



Net Indus

creating nationwide redundant virtual telco networks
serving modern telco's with full focus on new customer needs

Net Indus creates nationwide passive and active full redundant network layers on fiber networks, routers and cell towers for telco's in Europe. Serving both new and existing telco's with modern actual management who see no longer the network as their corporate core, but their customer base.

What motivated us?

- 1) Improved Balances. We offer all telco's with modern management the possibilities to enforce better financial balance proportions. We do this by the mayor impact methods: a) taking out capital need for the passive network b) preventing that the mobile broadband investments will demands new passive network, active network, cell towers and cell equipment.
- 2) New Core Focus. We offer all telco's with modern management to focus themselves completely on marketing, development of new services and on CRM (Customer Relation Management). We see these three facets as the core business of telco's with modern management. Telco's with old fashion management will still focus themselves on the core of the past being network exploitation. The money is not in networks. The money is in customers.
- 3) Cost Reduction. We offer telco's severe cost reductions, both in interest, deductions and operational costs. Lower costs gives more profits, better stock performance, more satisfied employees, more money for marketing, more money for development of new services and gives the possibility to be place also more comparative price level in the market.
- 4) Less Investments. Higher bandwidth demands are bound to happen, because video communication is bound to happen. All telco's faces an enormous investment in a complete make-over of their networks to suit them for the soon (in 2008) coming bandwidth demand explosion. The need to build a complete new network ask for more investments than banks and shareholders are willing to give capital for. An extra complicating factor is that a complete network make over also increase cost severely, which makes the attraction of capital harder by the than by the higher cost level severe lowered produced profits.
- 5) Lower Prices. Lowering costs constantly is crucial for each telco, we offer them the intelligent and smart way to do this. Cutting cost on technology is a far more better way of cutting costs than cutting costs on employees, because they are the people who making the customers more satisfied and therefore makes the company run better each day.
- 6) Higher Demands. Bandwidth demands grows each day. Both the fixed location demands and the mobile demands. Video communication is bound to happen and this will phase out all actual network technology by the enormous high bandwidth demands of it. HSDPA is capable of 14 mbs per user. Many towers has these days only an 2 mbs connection with the network. All towers will need expensive to dig fiber connections. All telco's facing definitely and on short term a complete make-over of all their cell casting tower equipment and all current passive and active layer. This gives high necessary investments and increases the cost level substantial in a time cost just have to be reduced severely.
- 7) Lower Revenues. All telco's see a decline of revenues per subscriber. Not only by lower prices per unit, but also by other influences. International calls as mayor income source disappears by EC ruling of maximum rate of E 0,43 per minute. VOIP on mobile without income for the carrier is expanding rapidly. Customers choice more or flat fee models. Web based sms specialists for E 0,01 per sms gaining more and more market share.
- 8) Better Performance. Redundancy in lines, equipment and services has become crucial for telco networks. Customers depending more and more on the 100% availability of the telco functions.

Telco's needs to improve their redundancy and this gives them almost double costs on all old and new investments and no extra income for this. The need for improved real redundancy is strong facet for the virtual network model for telco's.

Lower revenues. Higher demands asks for a complete new investment wave. These two facets are from finance and exploitation perspective contradictionary. Investing while revenues are descending is the big question. It's time for a dedicated virtual infrastructure market party who only has telco's as customers.

We reduce for telco's the (by the increasing bandwidth demands) necessary passive and active network investments to 0%, cut their network costs to 75% of the actual level and make their networks redundant. This makes all telco's we serve lean and mean, just market or consumer focused and give them better technology. Make them competitive and winning corporations.

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