

# German telco boosts margins with Telsis solution

Telecom Italia subsidiary, HanseNet, has strengthened its margins by adopting a Telsis-developed solution to control its existing Italtel switches.

The deployment of the Telsis technology has enabled HanseNet to route calls direct to other carriers and end its reliance on Germany's incumbent operator Deutsche Telekom. The savings mean the Telsis solution will rapidly pay for itself and provide a significant boost to HanseNet's profits. In addition, the enhanced IN capability provided by the Telsis solution gives HanseNet the ability to launch new types of revenue-generating services.

Formed in 1998 as a regional operator delivering services to businesses in the greater Hamburg area, HanseNet has grown rapidly under Telecom Italia's ownership, extending its geographical reach to more than 60 German cities and expanding its portfolio to include broadband services under the Alice brand, as well as a wide range of advanced voice products and services. The operator has been a Telsis customer since 2000, deploying a range of IN platforms including switches, controllers and interactive voice response systems.

The latest deal saw the installation of a Telsis Ocean fastSCP IN service control point and a fastTC protocol converter

that together enable HanseNet to control its existing Italtel switches via the INAP signalling protocol. "Telsis understands the German telecommunications scene better than most other vendors and over the seven years we have worked together has earned our respect for its technical skills and its readiness to support our sometimes very rapid growth," says Oliver Schnau, head of network operations at HanseNet. "The INAP solution cuts our costs and provides us with a platform for even further growth."

This project with HanseNet has further demonstrated Telsis' unrivalled expertise in interworking with a variety of different vendors' equipment for Intelligent Network control. A number of network operators are already using Telsis systems to provide INAP control of switches from other vendors, including Alcatel, Ericsson, Nokia and Siemens.

An added benefit is that the applications running on the fastSCP offer a consistent service even if calls are handled by different switch types. This capability is particularly helpful when a merger or acquisition results in a carrier having to operate a multi-vendor network.



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