



CE-Colo

How to provide data center services in an efficient way for Network Operators in CEE region

CE Colo Overview

CE Colo Data center Locations in Central Europe



- Launched in early 2011, CE Colo is focused on building and managing carrier neutral data centers in Central & Eastern Europe (CEE)
- CE Colo is the combination of the following:
 - GTS Central European data center business
 - Recent acquisitions: Sitel Data Center (Czech) and Interware (Hungary)
- More than 9,000 sqm of customer space
- 1,350 sqm under construction
- Significant further expansion planned and feasible at current locations



Unique pan-regional carrier-neutral data center business

Carriers at CE Colo Locations

Country	Site	Carriers
Czech Republic	Sitel DC	NIX inhouse, BT, Telecom Italia, Belgacom, Mobilkom, T-Systems, Dial, Vodafone, Invitel International, Interoute, Telefonica O2, AT&T, Verizon, Colt, Netprosys, WIA, Global Inspiration, Unity Mobile, Ceske Radiokomunikace, UPC CZ, T-Mobile, CD-Telematika, CZ.NIC, Cable & Wireless UK, STAR 21 Networks, SuperNetworks, SPINET, FAYN Telecommunications, E Linkx, Sloane Park Property Trust, Pantel Int. CZ, Trioptimum, Evkanet, Vony and Opavanet, Level 3
Hungary	Victor Hugo	BIX inhouse, Invitel International, Memorex, Cogent, Interoute, Global Crossing, ACE Telecom, Antenna Hungaria, Business Telecom, Deninet, DIGI, DoclerWeb, Enternet, Externet, GTS, FiberNet, iNES Group SRL, Infotechna, IP Park, T-Com, MVN, Novotron, Opticon, PR-Telecom, Sat-Trakt, Tarr, Telia, TvNetwork, UPC Broadband and Zalaszam, Level 3
Poland	Piaseczno	Belgacom, BT Poland, Cable & Wireless UK, KPN, Telefonica International, TPSA, Netia, CETO Sp.Z.o.o., GTS , Pantel
Poland	Piekna	PLIX inhouse, TPSA, Netia, ATM, Colt, TelNap, Telteam, Starnet, Aster, GTS
Romania	Bucharest	Vodafone, Orange Romania, Hostway, Equant Romania, Idilis, Radiocom, Millenium IT, DotRo, NetServe, CobaltIT, Open Systems, Contact Telecom, Euroweb/Invitel, Concept Electronics, DirectOne, Verizon, BT, Telecom Italia, Romtelecom, UPC, ZAPP, Cosmote, Ines, Teletrans, DOT.ro Telecom, MediaSat, Prime Telecom, Newcom, Allnet, GTS and RONIX
Slovakia	Bratislava	Dcnet, Delta online, Dial Telecom, Energotel, Gity Slovensko, Hmnet, i4u, MadNet, MyTelecom, Netlab Plus, OCAM, Orange Slovensko, Primanet, Rainside, Salamon internet, SiNET Telekom, Slovak Telekom, Slovanet, SWAN, T-Mobile Slovensko, Tomas Slovak TPX, Trestel, Vizada Networks, VNET, WiM, X-NET, ZOB

CE Colo & Operators



- **Diversified customer base**

- ✓ Telecoms Operators
- ✓ Internet Exchanges
- ✓ Internet Services Providers
- ✓ Cable TV Providers
- ✓ Managed Service Providers
- ✓ Corporate
- ✓ Large and medium
- ✓ Various sectors

▶ Peering community at its best with great customer mix to connect to.

Experience - what operators need

- Strong partnership with flexible and scalable solutions
- Redundancy (technology and optical access)
- Security (inside, outside) data centre
- Data centre have to be carrier neutral
- Long term leases with at least 10+ years contracts
- National Internet eXchanges on site
- Technical support 24x7x365
- Modular data centre

▶ The guarantee long-term and stable relationship between Operators and CE Colo

Where is the efficiency:


- Economies of scale
- Standardization across the region
 - Product
 - Procedures
 - Suppliers
 - Agreements
- Innovative technology
- Fast service delivery through 24/7 engineers support on site
- Cross connects service with real SLA's both on installation and uptime
- Buildings are on top of international backbone infrastructure

▶ Through efficiency measures CE Colo helps to reduce your operational cost in the CEE Region

Why CE Colo

High value Data centre CE Colo offering:

- Carrier neutral environment
- Competitive pricing (space and power)
- Availability of high quality capacity (space and power)
- We create a community of interest
 - We want you to do business with others in our data centers
 - We promote our customers services to the community in our data centers
 - We facilitate platforms to sell your products to targeted audiences
- Continuous growth through local and international demand
- CEE region becomes more and more interesting for fortune 500 companies
- No other region wide carrier neutral offering today available

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Colocation space costs up to 25% less than the market price for data centers in Western Europe

CE Colo advantages

- One stop shop - With one contract you can cover the whole CE region
- Connectivity – CE Colo is a carrier neutral provider, i.e. customers can choose from a wealth of providers and connect with them
- National Internet eXchange - the possibility of linking to the major peering points, such as NIX, BIX, PLIX, RoNIX and SIX
- Customer mix - Over 1,000 potential technology partners to deploy world-class solutions
- Proximity - Access to more than 1,000 potential customers who can immediately use your services
- Customer support – we offer support to our customers by a multilingual team offering technical assistance 24x7x365

CE Colo technologies

- State-of-the-Art facilities - We build our data centers with a minimum of N+1 redundancy in our Power and Cooling infrastructure
- SLA - Our data centers provide high-end SLA (Service Level Agreement) up to 99.999%
- Certification - Data centers are built and operated according to „Best Practices“ and according to Tier III (Uptime Institute)
- Security - Different layers of 24/7 security both physical and non physical
- High density solutions - CE Colo is one of the few companies in the region that can actually deliver requirements of high-power density deployments up to 20 kW



Thank you



CE COLO

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