

## Executive Overview

**We are part of a leading group of telecommunications in Europe and LatAm with global reach**

104.142 Employees worldwide Telefónica Group	+1,500 Global customers	+1000 Employees worldwide TGS	+200 Agreements with local suppliers	+2Bn Managed revenues
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Telefónica Global Solutions, a part of the Telefónica Group, is a global leader in the telecommunications sector. We specialize in delivering solutions for large corporations and multinational companies (Large Enterprise and MNCs), in addition to providing a wide range of wholesale services.

Our extensive presence in Europe, Latin America, and other regions, facilitated through strategic partnerships, enables us to deliver innovative and comprehensive solutions to our global client base.

Our customer-centric approach enables us to deliver cost-effective, efficient, and intelligent solutions that address a wide range of your company's needs, including cloud, IT services, connectivity, roaming, networking, and security.

**Get to know what makes us your best partner of choice**

### Our Purpose and our Team

Telefónica's newly revamped Alliance Partner Program gives Partners and Agents, the opportunity to join Telefónica in being a leader in integrated, holistic, and accessible telecommunications. Telefónica offers a competitive commission structure that will support agent partners and end-customers, and give them access to Telefónica's cutting-edge portfolio and customized solutions.

**We aim to support companies to overcome the new challenges paving the way for your digital transformation:**

- **Address the management:** How to manage simplified technologies and necessities.
- **Secure hybrid:** Companies need all data to be capitalized on secure connectivity environments.
- **Ensure E2E performance:** Companies search for partners that can deliver integrated solutions with single contact structures and billing.

**We are committed to achieving your objectives**

### Economic solutions

We design solutions that minimize your CAPEX investment so that you have the best functionalities with the minimum impact on resources possible. We also enhance your operational efficiency, ensuring that the improvements are reflected in your results in the shortest possible time.

**Coverage and state-of-the-art technology**

Our global coverage and cutting-edge technology, fueled by our data centers in major cities and strategic partnerships, ensure the delivery of our services wherever and whenever you require them. Our services are characterized by high availability, rapid execution and deployment, and a commitment to minimize the time it takes to realize the benefits of our solutions.

## Flexibility

From solution design to implementation, we adapt to your needs and your company's specific requirements.

## Expert team

Our team boasts over 90 years of combined experience in the telecommunications sector, ensuring the highest standards of expertise. If you require a fully managed service, we are here to support you. Our 24/7 support, SLA agreements, and various user portals provide constant visibility, ensuring a unique and exceptional experience with Telefónica Global Solutions.

## Product & Service Offerings

Companies demand integrated and secure solutions to overcome digital transformation.

So... What do we offer to meet our clients' needs?

We provide innovative and integrated solutions:

- **Hiperconnectivity** : Cloud-centric Enterprise Network
  - Dynamic Network: manage your network as easily as your Cloud
  - Experts in networking and integration
  - SASE: Convergence of WAN capabilities with Network Security functions into a single cloud delivered model.
  - SD-WAN: 3 flavours at your disposal
    - Viptela
    - Meraki
    - Fortinet
  - Cloud Centric WAN: Application-aware / Cloud-optimized / Cloud-based / Consistent Security
  - Data Center and Colocation provider: We provide datacenter, network infrastructure and support services to help providers expand their local presence across Latin American markets through Telefónica.
    - Tier III offering
    - Lowest latency between South East Coast, Europe and Brazil (among others)
    - Communications Hub for Latin America and the Caribbean.

- Carrier Neutral.
- Cat 5 rated, purpose-built data center facility.
- Built-to-suit spaces: flexible, self-manageable, modular.
- **Workplace of the Future:** Voice and collaboration tools to unlock the future of work. Our mission is to deliver an exceptional end-user experience by empowering your employees to work securely anywhere, anytime through the design, delivery, adoption and management of devices, desktops and apps.
  - SIP Trunk interconnected with our SaaS for inbound and outbound calls
  - PSTN replacement coverage growing by the minute (more than 40 countries) and global reach through partners with direct connection with principal collaboration tools in the market:
    - Zoom
    - Microsoft Teams
    - Google Workplace
    - Cisco Webex
  - CPaaS and VAR: voice “as a Service” to be integrated into complex CPaaS / UCaaS solutions.
  - Only operator in Brazil with local azure peering, local voice infrastructure AND full fixed/mobile networks - Expertise in portability and regulatory compliance.
  - Global Enterprise Messaging (GEM): Is an Application to Person (A2P) messaging solution that allows you to manage bulk messaging services around the world, taking advantage of an instant and direct way of leveraging mobile communication with the best quality routes enterprise network infrastructure, making us an ideal technological partner for your journey.
    - Business Cases:
      - Health
      - Travel
      - Banking
      - Institutions
- **Industry 4.0:** supporting the 4th Industrial Revolution with IoT: Global IoT dedicated network, software and hardware with the best quality standards.
  - We provide control and management over IoT communications, in real-time and at any location worldwide.
  - It is supported by the Kite Platform, a proprietary solution with a dedicated network infrastructure that is deployed globally and hosted in the cloud, allowing access via Web Portal or API.
  - Kite supports a wide range of SIM cards (including eUICC) and is capable of managing, in addition to cellular connectivity, all the new IoT network connectivity technologies: NB-IoT, LTE-M

- **Cybersecurity:** building resilient business
- **Advanced Professional Services:** Tailormade projects, joint innovation and development of turn key projects, together with R&D, to anticipate customer trends.
  - We to help our customers go through any service transformation journey or operation optimization, as well as to lead them to a better information exploitation in order to get into a continuous improvement lifecycle and to an optimize use of their business resources.
  - Professional Services cover the whole customer journey in a modular and scalable way. We adapt to our customers and their needs, improving their experience with TGS as their service provider and letting the have a stellar user experience.

## Sales Engineer Take On Best Fit

Connectivity strong presence in Mexico, Spain, Germany, Brazil, Argentina and Chile. Can use them for colo in these areas as well.

Chip Hoisington

Vice President of Engineering: Connectivity, Colo & Wireless