



# Product portfolio

- VOICE SERVICES
- DATA SERVICES
- INTERNET SERVICES
- INFRASTRUCTURE SERVICES
- CPE PACKAGE
- SUPPORT SERVICES

Your insider to SEE solutions

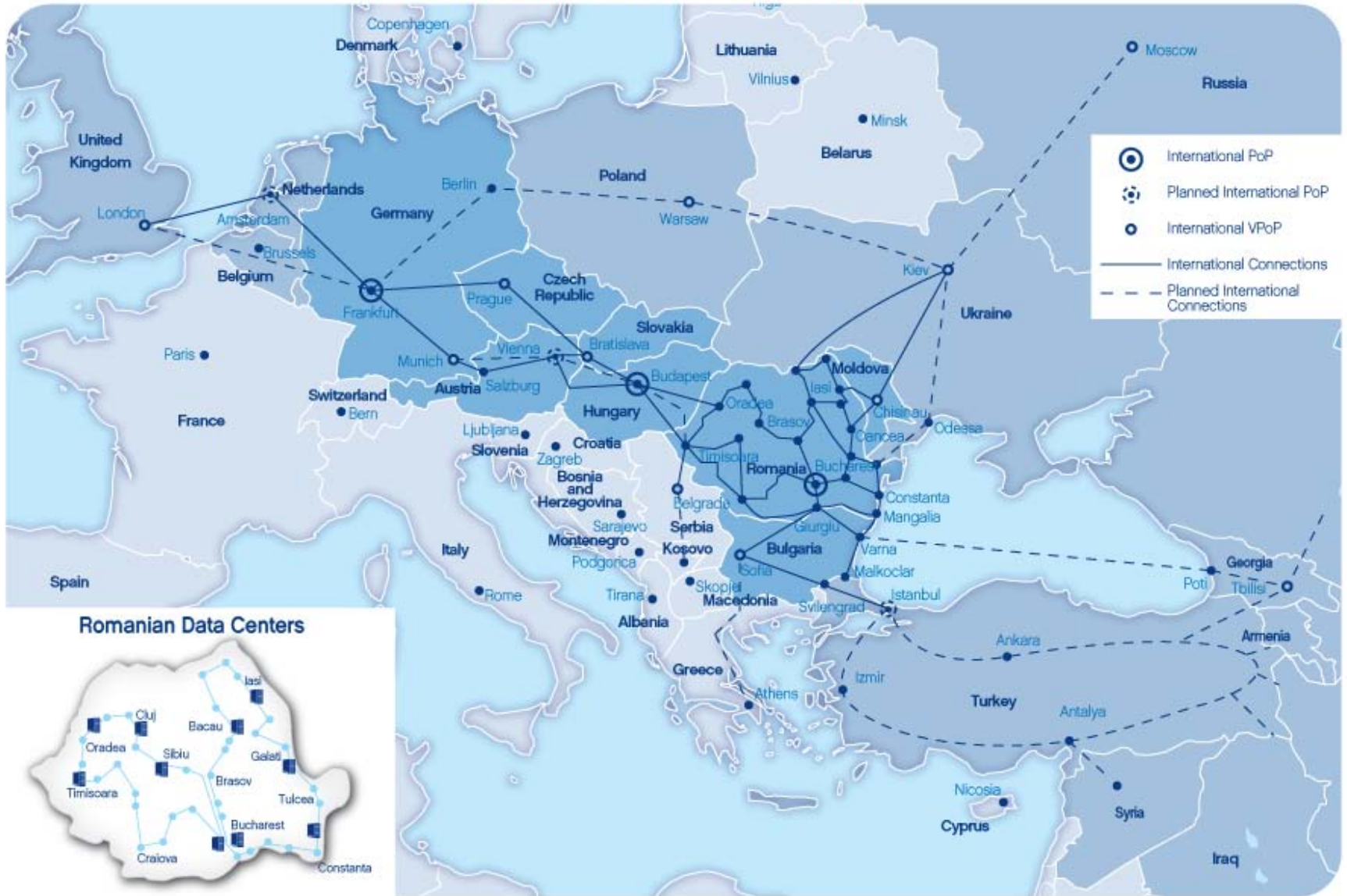
# Carrier Service Overview

Romtelecom Carrier Services is the division dedicated to telecom operators and wholesale customers in Romania and abroad. Acting on the local and regional market, with an extensive network, interconnections, and strategic partnerships with renowned global operators, Romtelecom is a reliable partner in Central and Eastern Europe.

- A **wide range of** data, Internet, infrastructure, voice termination and transit **services**
- **Extensive** national **network**, with one of the most modern backbone in Eastern Europe
- Gateway to **Frankfurt** over 3 redundant routes
- International PoPs in **Budapest, Frankfurt, Amsterdam** and **London**
- A **main player** for easy access to Internet all across the region, provided at competitive prices, best quality and close to customers Points of Presence
- An **active partner** for regional peerings
- **Professional** carrier-grade help desk services available **365/24/7**



# Romtelecom International Network



# Product portfolio

## Voice

### INTERCONNECTION TRANSIT TRAFFIC

- ✓ **Terminate your customers' calls to any destination in the world at competitive rates**
- ✓ High quality of service for Premium Transit service, ensured through more than 70 direct international interconnects
- ✓ Complex Traffic Management System, automatic detection of quality parameters and early fraud warning mechanisms
- ✓ Scalable solutions for both small and medium network operators
- ✓ One-stop-shopping point for international traffic termination
- ✓ Dynamic price offer, customized for each customer;

### INTERCONNECTION TERMINATION TRAFFIC

- ✓ **Best quality and rates for termination to all Romanian fixed and mobile networks**
- ✓ Access mobile and alternative operators within Romania, through over 60 national interconnections
- ✓ High quality SDH/DWDM transport technology, supporting premium quality PSTN and ISDN services



# Product portfolio

## Data – Layer 1

### LEASED LINES

- ✓ **Premium connectivity services** offering high security, reliability, and permanent accessibility
- ✓ A permanent, transparent, dedicated point-to-point connectivity between two customer's points, using Romtelecom's transport network
- ✓ Different technology can be used: **PDH/SDH/DWDM**
- ✓ National and International coverage
- ✓ **Multiple options:** a large variety of services type is available depending on speed, volume and type of data delivered; with a high granularity level for transmission speeds, the service is suitable for all applications types

### POP 2 POP

- ✓ The ideal choice for connecting two sites when **high service availability** is a must
- ✓ **Speeds between 2 Mbps and 10 Gbps** (Narrowband / Broadband / GigaLink)
- ✓ **Scalable, efficient and flexible solutions**



# Product portfolio

## Data – Layer 2

### L2 CONNECT

- ✓ **Carrier L2Connect**
- ✓ **Customer L2Connect**
- ✓ **L2Connect e2e**
  
- ✓ VLAN transparency included in the main features

**Ethernet connectivity**, with symmetrical bandwidth and payload transparency, between the NNI with the partner and the site(s) of its end customers

#### Benefits:

- ✓ Flexibility & Transparency
- ✓ Reliability & Security
- ✓ Strong SLAs for QoS

Service Name	Service Topology	Ethernet Service Type	
Dedicated L2Connect	Point -to-Point	E-LINE	EPL
L2Connect Line	Point -to-Point	E-LINE	EPL
L2Connect Hub&Spoke	Point-to-Multipoint	E-LINE	EVPL
L2Connect Any2Any	Multipoint -to-Multipoint	E-LAN	EP-LAN



# Product portfolio

## Internet

### IP TRANSIT

- ✓ Provides dedicated access to Romtelecom IP network and other national, regional or global IP networks

- ✓ **IP Transit**

- ✓ **IP Transit Backup**

- ✓ **IP Transit Burstable**

#### Benefits:

- ✓ Best routes to Internet
- ✓ Flexible bandwidth
- ✓ Cost savings by bundling IP services on the same port
- ✓ Scalable, efficient, and flexible solutions of IP traffic management
- ✓ Private connections using optical fiber customer location or in colocation centers
- ✓ Billing by usage

### INTERNET BROADBAND

- ✓ Developed for ISPs and other service operators, empowering them to provide a standard, good value, flat-rate Internet access service at speeds up to 10 Mbps
- ✓ High speed connectivity
- ✓ Unlimited traffic with flat monthly fee



# Product portfolio

## Infrastructure

### NEUTRAL COLOCATION CENTER

- ✓ **Specialized facilities** that provide disaster resilient physical infrastructure, uninterrupted power with effective cooling and precision controlled environment with highest service levels to ensure high availability of customer mission critical environment.
- ✓ **Bundle of enhanced colocation and Internet services at tariffs starting from 30 Euros**
- ✓ **Countrywide coverage**
- ✓ Data confidentiality
- ✓ High service reliability & availability
- ✓ 24x7 first level support
- ✓ **Colocation**
  - Shared Space
  - Rack Unit Space
  - Utilities and Facilities
- ✓ **Interconnection**
  - Physical interconnect
    - Meet Me Rack
    - Extended Meet Me Rack
  - Virtual interconnect
    - Virtual Meet Me Room
    - Virtual Meet Me Rack



# Product portfolio

## VPN

### CARRIER MPLS VPN

#### Increase your service portfolio with extensive connectivity solutions

- ✓ Provides connectivity between the interconnection point implemented with the partner and the sites of the partner's customers or directly between two customers' sites, presenting a MPLS service interface in all access points to the Romtelecom network.
- ✓ VPN **Any2Any**: allows direct interconnectivity between locations
- ✓ VPN **Hub & Spoke**: fits the communication needs of customers requesting for all locations to communicate only with/ via the Headquarter

#### Benefits:

- ✓ Simplified accounting
- ✓ Flexibility & Transparency
- ✓ High efficiency & Reliability
- ✓ Security
- ✓ Strong SLAs for QoS

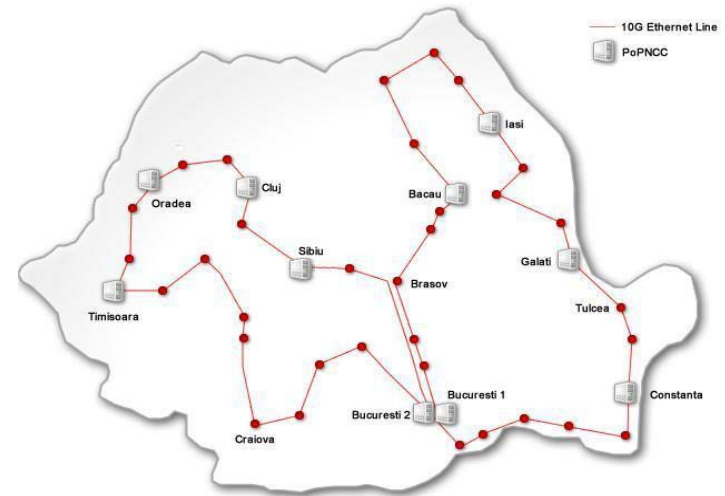


# Product portfolio

## Infrastructure

### INTERNET EXCHANGE PLATFORM

- ✓ Two options for peering services:  
**Public Peering**  
**Virtual Private Interconnection**
- ✓ Access to IP networks to be connected in all service access points



### Benefits:

- ✓ Best routes to Internet
- ✓ Countrywide coverage
- ✓ Data confidentiality
- ✓ High service reliability & availability
- ✓ Competitive pricing
- ✓ Access to a wide range of telecom wholesale services
- ✓ 24/7 customer support



Balcan-IX - the first countrywide Public Internet eXchange platform in Romania



# Carrier Services Partners



Business Services



ROMTELECOM carrier services



Product portfolio

# Thank you!

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