

# Telsis Voice Solution Delivers New Revenues, Lower Costs and IMS Integration for German Telco

Germany's M-net has become the latest regional telco to open up new income streams, cut operational costs and ready itself for IMS by deploying a voice infrastructure solution from Telsis.

The Bavarian operator has followed other regional German players including HanseNet, NetCologne and EWE TEL by choosing Telsis IN platforms, bringing new flexibility, robustness and services to its 185,000 business and domestic customers.

The Telsis solution has immediately given M-net centralised control over its existing TDM and IP switches and will enable full interworking between the two domains as a phased migration programme continues. It has also provided a platform for centralised development, hosting and control of advanced voice services, the first of which – a voicemail to e-mail application – has already been successfully launched.

Meanwhile, the Telsis solution's powerful programmable routing abilities enable M-net to end out of area transit charges, setting the operator on course for a rapid return on investment. In addition, M-net customers can now provision their own services profile through a dedicated Web portal supported by the Telsis solution.

"We have achieved multiple wins in one move with this deployment," says M-net's Thomas Iselt. "It has given us a platform on which we can realise our phased IMS strategy, it right now lets us build revenue through new services, and it has cut opex in two ways: by ending transit payments to the incumbent here in Germany and by delivering much more cost-effective centralised control of our network resources. Our customers also win with Web-based control over new services that make it easier to run their businesses and their private lives."

M-net Telekommunikations is headquartered in Munich and owned by a consortium of local power suppliers and public utility companies. It provides voice and Internet services to customers in the state of Bavaria and the metropolitan area of Ulm reported a turnover in 2007 of 170 million Euros.



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