

# EMEA WHOLESALE MAP 2012



Global Wholesale Carriers



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**Beox**  
communication is everything

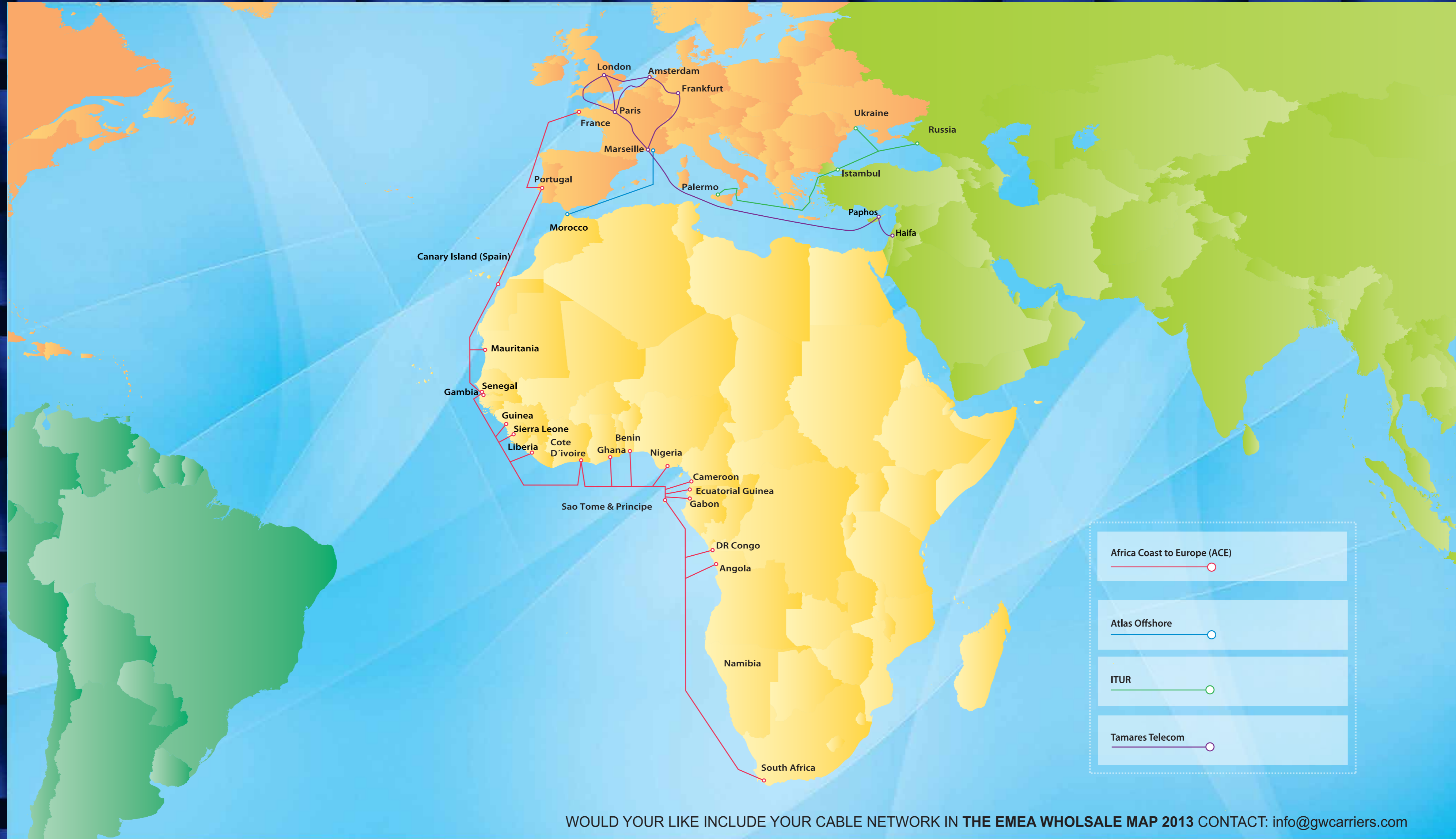
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WOULD YOU LIKE INCLUDE YOUR CABLE NETWORK IN THE EMEA WHOLESALE MAP 2013 CONTACT: info@gwcarriers.com

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info@gwcarriers.com

**Global Wholesale Carriers**  
e-newsletter  
Global Wholesale Carriers is the best source of information in telecommunications wholesale carrier community.  
www.gwcarriers.com  
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WHOLESALE WORLD CONGRESS  
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AMERICAS WHOLESALE CONGRESS  
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Americas Wholesale Congress (AWC) is the best meeting point for the americas & caribbean telecoms wholesale community.  
www.americaswholesalecongress.com  
info@telecombusinessgroup.com

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Global Wholesaler Map 2013  
For further information please contact:  
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**C1 EUROPE**  
Parkhouse House, 5 New Road, Richmond, Surrey TW9 2PR UK  
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www.c1europe.com

**CONTACT**  
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**COMPANY PROFILE**  
C1 Europe is a European market leader in the segment of wholesale mobile services, with an extensive regional network and a wide wholesale and retail customer base.

**DIAL TELECOM**  
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198 00 Pragaa, Czech Republic  
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www.dialtelecom.cz

**CONTACT**  
Tomas Strásk  
Chief Sales and Member of the Board  
Tel: +420 226 204 111  
@: tomas.strask@dialtelecom.cz

**COMPANY PROFILE**  
Dial Telecom provides services to both the wholesale and the retail sectors. Our wholesale sector specializes in providing cable cuts, dark fibers and backbone capacity to international and national carriers, ISPs and ASPs.

**GOLD TELECOM**  
Unit 1 St. John's Mews  
1 St. John's Road  
Warrington, Cheshire, Warrington, Surrey KT1 4AN, UK  
Tel: +44 20 8914 4800  
www.goldtelecom.com

**CONTACT**  
Tomas Strásk  
Chief Sales and Member of the Board  
Tel: +44 20 8914 4800  
www.goldtelecom.com

**COMPANY PROFILE**  
Gold Telecom is a specialist premium voice carrier with direct routes into Bulgaria, Romania, Russia, Ukraine, Hungary, Czech Republic, Poland, Austria, France, Germany and the UK.

**IQsim**  
Anytime everywhere  
2000 route des Lucioles  
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Tel: +33 4 97 09 19 30  
www.iqsim.com

**CONTACT**  
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VP Sales  
Tel: +33 4 97 09 19 30  
@: sales@iqsim.com

**COMPANY PROFILE**  
IQsim is the leading provider of SIM Server platform and Wholesale Gateway for Car & SMS Termination and Mobile VoIP routing market segments. For further information, please visit www.iqsim.com.

**LYCATEL**  
Dominick Court, 41 Lower Dominick Street, Dublin 1, REPUBLIC OF IRELAND  
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www.lyccatel.com

**CONTACT**  
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**COMPANY PROFILE**  
G&G Telecom is a specialist premium voice carrier with direct routes into a broad portfolio comprising of prepaid technology solutions including calling cards, mobile services (MVNO), carrier to carrier wholesale services and residential direct access services.

**MACOMET**  
K. Kapadiki, Porembak, Bldg.11  
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**CONTACT**  
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CEO, Chief Commercial Officer  
Tel: +7 812 719 9324  
@: ofice@mwtelecom.ru

**COMPANY PROFILE**  
Mwtelecom is one of the major fixed-line telephony operators in Russia.

**NORTHWEST TELECOM**  
Nelia Tower, Tamnava TA  
02-677 Warsaw Poland  
Tel: +48 22 332 0000  
www.nwtele.com

**CONTACT**  
Leszek Nikielaj  
Managing Director, Wholesale Market  
Tel: +48 22 332 0000  
@: leszek\_nikielaj@nwtele.com

**COMPANY PROFILE**  
Nelia is the leading alternative fixed-line operator in Poland. It operates its own state-of-the-art fiber-optic backbone network, as well as access network, over the country. Nelia provides a broad range of telecommunications services including data, voice and IP-wholesale services.

**ROTELECOM**  
18 Gălbene Street, 1st District  
Bucharest 03721, Romania  
Tel: +40 21 400 5001  
www.rotelecom.ro

**CONTACT**  
Catalina Haret  
General Manager, International  
Tel: +40 21 400 5000  
@: catalina.haret@rotelecom.ro

**COMPANY PROFILE**  
Rotelecom offers a wide range of wholesale services: Extensive national network, one of the most modern nationwide 100,000km broadband network, which enables us to provide a wide range of services.

**TELEKOM AUSTRIA**  
Lassallestraße 9  
1000 Vienna, Austria  
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www.woelfel.at

**CONTACT**  
Franz Baader  
Head of National Sales  
Tel: +43 1 90991 38020  
@: franz.baader@telekom.at

**COMPANY PROFILE**  
Telekom Austria is a private owned German company running an international MPLS network with nearly 100% coverage in Europe, with good coverage in Middle East and Asia and a good coverage in North America, South America and Africa. Our core business is selling international connectivity to national and regional telecommunications companies and other partners, supporting them to extend their international footprints.

**UKRTELKOM JSC**  
18, Tarasa Shevchenka Blvd.  
Kyiv 01000  
Ukraine  
Tel: +380 44 239 0662  
www.ukrtelecom.com

**CONTACT**  
Igor Sytychuk  
Director of Central Sales Office  
Tel: +380 44 239 0662  
@: isytychuk@ukrtelecom.com

**COMPANY PROFILE**  
Ukrtelecom is the incumbent carrier and the biggest network operator in Ukraine, providing all kinds of modern telecommunications services to national and international clients, corporate customers and subscribers.

**UPC ROMANIA**  
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**CONTACT**  
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National Wholesale Manager  
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**COMPANY PROFILE**  
UPC Romania is the largest cable operator in Romania, providing mass market services of analogue and digital video, internet access and fixed telephony in a footprint of over 2 million homes as well as over 67M+ services digitally. It also has significant business-to-business offerings: broadband, mobile, internet access, VPN, fixed telephony, wholesale products and value-added services.

**Coming soon**  
Asia - Pacific Wholesaler Map 2013  
For further information please contact:  
info@gwcarriers.com

**ATN S.A.**  
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**CONTACT**  
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**COMPANY PROFILE**  
ATN is ATN's main provider of telecommunications services. Telephony Poland is the new collocation center in Poland, connecting major telecommunications hubs in Warsaw and providing high availability services for telcos and ISPs.

**CHINA TELECOM EUROPE**  
2nd Floor, Bellfield House,  
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**CONTACT**  
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Product and Carrier Relations Department  
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**COMPANY PROFILE**  
China Telecom is the leading telecommunications provider in China and has the world's largest fixed-line communications network. With operations and investments throughout Asia Pacific, America and the EMEA Region, China Telecom offers a wide range of services and products portfolio, further information services to carriers, corporate and consumer customers around the world.

**ELION**  
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www.elion.co

**CONTACT**  
Toviv Lesh  
Head of Carrier Services Division  
Tel: +972 640 2552  
@: toviv.lesh@elion.co

**COMPANY PROFILE**  
Elion owns the most extensive state-of-the-art network in Eastern Europe. Our network also reaches a number of other European countries via its points of presence in Riga, Vilnius, Stockholm, Helsinki, Moscow, Petersburg, London, Amsterdam and Frankfurt, enabling us to provide a wide range of WDM, SD-WAN, Ethernet and MPLS based services.

**EPSON TELECOMMUNICATIONS**  
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3 Rufford Crescent, London, E14 8RS, UK  
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**CONTACT**  
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Director Carrier Business  
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**COMPANY PROFILE**  
Epson is also used by other European telecommunications operators. Our network also reaches a number of other European countries via its points of presence in Riga, Vilnius, Stockholm, Helsinki, Moscow, Petersburg, London, Amsterdam and Frankfurt, enabling us to provide a wide range of WDM, SD-WAN, Ethernet and MPLS based services.

**HELLAS ONLINE**  
2 Adrianeou Street  
11525 Athens  
Greece  
Tel: +30 210 3000 400  
www.hellasonline.gr

**CONTACT**  
Ioannis Karamanas  
Carrier Relations Manager  
Tel: +30 210 3000 405  
@: ioannis.karamanas@hellasonline.gr

**COMPANY PROFILE**  
Hellas Online is an alternative telephony communications operator in Greece and owner of the largest private optical network in Greece. We provide advanced broadband services for retail and corporate customers.

**IT TEL**  
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**CONTACT**  
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**COMPANY PROFILE**  
ITVIA is a non-profit telephony industry association whose objective is to contribute actively to the development of a global market with reliable telephony resources and tools.

**MAKEDONSKA TELECOM**  
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**CONTACT**  
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Head of Sales Group  
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**COMPANY PROFILE**  
Makedonska Telekom is a national telecoms operator providing public telecommunications services in the Republic of Macedonia. As a modern company it constantly keeps pace with the latest worldwide trends in order to offer its customers a comprehensive range of up-to-date telephony and mobile services including call cards, mobile services (MVNO), carrier to carrier wholesale services and residential direct access services.

**NORTHWEST TELECOM**  
Nelia Tower, Tamnava TA  
02-677 Warsaw Poland  
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www.nwtele.com

**CONTACT**  
Leszek Nikielaj  
Managing Director, Wholesale Market  
Tel: +48 22 332 0000  
@: leszek\_nikielaj@nwtele.com

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**NOVATEL BULGARIA**  
98 Bulgaria Boulevard, Building "Zvezda"  
Str. Petenburg 191186  
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Tel: +7 812 719 9324  
www.nvtelecom.ru

**CONTACT**  
Oleg Popov  
CEO, Chief Commercial Officer  
Tel: +7 812 719 9324  
@: ofice@nwtelecom.ru

**COMPANY PROFILE**  
Mwtelecom is one of the major fixed-line telephony operators in Russia.

**ROTELECOM**  
18 Gălbene Street, 1st District  
Bucharest 03721, Romania  
Tel: +40 21 400 5001  
www.rotelecom.ro

**CONTACT**  
Catalina Haret  
General Manager, International  
Tel: +40 21 400 5000  
@: catalina.haret@rotelecom.ro

**COMPANY PROFILE**  
Rotelecom offers a wide range of wholesale services: Extensive national network, one of the most modern nationwide 100,000km broadband network, which enables us to provide a wide range of services.

**TELEKOM AUSTRIA**  
Lassallestraße 9  
1000 Vienna, Austria  
Tel: +43 1 90991 38039  
www.woelfel.at

**CONTACT**  
Franz Baader  
Head of National Sales  
Tel: +43 1 90991 38020  
@: franz.baader@telekom.at

**COMPANY PROFILE**  
Telekom Austria is a private owned German company running an international MPLS network with nearly 100% coverage in Europe, with good coverage in Middle East and Asia and a good coverage in North America, South America and Africa. Our core business is selling international connectivity to national and regional telecommunications companies and other partners, supporting them to extend their international footprints.

**UKRTELKOM JSC**  
18, Tarasa Shevchenka Blvd.  
Kyiv 01000  
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Tel: +380 44 239 0662  
www.ukrtelecom.com

**CONTACT**  
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@: isytychuk@ukrtelecom.com

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info@gwcarriers.com

**BALTCOM FIBER**  
Stabu Ilos 89  
Rizaiu Vilniaus  
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www.baltcom.lt

**CONTACT**  
Valerij Kozlov  
Director  
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@: valerij.kozlov@baltcom.lt

**COMPANY PROFILE**  
Baltcom Fiber is a wholesale data carrier that provides connectivity services in the Baltic States and Scandinavia. It is a member of the Baltic States and Scandinavia.

**COGENT COMMUNICATIONS**  
1015 51st Street, NH  
Washington DC 20007, USA  
Tel: +1 202 296 4200  
www.cogent.com

**CONTACT**  
Francis Lemar  
Sales Representative, European Sales  
Tel: +33 1 47 27 2022  
@: francis.lemar@cogent.com

**COMPANY PROFILE**  
Cogent Communications (NASDAQ: COGO), one of the world's leading Tier 1 internet carriers, delivers IP transit services and colocation services to 20,000+ service providers and corporations in 27 countries across north America and Europe.

**EUROTRONTELECOM**  
5, Chaparova Str.  
Kiev 01000, Ukraine  
Tel: +380 44 277 2720  
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**CONTACT**  
Volodymyr Shcherbak  
Commercial Director  
Tel: +380 44 277 2722  
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**COMPANY PROFILE**  
EuroTran Telecom is one of the biggest alternative Ukrainian carriers. We own 8,000km of optical cable and transmission IP networks and offer 2.5/10 Gbps services. IPDC data transmission, internet and video services and corporate solutions.

**HELLAS ONLINE**  
2 Adrianeou Street  
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Greece  
Tel: +30 210 3000 400  
www.hellasonline.gr

**CONTACT**  
Ioannis Karamanas  
Carrier Relations Manager  
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**JAZZTEL**  
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**CONTACT**  
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Executive Director Wholesale and Regulatory Strategy  
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**COMPANY PROFILE**  
Jazztel is a Spanish leading telecommunications and data transmission carrier with own infrastructure in Spain, offering voice, data and IPTV solutions to residential, business and wholesale markets.

**MAKEDONSKA TELECOM**  
Orce Nagelbov  
1000 Skopje  
Former Yugoslav Republic of Macedonia  
Tel: +386 22 27 40 01  
www.mtel.mk

**CONTACT**  
Dmitry Kopylov  
Head of Sales Group  
Tel: +386 22 27 40 01  
@: maketel@mktelecom.mk

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Managing Director, Wholesale Market  
Tel: +48 22 332 0000  
@: leszek\_nikielaj@nwtele.com

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www.nvtelecom.ru

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@: catalina.haret@rotelecom.ro

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**CONTACT**  
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Head of National Sales  
Tel: +43 1 90991 38020  
@: franz.baader@telekom.at

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Tel: +380 44 239 0662  
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**CONTACT**  
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Director of Central Sales Office  
Tel: +380 44 239 0662  
@: isytychuk@ukrtelecom.com

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info@gwcarriers.com

**Beox**  
communication is everything  
501 Seaside Rd, Ste 105 Wilmington DE 19809 USA  
www.beox.com

**CONTACT**  
Viktor Kozlov  
Director  
Tel: +1 302 355 5100  
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**COMPANY PROFILE**  
Beox is one of the largest VoIP carriers of international voice services. Beox is a leading provider of direct voice termination services. Beox is a leading provider of direct voice termination services. Beox is a leading provider of direct voice termination services.

**COMPANY TTK**  
3 Tselovayeva Street,  
Moscow 125317, Russia  
Tel: +7 495 784 9670  
www.ttk.ru

**CONTACT**  
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**COMPANY PROFILE**  
TTK offers wholesale carrier services via the Eurasia Highway terrestrial route - the shortest international telephony route between Europe and Russia. TTK provides connectivity to the countries of the CIS and to more than 1,000 national PoPs in Russia.

**GLOBAL SPACE SYSTEMS**  
18b Sakko Vamontzi Street  
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Tel: +7 495 504 2900  
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**CONTACT**  
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**COMPANY PROFILE**  
Global Space Systems is a Russian satellite operator, providing a leading global wholesale telephony operator (MNO). It provides a leading global wholesale telephony operator (MNO). It provides a leading global wholesale telephony operator (MNO).

**INTERCONNECT**  
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**CONTACT**  
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**COMPANY PROFILE**  
Interconnect has been operating in the IP telephony market since 1996. It has its own collocation points in the USA, Germany, Russia and Greece as well as PoP in Anzotet in Greece. We provide advanced broadband services for retail and corporate customers.

**LANCK TELECOM**  
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**COMPANY PROFILE**  
LANCK Telecom is a global carrier of international phone calls. We provide high quality services at competitive rates to all possible destinations in the world, terminating calls into local PSTN and mobile networks.

**MTS UKRAINE**  
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**CONTACT**  
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Head of Carrier Relations Department  
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@: anna.polytychayeva@mts.com.ua

**COMPANY PROFILE**  
MTS Ukraine (UMC) is the main player in the Ukrainian market of convergence services. MTS-Ukraine's backbone network is about 16,000km of fiberoptic communication lines and more than 91% of the territory of Ukraine. MTS-Ukraine's points of presence are situated in all Ukrainian regional cities and main area centers.

**MULTIREGIONAL TRANSITTELECOM (MTT)**  
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**CONTACT**  
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**COMPANY PROFILE**  
MTT is a national operator of domestic long-distance and international communication, who owns a digital multi-service network. MTT provides a wide range of services to carriers, corporate and consumer customers around the world.

**NETERRA COMMUNICATIONS**  
The Building, 2nd Floor 80 Aleksandar Malinov Blvd.  
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www.neterra.com

**CONTACT**  
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Business Development Manager  
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**COMPANY PROFILE**  
Neterra is one of the leading Bulgarian telecoms operators, providing a wide range of data services, collocation and managed network services. Neterra provides a wide range of services to carriers, corporate and consumer customers around the world.

**PCOV GLOBAL**  
28 rue de septembre, 75002 Paris, France  
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**CONTACT**  
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**COMPANY PROFILE**  
PCOV Global serves the voice and data needs of enterprises and mobile services in the majority of 30 countries where the Group operates. With more than 180 million customers, the Group is the 17th largest mobile operator and the #1 provider of broadband internet services in Europe.

**ORANGE**  
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**CONTACT**  
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Head of Carrier Relations Department  
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**COMPANY PROFILE**  
Orange Telecom Orange is one of the world's leading telecommunications operators, offering internet, television and mobile services in the majority of 30 countries where the Group operates. With more than 180 million customers, the Group is the 17th largest mobile operator and the #1 provider of broadband internet services in Europe.

**OTEGLOBE**  
5-8, Agiaslavou & Zorostas Etsi St., GR-15123 Marousi  
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**CONTACT**  
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**COMPANY PROFILE**  
OTEGLOBE, the leading wholesale carrier in SE Europe, provides a wide range of services to carriers, corporate and consumer customers around the world.

**PCOV GLOBAL**  
28 rue de septembre, 75002 Paris, France  
Tel: +33 1 42 69 08 35  
www.pcovglobal.com

**CONTACT**  
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Executive Commercial Director - Europe  
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**COMPANY PROFILE**  
PCOV Global serves the voice and data needs of enterprises and mobile services in the majority of 30 countries where the Group operates. With more than 180 million customers, the Group is the 17th largest mobile operator and the #1 provider of broadband internet services in Europe.

**Coming soon**  
Asia - Pacific Wholesaler Map 2013  
For further information please contact:  
info@gwcarriers.com

**BURSAN TELEKOM**  
Büyükdere Cad. No: 112  
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Tel: +90 212 355 5100  
www.burstan.com

**CONTACT**  
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**COMPANY PROFILE**  
Burstan Telekom is a Fortune 500 Company in Turkey, is the largest telecommunications operator serving close to 200 of the top 500 Turkish corporations and providing wholesale voice and international data services with its own fibre infrastructure.

**COMPANY TTK**  
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Tel: +7 495 784 9670  
www.ttk.ru

**CONTACT**  
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Vice President, International Sales  
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@: vrodnikov@ttk.ru

**COMPANY PROFILE**  
TTK offers wholesale carrier services via the Eurasia Highway terrestrial route - the shortest international telephony route between Europe and Russia. TTK provides connectivity to the countries of the CIS and to more than 1,000 national PoPs in Russia.

**GLOBAL SPACE SYSTEMS**  
18b Sakko Vamontzi Street  
Korfezi, Mazara Region 141070, Russia  
Tel: +7 495 504 2900  
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**CONTACT**  
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**COMPANY PROFILE**  
Global Space Systems is a Russian satellite operator, providing a leading global wholesale telephony operator (MNO). It provides a leading global wholesale telephony operator (MNO). It provides a leading global wholesale telephony operator (MNO).

**INTERCONNECT**  
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Ness Kornos 1743, Athens, Greece  
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**CONTACT**  
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Senior Account Services, Europe  
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**COMPANY PROFILE**  
Interconnect has been operating in the IP telephony market since 1996. It has its own collocation points in the USA, Germany, Russia and Greece as well as PoP in Anzotet in Greece. We provide advanced broadband services for retail and corporate customers.

**LANCK TELECOM**  
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**COMPANY PROFILE**  
LANCK Telecom is a global carrier of international phone calls. We provide high quality services at competitive rates to all possible destinations in the world, terminating calls into local PSTN and mobile networks.

**MTS UKRAINE**  
15 Lepkivska Street, Kyiv 01015, Ukraine  
Tel: +380 44 239 0662  
www.mts.com.ua

**CONTACT**  
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Head of Carrier Relations Department  
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**COMPANY PROFILE**  
MTS Ukraine (UMC) is the main player in the Ukrainian market of convergence services. MTS-Ukraine's backbone network is about 16,000km of fiberoptic communication lines and more than 91% of the territory of Ukraine. MTS-Ukraine's points of presence are situated in all Ukrainian regional cities and main area centers.

**MULTIREGIONAL TRANSITTELECOM (MTT)**  
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**COMPANY PROFILE**  
MTT is a national operator of domestic long-distance and international communication, who owns a digital multi-service network. MTT provides a wide range of services to carriers, corporate and consumer customers around the world.

**NETERRA COMMUNICATIONS**  
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**COMPANY PROFILE**  
Neterra is one of the leading Bulgarian telecoms operators, providing a wide range of data services, collocation and managed network services. Neterra provides a wide range of services to carriers, corporate and consumer customers around the world.

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**COMPANY PROFILE**  
PCOV Global serves the voice and data needs of enterprises