



Carriers' Carriers.

Services International Carrier Sales & Solutions (ICSS)

Life is for sharing.



Carriers' Carriers.

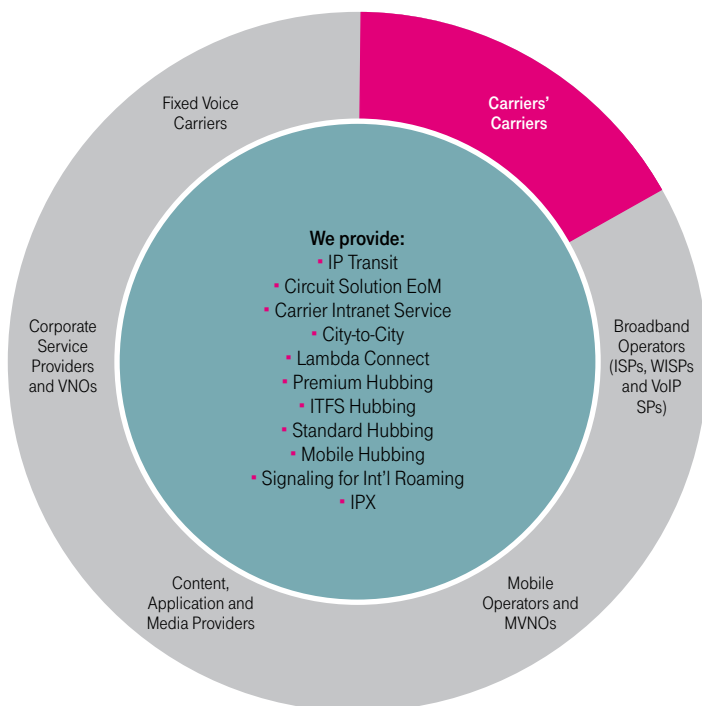
A vivid, highly competitive marketplace.

The international market for wholesale services is an exceedingly crowded, highly competitive arena. The market has experienced some higher-dimension consolidation, but consolidation remains a hot topic. The delivery of core services such as voice and transport continues to be the major driver for revenue generation. Due to the prevailing price decline and endlessly shrinking margins, however, commodities are fast losing value and cannot be considered to be a business model that warrants a sustainable development of your future wholesale business.

At the same time, the industry faces newly emerging wholesale buyers primarily focused on a variety of business concepts based on the development of brand-new IP-based applications and services. Buyers are most likely to refer to bigger, globally operating, well-placed competitors for primary service provision before considering a comparatively smaller operation with a lower international profile. If you want to be considered a key provider in the long term, however, providing commodity services will not be enough.

Develop your portfolio and offer the right combination of services.

Listen to the fast-changing requirements of the global wholesale market and be prepared to provide all kinds of services in an all-IP environment. The flexible adjustment and development of your portfolio is key to continue being a successful player in this market. Going into partnerships is a feasible path. Cooperation with other carriers allows the expansion of the global reach of your network, e.g. NNIs, while limiting your demand for investment. For the development of innovative IP services and applications that are mostly platform-based, partnerships and cooperations should also be considered as a viable business model. The resale of white-label solutions enables carriers to quickly enhance their product portfolio with minimum capital expenditure and at minimum risk.



ICSS – your partner of first choice in the wholesale arena.

As the global wholesale division of Deutsche Telekom, ICSS has been part of the international wholesale telecommunications industry for more than a decade. ICSS keenly understands the specific regional market development and requirements of today and tomorrow. You can benefit from our portfolio including a comprehensive mix of products that combine traditional best-in-class commodity services and count on ICSS's innovational strength being a driver in the move to an all-IP environment.

You require:

- A reliable partner providing highest quality for your international voice termination.
- Expansion of your global network coverage through virtual connections and on-demand capacity to the focus regions characterized by soaring growth rates.
- The development of new business models enriching your portfolio towards enabling functions and white-label solutions.
- Optimization of your cost structure and flexible processes for a short time to market.

Profit from ICSS broad portfolio of best-in-class services.

- Providing access to innovative services and applications to serve the quickly growing group of emerging buyers from the media and applications industry.
- Providing cost-efficient global Voice Hubbing services with a differentiated QoS based on your requirements.
- Providing superior network coverage with respect to traditional transport solutions and IP-based connections such as IP Transit and VPN connections.

ICSS provides:

- The required network infrastructure with a comprehensive set of interfaces, service level agreements, and advanced security levels to increase your global reach (e.g. IP Transit, Layer 2 VPN and Layer 3 IP VPN, City-to-City).
- With our global Voice Hubbing services, we provide you with a direct link to any destination worldwide based on your cost and quality requirements.

About Deutsche Telekom ICSS.

ICSS, the international wholesale arm of Deutsche Telekom Group, is one of the biggest voice carriers worldwide and an increasingly important IP player across a growing European market with excellent interregional connections between Europe, the Americas and Asia. With continuously changing markets, ICSS has redesigned its portfolio from traditional voice and transport services to advanced innovative wholesale services and customized IP solutions. The business activities and efforts of ICSS focus on serving the following market segments: broadband operators (ISPs, WISPs, and VoIP SPs), mobile operators and MVNOs, content, application and media providers, corporate service providers and VNOs, fixed voice carriers, and carriers' carriers and their customers through a worldwide sales network. The basis for the delivery of the services of ICSS is an expanding ultra-modern infrastructure – Deutsche Telekom's international network.

For further information, see

www.deutschetelekom.com/icss

Life is for sharing.

