

Business Telecom – Fiber**Kosc signs its first contracts on Professional Fiber**

The wholesale-operator continues fostering of the alternative operator ecosystem dynamic with its first offer on Professional Fiber

Paris, 16th November 2017 – Just a few weeks after launching its Professional Fiber service, **Kosc Telecom** has already signed its first customers.

Kosc's Professional Fiber came shortly after the company signed a long-term agreement with Orange to co-invest on a nationwide fiber infrastructure. This key agreement allowed Kosc to open **a new market in France**, and to offer for the very first time a **wholesale professional fiber service**. Among Kosc's customers, Leonix and Lasotel quickly seized the opportunity to sign up Kosc's new offer.

Established in 2004, **Leonix** is a human-sized company based in Paris. Since 2007, Leonix has made the **high availability of the network** and IP telephony its area of expertise, based on different telecom solutions such as the one offered by Kosc Telecom. Essentially distributed by a network of partners as a white label, Leonix is mainly present in **the heart of Paris** where 70% of its customers are based.

Bruno Veluet, the founder of Leonix said *"At the beginning, our services were based on Orange's offer. But our retail partners started getting more and more requests for multi-operator solutions, and when Kosc appeared on the scene, we thought it would be relevant to work with them on this project"*.

Based on Kosc's offers, Leonix is building dual operator products for its most demanding customers. One of Bruno Veluet's objectives is to make sure his customers get the most transparent service performance information possible: *"Kosc knows how to provide us with fiber and copper link operational metadata, considerably more precise than the data we could get from Orange currently"*.

Moreover, Leonix has deployed **a 300km fiber network** across the centre of Paris and its suburbs. This network currently addresses part of Leonix's customers and must be able to extend according to its customers' requests. Kosc's 10Gbps+ wave offer helps Leonix's demand on extending its coverage, including the furthest areas.

Another new client that's signed up with Kosc this autumn is **LASOTEL**, a network infrastructure operator and telecom service provider addressing major B2B accounts as well as wholesale operators across the Auvergne-Rhône Alpes region. Established in 2004 in Lyon, it is currently present in **more than 35 PoP's** in France and also in all the Carrier Neutral Datacenters across its **region**.

Owning more than 450km of optical fiber regionally, Lasotel is highly interested on Kosc wave services as well as copper and fiber offers. *"Thanks to our extended multi-operator network and to our connections with the majority of the infrastructures in France, our network is fully redundant"* the Chairman of LASOTEL, Sylvain Charron, said. *"As an aggregator, we are interconnected with all local access providers, so a connection to Kosc's infrastructure was the next logical step toward our network expansion"*.

In addition, with the network extension and resilience benefit, the interconnection with Kosc enables LASOTEL to offer its customers complementary offers on copper local loop. As a common objective, the two companies want to boost the FttH development nationwide. The aim of LASOTEL is to help private as well as public organizations to access very high speed networks for their digital needs. *"LASOTEL and Kosc have the same vision"* Sylvain Charron said. *"Our exchanges are open and honest, quality is at the heart of our preoccupations, and we're both keen to make our telecom world move forward"*.

Indeed, since its creation, Kosc Telecom intends to position itself as a driver on the wholesale telecom market. The operator is determined to **become the third national wholesale** operator and to **reach €100 million annual turnover within five years.**

To reach its objective, Kosc has made substantial investments **to update its infrastructure** – an infrastructure initially made up of two different networks it acquired from OVH and Completel in March 2016. Since, the company has implemented its **CaaS platform** (Connectivity as a Service) enabling, through one single interface and system, Kosc's customers to self-manage their services, including back-office administration.

About KOSC Telecom

Kosc Telecom was established in March 2016 as the new French telecommunications operator dedicated to supplying wholesale connectivity to B2B operators. Kosc Telecom merged Completel and OVH's networks together and transformed them into a state-of-the-art fibre optic infrastructure with 20,000kms of fiber optic cables all over mainland France that connect more than 180 towns and cities.

For more information, go to: www.kosc-telecom.com

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