

Business VPN

your adaptive IP infrastructure



At Telkom Kenya, we believe it's the people who make a company successful. However large or widespread your organisation, your people should be able to interact with each other as easily, from any part of Kenya, as they do from across the office.
No matter how complex your organisation, we keep your communications simple.



true partnership...

"Our relationship is not a typical supplier-customer relationship. We're more like a team. Working with Orange Business Services has been an extremely positive experience.

"Roman Scarabot-Muller,
Global IT Infrastructure Manager



you've got needs...

Is your business growing faster than you anticipated?

Are you seeing rapidly increasing information flows?

Are you thinking of turning to new convergence solutions to increase productivity?

There are many issues that global enterprises face, particularly those that affect your communications and business applications:

Performance:

Accelerating and facilitating your information flows with a high performing network solution that uses industry-leading technology and offers strong service quality commitments.

Flexibility:

You want to hand-pick the services and create the infrastructure that exactly compliments the way you do business.

Security:

End-to-end control of tamper-proof information and business communications is essential.

Innovation:

You'd like access to the market's most innovative services and the latest convergence services, but you don't want to be preoccupied with technology.

...we've got answers

Business VPN gives you total flexibility: Intranet, voice or video and collaborative tools.

Regardless of the size of your company or how many sites you operate, you can pick and choose the services you want. You can also define a customized profile for each site to match the service quality commitments you need.

site customization

We created Business VPN based on our industry-leading MPLS* IP VPN service and gave it solution capabilities that can be adapted based to the type or location of your sites.

strategic sites:

best of breed class of services to prioritize your data and run voice and video on your IP VPN network.

hub sites:

up to 3 classes of services to ensure that your key applications are permanently up and running.

branch sites:

a simple IP connectivity solution to access VPN, at a minimum cost. Business VPN assures you of the best technological solutions available at each site, wherever your business is located in Kenya.



"We've been very impressed with the robustness of the network, and MPLS has allowed us to prioritize SAP over other applications and consolidate our SAP platform. That has cut operating expenses and boosted performance."

Denis Grandinot
Head of IT Global Operations & Technology
Italcementi

*Multiprotocol Label Switching



application performance

Take advantage of services built right into the network to improve application availability and response times.

bandwidth performance:

Help your infrastructure and application environment run efficiently and harmoniously. With Business VPN you can decide to allocate bandwidth based on your business priorities and implement policies that globally govern your application traffic.

continuity solutions:

We realize that your business depends on your applications. Their availability and functionality is increasingly critical by the day. Backup options can be implemented to ensure business continuity.

We provide expert technical support, operational support, monitoring and management. Our experts are on-hand to provide vital information to ensure your applications perform to your expectations.

end-user solutions

Business VPN is the robust and flexible platform upon which we build end-user solutions.

security:

Business VPN is operated on MPLS, a network totally inaccessible from the Internet. MPLS based VPN security is equivalent to Layer 2 network such as Frame Relay and ATM.

convergence:

The economic case for converged voice and data is strong. If your sites are spread across the country, combining your voice, data and video will help optimize your total cost of ownership. With adaptive service types and class-of-service capabilities enabling voice over IP solution.

To ensure you get the exact design that best meets your needs, our team helps you to accurately identify your users' requirements. To ensure that it's installed on time and on budget, we project manage the implementation to your satisfaction.

Barclays case study

Barclays has operated in Kenya for more than 90 years. Financial strength coupled with extensive local and international resources have positioned Barclays Kenya as a foremost provider of financial services. In addition, Barclays customers benefit from a national network of more than 117 branches and 234 ATMs.

Providing best-in-class services are a key strategy towards Barclays goal of maintaining its position as the top retail and commercial bank in the region.

In terms of communications, Barclays has been looking for converged services that both enhance the customer experience and improve operational excellence.

the Orange Business Services solution

Barclays approached Orange Business Services, who proposed the MPLS IP-VPN of which it has implemented at 57 Barclays sites. This has given Barclays access to business-critical applications with guaranteed availability and quality of service. Going forward, the MPLS solution will be rolled out to the rest of Barclay's sites so as to provide a uniform service.

Atul Bhatnagar

Chief Operating Officer

Raiffeisen International case study

profiting from a better network

Raiffeisen International, operator of one of the largest banking networks in Central and Eastern Europe, struggled with a consortium of disparate networks and applications across their 3,000+ business outlets.

the Orange Business Services solution

To help Raiffeisen remain competitive in the fast moving banking industry, Orange Business Services proposed an upgraded network infrastructure with centralized applications. The flexible, yet secure, high performance MPLS IP VPN gives all of Raiffeisen's subsidiaries access to business critical applications with guaranteed availability.

The dependable network, improved application performance and proactive, around-the-clock network monitoring have enhanced the banking conglomerate's ability to do business globally with lower costs and enhanced IT control. But that's not all. Raiffeisen also benefits from easier management with simplified points of contact from Orange Business Services.

"We needed to find a single provider that could offer coverage throughout the whole of our region so that we could have a single contract... and a single point of contact – that's why we chose Orange Business Services."

Felix Buschina

Head of IT Infrastructure & Information Security, Raiffeisen International



results

- competitive advantage for subsidiaries
- higher performance
- lower costs
- better IT control
- easier management



why Orange Business Services?

With over 314,000 managed VPN connections worldwide, Orange Business Services guarantees you an excellent and unequalled experience.

end-to-end assistance:

We'll help you choose your network solution and assist you every step of the way. From design to operation and maintenance to future upgrades.

unmatched innovation:

Orange Labs, our worldwide innovation network with 5,000 participants on four continents, is constantly working to guarantee the quality of our network and to ensure that you benefit from today's latest technological advances.

standardized infrastructure:

Because of our consistent service and standardized processes in more than 220 countries, you benefit from the same service wherever you do business.

investment protection:

We give you the flexibility to incorporate legacy technologies and equipment where necessary so you can protect past investments.



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