

# LoVo

capacity  
Europe 2017

The O2 hotel  
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**Mazowsze.**  
serce Polski





## OUR HISTORY

The history of **LoVo S.A.** began in 2003, when the first of three daughter-companies – operator called **Media Nowej Generacji** - has been established. Nine years later, in October 2012, **Media Nowej Generacji**, **Telekomunikacja Bliżej** and **TeleKontakt24** joined their forces on the telecommunication market and consolidated under one group – **LoVo S.A.**



## ABOUT US

The core business of **LoVo S.A.** consists of providing telecommunication services for carriers, resellers and corporate clients. Within its service distribution channels, LoVo employs its own sales forces through directly reaching subscribers and through participation in public contract procedures announced by its Clients. With its attractive offering and flexible solutions, LoVo is a frequent leader among bidders. At the moment, nearly 600 telecommunication Partners cooperate with **LoVo S.A.** and they use the services provided via the HIPERUS telecommunication platform daily.

LoVo network currently operates over **850,000 subscriber numbers**, generating **180,000,000 minutes** monthly via **+600 interconnections**.



# CORE BUSINESS TECHNOLOGY

## LoVo BPM

Business Process Management System

LoVo BPM is a system created to improve the processes in the company, as well as to ensure an easy management of information flow and supervision of various activities and participants. Modelling and optimization of business processes increase the efficiency of the operations, minimize cost and impact on time savings for each organization.

## ePASO

A platform for integrating the billing system

The ePASO platform offers virtual telephone numbering systems to companies, allowing them to verify the efficiency of their specific ads, ad services, online commercials (Internet) and Offline (ATL – Above The Line – commercials: television, radio, press, billboards, outdoor) through tracking incoming calls.



## CORE BUSINESS FOR TELECOMMUNICATION OPERATORS

LoVo is a nationwide telephone operator that provides a complete range of telecommunication services to Wholesale Customers.

### For Telecommunication Operators

- Telecommunication services
- SIP Trunk
- PLI CBD2
- Telecommunication platforms
- LoVo BPM

### For Resellers

- Telecommunication services
- HIPERUS C5
- PLI CBD2
- Telecommunication platforms
- LoVo BPM

### For International Carriers

- Voice traffic transit
- Direct interconnections with Tier-1, -2, -3 carriers
- Premium and standard quality traffic management

**LoVo has many years of experience in telecommunication industry by focusing on the business and carriers markets. What makes us stand out on the Polish market?**

- Interconnections with 600 operators, both in Poland and worldwide
- Experience in carriers business
- Professional sales and technical teams
- Full range of technologies – TDM, VoIP and tailored solutions
- 24/7 network and service level monitoring



## CORE BUSINESS FOR CORPORATE CLIENTS

LoVo provides telecommunication services for large corporations and State institutions. Depending on the actual needs, service is available in Poland and abroad.

### Telephony

- LoVo Phone
- LoVoS (virtual switch + telephone)
- LoVo Trunk
- LoVoX (VPBX switch)
- e-Fax
- Devices (telephones, VoIP gateways, IP-PABX switches, etc.)
- Network signal finder

### Internet

- LoVo Net
- Technologies (radio links and optics)
- Network signal finder

### Others

- LoVo BPM
- The digitization of counties and municipalities
- ePASO
- Asterisk systems

**LoVo partners can count on favorable conditions for cooperation based on attractive commission system which gives the possibility to increase their income, as well as on help from LoVo when organizing their own promotional campaigns and implementation of telecommunications services.**

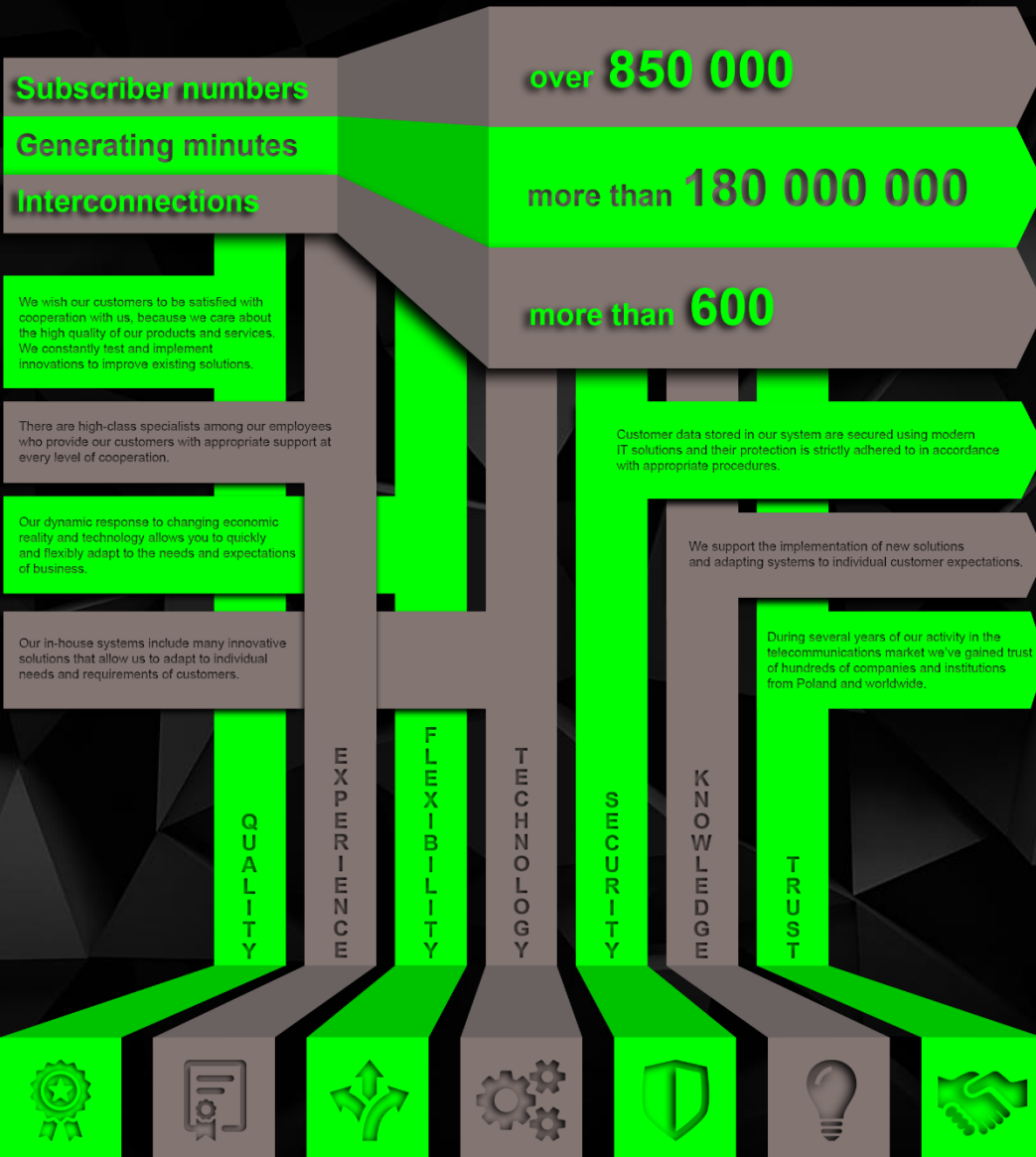


OUR INTERCONNECTIONS **WORLDWIDE**





# FACTS & FIGURES





# WHOLESALE VOICE / CARRIERS

PART 1 OF 2

LoVo network currently generate over **180,000,000** minutes monthly via **+600** interconnections. **We are fast, flexible and customer focused. Our main advantages are:**

## Wide portfolio of routing tables:

- Premium EEA
- Premium non-EEA
- Standard
- Retail
- 2-minutes dedicated routing

## Variable currencies:

- Euro (EUR)
- US Dollars (USD)
- Polish Zloty (PLN)

## Flexible billing terms:

- 7/3
- 7/7
- 15/15
- 30/15
- 30/30
- Prepayment

## Routing and billing per origin

- Important tool for EEA/non-EEA countries



# WHOLESALE VOICE / CARRIERS

PART 2 OF 2

## Flexible trading options:

- Swap deals
- Opportunities and hubbing
- Targets and promotions

## Flexible Poland termination offer:

- CLI, NCLI
- EEA, non-EEA traffic carried and billed
- Flat offer
- Time bands offer
- All OLO broken down if needed

## Fast interconnection process:

- NDA
- Business case
- Technical tests of interconnections, billing tests
- Financials and paperwork
- Interconnection Services Agreement
- Trading

## Special offer for call centre traffic customers

- We can offer you a dedicated switch for call centre traffic only at a reasonable monthly fee

## And the last but not least...

- A dedicated account manager



## THE BENEFITS OF COOPERATIONS

### Quality

We wish our customers to be satisfied with cooperation with us, because we care about the high quality of our products and services. We constantly test and implement innovations to improve existing solutions.

### Technology

Our in-house systems include many innovative solutions that allow us to adapt to individual needs and requirements of customers.

### Experience

There are high-class specialists among our employees who provide our customers with appropriate support at every level of cooperation.

### Security

Customer data stored in our system are secured using modern IT solutions and their protection is strictly adhered to in accordance with appropriate procedures.

### Flexibility

Our dynamic response to changing economic reality and technology allows you to quickly and flexibly adapt to the needs and expectations of business.

### Knowledge

We support the implementation of new solutions and adapting systems to individual customer expectations.



## LOVO VALUES

### **Pro-Customer Policy**

We perfectly understand our clients' business, requiring advanced telecommunication solutions. We offer them in simple and comprehensive proposals, individually fitted to our Clients. We provide full support to our Clients through an offering that covers an extensive range of products and solutions.

Specialised personnel makes all efforts to maintain the service level at global highest.

### **High Quality of Service**

We guarantee high quality and quick access to national and worldwide Internet resources.

We use advanced algorithms based on HD Voice standards; therefore, voice transmission via network is hard to distinguish from face-to-face conversation.

LoVo framework provides best quality internal transmission in the network and guarantees high quality transmission exchange with global Internet.

### **Professionalism, stability and confidence**

As an experienced telecommunication operator, we are a reliable and stable Partner. We have been engaged in providing the highest standard of service for years, and we have gained trust of more and more Customers.

Every LoVo Customer has a dedicated account manager throughout the term of cooperation with the Operator, and all the services are monitored by 24h network management centre.





## CONTACT US

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Our technology, Your business

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