

Business Telecommunications

KOSC Telecom signs its first customers

Just one month after the launch of its new CaaS platform - Kosc Telecom confirms the signature of 10,000 connections

Paris, 23 May 2017 – Kosc Telecom announced last month the launch of its future-proof platform for On-net connectivity, and some of France’s biggest names have already switched to Kosc. The new French wholesale-only operator is proud to announce the signature of **long-term contracts** on more than **10,000** connections.

Kosc’s new, unique strategy – as a **wholesale-only** operator – has seduced key players like **Adista**, **Serveurcom** and **Wifirst** (Bolloré Group). Read on to find out more.

Adista has been supplying France’s medium to large businesses with telecommunications services for over 30 years. With 25 local branches all over France, customer proximity is paramount. To continue the company’s development, a 7th datacenter has just been opened and Adista’s Chairman, Gilles Caumont recently stated the company’s plan to double its €73 million annual revenue in the next 5 years. From the company’s headquarters in Nancy, it has carved a solid reputation out of the innovative services it has continually offered to businesses.

Serveurcom was initially created in 2004 in Le Mans, to provide telephone services. The company has enjoyed steady growth ever since and now provides its business customers with a full-range of telecom products, including B2B connectivity and voice services. The company’s €15 million annual revenue last year was a 40% increase on 2015, and Serveurcom expects the figure to exceed 20 million this year. Its Chairman, Damien Watine said, *“When Kosc Telecom was created, Serveurcom was very much aware of the newcomer’s potential to become the third wholesale operator after Orange and SFR. And once again, we’ve proved that Serveurcom is able to quickly adapt and seize the new opportunities that appear on the wholesale market”*.

Kosc’s new offers have also seduced Bolloré Group’s **Wifirst**. Wifirst pioneered the WaaS platform in France (WiFi as a Service) and Kosc’s Broadband Ethernet line will provide Wifirst with new possibilities for the 2 million subscribers it connects to its super-fast broadband services every month. Wifirst offers super-fast WiFi services to student residences, the hospitality market, army bases and the B2B and B2C markets.

“From a commercial point of view, the response from the market is excellent”, said Antoine Fournier, Kosc’s CEO. *“We’ve met all the significant players since the start of this year, and we’re now negotiating with more than twenty of them. Our customers require high quality service they can depend on and we’ve developed our standardised services accordingly. Customer satisfaction is our key priority”*.

To recall, Kosc Telecom offers **on-net connectivity** to its wholesale operator customers – Backbone links and Broadband Ethernet line are currently available and Fibre Ethernet line is coming soon. Kosc acquired, in March 2016, two independent networks from OVH and Completel. It subsequently fused the two together to create its new infrastructure which currently stretches over 20 000km, covering all of mainland France (excluding overseas departments). To date, **over 180 cities** have been connected, including all the major cities such as Paris and Marseille and many smaller cities including La Rochelle and Annecy.

Kosc’s infrastructure benefitted from substantial investments to update the equipment with industry standard state-of-the-art technology. The first major investment was the FSP 3000 from **ADVA Optical Networking**, to provide customers with up to 16Tb/s fibre connection. Then KOSC went on to deploy

the MEF Certified 7750 SR Routers from Nokia to take charge of collecting, aggregating, and transporting its Ethernet services with up to 100Gb/s connectivity.

KOSC Telecom has also implemented a Connectivity as a Service (CaaS) model with an **Extranet platform and API** in line with the latest technology standards, to give its customers full control over their back-office administration. KOSC's customers can – validate addresses, check eligibility, receive instant quotations, place, follow and modify their orders, check indicators, carry out tests and register maintenance tickets – **with one interface on one system**, available on **all of KOSC's copper and fibre services**.

"We intend to offer the wholesale business market, innovative services that are reliable, traceable, automated and transparent and above all, easy to use", said Antoine Fournier. "Our ambition is to become the third biggest operator on the French wholesale market and we aim to generate annual revenue of 100M€ in the next 5 years".

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 has incorporated Completel and OVH's networks into its new, fast-growing fibre optic infrastructure which currently has 20,000kms of fibre optic cables stretching right across mainland France connecting more than 180 towns and cities.

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

Contact Press: Agence Gootenberg

Frédérique Vigezzi - +33 1 43 59 29 84 - frederique.vigezzi@gootenberg.fr

Laurence Colin - +33 1 43 59 00 46 - laurence.colin@gootenberg.fr