



TEL DAT INSIGHTS

Company Profile and Portfolio Review

Spain | Germany | USA | Mexico | Peru

WHO IS TELDAT

Teldat is a global supplier of advanced communications products for carriers and companies, with headquarters in Madrid and Nürnberg and customers worldwide



Teldat is the european technology leader in **advanced communication platforms for enterprise environments**,

Teldat provides carriers and multinational companies worldwide with **multimedia routers, security systems, wireless solutions and IP telephony**

Teldat welcomes **customer feedback** and requests, and allows these to **influence the development of our technology**.

Teldat, **provides unique solutions** that address specific problems of vertical sectors as **carriers, transport, utilities or finance**.

Brand recognition is a truly valuable asset

Every brand in our group has a long track of success records
in different technology areas



**Cutting-edge voice
products and
solutions.**



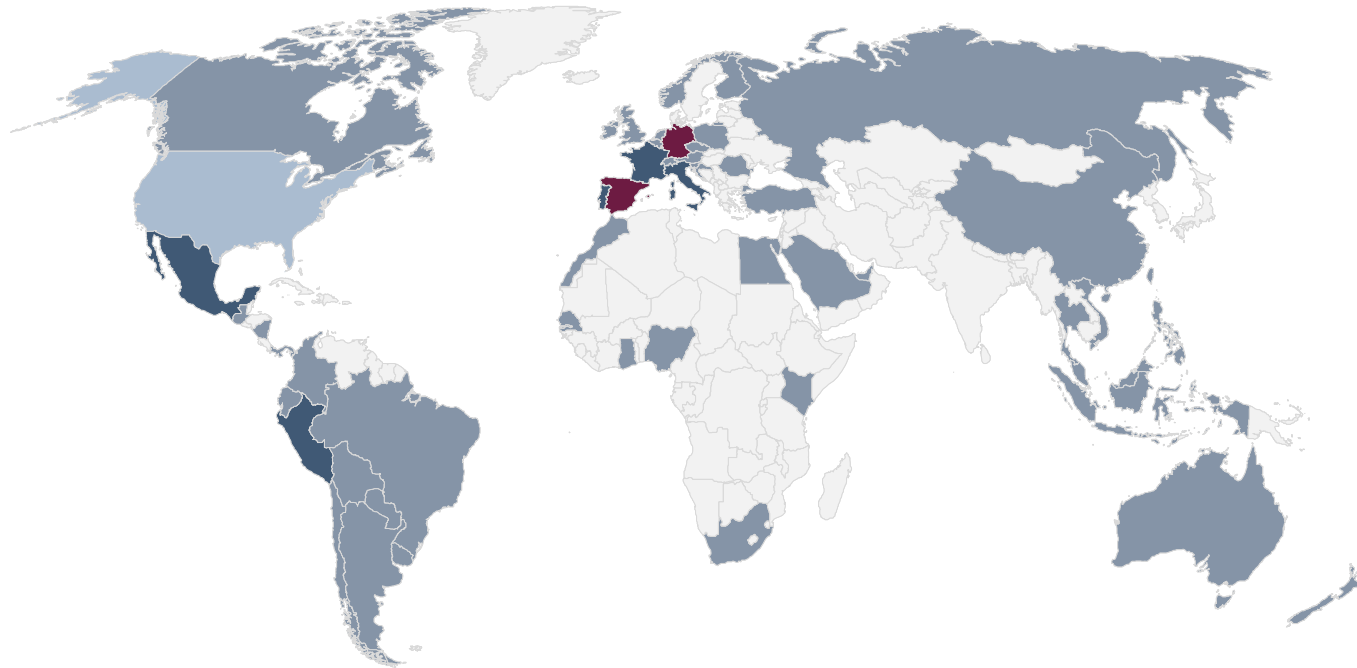
**Access and VPN
routers**



**Routers, WLAN and
Gateways**

Where are we

Direct presence on three continents, and worldwide distribution and partnerships



● Headquarters

● B.D. Offices

● Subsidiaries

● Commercial Presence

Teldat's Mission

To Provide corporations with **valuable solutions** for cloud access, remote office communications, and voice/data connectivity in office and specific environments such as industrial, railway, vehicles and utilities.

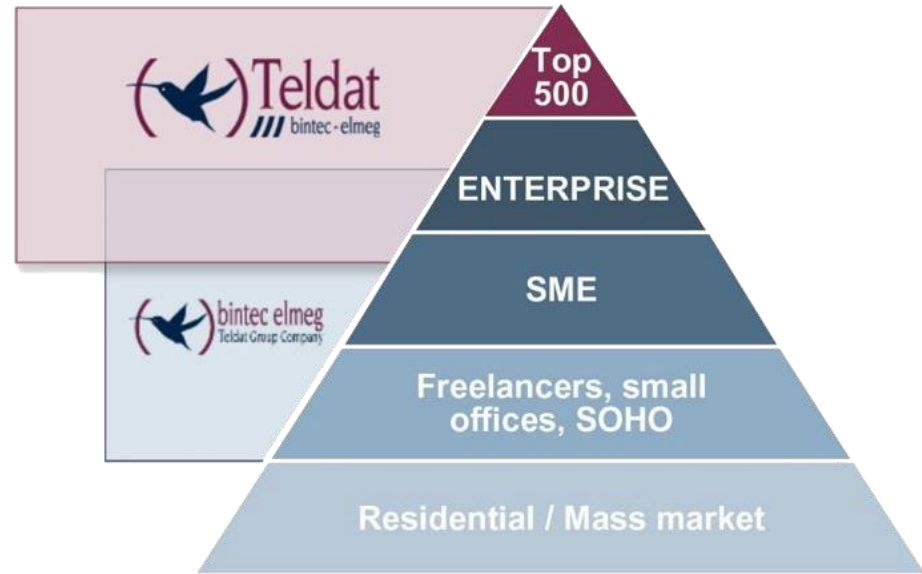
Where is our business

Who are our customers and which our value proposition

Our proposition for corporations and companies

Teldat products meet the needs of voice and data communications for companies of any size.

IntegraT, can provide the integration, maintenance and support services



Specific products designed for customers with specific needs



FINANCE



TRANSPORT



SMART GRIDS



INDUSTRIAL

Our proposition for carriers

Our products easily **integrate into the carrier value** chain and thus, help operators optimize their resources, **improve** their time to market and **increase the profitability** of their services.



Access Routers Portfolio Optimized to Meet Carrier Needs

Impact

- Homologation and Launch
- Go To Market and Engineering
- Inventory Optimization
- Technicians training



Operations, Management and Maintenance

Impact

- Integration in processes
- Process standardization
- Service delivery time
- Operation response time



Extended Lifecycle

Impact

- Total Cost of Ownership
- Maintenance Stocks
- Decrease of On-Site
- Customer retention

Our proposition for channel partners

Teldat is a company that obtains a large part of business through a network of partners, resellers and distributors, exceeding **5.000 worldwide**.



Sales and Technical Certification Plan

Guarantees excellency and extends reach



Partner Services

Presales and Post Sales support



Marketing

Brand recognition, Co-marketing and Joint demand generation plans

Customers

 movistar SPAIN	 BT SPAIN	 Santander SPAIN	 BBVA SPAIN	 REWE GERMANY	 LIDL GERMANY
 Telefonica SPAIN	 vodafone IRELAND	 EMT iMADRID! SPAIN	 bp SPAIN	 Netto Marken-Discount GERMANY	 T MBTA USA
 orange™ SPAIN	 TELMEX® MEXICO	 gasNatural fenosa SPAIN	 REPSOL SPAIN	 SIXT holiday cars GERMANY	 ALDI GERMANY
 Deutsche Telekom GERMANY	 france tele.com FRANCE	 GTECH™ Architects of Gaming SPAIN	 FINANSBANK TURKEY	 IBERDROLA SPAIN	 STC الاتصالات السعودية SAUDI ARABIA
 NH HOTELES SPAIN	 EADS DUBAI	 Scotiabank™ MEXICO / PERU	 BNI INDONESIA	 INDITEX ZARA SPAIN	 BCP PERU