

Press release
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Kosc Telecom is fully dedicated to its wholesale customers' success: discover Waycom's case study

Paris, 24th October 2019 – Kosc Telecom is the French wholesale-only Connectivity as a Service (CaaS) provider. A nationwide and growing network coverage of 8 million E-Access Fibre lines, 9 million Best-Effort lines and 15 million DSL lines; two product lines covering all business customers' needs in France; a unique platform to orchestrate connectivity services from A to Z... In three years, Kosc's CaaS offer has convinced most domestic wholesale customers and international wholesale customers have started following. At the crossroads: Waycom. Discover how Waycom, one of its satisfied international customers, has partnered with Kosc, in order to increase its business opportunities in France.

As a Telecom, Housing & Managed Services provider, Waycom supports businesses in implementing Cloud solutions, Internet connectivity, private networks and telephony. In addition, the carrier has a global offer of IT outsourcing in data centres. The carrier advises its clients on choosing their network and telecom infrastructures and deploys them in multi-site environments in France and abroad. Since 2000, the Group has developed 4 branches in France, including a supply chain centre, and two international subsidiaries in Canada and Benelux.

Kosc Telecom provides two product lines, offering high-speed and very high-speed connectivity to deliver local access solutions in France for domestic and international carriers:

- **At an affordable price with the Best-Effort line:** Broadband Max (DSL) & Best-Effort Fibre
- **With the best SLAs with the E-Access MEF line:** EFM (DSL) & E-Access Fibre

MEF-compliant E-Access products guarantee symmetrical bandwidth at the highest speed; the highest level of security and confidentiality through a dedicated physical line; and the highest service availability with a 4-hour Guaranteed Restoration Time.

Since 2018, Waycom has integrated Kosc's offer to extend its business portfolio with very high-speed services. Besides providing broadband to its French and international customers, this partnership enables the carrier to offer an unprecedented service based on FttH with a service layer at an affordable price. *"Kosc's offer perfectly fits with our marketing strategy: it answers our infrastructural needs for deploying our private networks via multi-provider SDWAN service, with very high-speed bandwidth at the right price. This way, we are preparing the migration from broadband to fibre"*, explains Julien Piolin, Sales Manager at Waycom.

Using Kosc's CaaS solution available through UIs and APIs, Waycom can enjoy connectivity on demand and experience a seamless customer journey. Thus carrier customers can easily orchestrate, from a unique interface, all their connectivity services from start to finish: they can check service eligibility, submit, track and modify their orders, launch health checks on their existing services and log trouble tickets, all within the same integrated user interface, available for all of Kosc's broadband and fibre services. In addition, Kosc's customer success team is fully dedicated to supporting customers at all times. *"From the very beginning, Kosc's team indicate their availability. Thanks to a human-sized structure, they are very responsive in implementing, and pro-active during, the project launch phase. And that makes a difference day-to-day. Together, we have built together a trust-based partnership relying on a close follow-up for our customer deployments. It's a key element for us: project management is now easier, and this efficiency enables us to deliver fibre lines in less than 6 weeks"*, adds Vincent Tortroteau, Deployment Project Manager at Waycom.

Antoine Fournier, CEO at Kosc Telecom: *"We are glad to help customers, such as Waycom. As a wholesale-only carrier, our activity makes sense only if we have smart customers to build a full professional range of services on our connectivity layer. We think of our network as our customers' network and our success as our customers' success. Our Connectivity as a Service philosophy is a win-win approach for all of us."*

Vincent Tortroteau, Waycom: *"With its comprehensive portfolio, Kosc's offer enables us to maintain our competitiveness, especially in the retail sector. Thanks to Kosc's CaaS e-portal, we can deliver Waycom's services with more simplicity and flexibility. The full engagement from Kosc's team is more than a*

marketing speech: their support during bid phase has helped us win some opportunities. And even after, our close partnership with Kosc's customer success team guarantees a high level of satisfaction towards our clients, which is our priority."

Kosc Telecom will exhibit at Capacity Europe Stand 59, Intercontinental O2, from 29th to 31st October 2019.

About Kosc Telecom

Established in March 2016, Kosc Telecom is the French wholesale-only CaaS provider. CaaS – Connectivity as a Service – is a whole new way of increasing global carrier business opportunities in France. Thanks to its fully integrated and automated CaaS solution, available through UIs and APIs, Kosc Telecom is committed to delivering the best customer experience. From a unique interface, you can get access to the most comprehensive wholesale-only coverage in France and orchestrate all your connectivity services from start to finish. Indeed, with a state-of-the-art broadband and fibre optic infrastructure, covering over 200 cities nationwide, the carrier is now opening the way to fibre migration for every company in France.

For more information: www.kosc-telecom.fr

About Waycom

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For more information: www.waycom.net

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