# GIVING TECHNOLOGY AHEARTBEAT

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# Premium Internet with universal CPE

MPLS-like performance standards over the internet

With the ongoing migration from MPLS to internet-based network topologies, enterprise customers expect more flexible, scalable, and cost-efficient internet solutions. At the same time, they demand high-quality SLAs, which, in terms of performance, can be a viable MPLS substitute. Referred to as "Enhanced Internet" by Gartner, Deutsche Telekom is among the first providers to offer Premium Internet solutions with guaranteed performance SLAs on universal CPE boxes. Demanding fully managed solutions on a global scale, Telekom provides e2e service management for their B2B customers.

#### Key facts

- Telekom-managed Premium Internet Underlay service with e2e service and performance SLAs
- Complete solution of (1) internet access, (2) backbone and (3) universal CPE
- Global coverage based on Deutsche Telekom's IP network, combined with the service of leading partners
- Customers are medium-sized/large customers with international presence and connectivity needs
- Use cases include site-to-site connectivity, even in highly regulated areas (e.g. China)
- Live demo showing superior performance of premium internet vs. internet access

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The Premium Internet stand showcases Telekom's new Premium Internet Underlay service, in combination with Telekom's soon-to-be-launched universal CPE concept. Customers and partners can learn more about the full scale of Telekom's solution, including a Premium Internet live demo, as well as the various components of the solution (internet access + backbone + uCPE).

## Why is it important for Deutsche Telekom and what is the customer benefit?

With our new Premium Internet service we support Telekom B2B customers who want to modernize their network topologies from MPLS to internet-based networks. In parallel, we offer a high-quality alternative for customers who have experienced poor quality with best-effort internet connections.

## What is our right to play and which goals are we pursuing in this market?

Telekom is among the first providers to offer this "Enhanced Internet" service. We have set up a new ecosystem with a leading cloud connectivity partner and the ongoing extension of directly connected peering partners. Together we serve Telekom's large B2B customer base, in search of new ways to reinvent global enterprise connectivity.

#### What is special about this solution?

Premium Internet is offered worldwide and fully managed by Telekom. We offer guaranteed performance SLAs (e.g. round trip and packet loss) on a par with MPLS. For the transport/ backbone part, Telekom relies on the unique cloud-agnostic WAN solution of a global cloud connectivity partner. Our service is equipped to meet the standards of even highly regulated connectivity areas (e.g. the Great Firewall in China).

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