

A photograph of two men standing in a city street. The man on the left is wearing a blue suit jacket over a white shirt and is talking on a mobile phone. The man on the right is wearing a dark jacket and has a beard. They are both smiling and looking towards the right. The background shows a multi-story building with balconies and windows.

TELEKOM CISCO POWERED SERVICES E2E SOLUTION FOR YOUR ICT INFRASTRUCTURE

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LIFE IS FOR SHARING.

AGENDA

1. MEGATRENDS IMPACT
2. OFFERING DESCRIPTION
3. VALUE PROPOSITION AND SCENARIOS
4. DIFERENTIATORS AND REFERENCES
5. SUMMARY



LIFE IS FOR SHARING.

MEGA TRENDS IMPACT

Digitization



Countries



Cities



Business

Internet of Everything



People



Processes



Data



Things

Fast IT

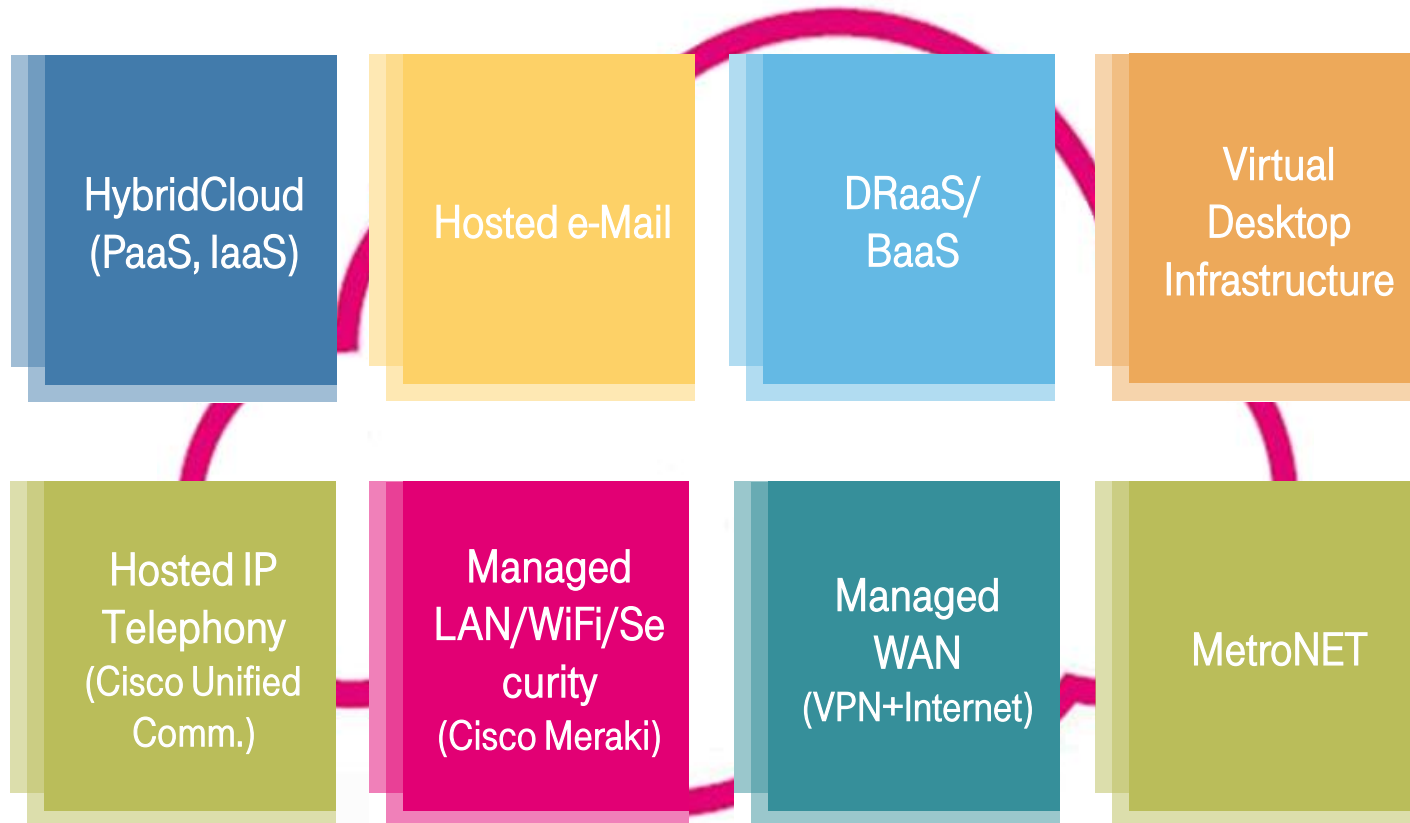


Pervasive Security



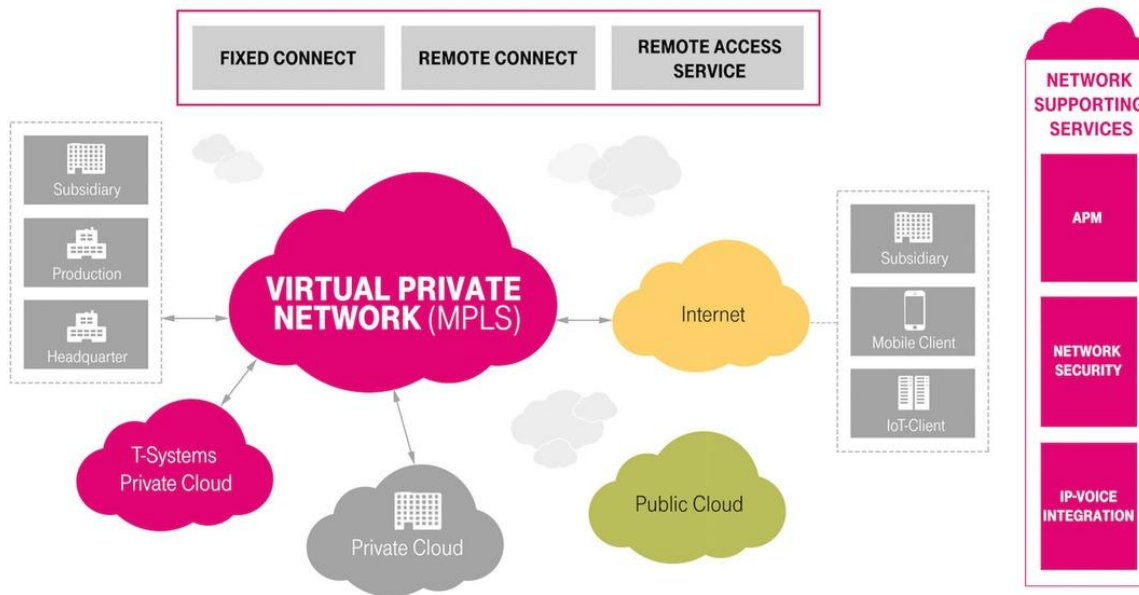
LIFE IS FOR SHARING.

WIDE PORTFOLIO OF MANAGED SERVICES



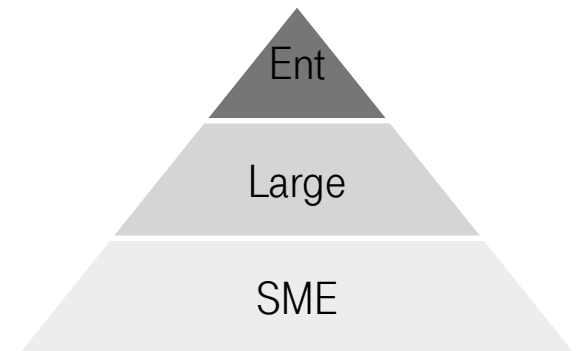
OFFERING DESCRIPTION – MANAGED MPLS VPN

MPLS VPN is a family of methods for using [multiprotocol label switching](#) (MPLS) to create [virtual private networks](#) (VPNs). Layer 2 and Layer 3 VPN with Cisco CPE managed device are part of MKT data service portfolio.



Ideal for:

- Financial institutions
- Insurance companies
- Governmental institutions



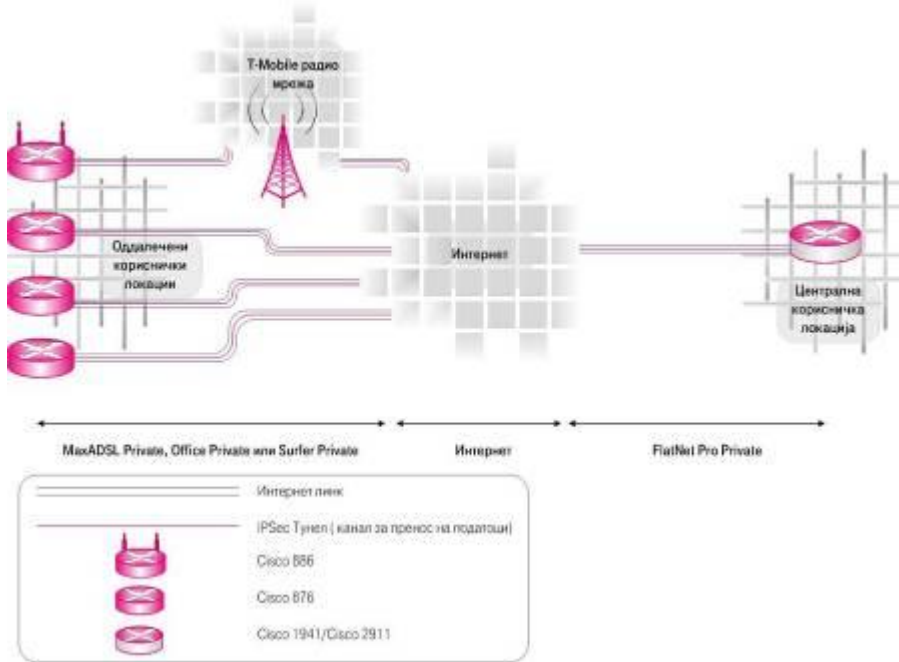
Enterprise class security

Custom SLA/ticketing system

Enabler for other ICT services

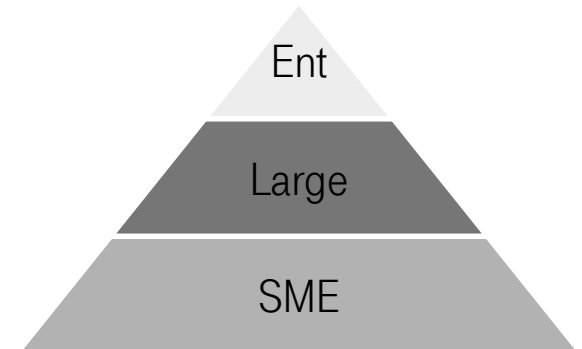
OFFERING DESCRIPTION – MANAGED INTERNET BASED VPN

Internet based VPN service that integrates DMVPN Cisco technology on Cisco ISR router fully managed by MKT.
Best on the market Internet based connectivity solution.



Ideal For:

- Retail
- Multisite Enterprise companies
- Multi site Public institutions



Reliable security

Standard SLA

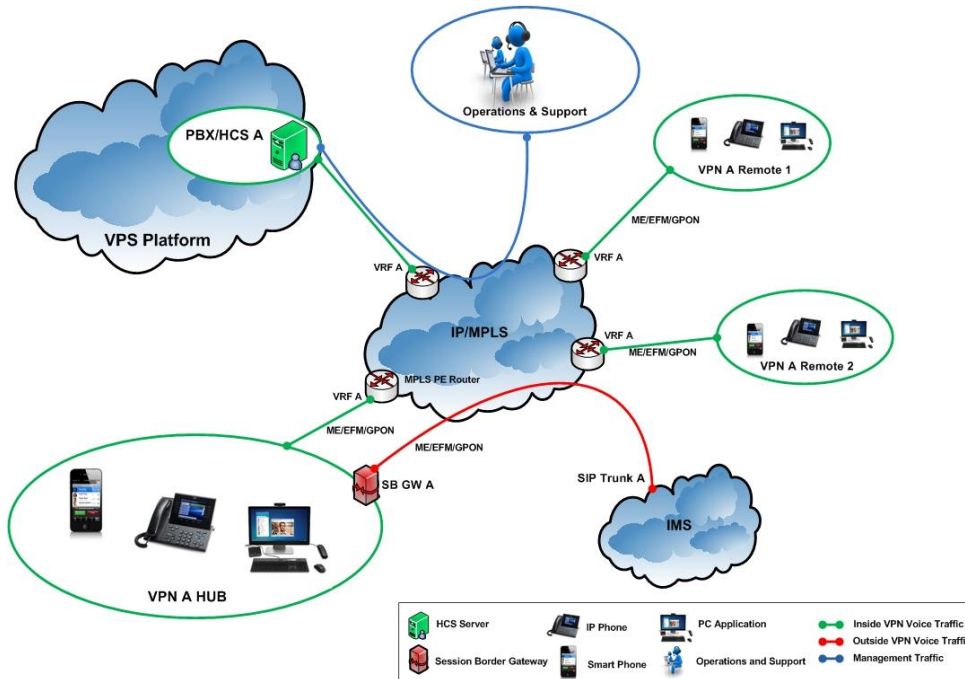
Cost effective



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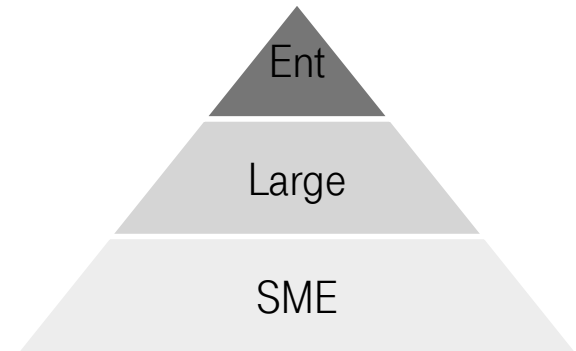
OFFERING DESCRIPTION –COLLABORATION AS A SERVICE

Cisco Call Manager IP telephony and Collaboration technology now available as a full service model.
Use best in class IP collaboration solution without any investment and no hidden costs!



Ideal for:

- Financial institutions
- Insurance companies
- Governmental institutions
- Foreign investments
- Large multisite companies



Fully integrated with MPLS VPN

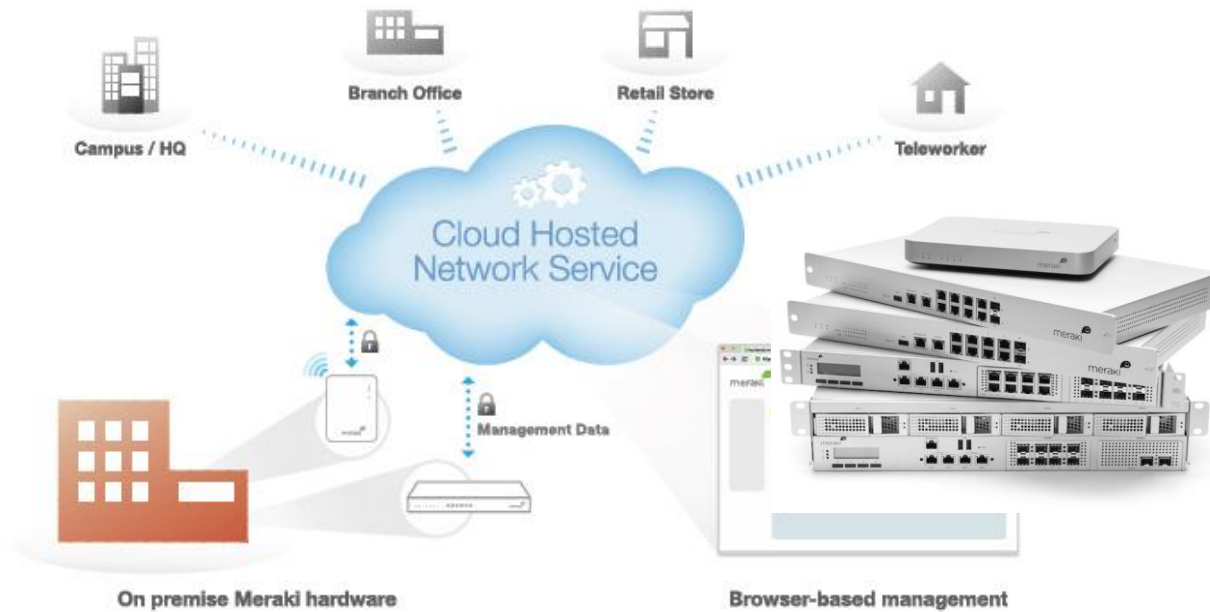
Custom SLA/ticketing system

Lower TCO

OFFERING DESCRIPTION –CLOUD MANAGED NETWORK - MERAKI

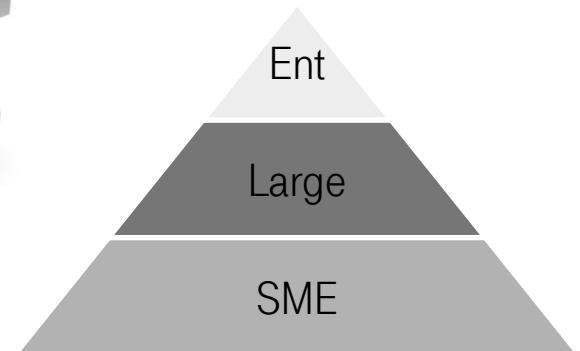
Cisco Meraki is the leader in cloud controlled WiFi, routing, and security. Secure and scalable, Cisco Meraki enterprise networks simply work.

Cisco Meraki is now available in service model through MKT Cloud Managed Network portfolio!



Ideal for:

- Financial institutions
- Governmental institutions
- Hospitality/Education
- Health



Simple and reliable

Standard SLA/ticketing system

Unified network with full visibility

OFFERING DESCRIPTION –DC AS A SERVICE/CLOUD

Computing power

- GHz CPU
- GB RAM

Storage

- Tier 1 (SSD)
- Tier 2 (SAS)
- Tier 3 (SATA)

License

- Operation System
- Database
- Application

Customer Portal

- Ticketing system
- Performance monitor
- vCloud Director



Network:

- Firewall
- Load Balancer

Professional services:

- vDC + VM Management
- Firewall Management
- OS + DB Management

Data and Internet services:

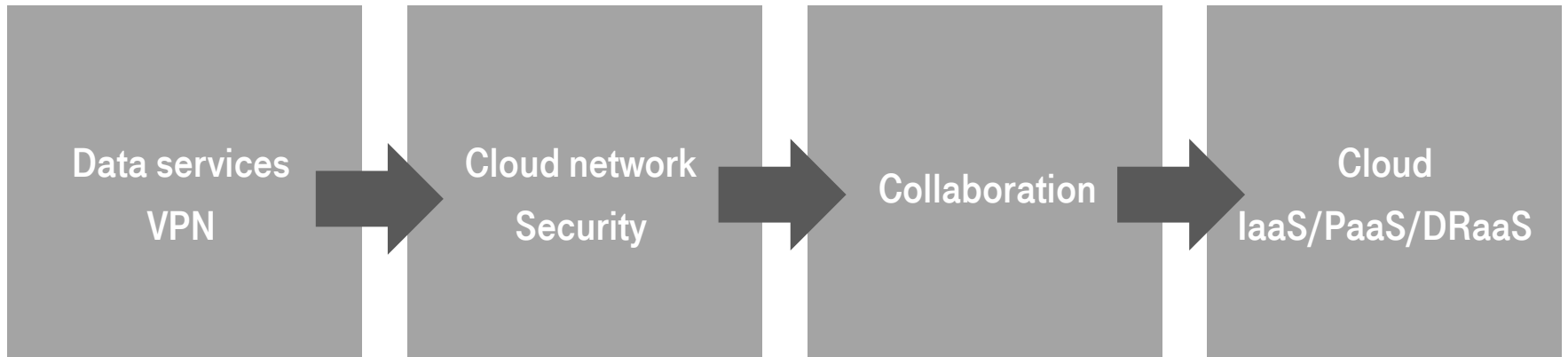
- Internet
- MPLS VPN
- Metro Ethernet

Data Storage and Backup:

- Standard Storage
- Dedicated Storage
- Backup

VALUE PROPOSITION AND SCENARIOS

MKT ICT managed services enables connectivity and ICT infrastructure for your business



BASIC ICT services

- WAN Connectivity
- LAN Connectivity
- WLAN Connectivity
- IPSEC VPN
- MPLS VPN
- Basic Firewall
- Basic Traffic Filtering
- IP Centrex
- Virtual Private Servers
- Virtual Disk
- Basic eMail services

ADVANCED ICT services

- Advanced network functionalities
- Advanced security/Total security
- MDM
- IaaS/PaaS/DRaaS
- Advanced eMail services
- Enterprise Storage and backup services
- Licensing services
- Customer Portal
- Load balancing
- Professional services

DIFFERENTIATORS AND REFERENCES

MAKEDONSKI TELECOM HIGH STANDARDS

One-stop SLA solution provider

MKT provide complete end-to-end solution with SLA

Flexibility and management

Applicable for any number of locations and Company profile

Modern data center

Modern, reliable, secured, redundant MKT data center is used for IaaS/DRaaS

Fast IT/Digitalization strategy

IT driven business growth

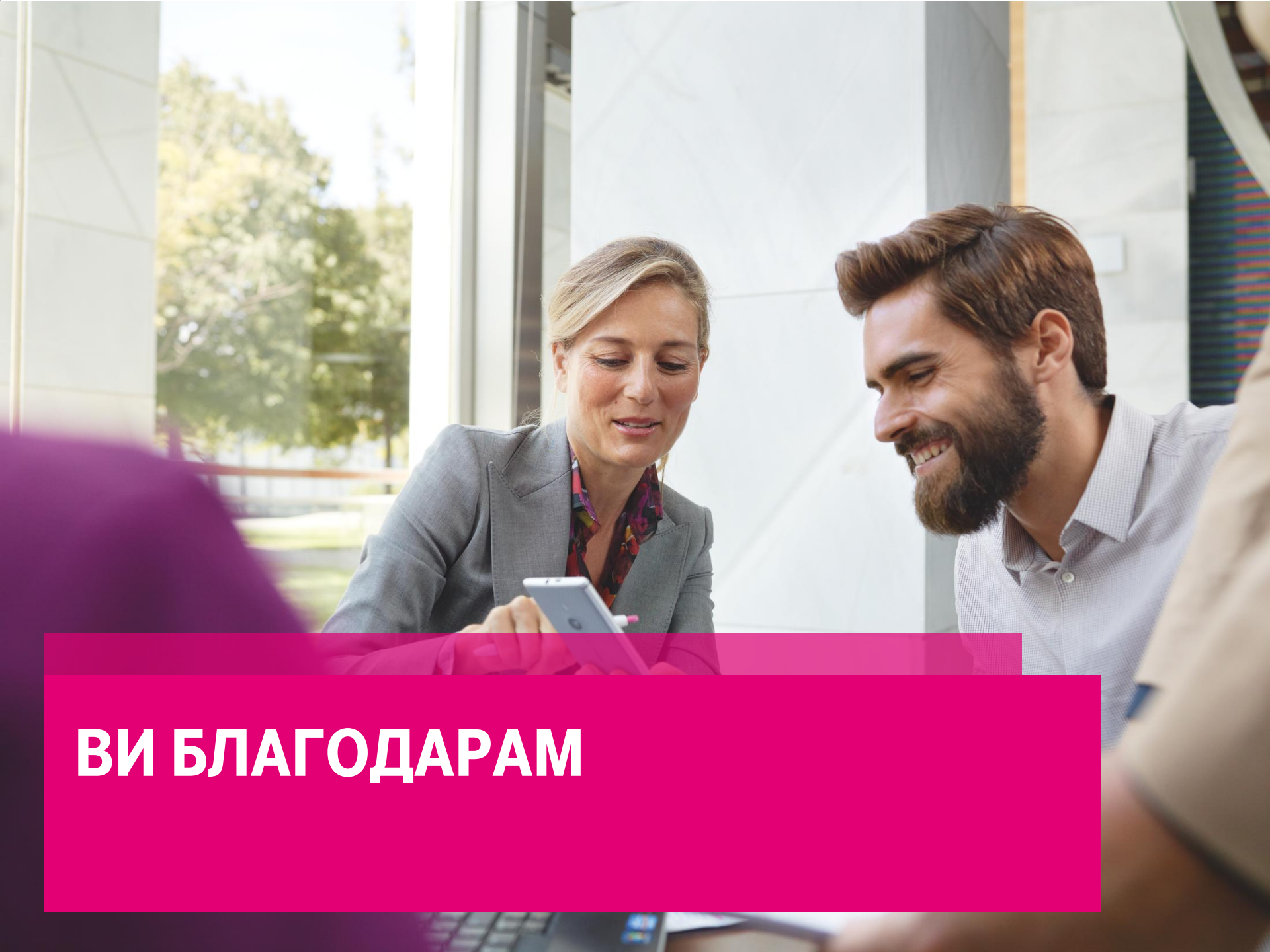


Huge savings

Effective Managed and Cloud based services available at low cost (monthly fee) – no capital expenditures

PIONEER IN CISCO POWERED SERVICES
First Telco Provider with Cisco Gold Certification
First Telco Provider with full range of Cisco Powered Services

EXPERIENCE & TELCO HIGH STANDARDS
Makedonski Telekom is leading provider of ICT and telco services in Macedonia with more than 20.000 business customers



ВИ БЛАГОДАРАМ