



الجمهورية العربية السورية  
SYRIAN TELECOM

sofrecom

Press release  
February 15th, 2010

## STE modernizes the syrian telecom network and migrates to NGN with the help of Sofrecom !

Syrian Telecom Establishment (STE), the national operator providing fix, data international gateway, has chosen Sofrecom **to modernize its network and migrate to "Next Generation Network"**.

Indeed, the objectives of the new telecommunication law, under study, are to open the market, to increase the penetration of telecommunications services and to propose quality telecommunications services in the fields of broadband and mobile communications.

To meet the challenge, STE has started strategic initiatives to offer quality fix and broadband services in this new dynamic environment. Hence, STE has issued an international tender for **the optimisation, documentation, expansion and migration of the network towards Next Generation Network**.

The Ambition of the project is to build a network infrastructure able to deliver enhanced broadband, data and multimedia services for the Syrian market. Sofrecom has mobilized a team of senior consultants and experts who will advise STE for the main steps of the project over two years:

**Step1:** Audit and description of the existing network

**Step 2:** Demand analysis and definition of STE's target network

**Step 3:** Proposition of different migration scenarios and recommendation of the optimum scenario to migrate to NGN

**Step 4:** Follow up of the Migration Programme (RFI, RFP, supervision of the works...)

### Benefits for STE

Relying on the experience and expertise of Sofrecom, STE will revamp its telecom infrastructure to support the growth of the telecom market for the years to come. STE will enjoy lower Opex and Capex and create new revenues stream in a competitive market environment.

«Syrian Telecom faces many challenges. The migration of our network to NGN is a must of our strategy, says Eng. Bahsas, CEO of Syrian Telecom. Indeed, the NGN network will enable Syrian Telecom to deliver compelling services such as Video On Demand, Broadband internet and Voice over a single line. Our customers are hungry for broadband internet and value added services and Syrian Telecom shall meet their expectations. Sofrecom will help us to deliver enhanced services supported on a cost-effective and efficient NGN network.»

"Sofrecom is honoured to contribute to the ambitious modernization programme of STE, says Jean-François Fallacher, CEO of Sofrecom. Our team will work hands in hands with their Syrian counterparts to elaborate the most adequate network to propose innovative and cost-effective telecom services to the Syrian market. We are delighted to start a long-term cooperation with STE and we will focus on transferring know-how and expertise to STE along this project."

**Visit Sofrecom at the MWC Barcelona 15<sup>th</sup>-18 February 2010  
hall 2 – stand 2B69  
and meet**

Jean-François Fallacher, Chief Executive Officer  
Alain Masson, Senior Vice President  
Bertrand Grèzes-Besset, Senior Vice President  
Sébastien Cuiec, Key Account Manager

## About Sofrecom

Sofrecom, a France Telecom - Orange Group company, is a leading telecommunications consultant and services provider. It provides expertise on fast-growing markets worldwide. Its unique know-how and value-generating offers specifically designed for telecoms operators enable it to provide support in all the fields essential to their development: marketing and distribution, organisation and processes, information systems, networks and services.

Its intimate knowledge of the telecoms operator business and of information and communication technologies, its numerous references, and its worldwide network of partners make Sofrecom a very much appreciated advisor by governments, investors and international financial organisations.

Sofrecom is present all over the world through its realizations and through its local agencies: Algeria, Argentina, France (headquarters), Dubai, Indonesia, Jordan, Kenya, Morocco, Poland and Vietnam.

### **Sofrecom press contact**

Francia Nichols

Communication Manager

Tel : 01 57 36 46 90

[francia.nichols@sofrecom.com](mailto:francia.nichols@sofrecom.com)