



**Press Release**

**A 3rd nationwide operator enters the French wholesale telecommunications market**

## **KOSC Telecom launches its B2B network**

*B2B operators can now access KOSC's Bitstream DSL and Ethernet First Mile (EFM), and Point-to-point fibre will be available soon*

**Paris, 31 March 2017** - KOSC Telecom, the new French telecommunications network dedicated to wholesale operators, is proud to announce the launch of its new nationwide network. Bistream DSL and Ethernet First Mile (EFM) are available now, with point-to-point fibre coming soon.

For the past year, KOSC Telecom has been busy transforming its **future-proof network** to provide its operators with the best customer experience possible. After acquiring OVH and Completel's networks in March 2016 and subsequently fusing them together, KOSC continued its transformation by bringing **industry standard** state-of-the-art technology to **its newly acquired fibre optic network**. The first major investment was the FSP 3000 from ADVA Optical Networking which KOSC installed across its DWDM transport network, 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 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 network indicators, carry out tests and register maintenance tickets – **with one interface on one system**, available on **all of KOSC's copper and fibre services**.

Antoine Fournier, KOSC Telecom's CEO says, *"Our ambition is to become the third biggest fixed-network operator on the French wholesale market and we aim to generate annual revenue of 100M€ in the next 5 years. There are two reasons why we've chosen to be a **wholesale-only operator; to avoid any competition with our customers** and to be focused on just one thing: **connectivity**. We think we'll become our customers' favourite supplier with our innovative products and competitive prices and because we won't compete with them like our competitors do."*

KOSC's current network is made up of 20,000kms of fibre optic cables which stretch across mainland France connecting more than 180 cities, including Paris and Marseille to much smaller cities such as La Rochelle and Annecy.

KOSC Telecom has also started to connect up to the different Subsidised Fibre Networks to extend its national coverage. Effectively adding the active connections each region has on offer to KOSC's own passive connections.

*"We're very much aware that the French telecom market, and businesses in general, need fibre optic services"* KOSC Telecom's Chairman, Yann de Prince said last spring at the AVICCA conference on Subsidised Fibre Networks. *"Small and medium-sized businesses are very keen to see this market develop which is why we've chosen to make substantial investments to cover their needs"*.

The 34 million fibre optic connections in France are divided between rural France's Subsidised Fibre Networks (14 million connections), and the private investments which cover the more urban areas. KOSC intends to become the wholesale-only operator across this area and the 20 million lines it represents.

**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](http://www.kosc-telecom.com)

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