

Cloud Services Connectivity

 **SPARKLE** | IP&DATA
PLATFORM

 **SPARKLE** | CLOUD & DATA CENTER
PLATFORM

 **SPARKLE** | CORPORATE
PLATFORM

 **SPARKLE** | MOBILE
PLATFORM

 **SPARKLE** | VOICE
PLATFORM

 **SPARKLE**

Sparkle Overview

- **A LEADING GLOBAL OPERATOR** with an unparalleled experience and know-how in a multiplicity of diverse markets, Sparkle, with its IP&Data, Cloud & Data Center, Corporate, Mobile and Voice Platforms, actively takes part in the development of worldwide communications, providing the best global connectivity solution to Fixed and Mobile Carriers, ISPs, OTTs, Media & Content Players, Application Service Providers and Multinational Corporations, before they know they need it
- **Wholly owned subsidiary of TIM Group** created in 2003 with the objective of developing the international wholesale and the retail multinational corporate businesses, as well as of **supporting** TIM Group business units for the provisioning of International Service

Company Data

Headcount

753

Countries of presence

37

Network coverage

PoPs 122

PoPs via partners

> 1,000

Key figures

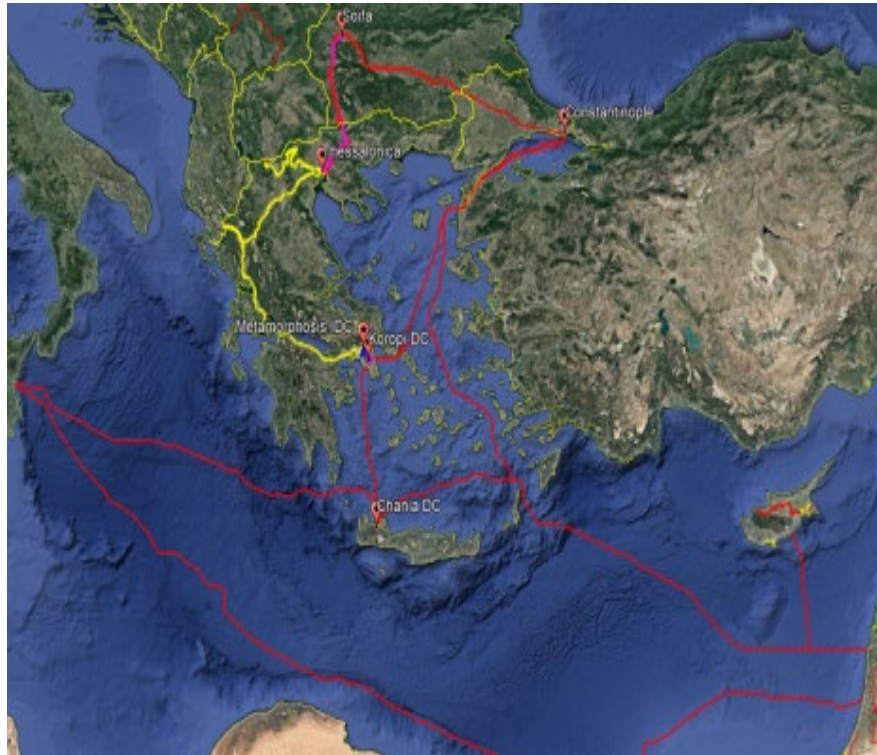
Voice Traffic

14.5 Bn minutes

Revenues

1.4 Bn €

Greece Network and DCs

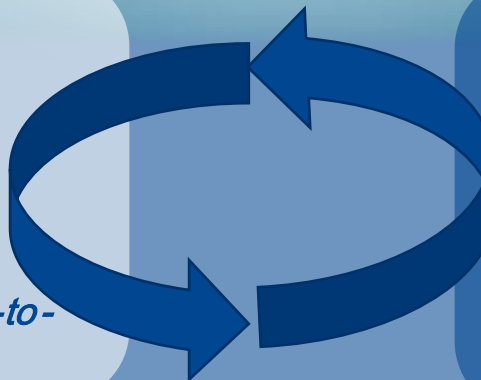


Cooperation & Partnership



PARTNER

- Full customer management
- Meet Customer needs
- Revenue increase, Lower time-to-market



SPARKLE

- In-house development & customization capabilities, leading to cost effectiveness
- Solid business processes throughout the value chain, constantly updated with best practices
- Wide portfolio covering all customer segments

Cloud & Data Center Solutions

Data Center

*6 DC Hubs
Worldwide Located*

Colocation

*Best Technology in
the Market*

Power

*Everything you need to
be connected*

Cabling

*360° Data Center
Support*

**Colo
Professional
Services**

***A modern DC born
to offer Telco and MNC's
services***

With



***Int'l Global
Network
Inside***

Cloud

IaaS

Scalable and Flexible

Security

*“Best of Breed” Strong
Authentication Service*

**Online
Marketplace**

*Self-Management white
label marketplace and
Advanced SaaS*

DaaS

*High business agility and
continuity*

Cloud Storage

*Secure, Robust and
Scalable*

***An innovative and wide
service portfolio***

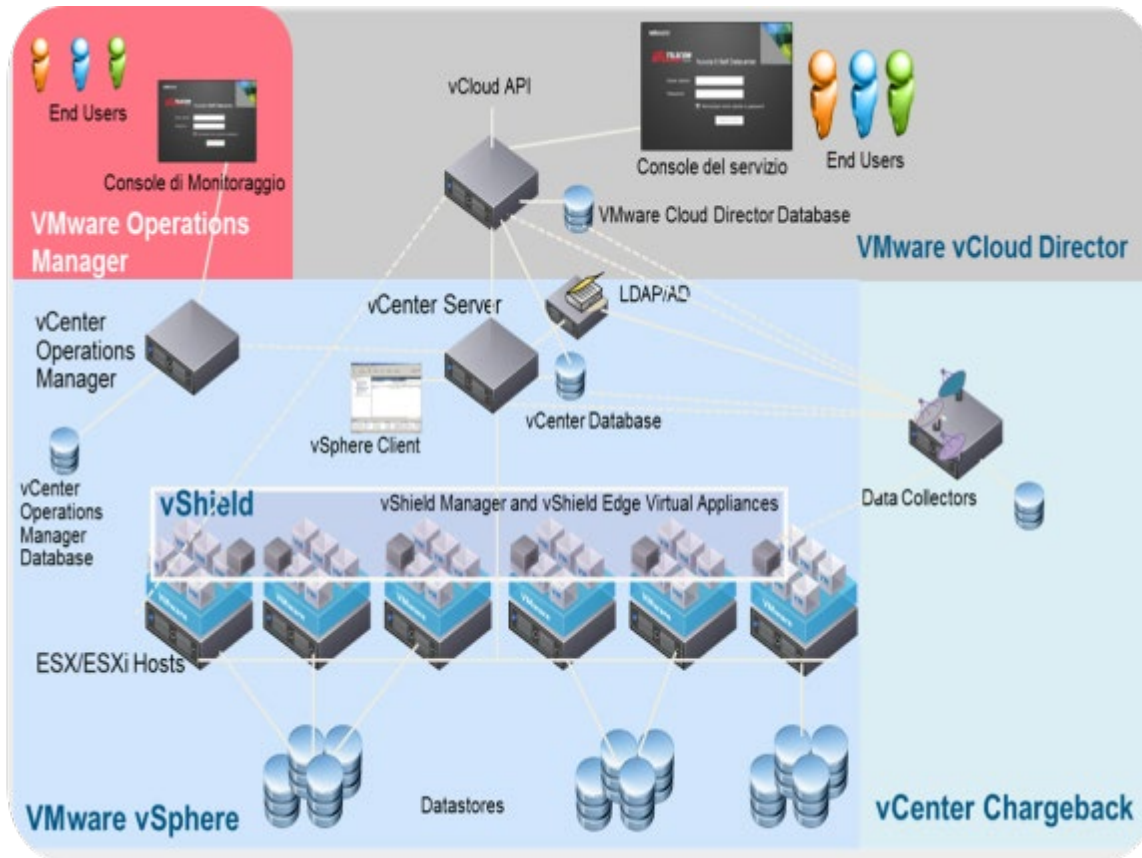
...and a unique Set of Cloud/Data Centers and Network Infrastructure

Colo and Hosting capabilities, completely
*integrated with Sparkle's network services
worldwide*

Regional Data Centers in Italy, Greece and Turkey
that leverage on Sparkle's unique protected terrestrial
and submarine network to Europe

IaaS Solutions - Self Data Center (SDC)

- SDC service is based on VMware vCloud Director and other components of VMware Cloud Infrastructure Management (vSphere, vCloud Director, vShield, vCenter Chargeback e vCenter Operation, ongoing deployment NSX-V).*



*Sparkle **Self Data Center** delivers cloud computing for existing datacenters by pooling virtual infrastructure resources and delivering them to users as catalog-based services.*

NEW Solutions!



- ✓ Infrastructure Services for **SAP HANA** are deployed in TI Sparkle DCs with Collaboration with a **SAP Certified hardware vendor** such as **IBM**.
- ✓ SAP HANA Infrastructure is provided via a **monthly subscription**.
- ✓ Customers bring their on-premise SAP HANA licenses which will be deployed on their SAP HANA Infrastructure Services. It automatically provides the provisioning of SAP HANA software.

POWERED BY

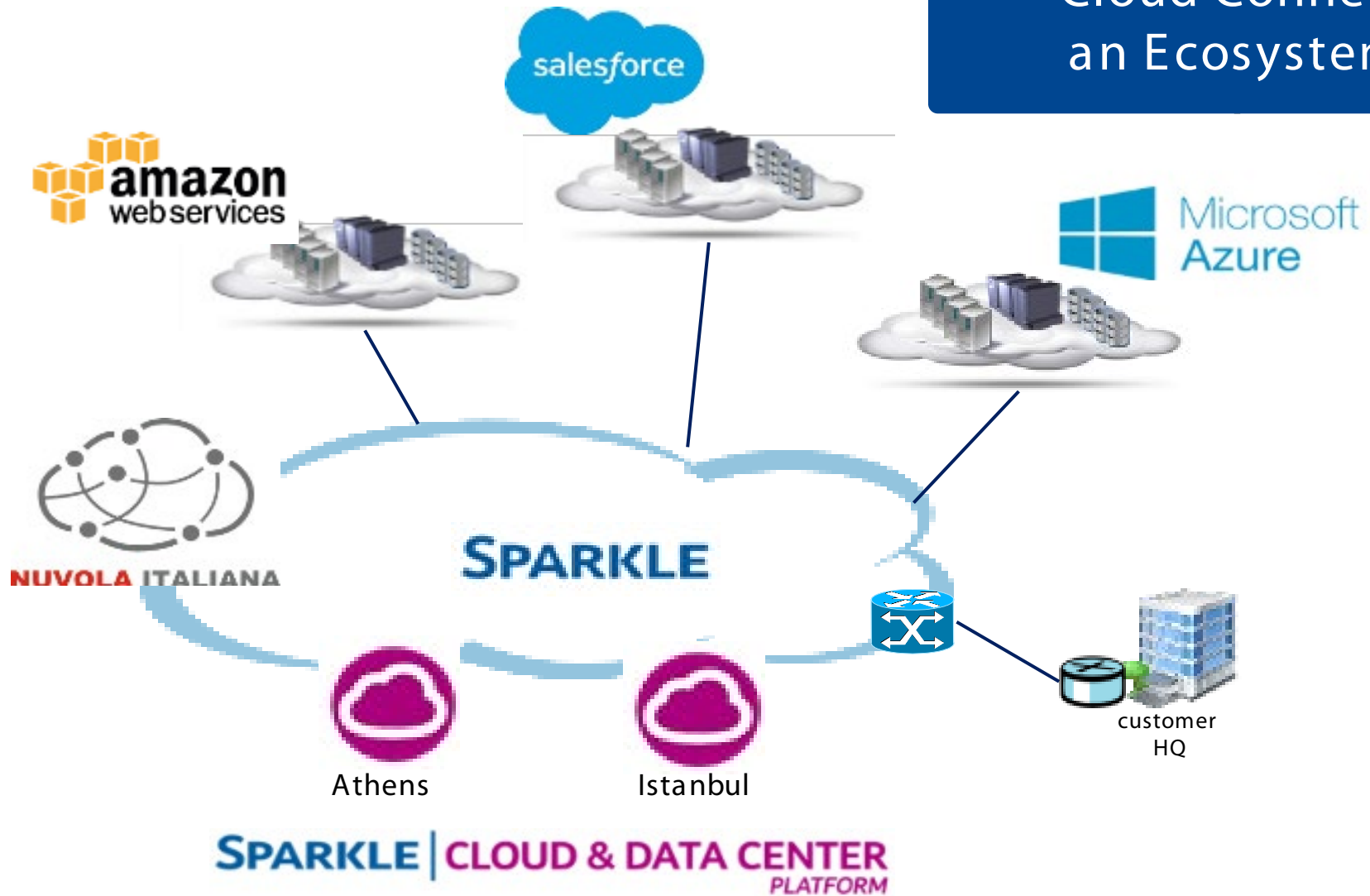
Zerto

DRaaS

- ✓ Better Odds of Success by eliminating the need of strong DR competencies and focusing on core business
- ✓ Server and Storage Motion
- ✓ Reduced Recovery Time
- ✓ Cost Reduction
- ✓ Ease of Management
- ✓ Remarkably Effective
- ✓ Scalability
- ✓ Application environment Recovery
- ✓ Granularity (VM-level protection)
- ✓ Hardware-agnostic



Cloud Connect an Ecosystem



Cloud Connect - THE OFFER



WHAT IT IS

- **Cloud Connect** extends Customer's network into the cloud capabilities of the most important Cloud Providers using a dedicated private connection.
- With **Cloud Connect** the Customer can establish private connectivity to multi-player cloud services, such as Microsoft and AWS

NEEDS TO SATISFY

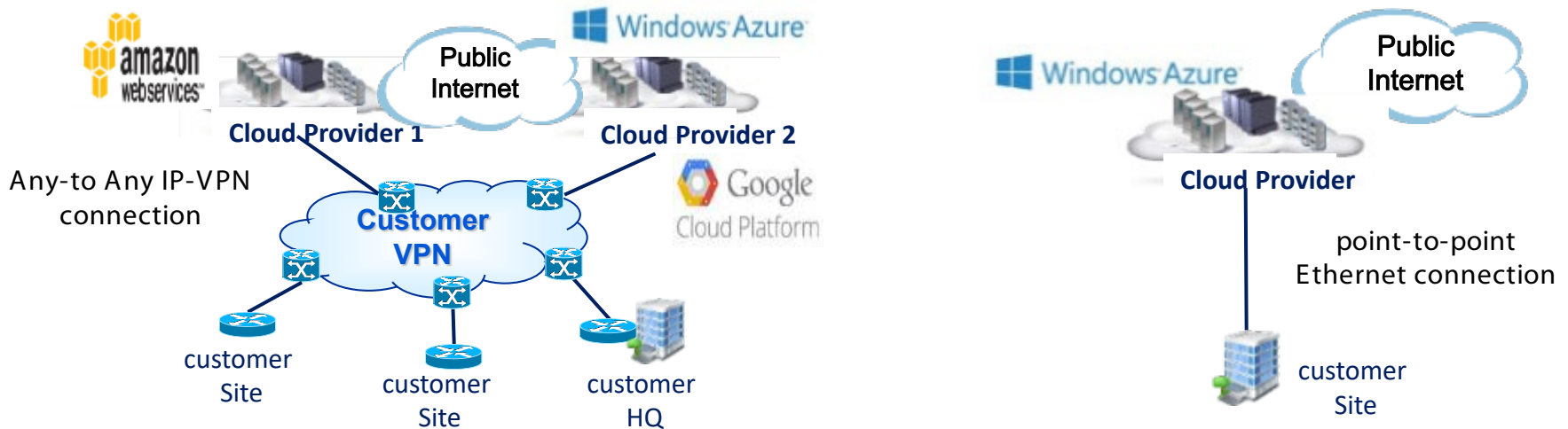
- **Cloud Connect** offers more **reliability**, **higher speed**, **lower latencies**, and **higher security** than typical connections over the Internet, providing a more consistent network experience than Internet-based connections.

WHO NEEDS CLOUD CONNECT?

- Domestic Carriers who want to extend their reachability/offer to the main Cloud Providers
- Corporates who would like to enjoy a direct connection with their cloud installations

HOW






- Connectivity can be based on IP VPN or a point-to-point Ethernet link
- Connectivity can be managed or unmanaged



Cloud Connect - Cloud providers and destinations

Cloud Connect is based on direct interconnections (50Mb – 1G) with Cloud Providers (CP) in the most important areas throughout the world.



Cloud Providers	Cloud Region	Status
	EU West 1 (Ireland)	Ready
	EU Central (Frankfurt)	Ready
	US East1 (Ashburn)	Ready
	AP Southeast (Singapore)	On request
	West Europe (Amsterdam)	Ready
	East US (Ashburn)	Ready
	Southeast Asia (Singapore)	On request
	Frankfurt	On request
	London, Frankfurt, Amsterdam	On request
	Amsterdam, Ashburn, Singapore	On request

Cloud Connect - Benefits

Cloud Connect offers important benefits in terms of performances and geographic reach:

- Opportunity to reach, quickly and easily, the Cloud Providers already interconnected
- Reliability, guaranteed bandwidth, low latencies, and high security
- Customer retains full control of its negotiations with Cloud Provider
- Bandwidth scalability
- Certainty of project economics (flat rate)



Thank You