



Press release

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Telindus Belgacom ICT Luxembourg, Luxembourg's leading market player for the integration of information and communication technologies, now offers mobile and fixed connectivity by becoming the corporate sales channel for Tango and Belgacom.

Since its integration into the Belgacom group in 2006, Telindus Luxembourg has taken a strategic turn. Today, a channel for Belgacom's corporate offers, Telindus Luxembourg extends its portfolio to connectivity and associated managed services solutions. In Luxembourg, the combination of Telindus' sale forces and service offer with those of Tango, the country's second-largest mobile operator, itself integrated into the Belgacom group 6 months ago, perfectly implements this strategic evolution.

Telindus Luxembourg is the leading market player for the integration of information and communication technologies in the Grand Duchy. Over the past year and on an international level, Telindus Belgacom ICT has refocused its activities on six countries: France, Belgium, the Netherlands, Spain, the United Kingdom and Luxembourg. Outside these countries, its service capacity is strengthened through solid partnerships.

With a customer centric approach, Telindus Luxembourg positions itself as the special partner for businesses and, as of now, makes Tango's mobile communication offer as well as Belgacom and its subcontractors' fixed connectivity offer available to Luxembourg companies. Thanks to its leading position in all economic sectors and its 30 years of establishment and development of a solutions and service portfolio in the domains of information and communication technologies, Telindus Luxembourg continues to offer a large range of solutions and service. Its ICT strategy is centred on four principal axes: converged solutions for networks and security supporting voice, video and data, solutions for information systems and data storage, professional applications and, above all, outsourcing of the entire, or part of, the clients' ICT infrastructure.

In order to satisfy its business clientele by offering end-to-end solutions, Telindus Luxembourg now offers on top of ICT services a complete range of mobile connectivity solutions through the use of the Tango network as well as fixed national and international connectivity. Thus, the client now deals with only one contact and an end-to-end integrated solution. Hence, he benefits from a synergy between the various offers and convergent solutions. This complementarity of the services presents real benefits for the client, both for simplification and cost control purposes.

This strategy, which puts the client at the centre of its offer, is expressed by the group's new organisation for corporate clients in Luxembourg: the Tango sales and product teams are now run by Telindus Luxembourg management. The general management of these new B2B teams from two different companies is in the hands of Gérard Hoffmann.

The international development, focusing mainly on Luxembourg's neighbouring countries through Telindus Belgacom ICT, constitutes another advantage for international companies, for whom a complete service is essential.

Apart from its presence in six European countries, Telindus Belgacom ICT ensures the distribution of its solutions in other countries through third party partnerships at the clients' locations. Set up in Esch-sur-Alzette, the operational platform of the ROC (Remote Operating Center) allows Telindus Luxembourg for example to remotely offer company networks LAN management solutions, security management solutions (firewalls) and VoIP management solutions at the various sites of the clients. Apart from mobility and ROC, significant investments are underway to ensure the promotion and the development of the latest technological innovations and in particular: telepresence, videostreaming, VoIP, videosurveillance.

"Telindus Luxembourg assumes its position as market leader by offering certified services for each of its technologies", suggests Jacques Ruckert, Networking, Security and Connectivity Solutions Director of Telindus Luxembourg and responsible for Tango B2B products.

For 2010, Telindus Luxembourg commits itself to resolutely develop all convergent solutions: "More than ever, our mission is to guarantee everyone access to all types of services, wherever and whenever, in an easy and secure manner, via all kinds of devices connected to the fixed or mobile network", explains Christian Haux, Commercial Director of Telindus Luxembourg and B2B commercial activities of Tango.

"The teaming up of both companies will provide a complete and convergent B2B offer to the market which is unique in Luxembourg" stresses Didier Rouma, CEO of Tango.

"We want to offer the best of both worlds: telecommunications services combined with the best of ICT solutions and services – all together to make it easier for the client", says Gérard Hoffmann, Chairman and Managing Director of Telindus Luxembourg and Executive Board member in charge of Tango's B2B activities.

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