

# tiscali switzerland and interxion: pan-european success stories

*A good omen: The success stories of Tiscali and Interxion both began in 1998. Since then, the companies have greatly expanded their activities with regard to deployment of the latest IT infrastructures and a corresponding product portfolio. Tiscali has revolutionized the world of Internet service providers and today is the second-largest ISP in Europe.*

*Tiscali, the Sardinian Internet service provider, is targeting its efforts on the growth potentials in the Internet and data transfer. They also provide various multimedia applications and mobile communications. Internet access, content, applications and innovative communications services are the key factors for the extremely successful company.*

## **Tiscali and Interxion:**

### **7 x 24 Internet infrastructure**

Peter Mahr, CTO Tiscali Schweiz, states: "Comprehensive quality assurance is very important to us. By selecting Interxion, we have found a flexible and reliable partner. We are fully convinced by the extremely high standard of quality in all areas." The demanding requirements for security and equipment availability defined by Tiscali's engineers are met by an appropriate service level agreement with Interxion.

### **Equipment Housing**

Tiscali has a private room at Interxion's IEC with its own independent power supply and climate controls. Thanks to the constructive cooperation between Tiscali and Interxion, the transfer was made and operations began very quickly.

The clear budgetary costs of the flexible and scaleable equipment housing services and infrastructure solutions at the Internet Exchange Center

(IEC™) were also decisive factors. According to various neutral, international studies, the construction and maintenance of comparable in-house solutions would generate higher costs and tie up corresponding resources.



The IEC has premises that are highly standardized and that also meet individual needs. Specialists from Tiscali perform regular equipment maintenance and the data center's central location allows them to be on site in no time, around the clock, in case of any irregularities. Their goal: to ensure rapid and uninterrupted access to Tiscali Schweiz's portal -> [www.tiscali.ch](http://www.tiscali.ch).

### **Investment in independence**

Tiscali has a high-performance fiber-optic network that links all major cities in Europe and overseas. This network not only offers the advantage of the greatest possible flexibility and adaptability to continually changing needs, it also offers sufficient reserve capacities for future communications services from Tiscali.



- equipment housing
- connectivity
- hosting and storage
- consultancy

### “Free”losophy

Renato Soru, founder and major shareholder of Tiscali is an advocate of the Freenet. The goal of “Free”losophy is to make the Internet and its services accessible to the broadest public as possible and to offer further attractive supplemental services in cooperation with visionary companies.

### Online trend continues to grow

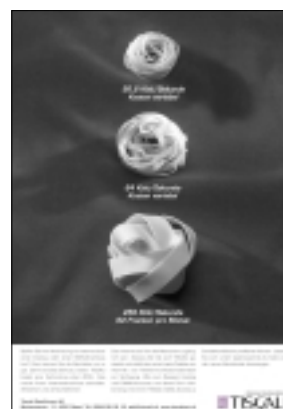
Representative studies on the behavior of Swiss Internet users confirm the unchecked online trend-in business as well as in the private sector. The latest e-technologies are opening up potentials, accelerating the introduction of new web-based business models, and making lasting changes to traditional business processes.

### About Tiscali

Tiscali S.p.A., (Nuovo Mercato, Milan: TIS; Nouveau Marché, Paris: 005773), is the leading Internet Communication Company in Europe, providing access, content, applications and innovative communication services throughout Europe to 16 million registered subscribers, of which 7 million are active, developing a monthly Internet traffic in excess of 3.4 billion minutes, and over 9.5 million monthly unique visitors to its websites (as of March 31, 2001). Tiscali’s corporate website can be found at [www.tiscali.com](http://www.tiscali.com).

Tiscali has been active in Switzerland since January 2000. At the same time that Tiscali entered the Swiss market, they also offered free Internet access. The European Tiscali portal was launched as a platform in July 2000. In addition to free Internet access and leading domain products, Tiscali Schweiz has been offering five attractive ADSL options since April.

The portal has had a new design since 1 June 2001 at its new address: [www.tiscali.ch](http://www.tiscali.ch).



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