International Solutions
TERALINK and Cloud services

Mr. Micaël Weber,   International Sales Manager
                            P&TLuxembourg

ICT Spring, 29/06/2011

About P&TLuxembourg

Date of creation : 1842 – Administration des Postes et Télégraphes. Public company since 1992 Entreprise des Postes et Télécommunications (P&TLuxembourg)

Shareholder : State of Luxembourg (100%)

Activities : Leading postal and telecommunications services operator in Luxembourg, also providing financial services.

Staff : 3,450 for P&T group (fifth largest employer in Luxembourg)

2009 turnover : € 564.17M (€618.49M for P&TGroup)

« Best Telecom Services Provider » Award
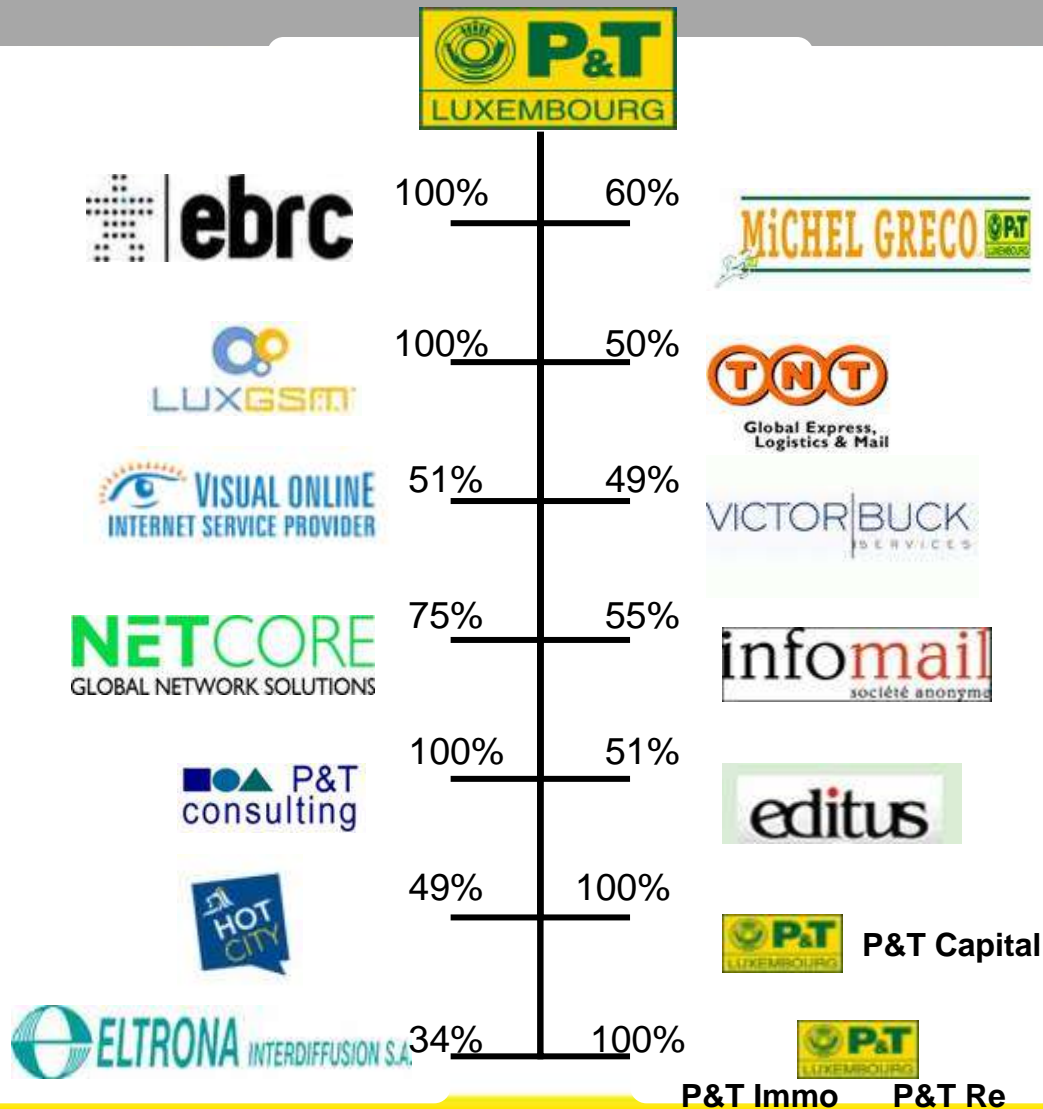
« Best Datacenter Operator Europe » Award

TERALINK | International broadband network powered by P&TLuxembourg

P&TLuxembourg subsidiaries

	P&T LUXEMBOURG	
ebrc	100% / 60%	MiCHEL GRECO P&T
LUXGSM	100% / 50%	TNT Global Express, Logistics & Mail
VISUAL ONLINE INTERNET SERVICE PROVIDER	51% / 49%	VICTOR BUCK SERVICES
NETCORE GLOBAL NETWORK SOLUTIONS	75% / 55%	infomail société anonyme
P&T consulting	100% / 51%	editus
HOT CITY	49% / 100%	P&T P&T Capital
ELTRONA INTERDIFFUSION S.A.	34% / 100%	P&T P&T Immo P&T Re

Telecom Portfolio

- TERALINK International Backbone
- Data (Leased Lines, IP-VPN, Metro Ethernet services, Fiber optics services, High Speed Ethernet, Hosted services)
- Internet (IP Transit, High Speed Internet Access)
- Voice (GSM, UMTS, HSPA, EDGE, PSTN, ISDN)
- Managed Services, Cloud Services
- Télé des P&T (IP TV, Video-on-Demand, Business TV)
- Satellite Teleport

TERALINK | International broadband network powered by P&TLuxembourg

P&T LUXEMBOURG

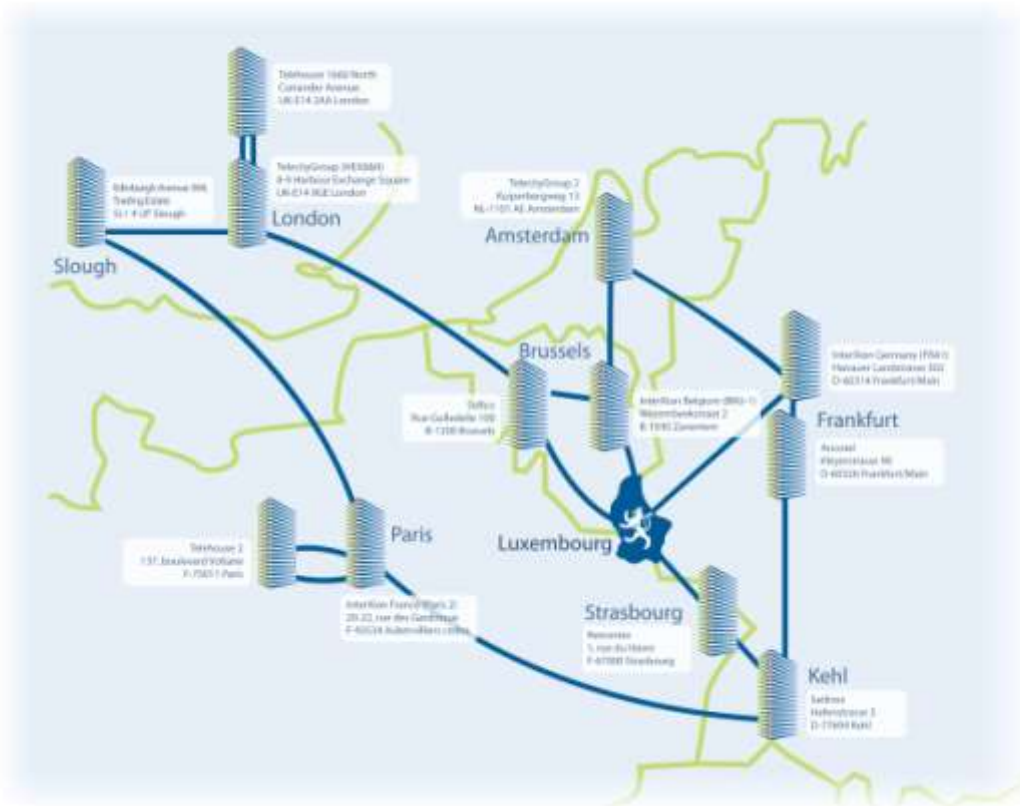**TERALINK** | International broadband network powered by P&TLuxembourg

TERALINK
P&T's International High Speed Network

- Trans-European Fibre Optic Network spanning more than 4,000 km

- 16 Points of Presence (PoP) in 6 EU countries linking Amsterdam (NL), Brussels (B), London and Slough (UK), Paris (F), Strasbourg (F), Kehl (D) and Frankfurt/M. (D)

- Each city is connected by redundant fibre routes, running on different paths

- State-of-the-art technology:
    - Reconfigurable optical add-drop multiplexers (ROADM)
    - 100 Gbit/s ready
    - Up to 88 x 100 Gbit/s (8.8 Tbit/s)
    - TERALINK is one of the pioneers among European carriers applying this new technology

TERALINK | International broadband network powered by P&TLuxembourg

P&T LUXEMBOURG

TERALINK Points of Presence in Europe

TERALINK differentiation factors on the network

- Capacity to propose premises to premises / PoP to PoP connectivity on various routes coming from and to Luxembourg
- Low latency on critical routes (e.g. London ⇔ Frankfurt & Luxembourg ⇔ Frankfurt)
- Alternative solutions on routes from France / UK to Germany
- Direct Interconnection to New-York and Hong-Kong through Ancotel's Virtual Meet Me Room

TERALINK | International broadband network powered by P&TLuxembourg

Cloud Services by P&TLuxembourg

- Cloud Service by P&TLuxembourg is the professional cloud solution from P&T group.

- Why is it different ?
  - It benefits of the strengths and skills of all P&T group entities.

- Which means :

✓ *Trust*
  ✓ *We are a trustful and competent partner treating customer data according to strict rules and regulations.*

✓ *Proximity*
  ✓ *We believe it's important to be close to our customers and interacting with them constantly – a key success factor !*

✓ *Quality of Experience*

  ✓ *Our services are used as well internally allowing us to view them directly from a customers' standpoint.*

✓ *Stability*

  ✓ *P&TLuxembourg existing since nearly 170 years is here to stay !*

Why opt for Cloud Services by P&TLuxembourg

- **Bundling of all skills available at P&TLuxembourg:**
  - end-to-end ICT skills for a global solution : servers, applications, security, connectivity
  - one contact, one contract, one project management leading to one global solution
  - a local, reliable and experienced ICT player in Luxembourg.

- **End to end Quality Services**:
  - *With respect to connectivity* : Quality of Service management, security and reliability of the network – best performing network infrastructure in Luxembourg
  - *With respect to data location*: different data centre infrastructures for specific needs (redundancy - tier 2/4 - FSP agreement)

- **Services delivered at your doorstep**:
  - support desk 24/7 (depending on the service level) in 4 different languages
  - consulting services for system migration & transformation
  - 99 % of the P&TLuxembourg's technical personnel are located in Luxembourg

TERALINK | International broadband network powered by P&TLuxembourg

P&T LUXEMBOURG

P&T Luxembourg's Resource Cloud Services

Resource Cloud Service
Computing Services
Storage Services
Connectivity
Security Services
Backup Services
Virtual Desktops
Backup Services
Web Hosting Services
Domain Name Services
Messaging Services

P&T LUXEMBOURG

Communication & Collaboration
Cloud Services

Communication & Collaboration Cloud Services

Unified Communication
- Managed PBX / Mix PBX
- Centrex
- MyOffice / MyLife /E-Mail
- Lync

Instant Messaging & Presence
- Lync

Collaboration tools
- SharePoint
- CRM

Fixed-Mobile Convergence
- LuxZone (Managed PBX)

TERALINK | International broadband network powered by P&TLuxembourg

P&T LUXEMBOURG

Business Case

Cloud component	#
Hypervisor Computing units (non geographically resilient	-
Hypervisor Computing units (geographically resilient) + load balancer	2
SAN Storage Base Units of 10 GB each for a total of 400 GB (200 GB available due to mirroring)	40
NFS Storage Base Units of 10 GB each for a total of 1000 GB (500 GB available due to mirroring) Snapshot Backups with GOLD level (for SAN and NFS)	100
Network Switching Unit	X
Network Routing Unit	X
Unified Thread Management Domain with a shared Internet bandwidth of 10 Gbit/s	X

TERALINK | International broadband network powered by P&TLuxembourg

P&T LUXEMBOURG

More Information

P&TLuxembourg TERALINK

http://www.teralink.biz

E-mail: info@teralink.biz

Tel. : (+352) 4991-5568

1, rue Emile Bian

L-2999 Luxembourg

Luxembourg

TERALINK | International broadband network powered by P&TLuxembourg

P&T LUXEMBOURG