Cloud Services Connectivity

SPARKLE | IP&DATA PLATFORM

SPARKLE | CLOUD & DATA CENTER PLATFORM

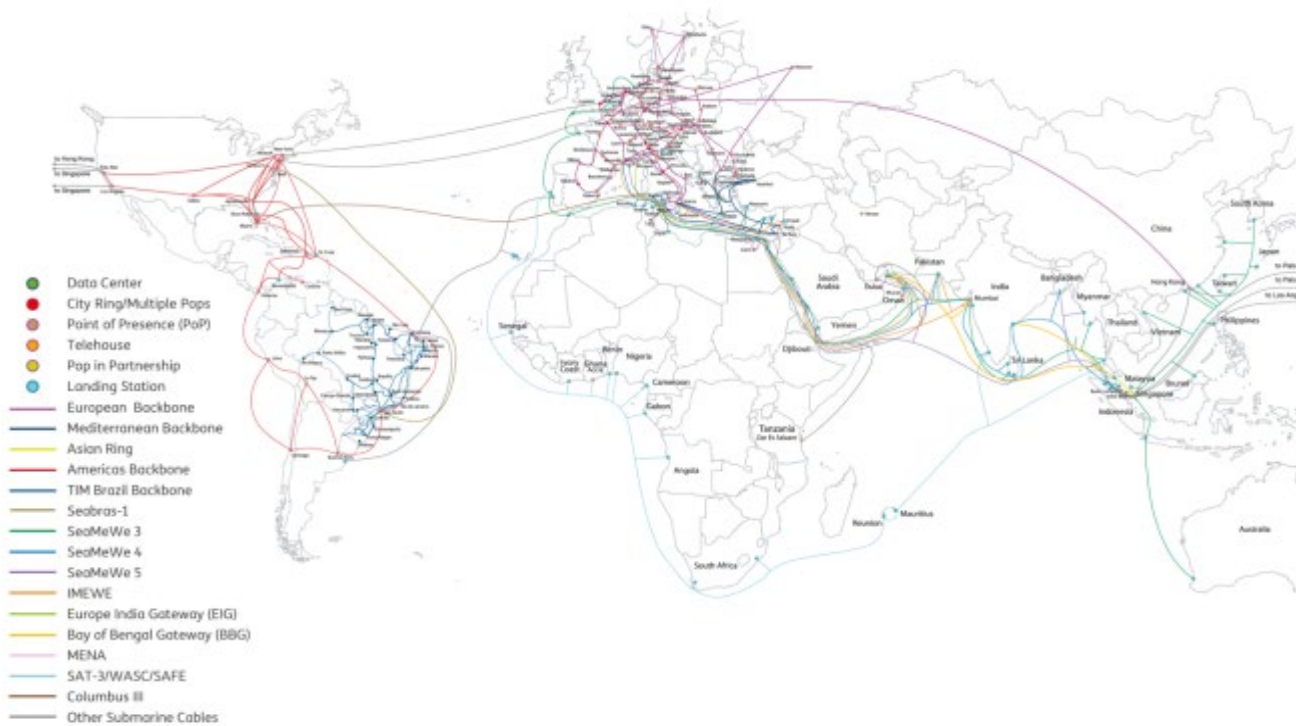SPARKLE | CORPORATE PLATFORM

SPARKLE | MOBILE PLATFORM

SPARKLE | VOICE PLATFORM

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Sparkle Global Network

Legend:
- Data Center
- City Ring/Multiple Pops
- Point of Presence (PoP)
- Telehouse
- Pop in Partnership
- Landing Station
- European Backbone
- Mediterranean Backbone
- Asian Ring
- Americas Backbone
- TIM Brazil Backbone
- Seabras-1
- SeaMeWe 3
- SeaMeWe 4
- SeaMeWe 5
- IMEWE
- Europe India Gateway (EIG)
- Bay of Bengal Gateway (BBG)
- MENA
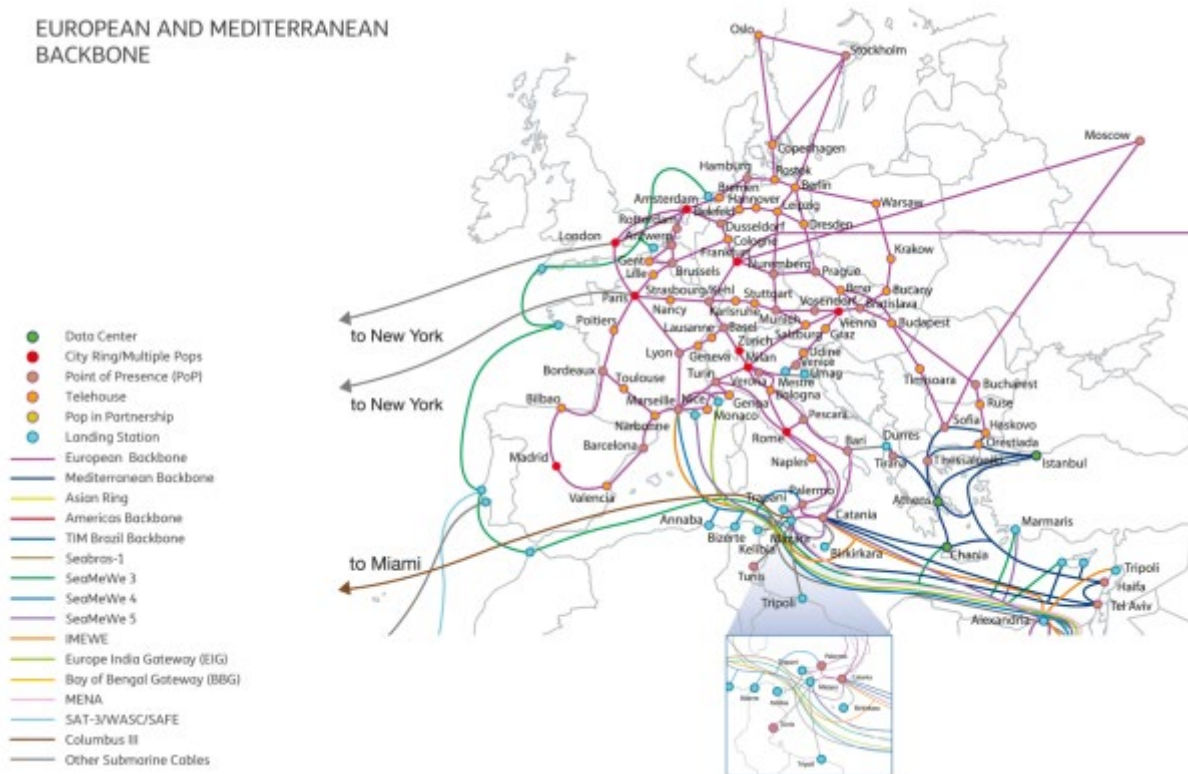- SAT-3/WASC/SAFE
- Columbus III
- Other Submarine Cables

GLOBAL CAPABILITIES

- ▸ 74 cities in 37 countries
- ▸ 122 PoPs
- ▸ >1,000 PoPs through partners
- ▸ 45,000 km/fibre PEB
- ▸ 36,000 km LAN
- ▸ 10,800 km MED
- ▸ 14,000 km/fibre Italian network
- ▸ over 450,000 km submarine cables

Focus on Key Regional Backbones: Europe & Mediterranean

EUROPEAN AND MEDITERRANEAN BACKBONE

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- Increased network capillarity in Europe

- Unique protection from Istanbul to Europe through terrestrial and submarine networks

- New diversified and protected backbone links in the Balkans that represent an alternative route to connect Europe to Africa, Middle and Far East

- New POP in Moscow for the offering of Corporate services

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Greece Network and DCs

Cooperation & Partnership

PARTNER

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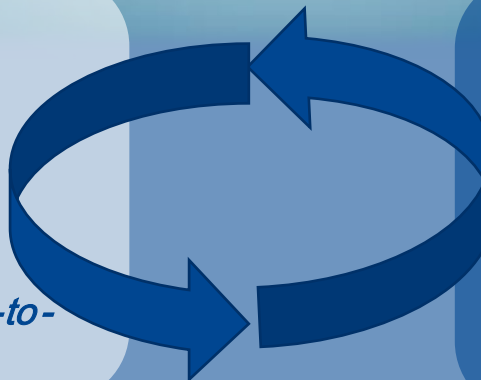- *Revenue increase, Lower time-to-market*

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- *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*

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Cloud & Data Center Solutions

Data Center

6 DC Hubs Worldwide Located

Best Technology in the Market

Everything you need to be connected

360° Data Center Support

Colocation
Power
Cabling
Colo Professional Services

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

With

Int'l Global Network Inside

Cloud

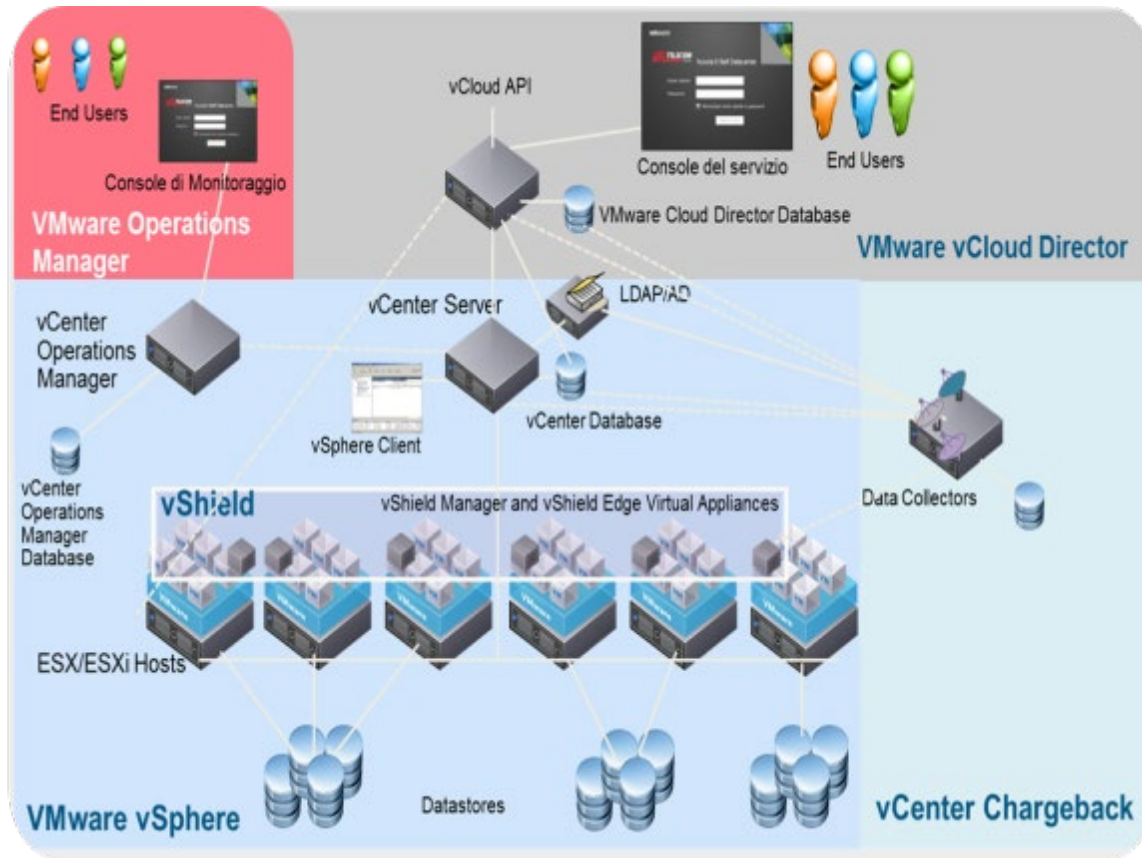| IaaS	Scalable and Flexible
Security	"Best of Breed" Strong Authentication Service
Online Marketplace	Self-Management white label marketplace and Advanced SaaS
DraaS	High business agility and continuity
Cloud Storage	Secure, Robust and Scalable

An innovative and wide service portfolio

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

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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 evCenter Operation, on-going 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!

POWERED BY Zertø 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**

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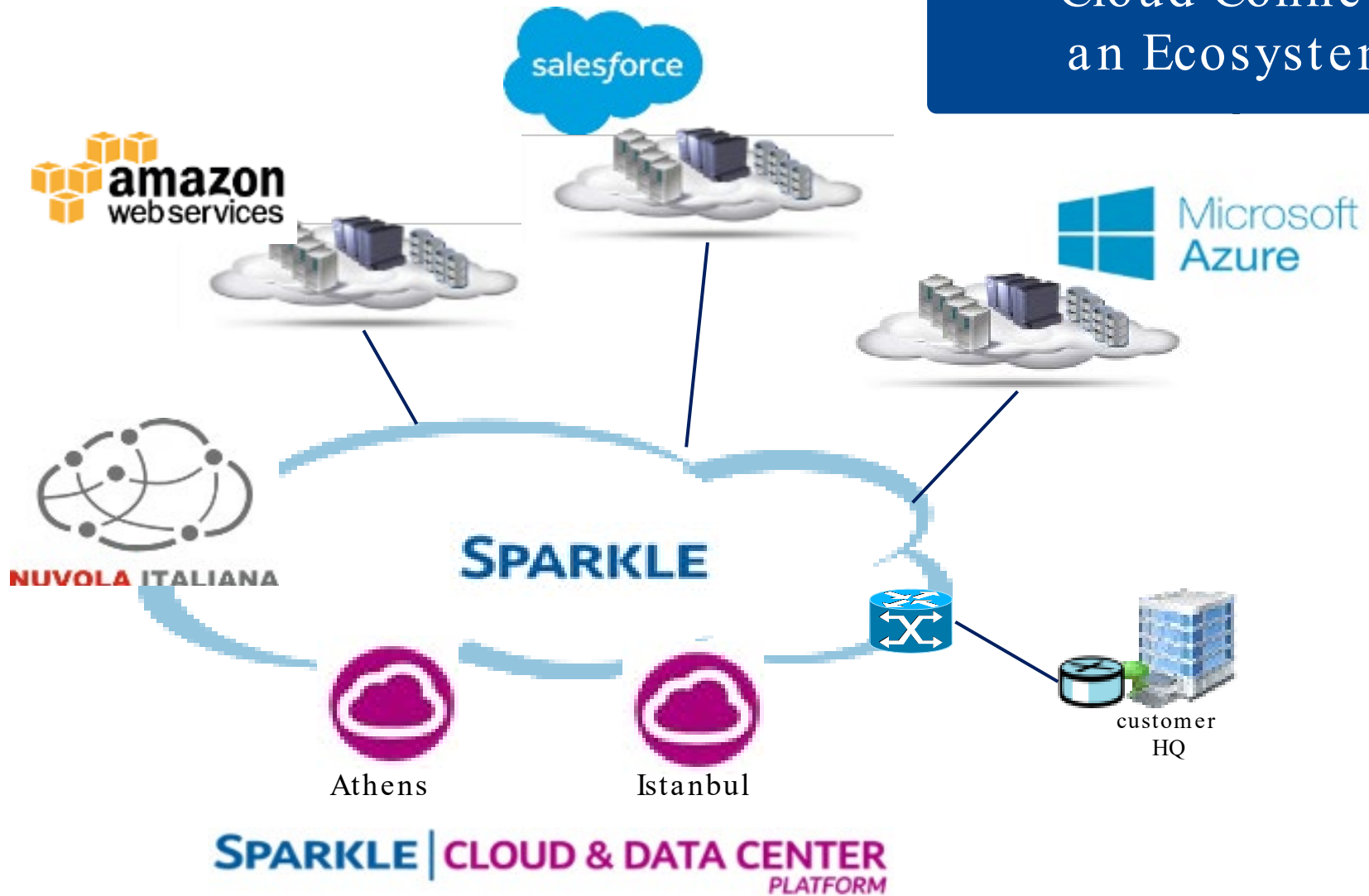
- ✓ Infrastructure Services for **SAP HANA** are deployed in TI Sparkle DCs with Collaboration with a **SAP Certified hardware vendor** such as **IBM.**
- ✓ SAP HANA Infrastructure is provided via a **monthly subscription** .
- ✓ Customers bring their on-premise SAP HANA licenses which will be deployed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

GRIX

- ✓ **Sparkle reseller of Greek Internet Exchange (GR -IX).** Exchange traffic and interconnect with all internet players in Greece.
- ✓ *Buy GR-IX ports directly in the three Data Centers (Metamorphosis, Koropi, Chania) .*
- ✓ *New Option: GRIX port + Connectivity from your premises to Sparkle's DCs*
  - ✓ *Protected*
  - ✓ *Guaranteed*
  - ✓ *One-Stop shop*

Cloud Connect an Ecosystem

salesforce

amazon webservices

Microsoft Azure

NUVOLA ITALIANA

SPARKLE

Athens   Istanbul

customer HQ

SPARKLE | CLOUD & DATA CENTER PLATFORM

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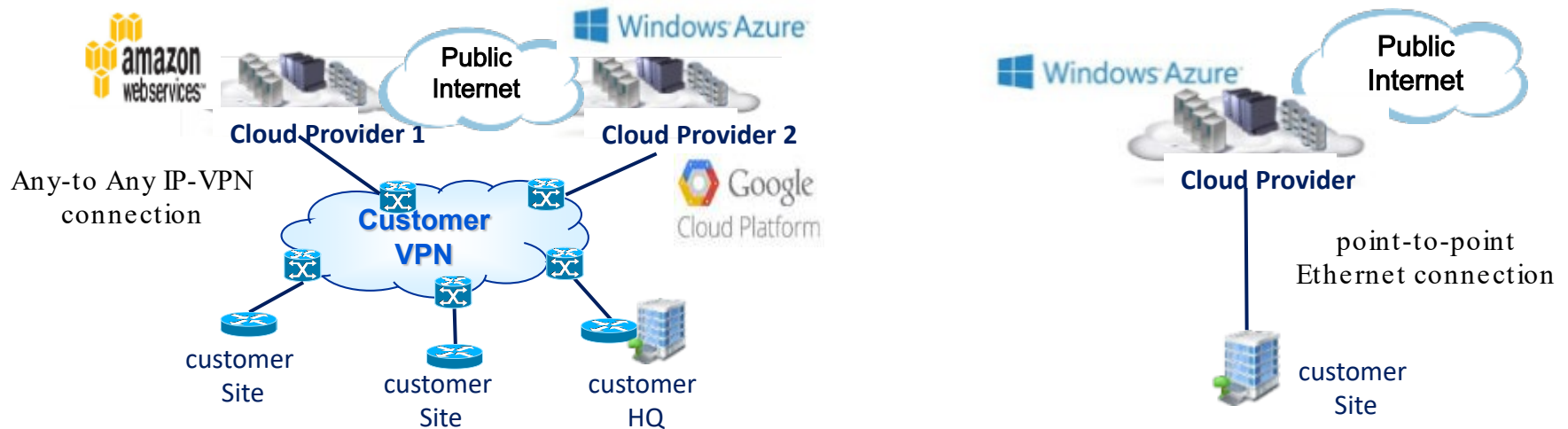
NEEDS TO SATISFY
- **Cloud Connect** offers more **reliability**, **higher speed**, **lower latencies**, and **higher security** than typical connections over the Internet, providing a more consistent network experience than Internet-based connections.

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

Any-to Any IP-VPN connection

Cloud Provider 1

Cloud Provider 2

Customer VPN

Public Internet

customer Site

customer Site

customer HQ

Cloud Provider

point-to-point Ethernet connection

Public Internet

customer Site

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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)

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Thank You

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