

# Neotel

PROVIDING COVERAGE  
AND CONNECTIVITY





Neotel

# PROVIDING **COVERAGE** AND **CONNECTIVITY**

*By applying fresh thinking, a creative approach and flexible solutions for communications in South Africa, Neotel has risen to the point where it stands among the top-tier telecommunications businesses on the continent, let alone the country*

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Neotel has carved a place as a major force in South African telecommunications

**B**y offering voice, data and internet services over a single connection, Neotel has established itself as South Africa's first converged telecommunications network operator. Founded in 2006 and backed up by the financial and technical clout of global communications company Tata Communications, Neotel has since become a major force within the country's telecommunications sector.

During its first four years in business, Neotel laid the foundations for its future success by investing some R4.5 billion in infrastructure alone, rolling out a new fibre optic communications backbone nationwide. This included higher density installation in the metropolitan areas amounting to some 5,000 kilometres of cable,

that have become epicentres for local and international business.

As well as offering effective solutions that are suited to large, medium and small businesses in order to handle individual telecommunications needs, Neotel is also dedicated to providing cost-effective telephone and voice solutions. The company's reliable data solutions are designed to provide businesses a competitive advantage thanks to a combination of high-speed performance, flexibility and cost efficiency, while its secure and competitive hosting provides customers with the most cost-effective solution to their IT infrastructure investment.

Neotel is also the only Tier 1 operator in South Africa with a global reach. Through its

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and delivering fibre communication to the kerbside for large corporate customers. Much of the Neotel service is internet based, and not only includes ISP services and managed global and local VPN services for corporate customers, but the company also introduced the first Metro Ethernet in South Africa.

Today the company covers all major metropolitan areas of South Africa, in which it caters for wholesale, business and home customer needs, delivering services that reduce the cost of doing business through the optimising of advanced technologies. Neotel provides a range of value-added voice, data and internet services in order to support its diverse clientèle, be it home customers using telephone handsets to the major data centres

major shareholder, Tata Communications, it has managed to bring faster, more reliable internet to numerous areas of the country. As the leading converged South African fixed line telecoms operator, Neotel's Carrier Services offers connectivity to the global internet backbone through its world class fibre optic network and expertise. With a network spanning 200 countries on six continents, its Carrier Services solutions combine next generation SDH, IP and ethernet capability, global reach with active local presence and support, ideally suited to mobile service providers, fixed line operators and internet service providers.

Additional services offered by the company include Virtual Private Networks,

# TRANSFORMING BUSINESS BUILDING OUR NATION

T-Systems is a localised ICT services multinational which is fully committed to South Africa's national priorities and is going beyond compliance to become a leader in transformation and deliver innovative ICT that works for South Africa.

T-Systems is transforming the IT landscape in South Africa too by closing the gap to our customers. Innovative technologies and solutions such as Cloud, Big Data, Mobility and Smart Energy enable our clients to achieve success in a competitive environment. This is what we call Zero Distance.

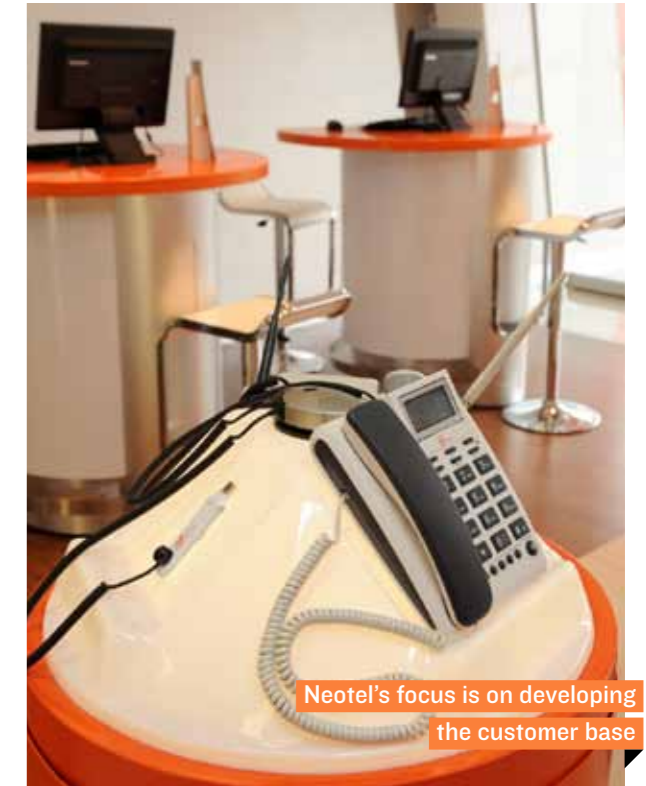
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*“Neotel’s greatest strength is reflected in its shareholding”*

hosting and satellite services, while its various telecommunications licences, electronic communication network service licence and electronic communication network licence, allow it to provide a complete range of telecommunications services.

Arguably, Neotel’s greatest strength is reflected in its shareholding, which embodies vast global as well as local telecoms experience, giving the company greater impetus to achieve its objectives. The company’s strategic equity partner, the Tata Group of



Neotel's focus is on developing the customer base

## T-SYSTEMS

### T-Systems in South Africa – transforming business through innovation

As markets become increasingly tough, and IT products and services become commoditised, it is essential for companies to increase business optimisation through better efficiencies, processes and innovative technology. T-Systems in South Africa is meeting this requirement head on by creating new ways of optimising business, driven by its passion for excellence, transformation and innovation. T-Systems increases business optimisation through better efficiencies, processes and innovative technology such as apps. However, behind these benefits, T-Systems is driving zero distance between businesses and their customers, fostering a closer relationship, better service delivery and competitive advantage.

A new landscape is emerging for business and in order to remain competitive they need to transform their business through disruptive technology including:

- Cloud
- Social media
- Security
- Big data
- Mobility

This technology allows business to operate not only more efficiently but also to reduce costs. With around ten years of cloud experience, and the backup and support of its Germany-based parent company, T-Systems enables companies to make this transformation possible. It is not only through its innovative mind set, technology, skills and experience but also the company’s forward-thinking vision that guide’s its customers on the way to a digital future.

One such example is the transformation of the IT of Africa’s biggest glass producer Consol. The project with T-Systems in South Africa provides a showcase on how digitising a traditional company supports its growth targets. Consol doubled its volume of glass production in just four years yet achieves a 16 % savings in IT costs in the first year.

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Neotel has laid over  
5,000 kilometres of cable

*“Today the company is involved in a number of improvement projects designed to increase its cyber, wireless and IP capacity”*

India (through VSNL and Tata Africa Holdings Pty), brings immense expertise derived from its worldwide telecommunications operations. This partnership gives Neotel access to international best practice and the latest technical innovations.

Furthermore, Nexus Connexion, its Black Economic Empowerment (BEE) equity partner,

has a broad based constituency which includes women and youth groups, while developmental NGOs, labour unions and businesses are represented by individuals and corporates. One private consortium in particular, Communitel, brings additional international and African experience through their various shareholders, including TelecomNamibia.

Today the company is involved in a number of improvement projects designed to increase its cyber, wireless and IP capacity. This work includes the ongoing construction of three massive data centres and the installation of more than 5,000 kilometres of cables.

Connected to the South Africa Far East (SAFE) cable, Neotel also boasts a landing station on the SEACOM cable system project. The company is also a member of the Eastern Africa Submarine Cable System (EASSy) consortium and has invested some R80 million into the project to date, which is expected to go live in August 2014. The addition of EASSy will significantly boost international bandwidth capacity and redundancy, and increase Internet connectivity competition in South Africa.

In the last several months Neotel has successfully expanded its retail footprint by opening its second store at the N1 City Mall in Cape Town. It represents just the latest development for company that is pushing hard to reach R3 billion in revenue this year alone as more companies secure confidence in Neotel's industry leading services. **BE**

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