



OVERVIEW

Colt aims to be the leader in enabling customers' digital transformation through agile and on-demand, high bandwidth solutions. The Colt IQ Network connects 900+ data centers across Europe, Asia and North America's largest business hubs, with over 27,500 on net buildings and growing.

Colt has built its reputation on putting customers first. Customers include data intensive organizations spanning 212 cities in 32 countries with stringent requirements around speed and availability. Colt is a recognized innovator and pioneer in Software Defined Networks (SDN) and Network Function Virtualization (NFV). Privately owned, Colt is one of the most financially sound companies in its industry and able to provide the best customer experience at a competitive price. For more information, please visit www.colt.net.



KEY FEATURE AND DIFFERENTIATORS

- Colt was founded in 1992 as City of London Telecom, Colt for short, and has grown from working with local financial organizations with stringent requirements around speed and latency, into a company that provides high bandwidth services for enterprises and wholesale customers in Europe, Asia and North America's largest business hubs.
- With a global reach but a deep local presence, Colt is big enough to deliver and small enough to care. It enables the digital transformation of businesses through its intelligent, purpose-built cloud-integrated network, known as the Colt IQ Network.
- Colt owns its fiber network end-to-end, from building to building, operating with automated processes and committed service levels. This means Colt doesn't



LOCATIONS

London, UK

Channel managers are remote in the US

Colt's global network services are delivered on a highly available and secure network that spans 4 continents, 32 countries, 212 cities and 52 major metropolitan area networks.

Colt has 52 offices in 15 EU Countries and 7 Non EU (AT, BE, DK, FR, DE, IE, IT, LUX, NL, PT, RO, ES, SE, CH, UK, US & Asia)



SERVICE OFFERINGS

TELECOM

Colt IP Access is a high speed business internet access service, supported by its award-winning global network fully owned and managed by Colt. And it comes with a suite of add-ons to keep up with the growing demands of digital business processes.

Colt voice services portfolio includes outbound voice services to connect to enterprises' PBXs – either traditional ISDN services or Voice over IP SIP Trunking – as well as inbound voice services (e.g. 0800 Freephone) that include value added customer contact center services.

DATA

Colt offers a holistic approach to managed security services, with product offerings at the various vulnerability touchpoints as effective cybersecurity relies on multiple layers of defense at both the edge and core of the network and along

depend on external partners for service quality

- Colt offers a one-stop shop for network and voice services. It delivers a harmonized service portfolio, with a consistently excellent customer experience maintained across every country and service.
- Colt counts 21 of the top 25 global telecoms companies among its customers and 18 of the top 25 diversified financial groups choose Colt as a network provider



IDEAL CUSTOMER PROFILE

Mid-market organizations in information-intensive industries across cities in Europe, Asia and North America with between 500 – 10,000 employees across all industry verticals. Clients could either have locations in Europe and Asia they need serviced, or simply connecting to their Data Centers around the globe.



CUSTOMER TESTIMONIALS

“We trusted Colt to be the best option to provide and manage our European IP VPN network: we had immediate responses to our concerns and were offered more local support and collaboration than other providers.” Covetrus



QUALIFYING QUESTIONS

1. Is the rapid adoption of cloud applications putting strain on the network?
2. How do you plan for future increases in bandwidth capacity?
3. Are you struggling to manage locations and needs outside of the US?
4. How could network flexibility help your business?
5. Is the network seen as an enabler of digital transformation?
6. How secure is your connection between your branch offices and to the cloud?

the network path. Colt's cybersecurity services includes Managed firewall, DDoS Protection and Network encryption.

CLOUD

With Colt Dedicated Cloud Access, you can establish a fast, secure and flexible connectivity from your data center, office or colocation environment to your cloud platform (AWS, AZURE, Google, IBM, etc). This can reduce your network costs, increase bandwidth throughput, and provide a more consistent network experience than Internet-based connections. Moreover with Colt On Demand capability, Colt has heavily invested to provide a leading 'real-time' and 'pay per use' telecom service that matches the benefits of the IT Cloud providing the first all-in-one cloud experience end to end.

INTERNATIONAL

Colt's award-winning, global ethernet services give you the ability to seamlessly interconnect your business sites, head office or datacenter globally. Colt's comprehensive portfolio provides a point-to-point managed Ethernet Line service, ethernet Hub and Spoke wan services, business Ethernet VPN and even dedicated infrastructure with Private Ethernet. Our managed ethernet services are fast to deploy, cost effective, and ultra-fast at speeds from 10Mbps to 100Gbps. With the Colt Ethernet services, you only rely on one partner and a single Service Level Agreement with 24/7 proactive management and performance monitoring.

SDWAN

Colt is leveraging an intelligent SD WAN as a service platform to manage which data goes over the internet versus which data stays on private networks. The end result is that a hybrid network is formed where non critical data is offloaded to a secured internet tunnel, freeing up MPLS bandwidth for your business critical data, efficiently increasing the total bandwidth to your branch sites.

7. Do you aim at reducing the number of voice services suppliers to support your international business in Europe and Asia?
8. To what extent do you take advantage of inbound call management automation to improve customer experience?



INDUSTRY RANKINGS

Colt's vision is to be the most customer oriented business in the industry, and its NPS score in Q2 2019 was 52 – which equals the highest NPS it has achieved as a business. Based on Satmetrix 'Telecommunications 2018 B2B Benchmark' this puts Colt firmly in industry leading territory.