



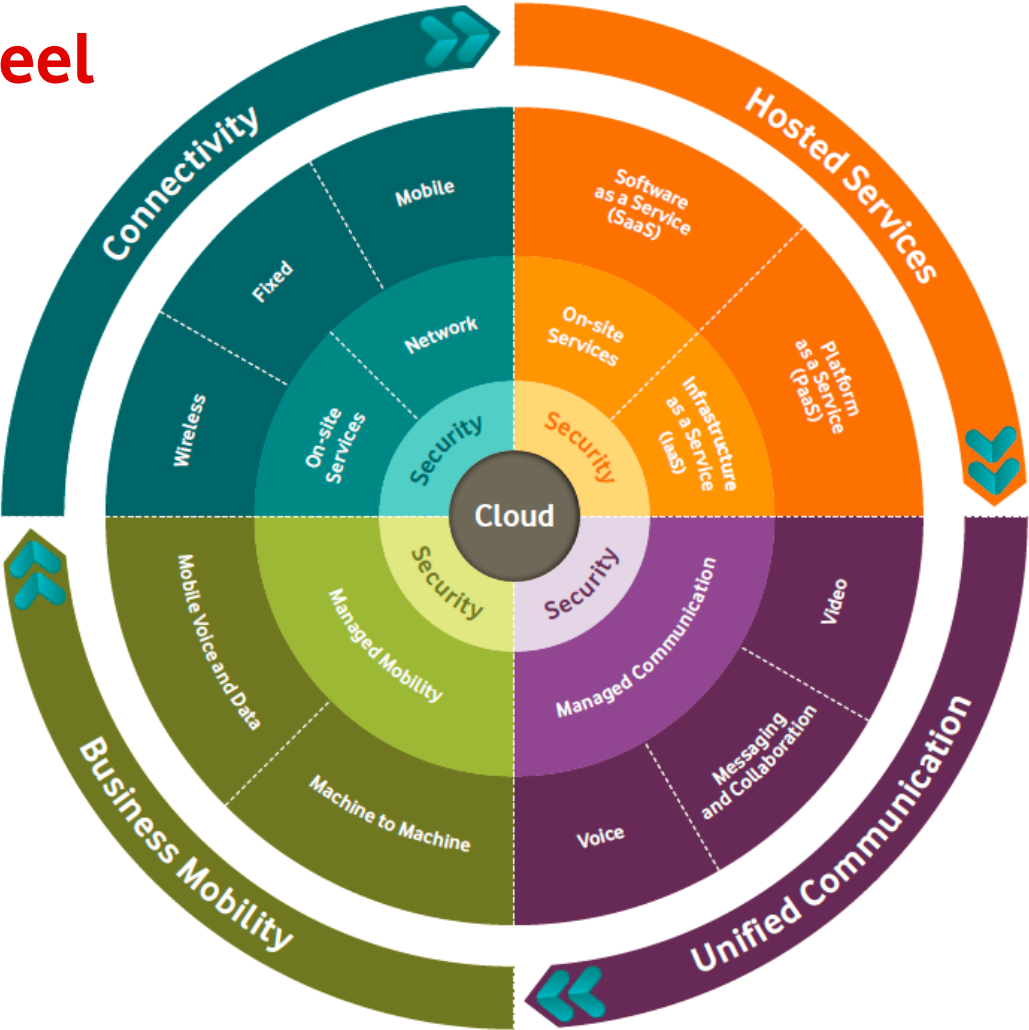
- Services
- Coverage
- Capability
- Innovation

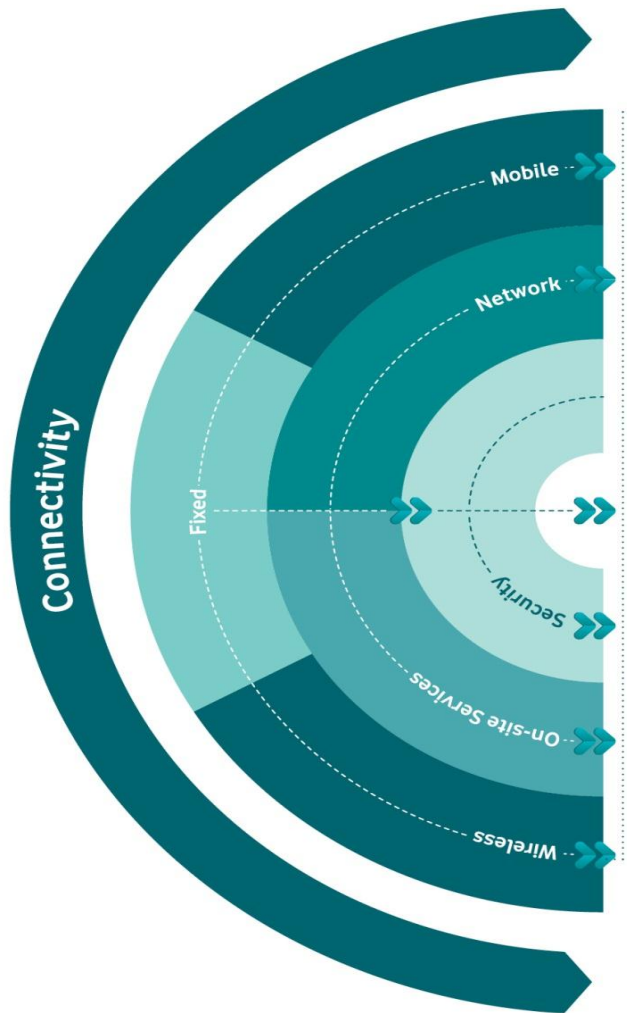
Gary Hart
Executive Head : Network & UC Services
7th February 2014



Proposition Wheel

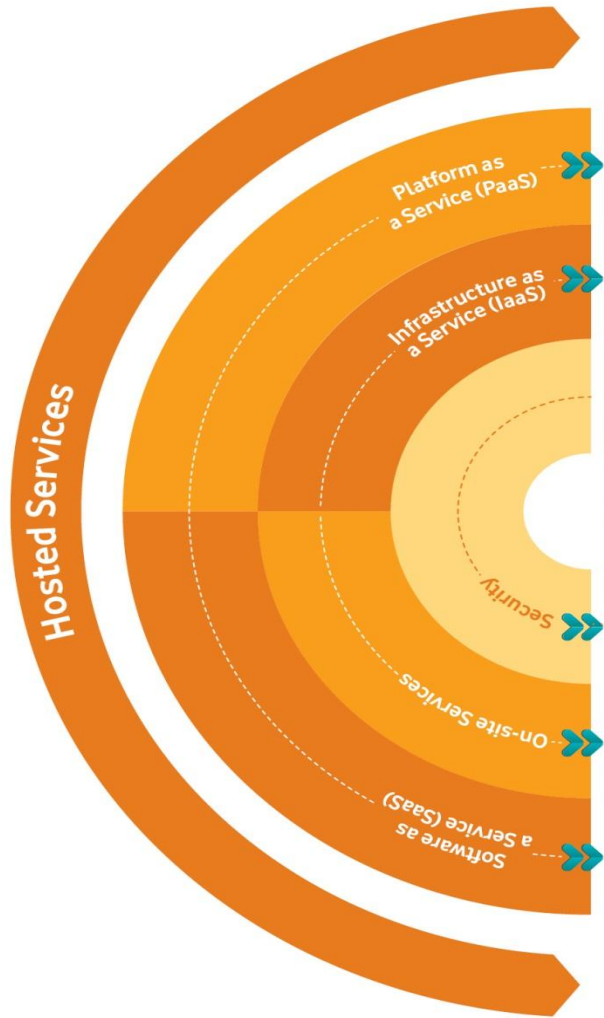
Proposition Wheel





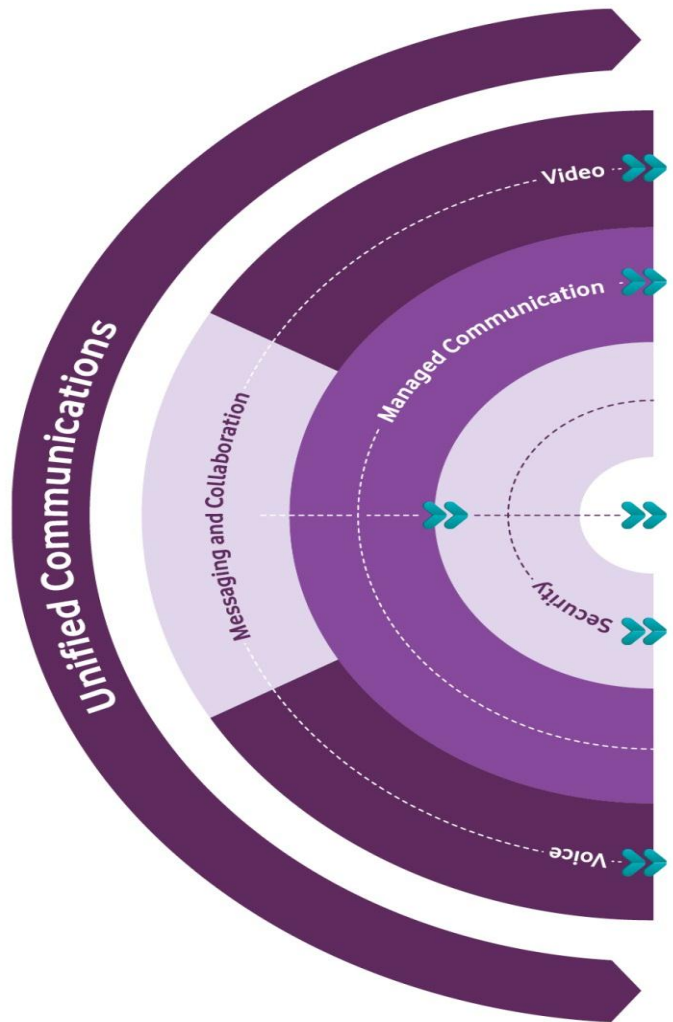
- **Mobile** (3G, LTE, APN, Device Mgr)
- **Fixed** (Fibre, ADSL, Diginet)
- **Wireless** (Microwave, Satellite)
- **MPLS VPN** (National, International)
- **Internet** (Dedicated, Broadband)
- **LAN Management** (Assess, Repair, Manage)
- **Security** (Network Firewall)



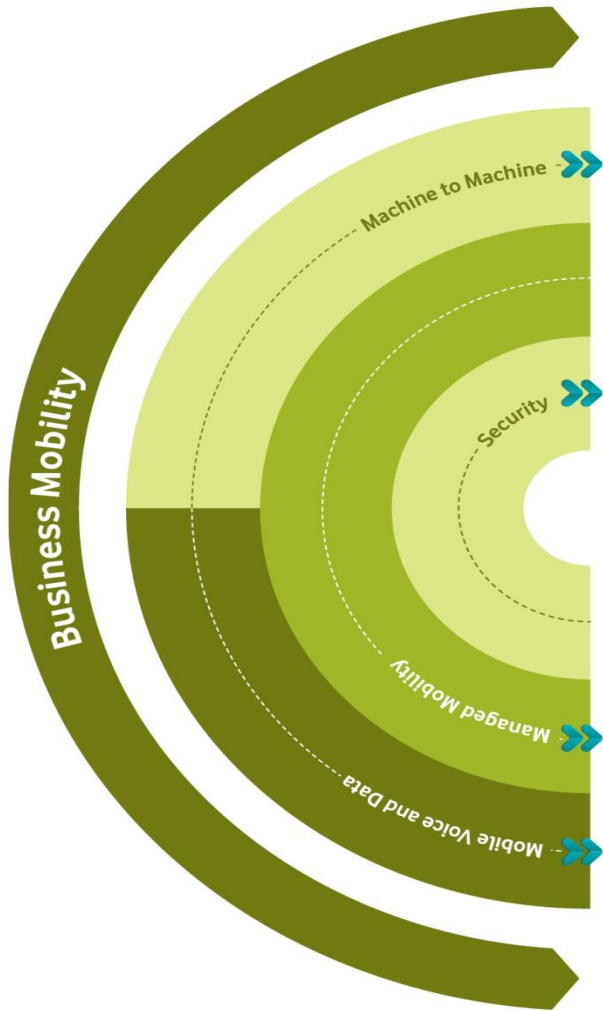


- **Software as a Service** (MS Services, SAP B1, Mgd SAP)
- **Platform as a Service** (Integration Switch - EDI)
- **Infrastructure as a Service** (Dedicated & Virtual Hosting, Virtual Desktop, Storage, Backup)
- **On-Site Services** (Dedicated Storage & Backup, Private Cloud, Professional Services)
- **Security** (DC Firewall, Content, Anti-Virus, Spam)





- **VoIP** (SIP Trunks, Geo Porting)
- **Telephony** (Hosted PBX, Hosted Call Centre)
- **Video** (Video Collaboration)
- **Messaging & Collaboration** (MS Lync, Exchange)
- **Managed Communication** (SharePoint, CRM)
- **Fixed Mobile Convergence** (One Net)



- **Mobile Voice and Data** (Red Plans)
- **Machine 2 Machine** (Tracking, Utility)
- **Managed Mobility** (Spend Manager)
- **Security** (Device Manager)



2

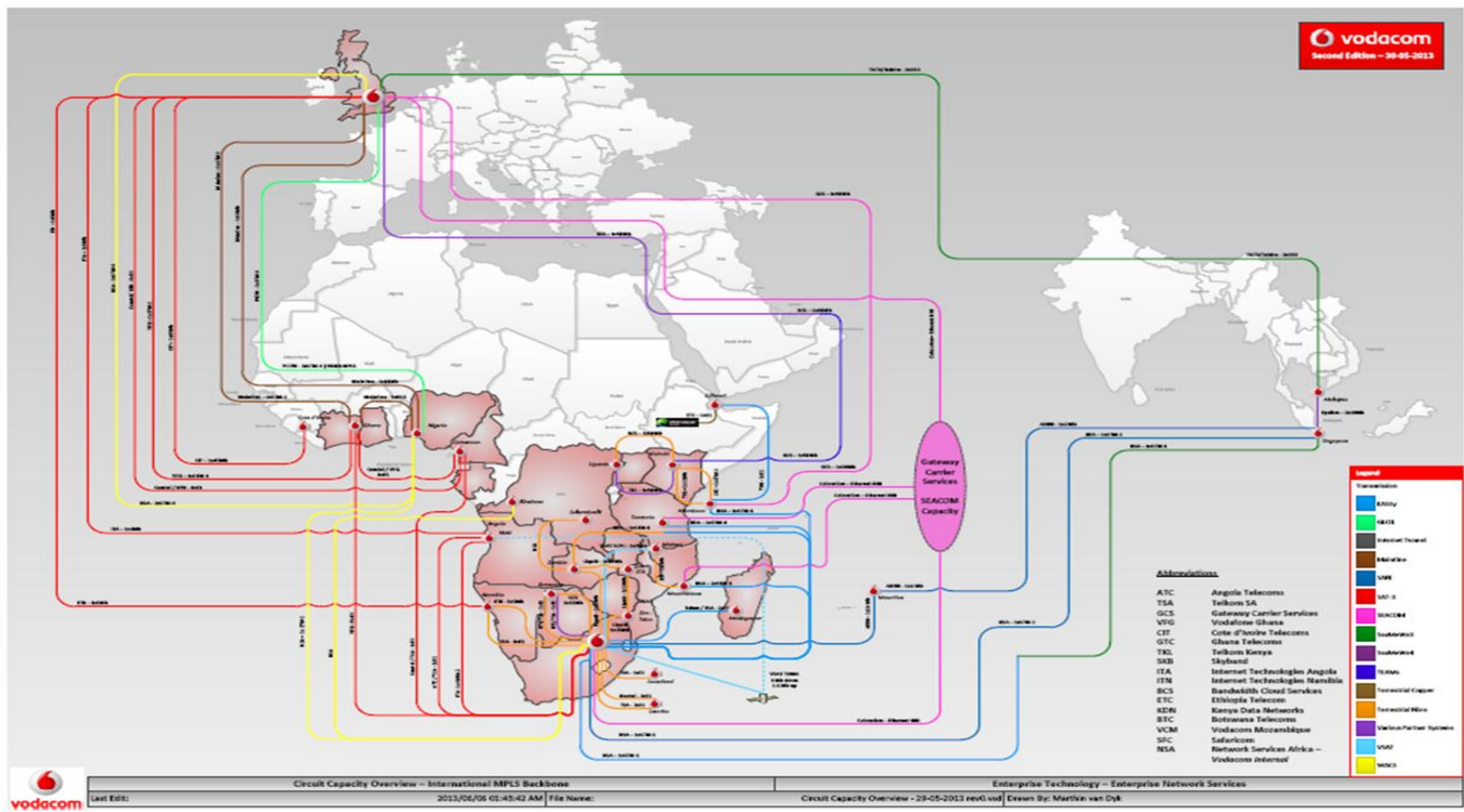
Coverage & Capillarity



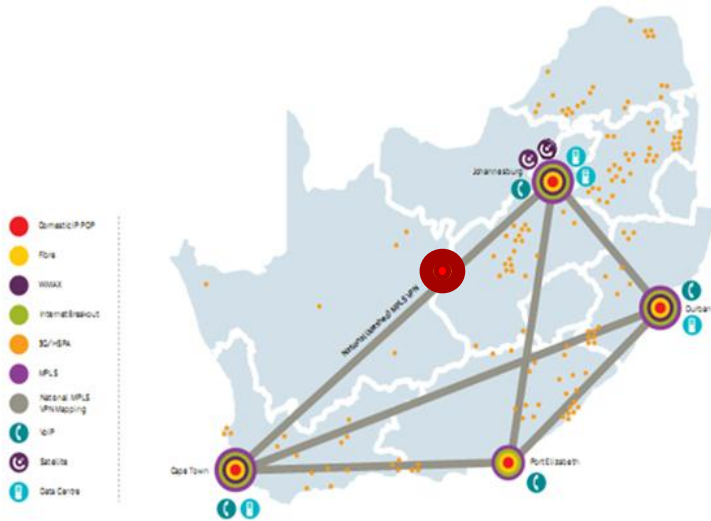
Global Reach



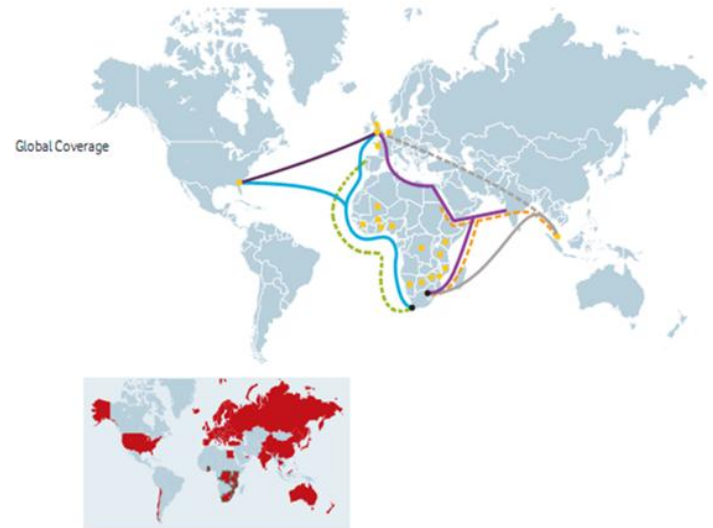
PAN African Network



South African Coverage



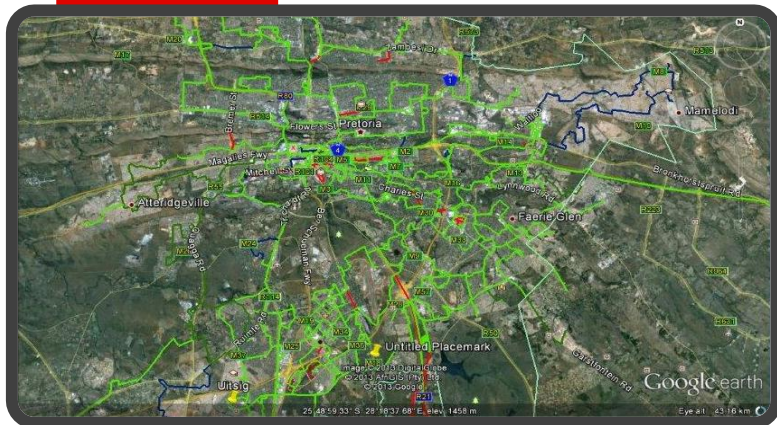
Global Interconnects



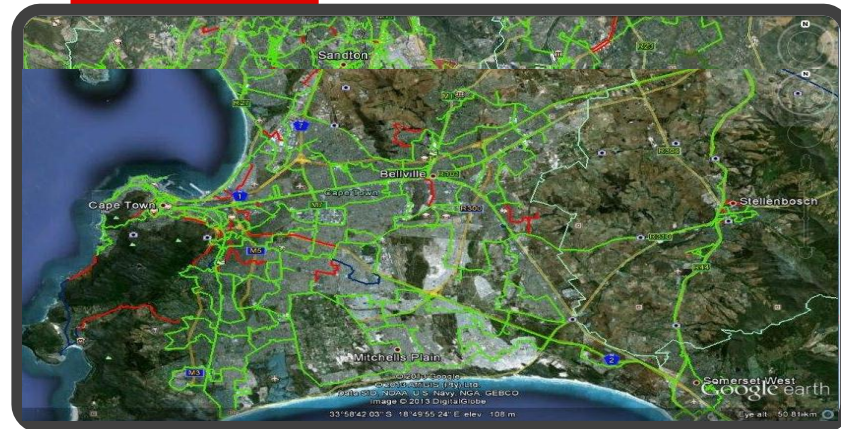
National Long Distance Fibre



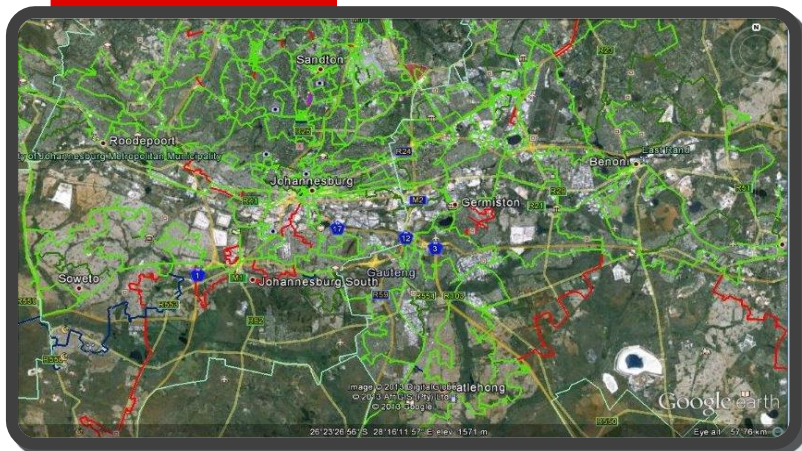
Pretoria Fibre



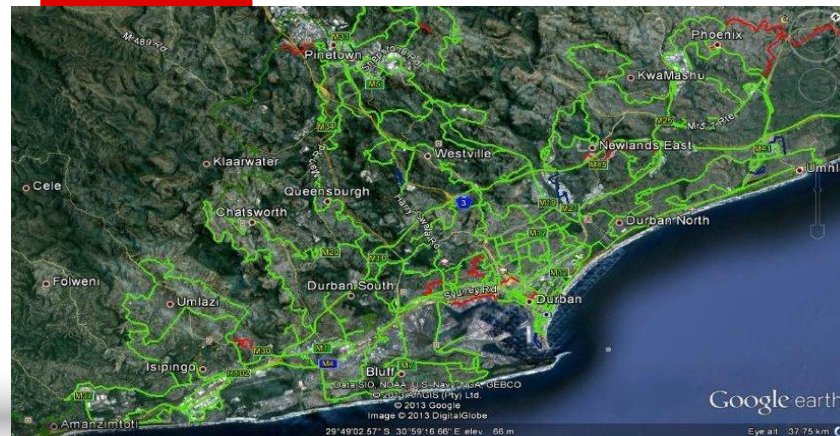
Cape Town Fibre



Johannesburg Fibre



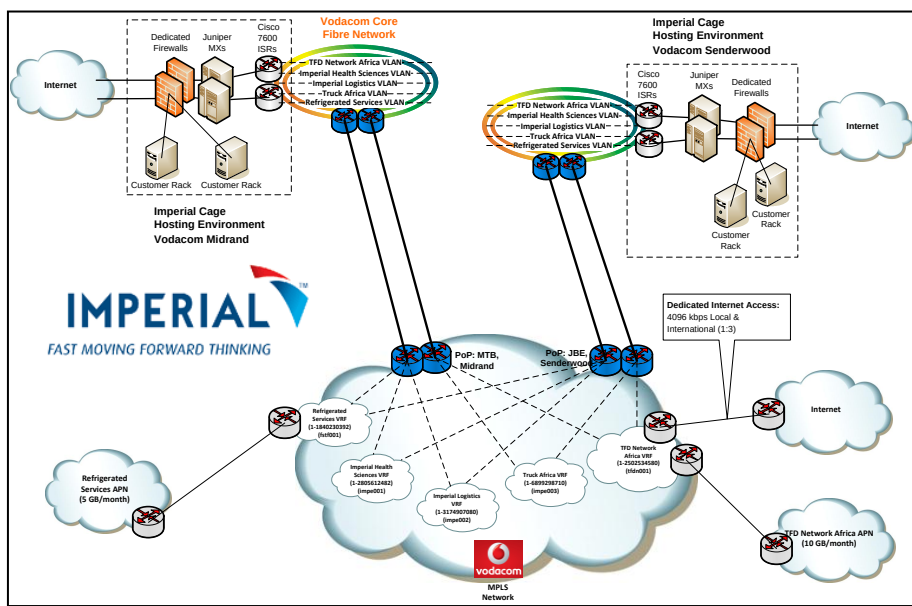
Durban Fibre



3

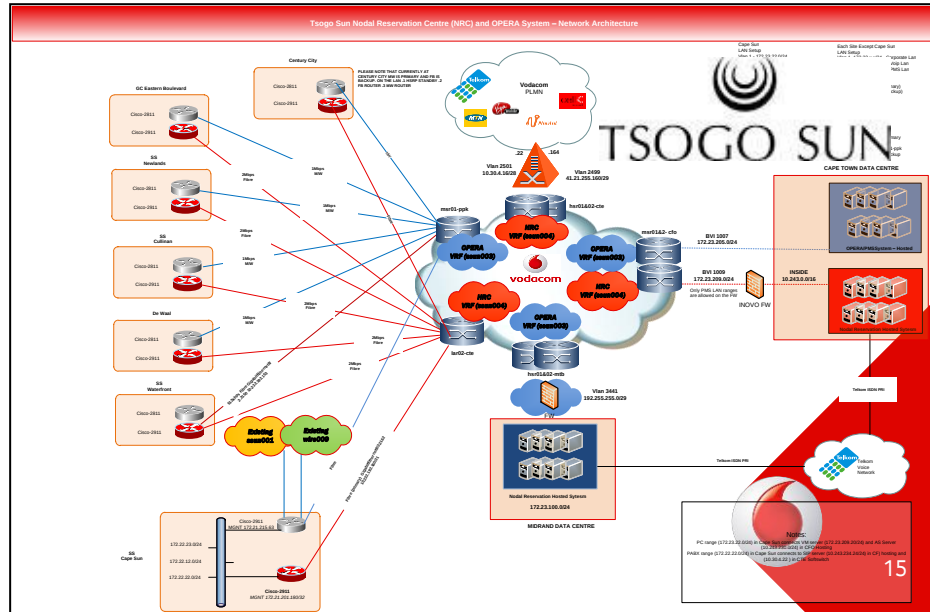
Network Capability





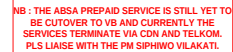
- Fully managed solution with the following services:
 - MPLS VPN, VoIP, Hosting
 - Security, Mobile Data Access
- Site x 85
 - 60 x Hotels
 - 25 x Formula 1

- Multiple VPN instances to cater for the each of the 40 Business units within the group.
- Total number of sites - 400**
- All companies share a similar network architecture.



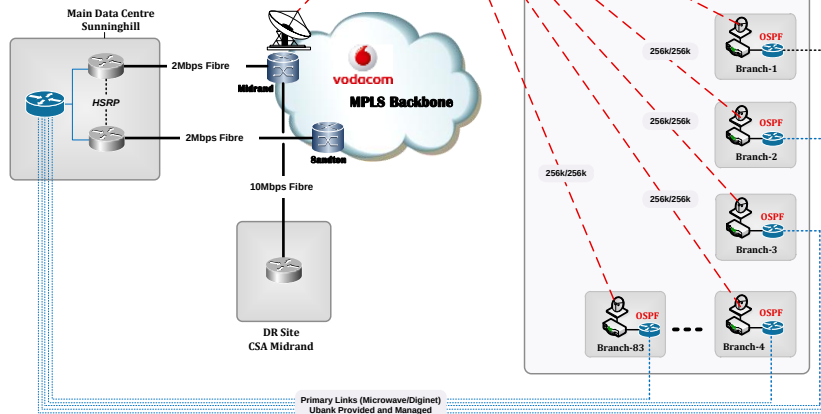


- Fully managed solution with the following services:
 - MPLS VPN
 - VSAT
 - Internet Access
 - Security
 - Mobile data access





Growing with You



All the remote sites will be configured with 256kpbs bandwidth burstable to 512kpbs

83x Branches

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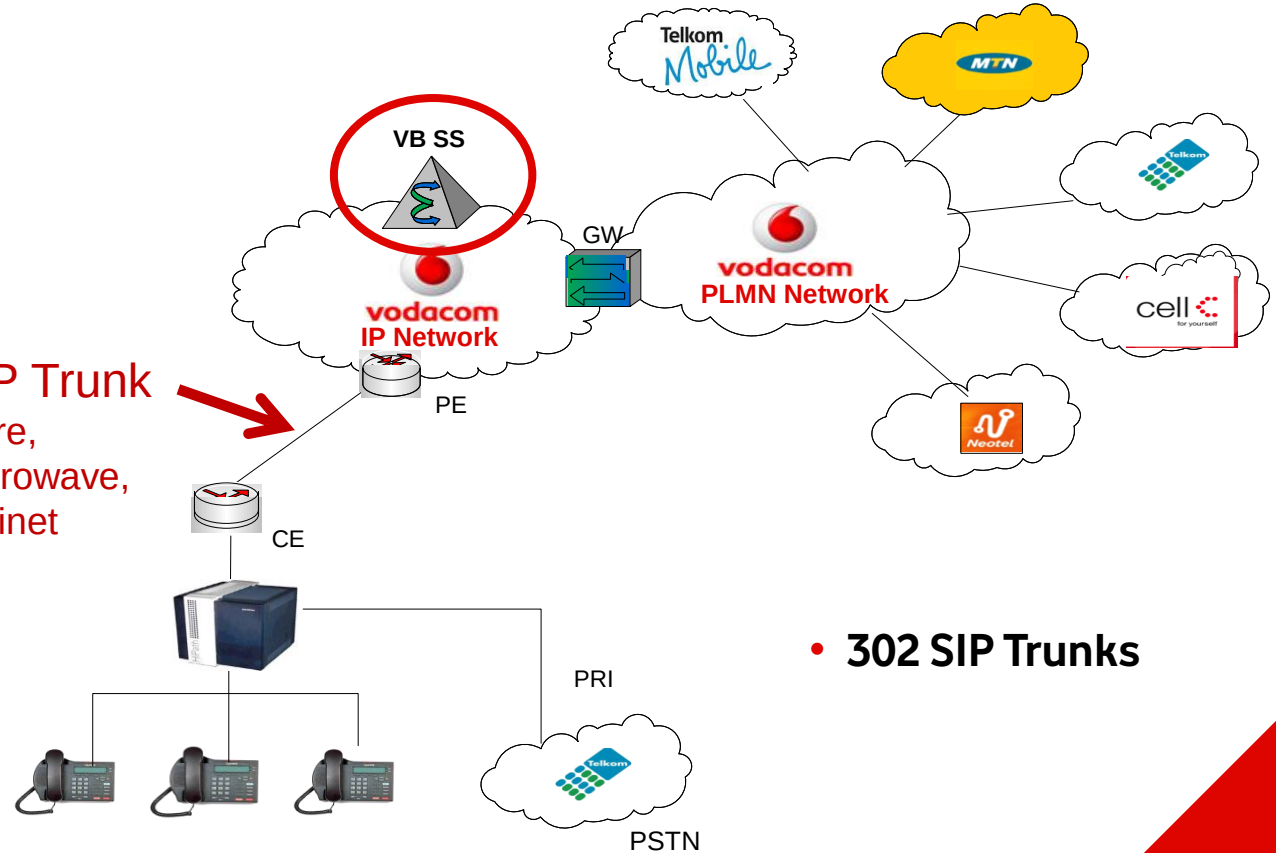
256k/256k

256k/256k

One Net Connect (SIP Trunking / VoIP)

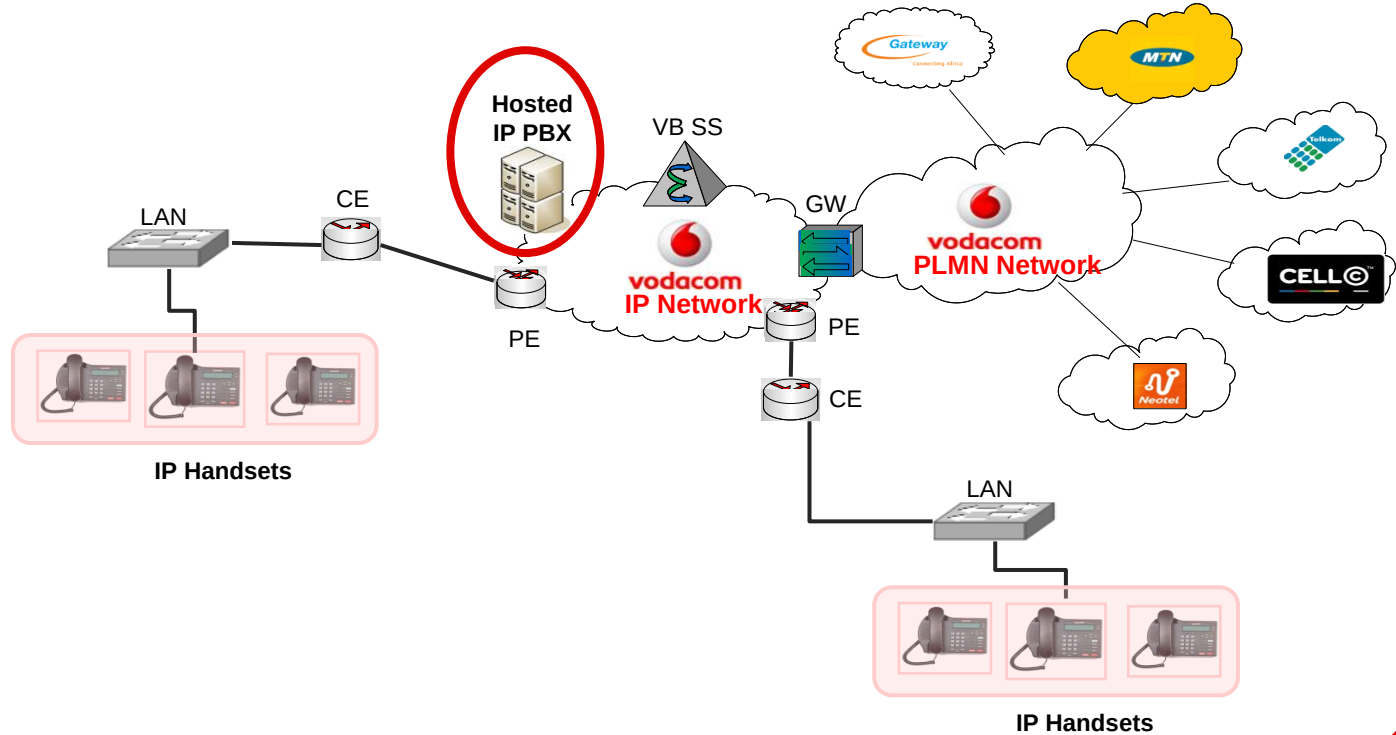


SIP Trunk
Fibre,
Microwave,
Diginet



- 302 SIP Trunks

Hosted IP PBX

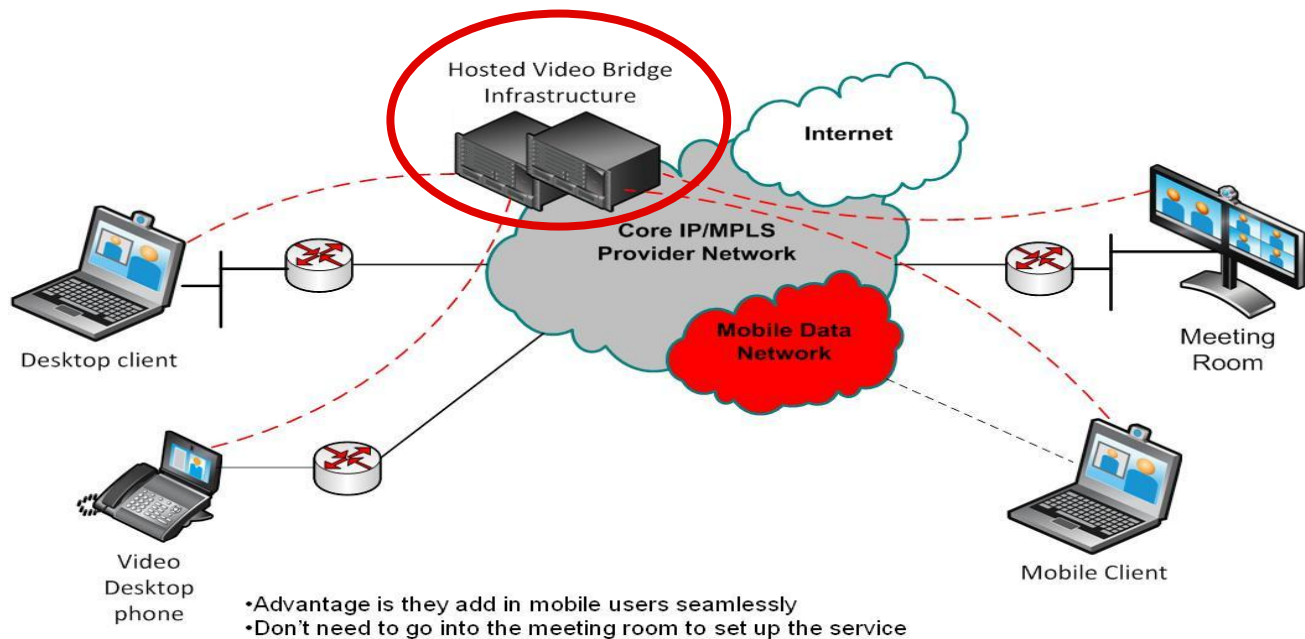


- RT-Voice class of service
- Highly available, geographically dispersed
- Enterprise PBX and VoIP environment
- CSOC – Single point of support
- Highly competitive VoIP rates



Video Collaboration

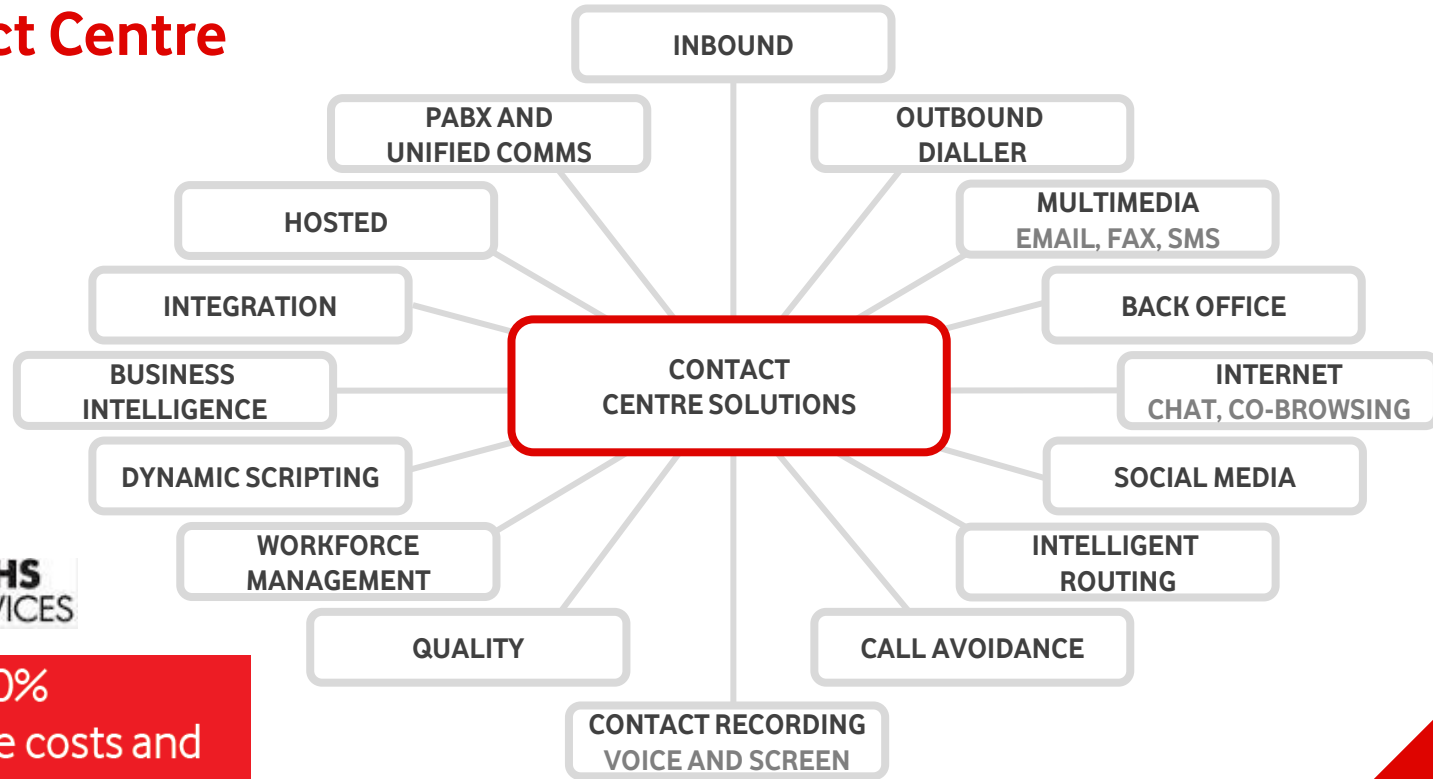
Point-to-Multipoint Video Configuration – Hosted Bridge



Video Collaboration is a Hosted Video and Application sharing solution which allows customers to enjoy the benefits of an enterprise bridge service between Meeting Rooms, Office devices or a Mobile end-points.



Hosted Contact Centre



WOOLWORTHS
FINANCIAL SERVICES

“VoIP costs are up to 20% cheaper than fixed line costs and operational costs have decreased by 15% so far – and we expect that reduction to increase over time.”

Andy Clark, Head of Transformation, Chief Operating Officer, Woolworths Financial Services

 **CLICKS**



 **KAREBO**
SYSTEMS


TSOGO SUN

 **amazing**
vouchers

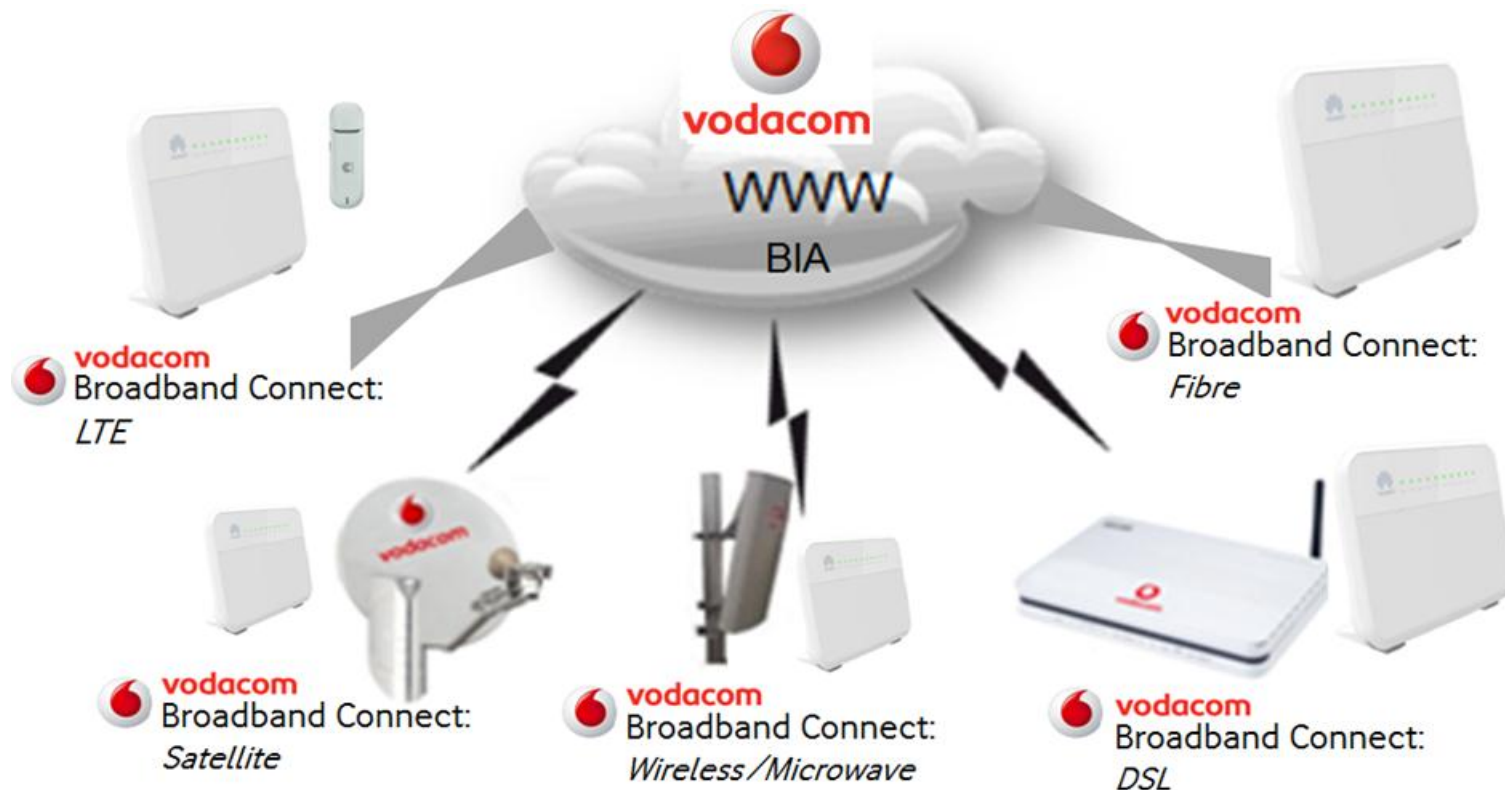


3

Innovation



Broadband Connect Portfolio



Converged Communications

The Past

Disparate Telephony

Mobile

- Voice
- Data
- SMS



Telco

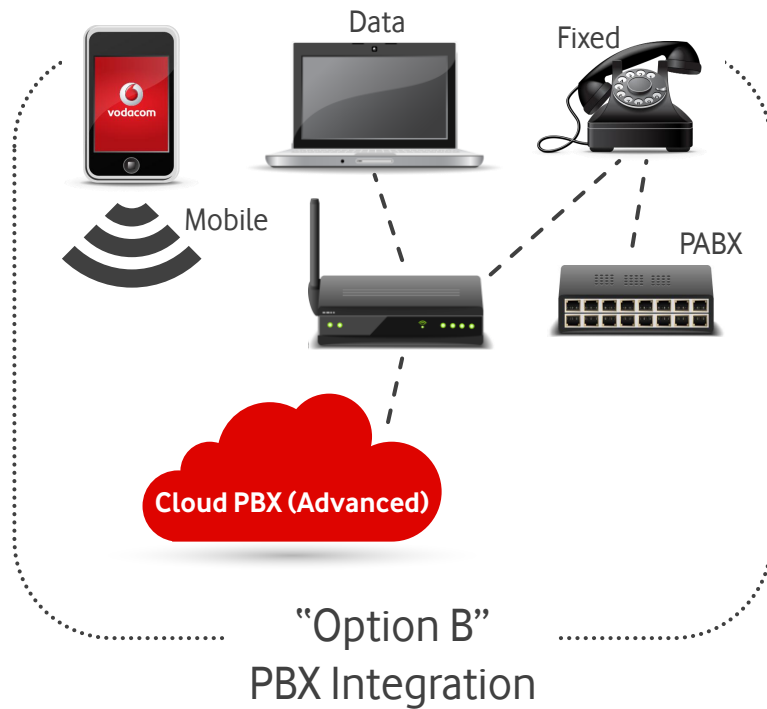
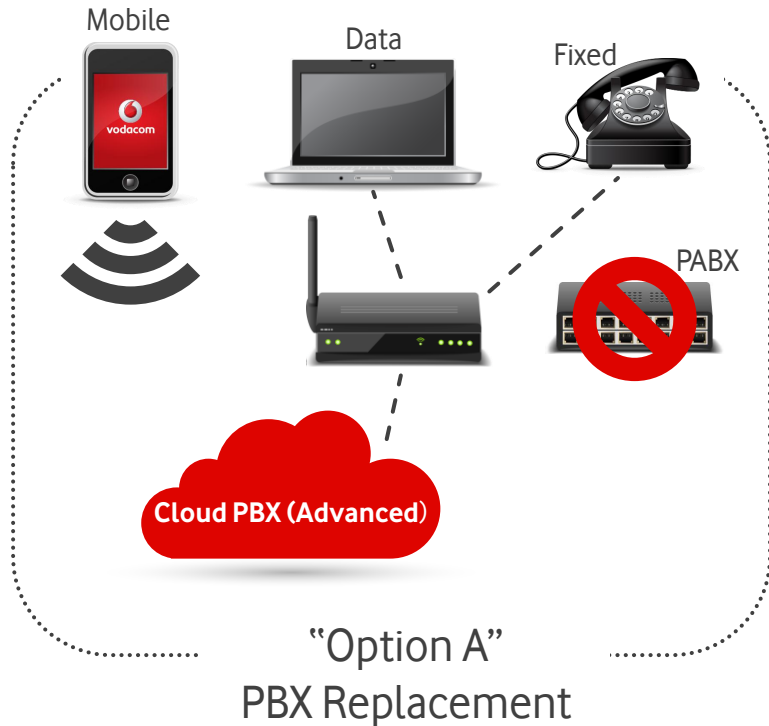
- Voice



Converged Communications

Next

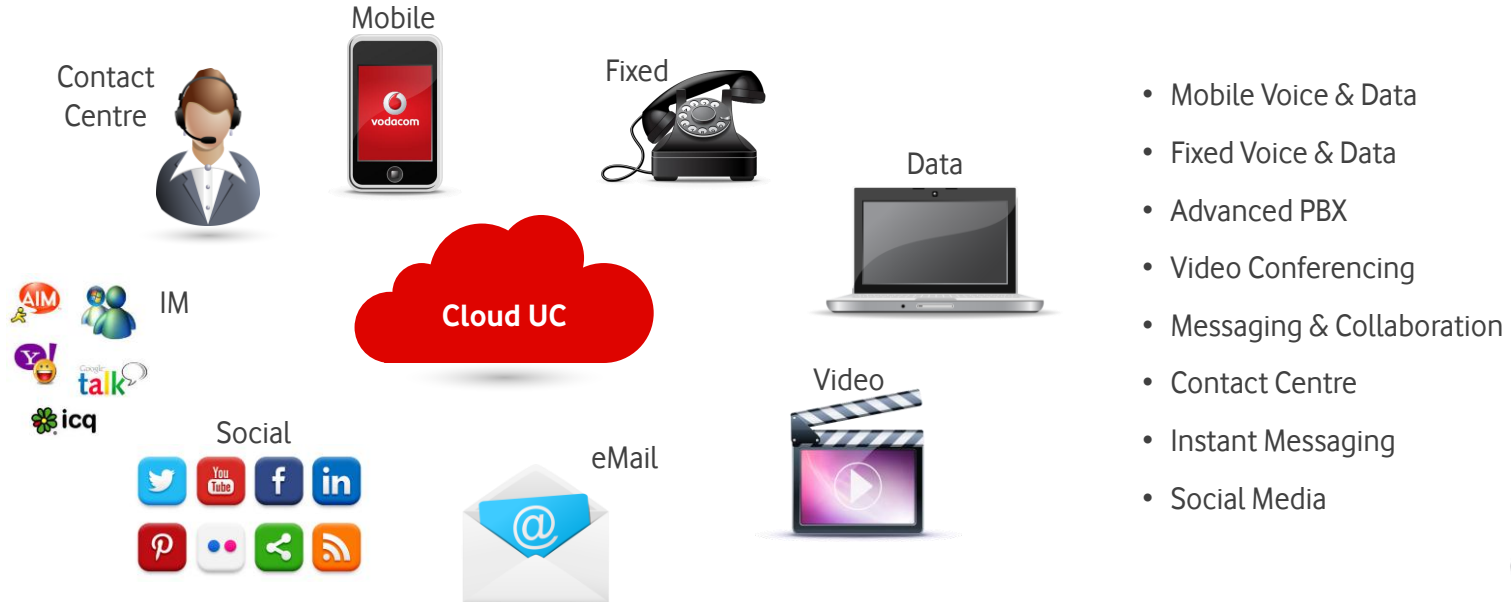
Fixed Mobile Convergence



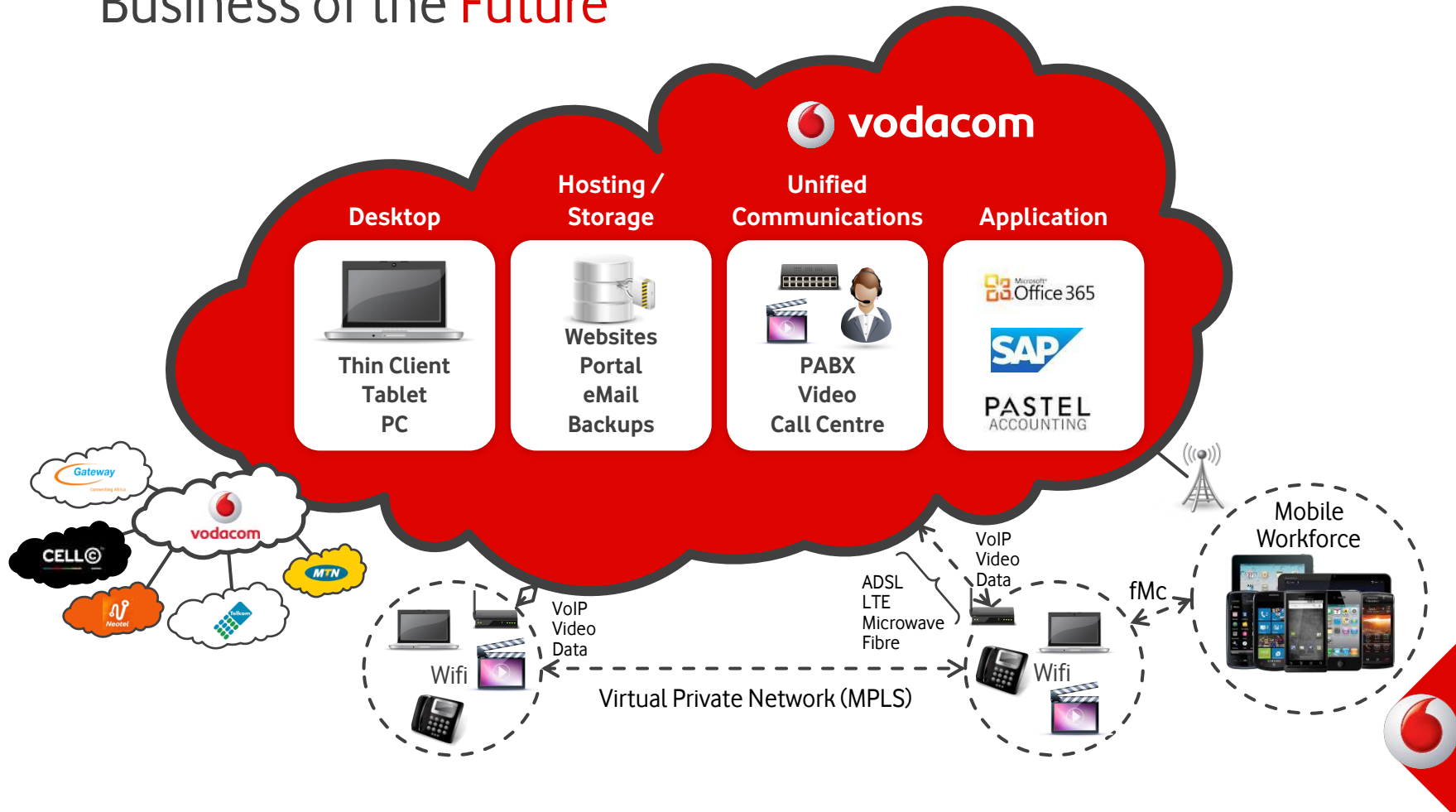
Converged Communications

The future ...

Total Unified Communications



Business of the Future





Thank you