

vitroconnect

RWE's partner for Open Access

EUTC Workshop on 10th April 2012

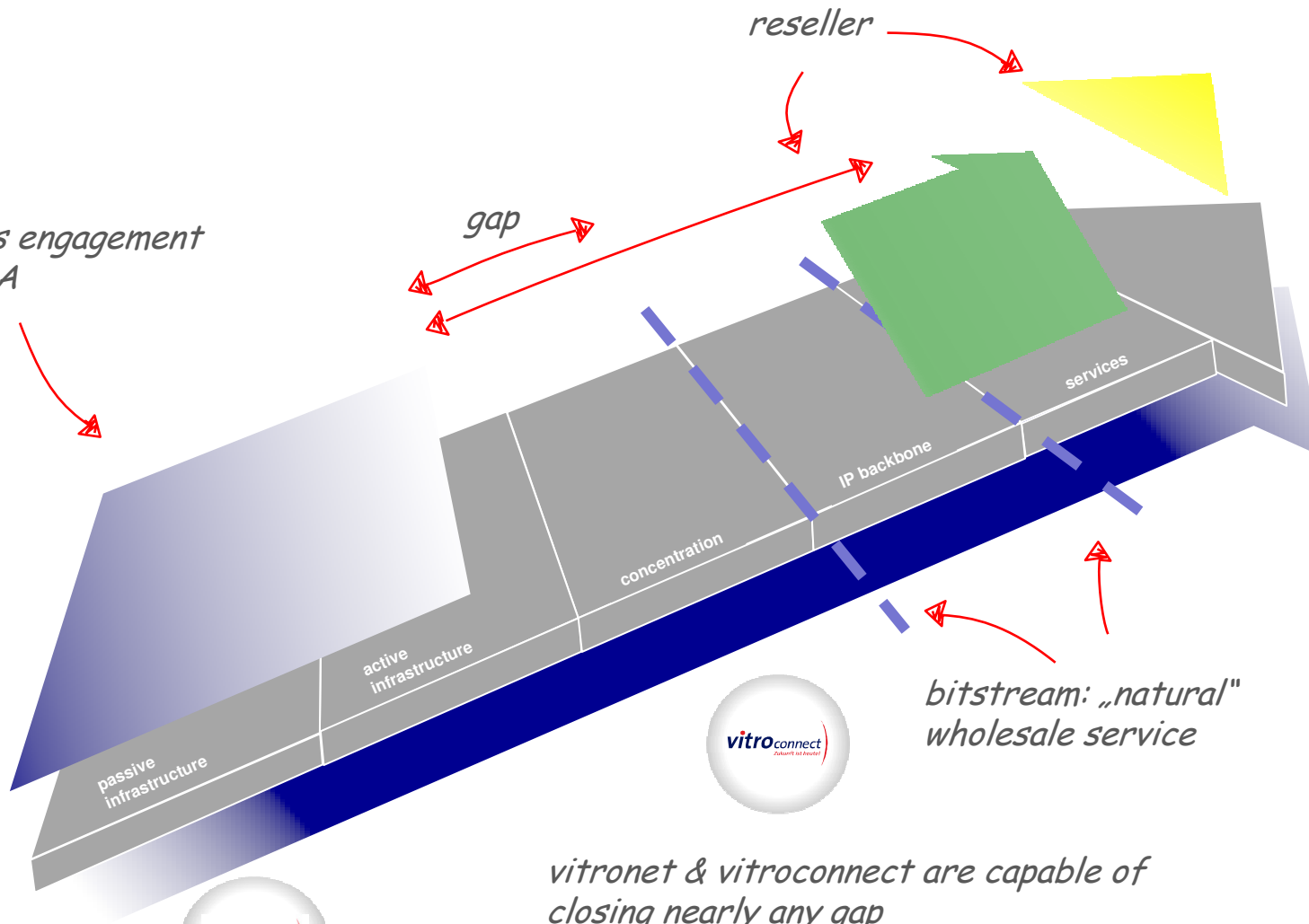
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cooperations & strategy

vitroconnect & RWE's projects on NGA closing the gap



RWE's engagement in NGA



vitronet & vitroconnect are capable of closing nearly any gap

vitroconnect GmbH, 2013

vitroconnect's services in a nutshell



- vitroconnect runs a platform for bundling and selling several telecommunication services on the wholesale market.
- The platform consists of a network for connecting the partners and an IT system for running the necessary processes in an highly automated manner: high quality and cost efficient.
- vitroconnect enables its partners to deliver full service telecommunication services. The partners do not have to run a network or service.
- vitroconnect offers services for running and selling NGA infrastructures.

vitroconnect's services targeted partners



- owner of passive infrastructure (i.e. utilities)

- vitroconnect runs and sells NGA networks.

- bitstream provider (small to huge)

- vitroconnect sells bitstream services.

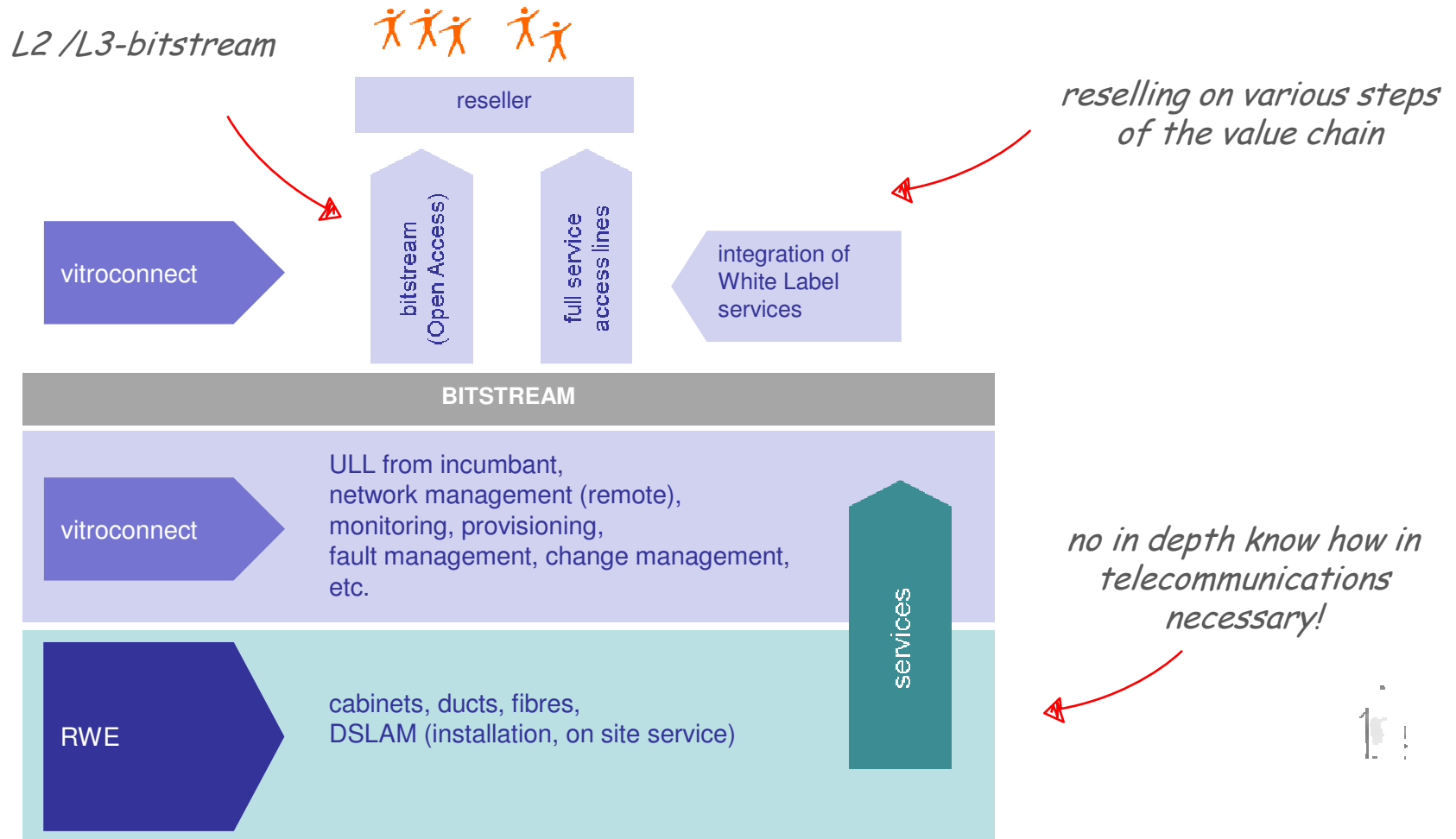
- telecommunication service provider (i.e. voice, internet, TV)

- vitroconnect bundles and sells services.

- reseller of telecommunication services (small to huge)

- vitroconnect bundles services to full service access lines.

RWE and vitroconnect FTTC and Open Access in detail



vitroconnect closing the gap



State of the art integrator & aggregator of
NGA networks and NGN services.

Closing the gap between

- NGA footprints of new market entrants and
- reseller

from and to various steps of the value chain.

Actualizes economy of scale thus making small
footprints reasonable:

- highly automated
- in depth know how of the processes of the German telecommunication market
- cost efficient

