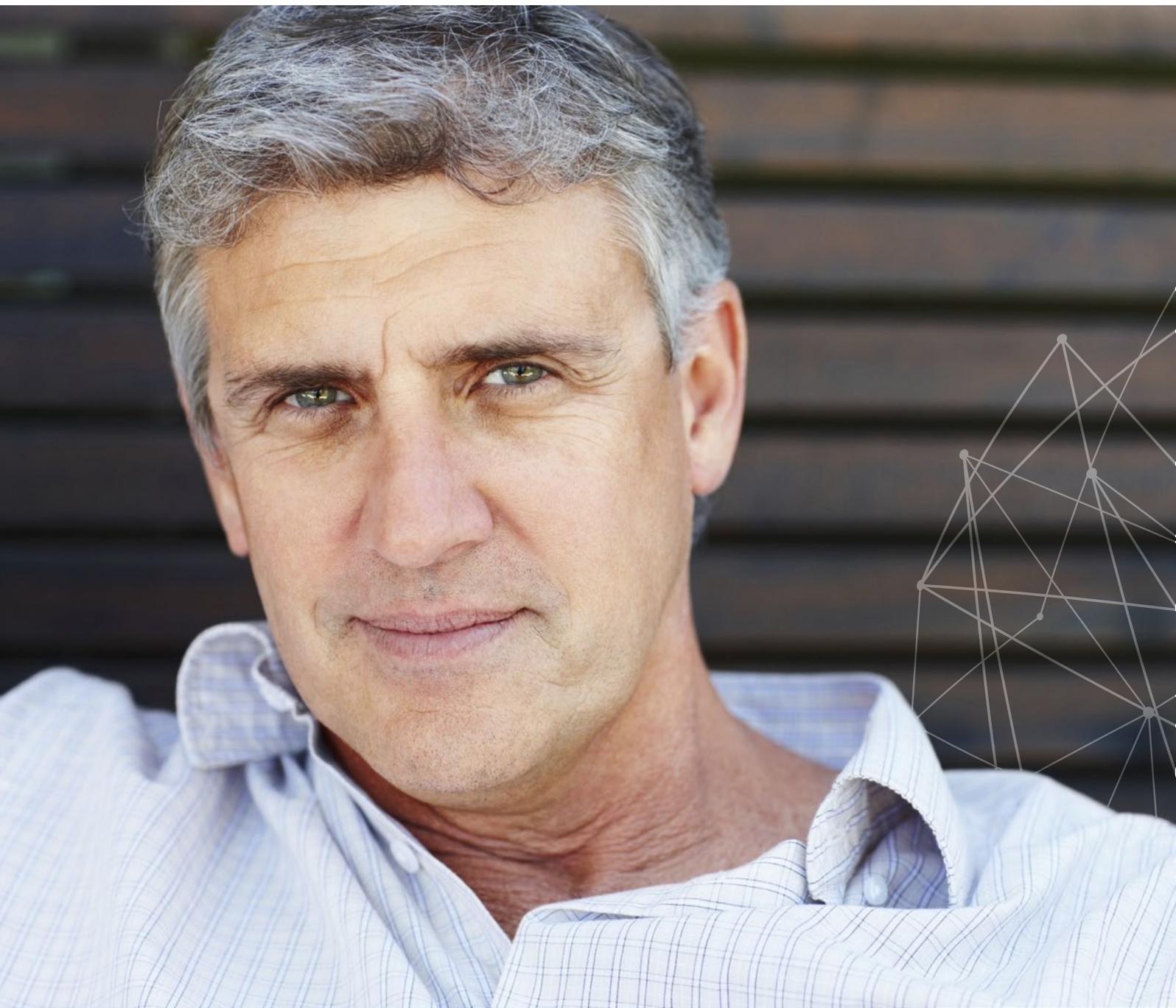


○ We create networks that connect the world.

1983 - 2013  
30 Years  
TELES



**TELES** AG  
Informationstechnologien





**"I want an experienced partner who continues to be innovative."**

## The best thing that can happen to carriers

TELES is a leading provider of communications solutions for carriers and business customers. Around the globe, more than 300 network operators and enterprises rely on proven solutions and technology from TELES. This includes a broad spectrum of subscriber, fixed-network, network-infrastructure as well as interconnection solutions.

No detail is too small when it comes to producing reliable, user-friendly, low-maintenance products. At last, our customers have a clear head to focus on the essential aspects of their business – the rest is our business.

Founded in 1983, the company now has more than 100 specialists working to develop, produce and market, trendsetting communications solutions from the company's headquarters in Berlin and from offices in Vienna and the USA. TELES is a Deutsche Boerse Prime Standard listed company.



**“Communication these days is so complex. My company needs a single solution that can handle everything.”**

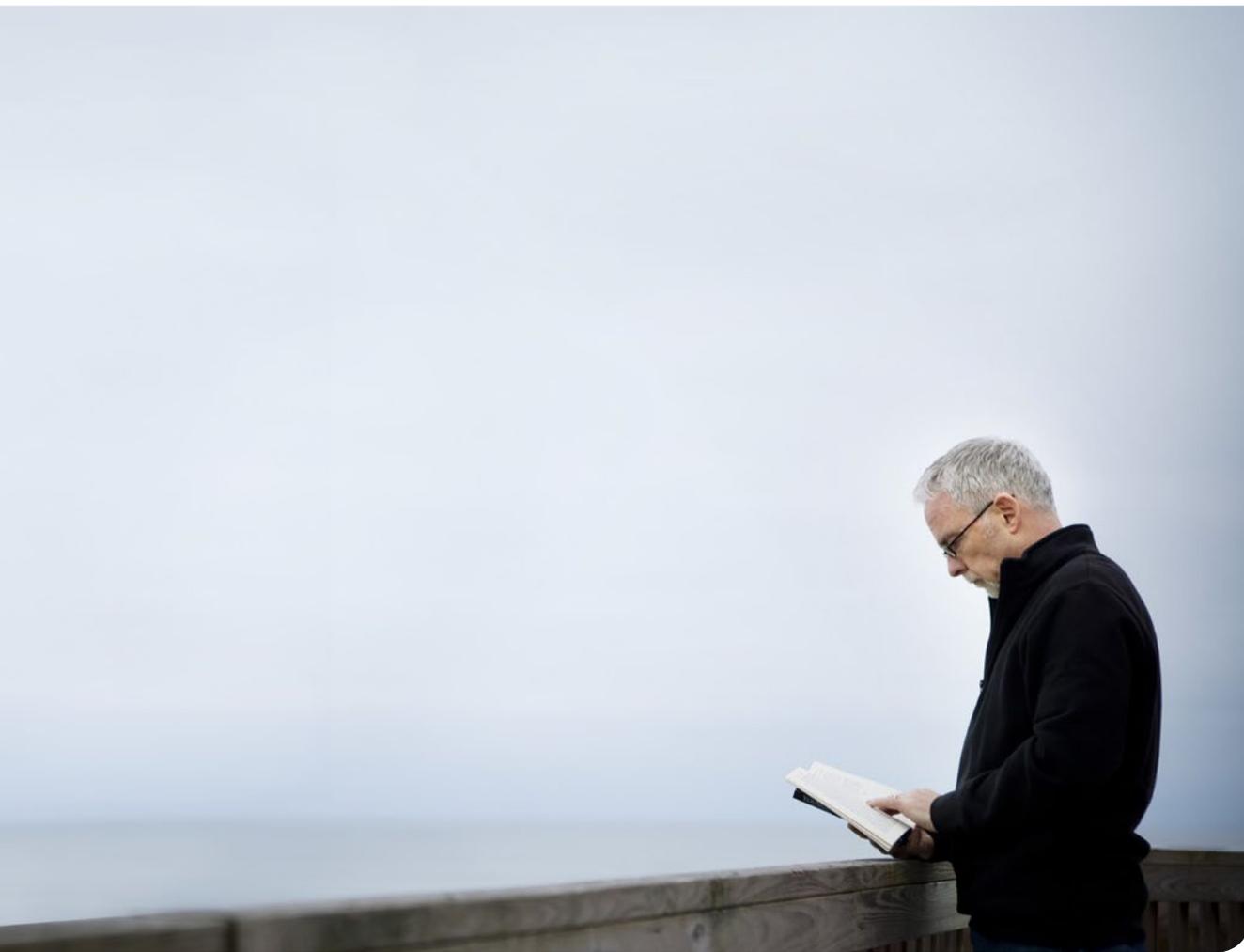
○ TELES delivers more value

## Investment protection

Mobilization and virtualization are unleashing unexpected forces in the production and provision of data while making a clear contribution to higher productivity and efficiency. From a company's point of view, however, this trend is associated with the key issue of investment protection. The added value that comes with virtualization should not be offset by the cost of purchasing new IT equipment. The cost savings and competitive benefits must outweigh the cost of the added infrastructure, which is precisely where communications solutions

from TELES come into play: Our solutions have an intelligent design that allows customers to continue using their existing infrastructure while migrating, practically unnoticed, to new standards and protocols. Truly efficient telecom solutions must provide guaranteed compatibility with existing infrastructure.

Our technological innovations give customers a competitive edge – as opposed to shortening the lifespan of past investments.



## Less complexity

Telecom systems tend to consist of a heterogeneous mixture of complex networks and standards assembled over the course of time. What carriers need is an infrastructure that supports outstanding services at a high level combined with continuously trouble-free operation. In fact, this is the only way for network operators to remain competitive.

Solutions from TELES are designed to consolidate heterogeneous networks with their multilayered architecture based on a

consistent platform. Customers will have significantly lower expense and need to invest less in maintaining different networks or providing training for experts (or even entire IT departments) specialized in a single signaling technology.

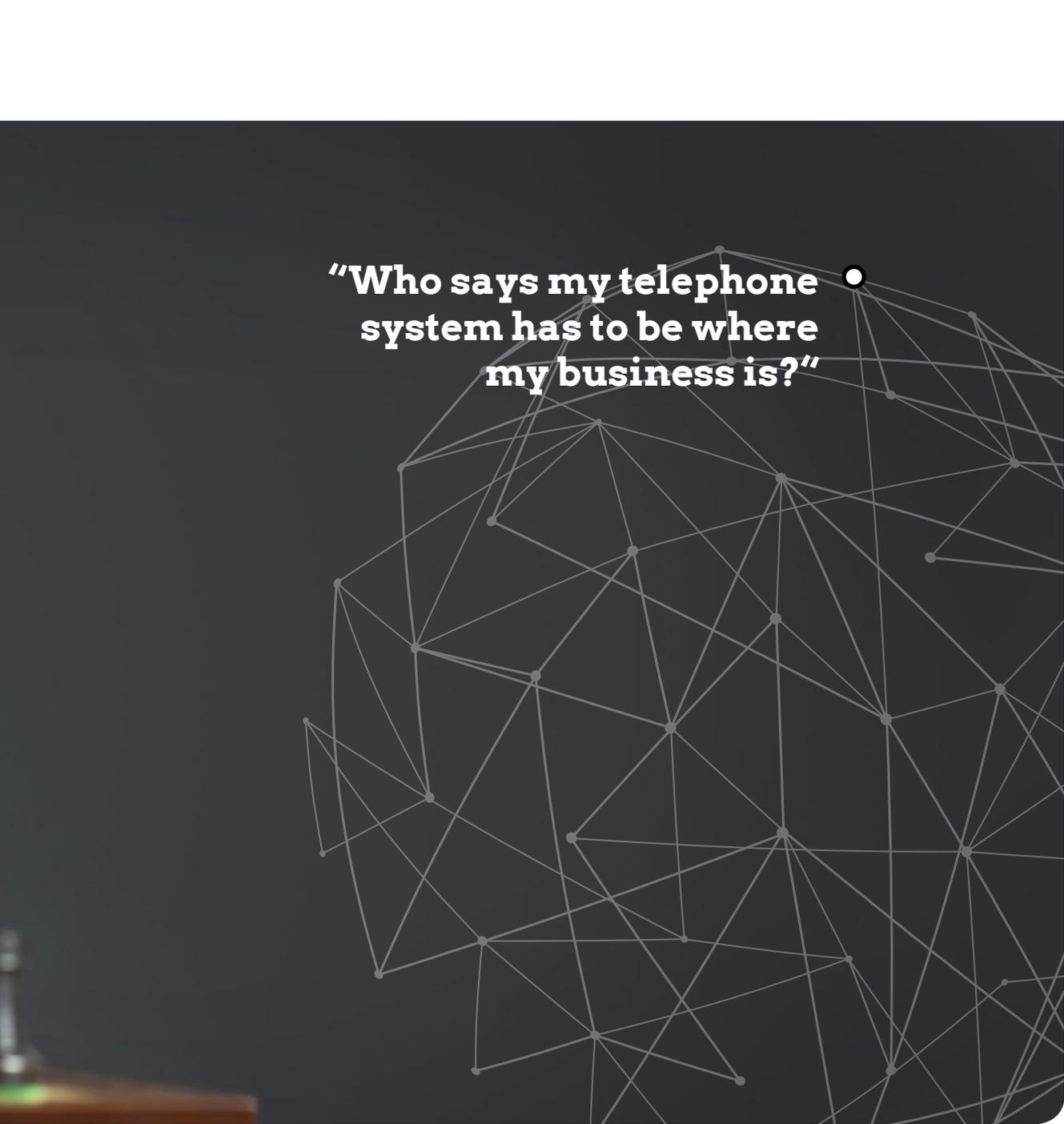


○ **TELES delivers more value**

## Optimization of cost structure

Business travel is often more trouble than it's worth. Our solutions can help: Unnecessary business trips and meetings can be eliminated using intelligent unified communications services on the Application Server. An intelligent telecommunications environment from TELES pays for itself quickly thanks to the greater productivity it fosters.

Another benefit of our solutions stems from how they cleverly manage to combine existing infrastructure such as terminal devices with the latest components and services. Dependable telecom systems and intelligent services from TELES not only facilitate a flexible approach to work – they also have direct financial benefits



**“Who says my telephone system has to be where my business is?”**

in relation to the purchase and upkeep of components.

Finally, our developers have created products and solutions that are designed to run maintenance-free using central management via web-based applications. This totally eliminates operating costs associated

with routine activities or expenditures for on-site installation work. Solutions from TELES are clearly the best thing that can happen to your IT department AND your finance department.

## Focus on core business

Carriers make money only when their networks and systems provide the support they need for their business processes. It's clear: Telecom systems and networks must ensure reliable, interruption-free operation – like fresh water from a faucet. Solutions from TELES are designed to allow carriers to concentrate their energy on the core business: sale of voice minutes, SIM cards or managed services, minute trading and customer invoicing.

In the aim of keeping network operators focused on their core business, we develop solutions that allow them to build functional networks and realize diverse business models.

Our customers can rest assured in the knowledge that their systems will remain up-and-running with no disruptions or maintenance, and they will have the time to continue operating their core business profitably in the future. We only use components with proven top quality in the relevant industry sector.

We also pay close attention to current technological developments. Our developers are constantly at work testing different solutions and interfaces to allow network operators to rapidly recognize and tap into the potential of new markets.

## Risk minimization

We know just how important infrastructure is for the smooth operation of a company. Highly sensitive, business-critical applications such as all telecom services must be absolutely free of interruptions with availability around the clock. Constant availability is a must, combined with perfect system stability. In many cases, companies cannot tolerate even the slightest system failure or interruption.

Protecting critical telecom infrastructure is thus clearly an existential challenge that necessitates a coordinated approach – and most importantly, an experienced partner who is an expert in telecom systems and can guarantee interruption-free operation. We work to make certain that users are always accessible – no matter when and where this is necessary.

● **“Why should I know anything about telecommunications? I prefer to concentrate on my business.”**



## IP Centrex

Many companies are now working to shift data and applications to external computing centers. Such “cloud computing” clearly has many benefits: Instead of managing their own servers and software, companies can lease services from large server farms. Of course, the company only pays for the services and storage capacity that is actually required.

TELES has taken this idea to heart and applied the cloud principle to PBX systems. With TELES Managed Cloud Services, customers get a well-designed, full-featured communications solution that is

provisioned via the Internet from a central server platform and is capable of extending or replacing all PBXs at decentralized locations as required.

Users enjoy the benefit of a flexible PBX with high availability, convenient Internet-based management and easy adaptation to their needs. Capital-intensive outlays for a conventional PBX are a thing of the past. In fact, business customers can continue using their conventional equipment such as phones and fax machines. Does that sound simple? It really is!

○ **“As an expert partner to the financial sector, we are capable of meeting the demanding requirements of our customers using the IP Centrex solution from TELES.”**

*Martin Schauer,  
Chief Executive Officer of VR Netze*



## VR Netze

### German Cooperative Banks communicate with TELES IP Centrex

As a competence center for telecommunications and network services, VR Netze provides support to members of the Genossenschaftliche FinanzGruppe, a grouping of cooperative banks. Together with Bechtel AG, TELES built an IP Centrex platform based on a softswitch in a geo-redundant configuration. This allowed us to replace

conventional, local PBXs while extending the range of functions to include unified communications services. No initial investment is required since a local PBX is no longer required. Telephone charges between company sites are dropped since all communication is routed via the VR data network.



**“I am always  
available for my  
customers.  
At no risk.”**

## Business Trunking

Business customers have long been aware of the quality and cost benefits of Voice over IP and have made the switch to VoIP-enabled terminal devices. Our Business Trunking solutions allow network operators to put together a full-service package that can be extended at any time and is based fully on VoIP with features such as flexible management of number

blocks through CTI services from the cloud.

For business customers who are hesitant to invest in new IP-enabled terminal devices, network operators can offer an entry-level solution that allows access to the benefits of VoIP while continuing to use existing infrastructure.

○ **“A good solution is one that supports me in what I do and makes my business more efficient.”**



## Interconnection

In the early days, telephone networks were built up based on very different national rules. Each country had different standards and formats for transferring data in fixed networks. This applies nowadays in the new IP world where there is even less standardization.

Solutions from TELES allow interconnection of heterogeneous networks by performing the necessary conversions between different infrastruc-

tures. Our portfolio for carriers covers the entire spectrum of international gateways and national interconnects. We help to ensure that carriers across the globe can build, interconnect and update their networks.



# Wholesale Trading Platform

As national economies have become interlinked along with a growing number of telecommuting jobs, the demand has grown for national and international communications alike. Wholesale carriers purchase capacity worldwide and resell it to network operators who need a communications infrastructure that is secure and continuously available in order to execute their business models in a profitable manner.

The Wholesale Trading Platform from TELES gives network operators a professional, high-performance trading platform, that provides traders with an overview of real-time minute prices and automatically adapts routing between national and international communications networks in order to optimize costs and revenue. The Wholesale Trading Platform from TELES is an all-in-one package that ensures a successful business model along with cost-optimized processes.



○ **“The scalability and stability of the TELES solution have helped us to grow in recent years into one of the leading switching network operators in Europe.”**

*Ilija Reymond,  
Managing Partner & CEO of mgi networks*

## mgi networks

### mgi networks grows with intelligent solutions from TELES

mgi networks is a typical example of a network operator that has enjoyed growth thanks to a TELES solution. mgi is now one of the largest switching network operators in minutes trading in Europe.

The company is using a Softswitch from TELES in order to enable global connec-

tivity with VoIP and circuit-switched networks of small- and medium-sized carriers. On this basis, call minutes are bought and sold. Business processes such as purchasing, route selection, invoicing, and profit/loss computation are automated by the Wholesale Trading Platform extension.

## Subscriber Solutions

VoIP telephony is now the method of choice for private and business customers alike. For carriers, there are some clear benefits. In the past, it was necessary to maintain two networks: one for voice and one for data traffic. Today, IP networks can handle both, however.

For network operators, running costs are reduced along with the expense of configuring and maintaining the homogeneous

network. Business customers benefit, for example, from new IP-based applications. Private customers enjoy increased usage of VoIP-to-VoIP calls.

Using solutions from TELES for IP telephony, network operators have all the tools needed to rapidly tap into the VoIP market while realizing significant cost benefits and winning over and retaining customers with new services and added-value features.

**“As a leading provider of powerful telephony and mobile solutions for small and medium enterprises (SMEs), we depend on products from TELES in order to give our customers ISDN quality with no limitations.”**

*Arnold Stender,  
Member of the Board QSC*



### QSC

#### TELES keeps past investments in play at QSC

QSC AG from Cologne provides a good example of a successful migration from ISDN to VoIP. For years now, QSC has emphasized an all-IP design as it goes about constructing a state-of-the-art IP network. Using a VoIP gateway from TELES, QSC can offer its customers a complete ISDN migration solution. Here, our solution works with the end customer's existing telecom infrastructure.

QSC can offer its end customers an ISDN line which meets the needs of demanding business users and even enables future integration of cloud services. Working in close cooperation, we have been able to successfully implement many product improvements in terms of the functionality and operation of the overall solution.



**“At last a company that helps us to grow and save money at the same time.”**

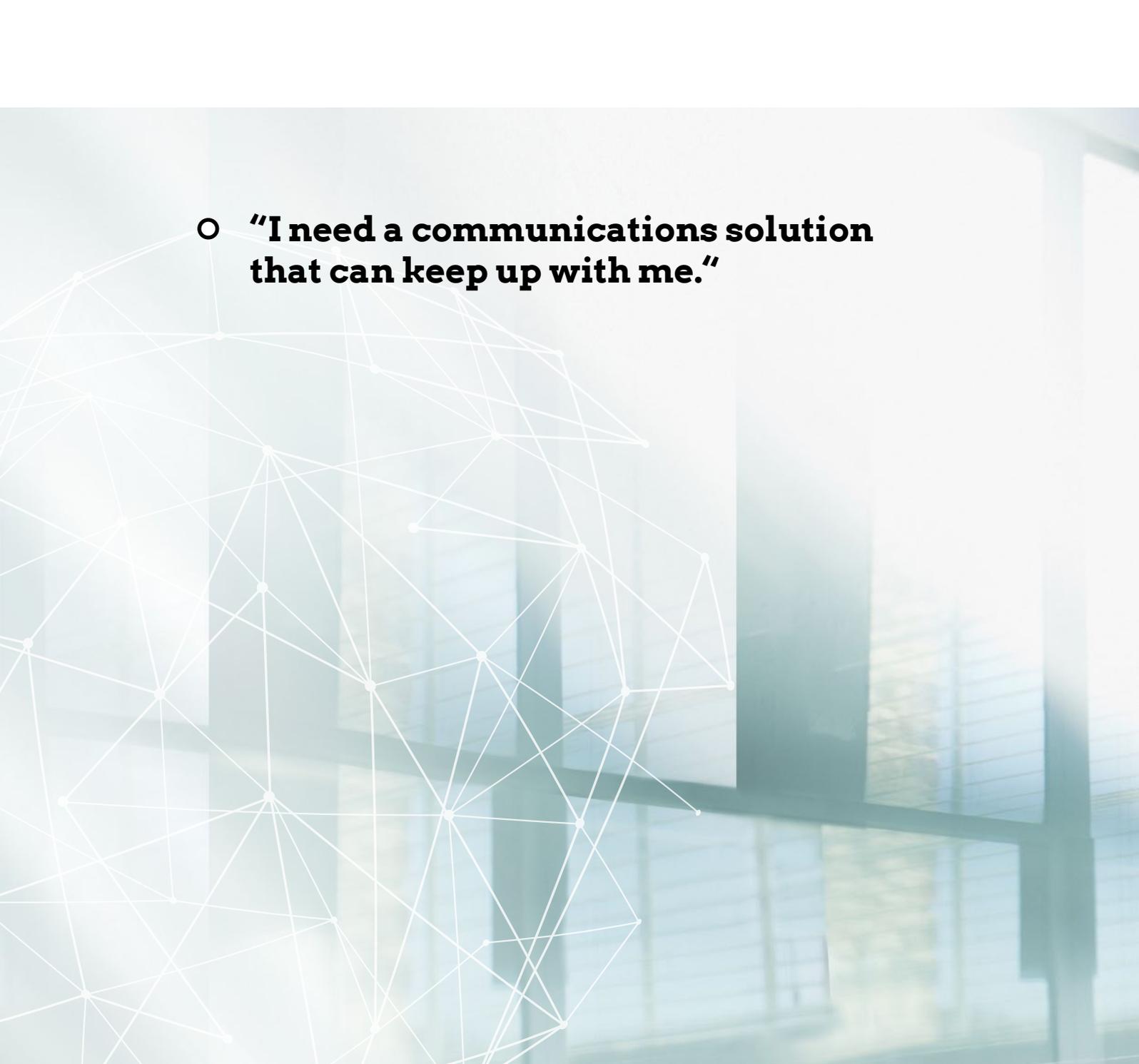
## Mobile Centrex

By creating a way to connect a mobile phone like a conventional landline to a hosted PBX from TELES, the mobile responds to the same number as the landline, and the mobile number is no longer needed. This, in fact, is exactly what the Mobile Centrex solution from TELES has managed to do.

Mobile Centrex allows a user to link a mobile phone directly to a hosted PBX. For callers, the benefit is that the user has a clear identity that is tied to a single number. The called party can be anywhere. The fixed network follows the mobile phone since the mobile phone is, in the eyes of the PBX, an extension just like any other conventional phone. There's another

practical benefit too: The mobile phone now supports all unified communications services – for outstanding connectivity at all times.

Mobile Centrex gives mobile carriers a great tool for making sure customers stay loyal: You can offer your business customers a full package of voice services with Mobile Centrex while directly combining the benefits of both worlds – advanced unified communications services from the conventional telephone world with the universal accessibility of mobile. Doesn't that sound brilliant?



○ **“I need a communications solution that can keep up with me.”**

○ **Solutions from TELES**

## Business Continuity

Many organizations can suffer sustained damage to their activities in case of an interruption to communications via phone, fax, e-mail, and the Internet. In order to ensure their survival, company management must take time to understand the

risks and vulnerabilities associated with failure of the telecom infrastructure and implement preventive measures.

Accessibility should be a simple matter – like power from an electrical outlet.



But just as hospitals need to plan ahead for a possible loss of power, businesses need to plan ahead to protect themselves from risks associated with failure of their telecom infrastructure.

Solutions from TELES ensure that companies always have a dependable partner on their side. This is how we keep our customers in business at all times.



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## Facts & Figures

- Appr. 100 employees
- Headquarters in Berlin, subsidiary in Vienna (A)
- Over 300 carriers and enterprise customers
- Founded by Prof. Dr.-Ing. Sigrum Schindler
- Deutsche Boerse Prime Standard listed company since 1998

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