

QSC Launches First Nationwide Open Access Platform and Wins City Net Operator HL Komm and 1&1 Internet As Partners

Cologne, August 25, 2010. Access to broadband internet connections and the ability to utilize them intelligently will be serving as a major driver for the future viability of the German economy. The growing demand for broadband is already everywhere to be seen today, and is going to increase rapidly in the years to come. This is the aim of the capital investments, often regional, in fiber optic infrastructures that extend right into the buildings. The better the network utilization factors, the faster these high capital outlays in Next Generation Access (NGA) will be able to be amortized.

The objective of Open Access is to raise these utilization factors. With Open Access, infrastructure providers open their networks for utilization by third parties, as well.

QSC AG, a mid-size telecommunications service provider with its own Next Generation Network, is now implementing the first Open Access platform; i.e. the first nationwide network, process and services hub for NGA providers and users. And the company has just won Leipzig-based HL komm Telekommunikations GmbH as its first partner and infrastructure provider. 1&1 Internet is the first user of the new Open Access Platform. The company will add NGA connections up to 100 Mbit/s to its product range early in 2011.

The crucial aspect in forging this partnership was QSC's long years of know-how as an NGA operator and experienced provider of Wholesale services - especially in connection with the implementation of consistent, automated business processes.

New QSC line of business

With this new service, QSC is broadening its Wholesale business to include a further, forward-looking line of business. "We view ourselves here as a network and services integrator for utilization of our NGN - independently of the connection technology in question and also independently of our own network," is the way QSC AG Chief Executive Officer Dr. Bernd Schlobohm explains this new line of business at QSC. "We're scoring points here first and foremost with the long years of services and process know-how that we enjoy as a Wholesaler."

A further advantage for QSC: The partnership with HL komm affords QSC access to both alternative network technologies as well as to territories the company not yet tapped into itself. The new contract with Leipzig-based HL komm Telekommunikations GmbH marks QSC's and 1&1's first step into this new marketplace.

HL komm Managing Director Werner Rapp cites the advantages of this partnership for his company: "With our decision to go with Open Access and to partner with QSC, we are achieving a significantly better network utilization factor, thus enhancing the cost-effectiveness of our network. The QSC platform offers us relatively easy access to any number of strong brands in both the residential and business customer markets."