are able to spot potential faults and take direct action to overcome problems.

"The customers of both ICSS and GTS can now take advantage of not only a larger portfolio of innovative products and services, but also an even stronger team of experts focused on exceeding customer expectations, fast response times and diligent execution, ensuring in this way best-in-class customer experience," added Rolf Nafziger.

With the integration of the GTS unit, ICSS proves its commitment to provide the entire CEE region with expanded connectivity and end-to-end services. CEE's customers benefit from ICSS' global infrastructure across Europe, Asia, the Middle East and the Americas and its strong financial resources that ensure continued investment in the expansion of state-of-the-art technologies for the pan-European as well as the global wholesale market. ■

ALL YOUR CONNECTIVITY NEEDS FROM ONE SOURCE  
ACROSS EUROPE AND BEYOND



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