Business Overview

KDDI
KDDI Deutschland

01. About KDDI Deutschland

KDDI Deutschland was founded in 1992 as a member of KDDI Group, intending to serves a mixture of Japanese and other multinational customers, having a truly global scope to its operations.

KDDI Deutschland is a growing ICT solution provider based in Düsseldorf and Frankfurt.
We provide complete ICT packaged solutions together with TELEHOUSE, a major global data centre provider and also a subsidiary of KDDI Corporation.

Corporate Overview   (as of April, 2020)

Establishment	1992
Business	*ICT & System Integration*
Offices	Fritz-Vomfelde-Straße 8 Düsseldorf
Management	Hiroaki Miyazaki, Dr. Béla Waldhauser

02. About TELEHOUSE Deutschland

Telehouse Deutschland was founded in 2012 as a subsidiary of Telehouse Holdings (UK) and KDDI Corporation (Japan) to serves Data Center services in Frankfurt and globally.

TELEHOSE group operate Data Center in over 40 sites in excess of 20 cities. We provide secure high quality operation services for more than 3000 customers and over 800 carriers globally.

TELEHOUSE
HOME TO YOUR GLOBAL ICT SOLUTIONS

Corporate Figures (April 2020)

Establishment	2012
Business	Data Center
Office	Klyerstr. 75-87 Frankfurt am Main
Management	Dr. Béla Waldhauser, Hiroaki Miyazaki

03. About KDDI Corporation

Fortune Global 500 & Top 10 Telecom Corporation Carrier in the world

Japan's second largest telecommunications provider with 50 years of excellence in dependable connectivity.
100 offices around the globe, KDDI Group will meet your every ICT requirement.

Tomorrow, Together
KDDI

Corporate Figures   (March 2020)

Establishment	1984
Business	Telecommunications
Head Office	Tokyo, Japan
President	*Makoto Takahashi*
Employees	*44,952* (Consolidated basis)
Operating Revenues	52,372 MJPY
Operating Profit	10,252 MJPY

500 The Global Fortune 500, 2017
Source : FORTUNE magazine, 2017

04. KDDI Overview – Total ICT Solutions

One-Stop Solution provider, delivering a range of services from Data Centre, Network, System Integration to Cloud Computing

Total ICT Solutions

- Data Center
- Cloud
- Network
- Security
- IT Outsource

KDDI at a glance

TOP
One of Asia's TOP Telecommunications Carriers.
The Third in Sales

The Know-how of an Integrated Global Communication Service Provider

Mobile / Content / ICT Solutions / CATV / WiMAX / Solutions

Headquarters: Tokyo, Japan

100 Overseas Offices   **20** Countries

Number of employees
44,952
Consolidated basis

60 years
Reserch
we have been researching and developing new technologies at our laboratories in our quest toward the ideal communications environment.
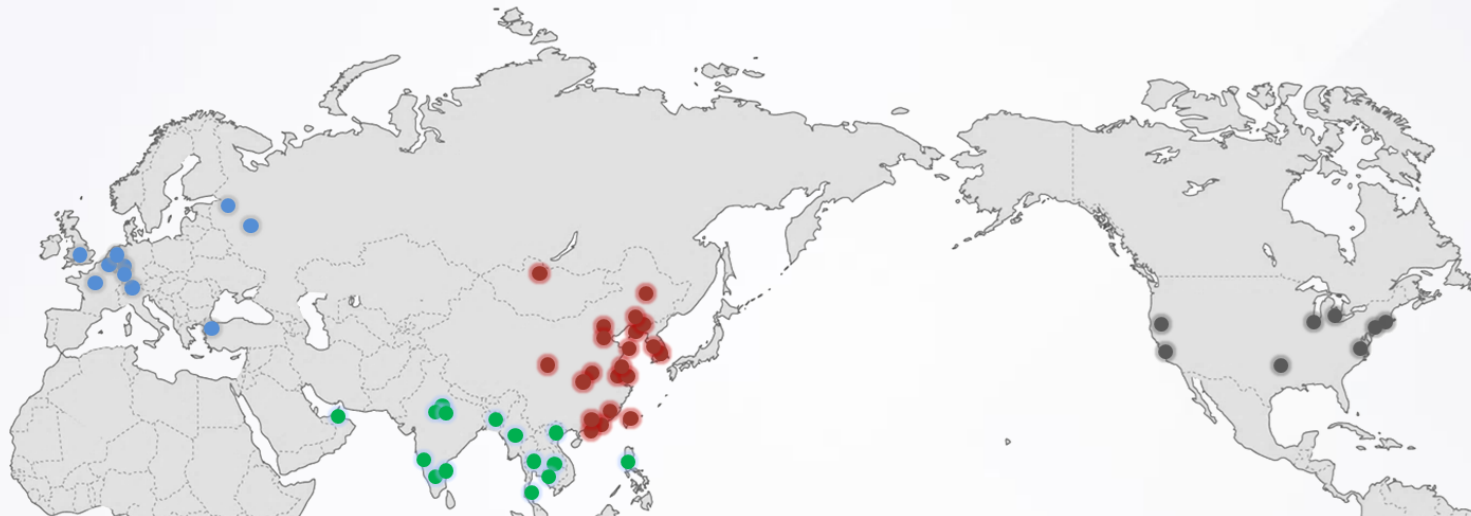
40 sites
TELEHOUSE
A Global ICT Provider with 47 TELEHOUSE Sites Worldwide

05. KDDI's global location

KDDI and TELEHOUSE support customers with staff of 41,996 people (5,900 people outside Japan) in 28 countries, 60 cities, 100 overseas bases.

Europe

London
Paris
Dusseldorf
Frankfurt
Amsterdam
Brussels
Geneva
Moscow
Saint Petersburg
Istanbul

Southeast Asia / Oceania

Singapore	Kuala Lumpur
Phnom Penh	Jakarta
Dubai	Manila
Gurgaon	Ho Chi Minh
New Delhi	Hanoi
Neemrana	Yangon
Mumbai	Dhaka
Chennai	Sydney
Bangalore	Melbourne
Bangkok	

East Asia
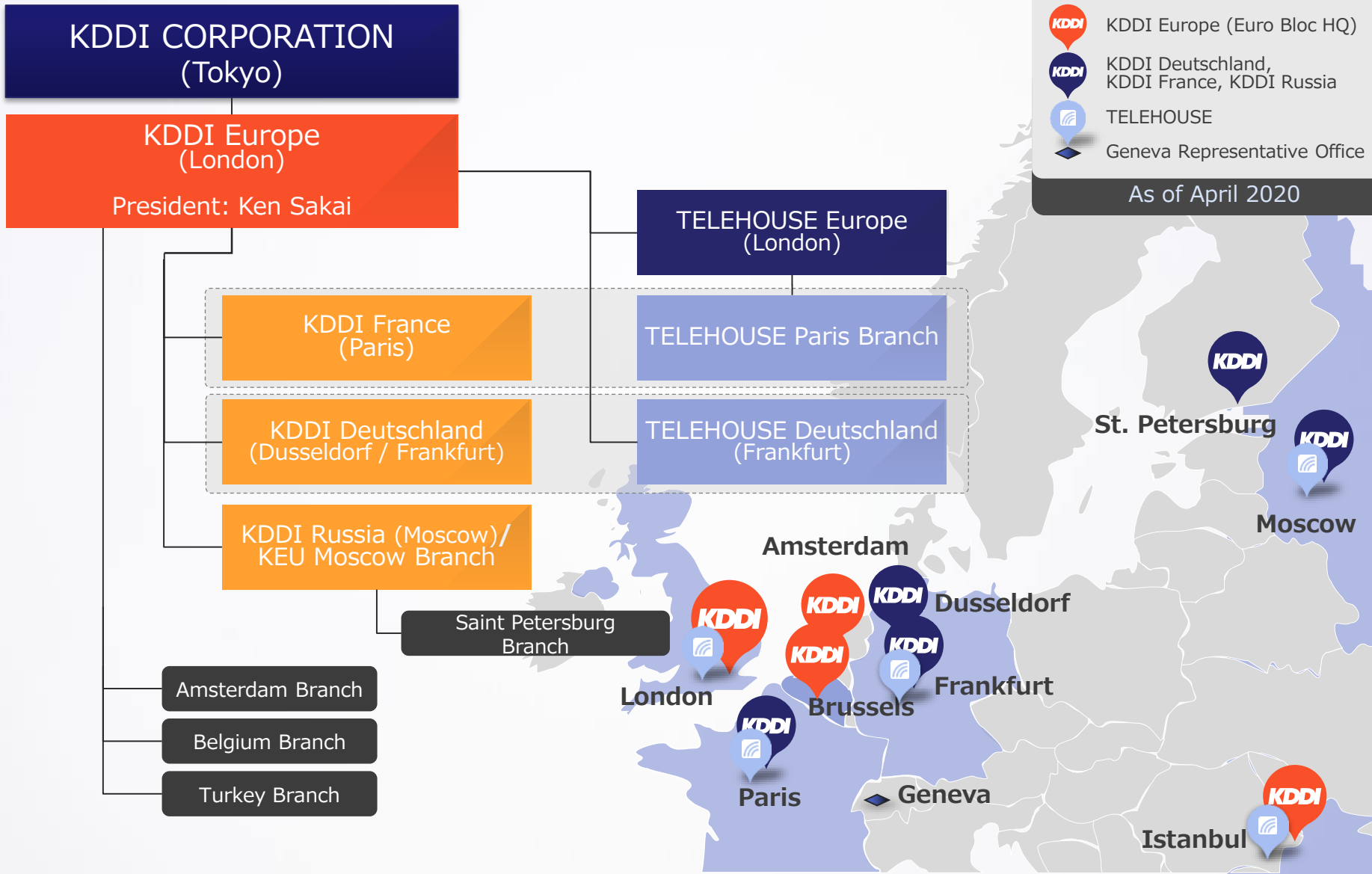
Beijing	Chengdu
Hong Kong	Guangzhou
Tianjin	Shenzhen
Changchun	Changsha
Dalian	Fuzhou
Qingdao	Taipei
Shanghai	Macau
Suzhou	Soul
Changshu	Busan
Wuxi	Ulaanbaatar
Wuhan	

America

New York
New jersey
Los Angeles
San Francisco
Virginia
Chicago
Detroit
Plano
Sao paulo

06. KDDI Europe Group

Headquarters in London with business areas in Europe, Middle East, Russia

KDDI CORPORATION
(Tokyo)

KDDI Europe
(London)

President: Ken Sakai

TELEHOUSE Europe
(London)

KDDI France
(Paris)

TELEHOUSE Paris Branch

KDDI Deutschland
(Dusseldorf / Frankfurt)

TELEHOUSE Deutschland
(Frankfurt)

KDDI Russia (Moscow)/
KEU Moscow Branch

Saint Petersburg Branch

Amsterdam Branch

Belgium Branch

Turkey Branch

Legend

KDDI — KDDI Europe (Euro Bloc HQ)

KDDI — KDDI Deutschland,
KDDI France, KDDI Russia

TELEHOUSE

Geneva Representative Office

As of April 2020

St. Petersburg

Moscow

Amsterdam

Dusseldorf

London

Brussels

Frankfurt

Paris

Geneva

Istanbul

07. KDDI Deutschland Services

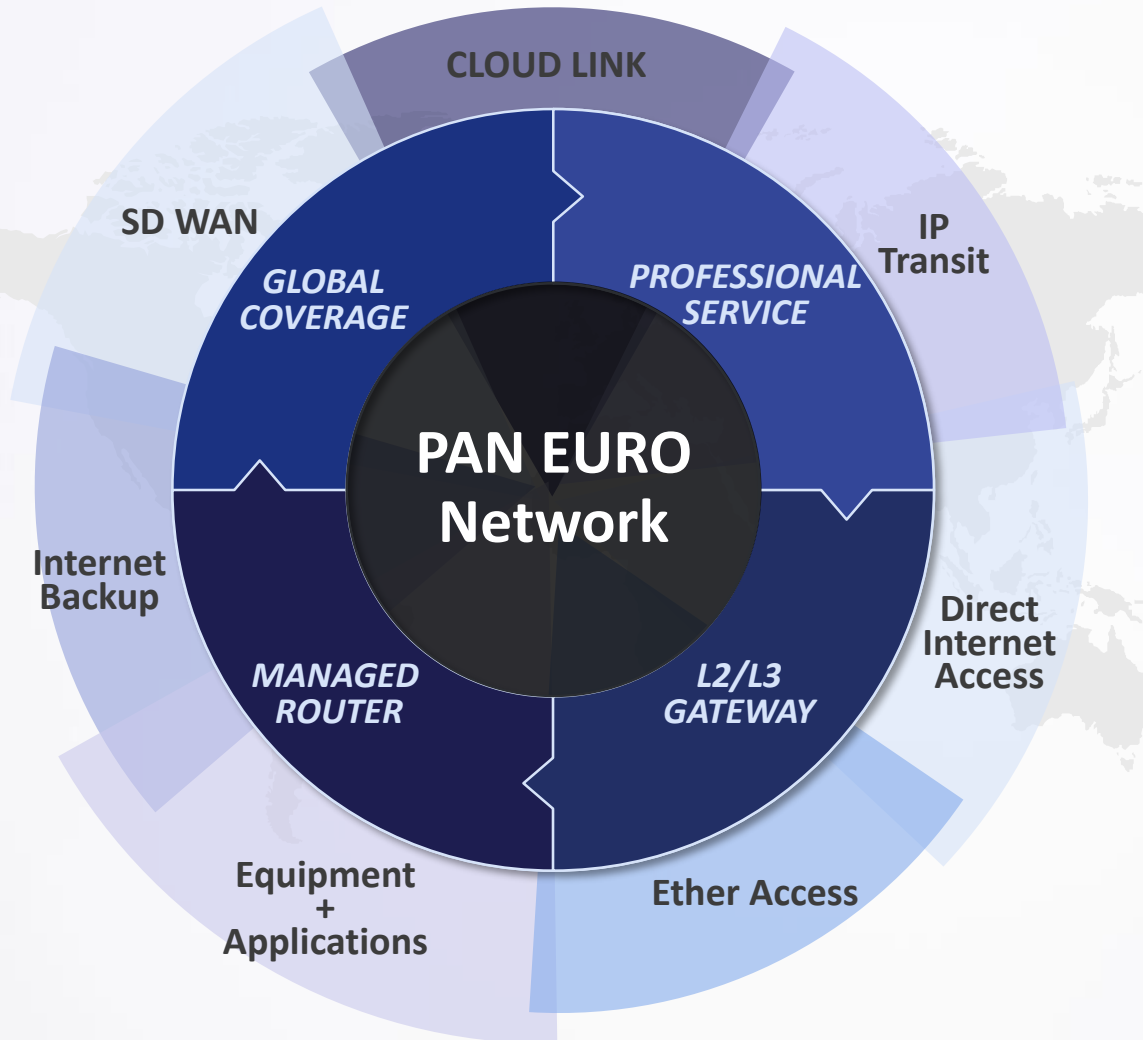*Abundant achievements in collaboration with overseas local carriers and local vendors for half a century*

KDDI
KDDI Deutschland

Service

NETWORK

- Internet
- Layer 2 / Layer 3
- 24/7 IT Operation Centre
- WAN Optimisation

SYSTEM INTEGRATION

- IT Project Management
- Help Desk service
- Security Solutions, DDoS Mitigation
- System Maintenance
- Procurement of Equipment
- RPA
- IoT

CLOUD SERVICES

- IaaS、SaaS
- Backup, archive
- Cloud PBX
- AWS、O365

DATA CENTRE

- Tier 3+ Data Centre
- Frankfurt's largest data center

「Global ICT Solution」
Connecting the world with total and one-stop

08. International intra-service

With High Quality Internet as the shared medium of communications, KDDI offers the optimum network solutions to your requirement

KDDI Deutschland

Service

NW

CLOUD LINK

SD WAN

GLOBAL COVERAGE

IP Transit

Internet Backup

PAN EURO Network

PROFESSIONAL SERVICE

MANAGED ROUTER

Direct Internet Access

L2/L3 GATEWAY

Equipment + Applications

Ether Access

Global Coverage

✓ Seamless network with L2/L3 Gateway

Operation

✓ 24 hour proactive monitoring and trouble shooting

Consultant

✓ Network Design to meet customer's requirements

09. Internet service in Germany

KDDI provides reasonable and high-quality network services suitable for the customer's environment.

LTE internet access

-Internet connection service using SIM card.

-Available in the Deutsche Telekom area.

Dedicated internet

-Providing low-bandwidth lines using metalic lines.
  (10Mbps or under)

-Providing high-bandwidth lines by optical lines.
  (10Mbps or more)

* The line bandwidth and type that can be provided vary depending on the customer base.

Business internet (KDDI managed)

-Provided by optical line mainly.

-KDDI's NOC team monitors routers and detects line alarms 24 hours a day, 365 days a year.

10. System Integration

From requirements analysis, architecture design, setup and integration, to training and delivery, KDDI provides services and expertise that you can trust and rely on.
*Support in Japanese, English and German is possible

IT Project Management

Office Establishment & Relocation Project ✓
IT infrastructure Design and Setup ✓
Server, Storage Implementation ✓
Data Back-up & Recovery Plan ✓
Phone System Installation ✓

Security Solutions

✓ Device Control
✓ Secure Remote Access
✓ Firewall Implementation
✓ BCP (Business Continuity Plan)

SI

Maintenance / Management Service

✓ Operation and maintenance of equipment 24/7
✓ Total support of all your equipment

Help Desk Service

Support all your IT requirement ✓
(PC support, Network, and IP Telephony)
Bilingual Support in Japanese / English ✓

Procurement of Equipment

✓ Hardware, Software, and License procurement
✓ Delivery & Installation of equipment

11. New Office / Relocation

KDDI provides one-stop IT support for relocation and new opening of customer offices.

design

↓

Procurement

↓

Introduction

↓

Maintenance

- anti Virus
- Cabling
- WiFi
- Printer
- NW equipments
- Telephone
- PC
- Server
- Security camera
- PBX

12. IT Support

KDDI provides the maintenance services according to customer needs

KDDI Deutschland Maintenance services

1. Annual maintenance service

- Annual flat-rate maintenance service
- Not only equipments replacement but also restart of operation
- Perform regular maintenance to prevent accidents and breakdowns
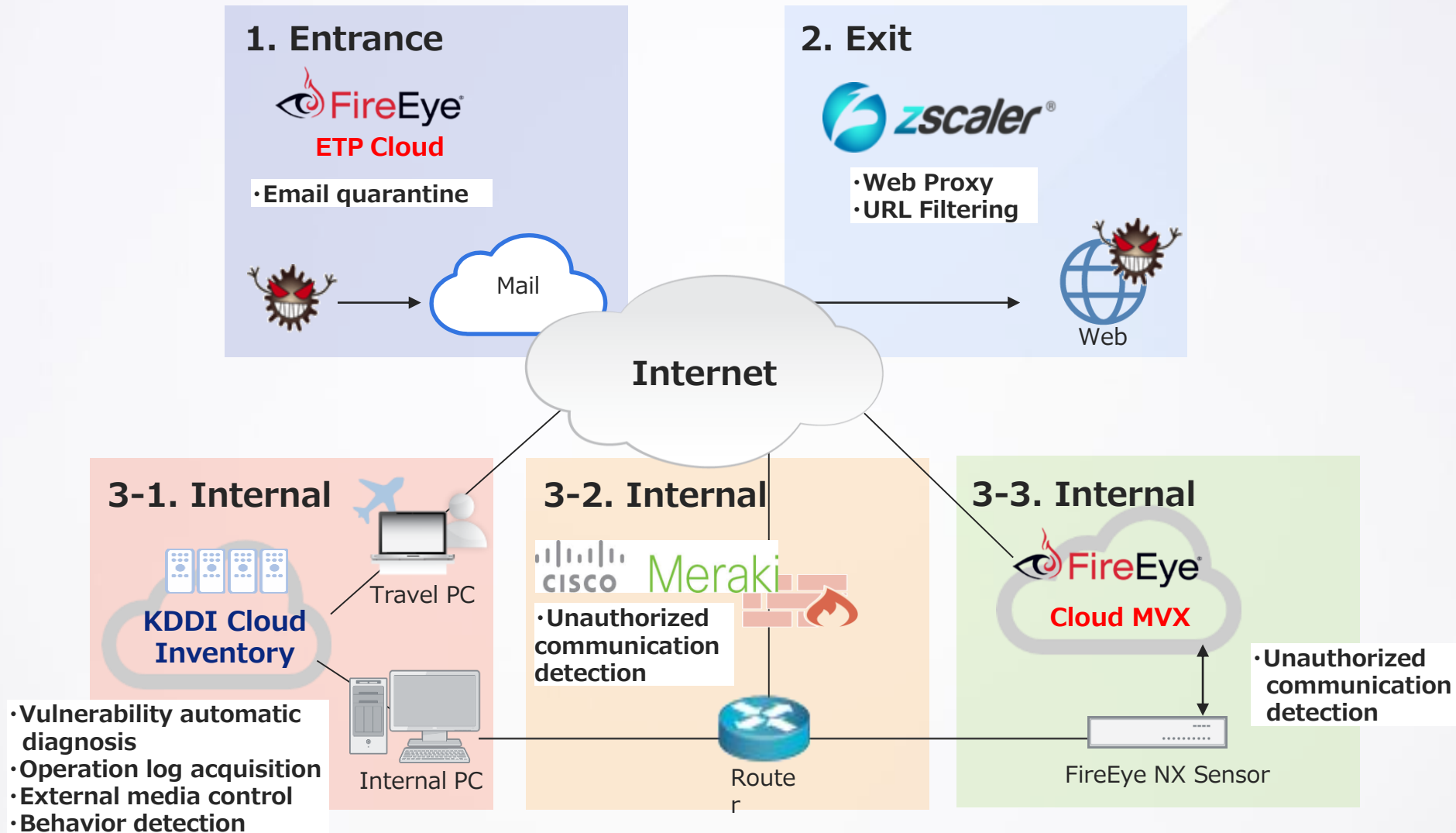
2. Spot maintenance service

- Maintenance service provided according to customer needs without signing an annual maintenance contract

3. On-site resident dispatch service

- Service to dispatch resident from 1 day a week
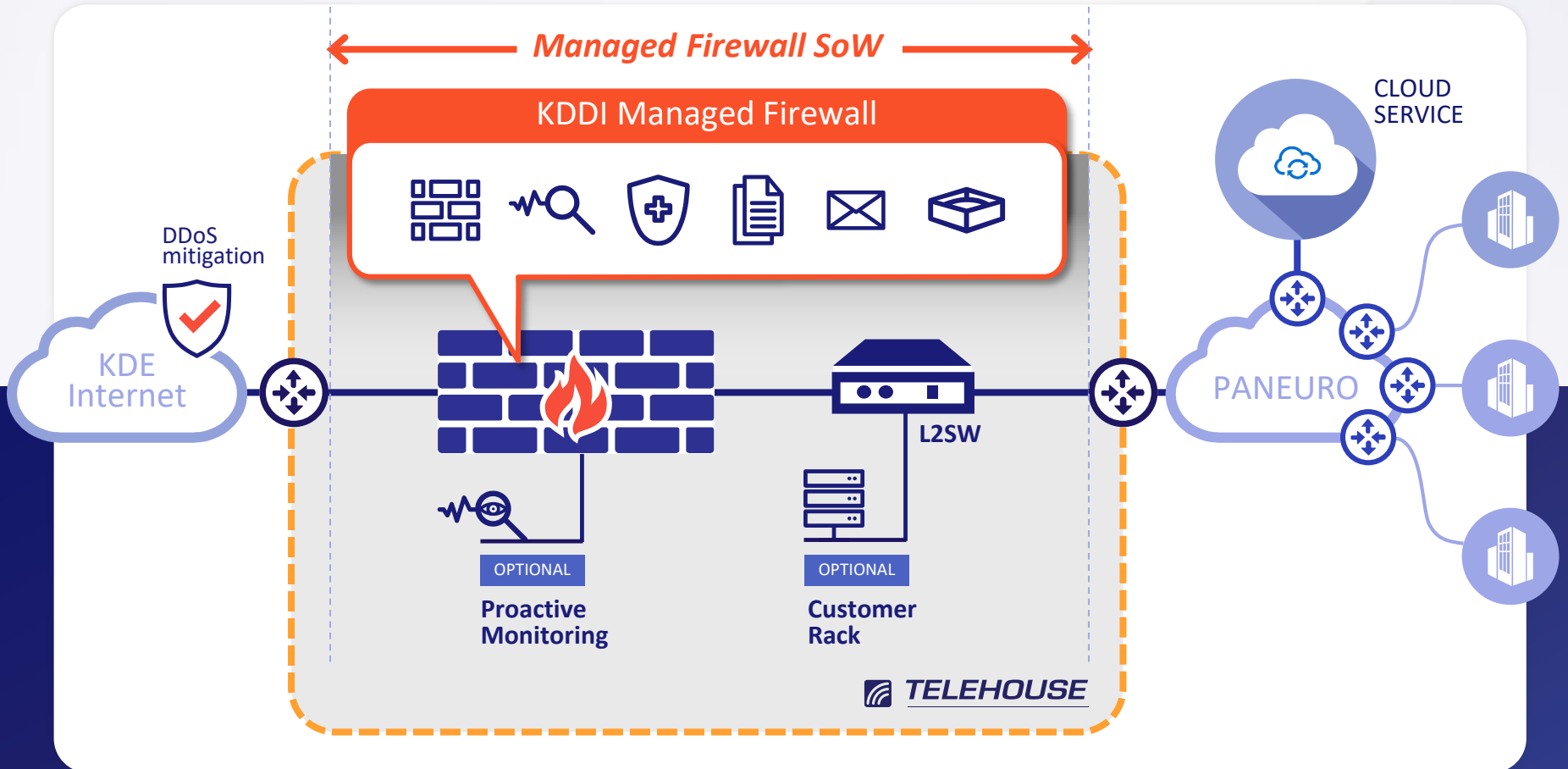- Individual consultation regarding the number of dispatch days, etc.

13. Security services

Various security services for risks in the communication environment

1. Entrance
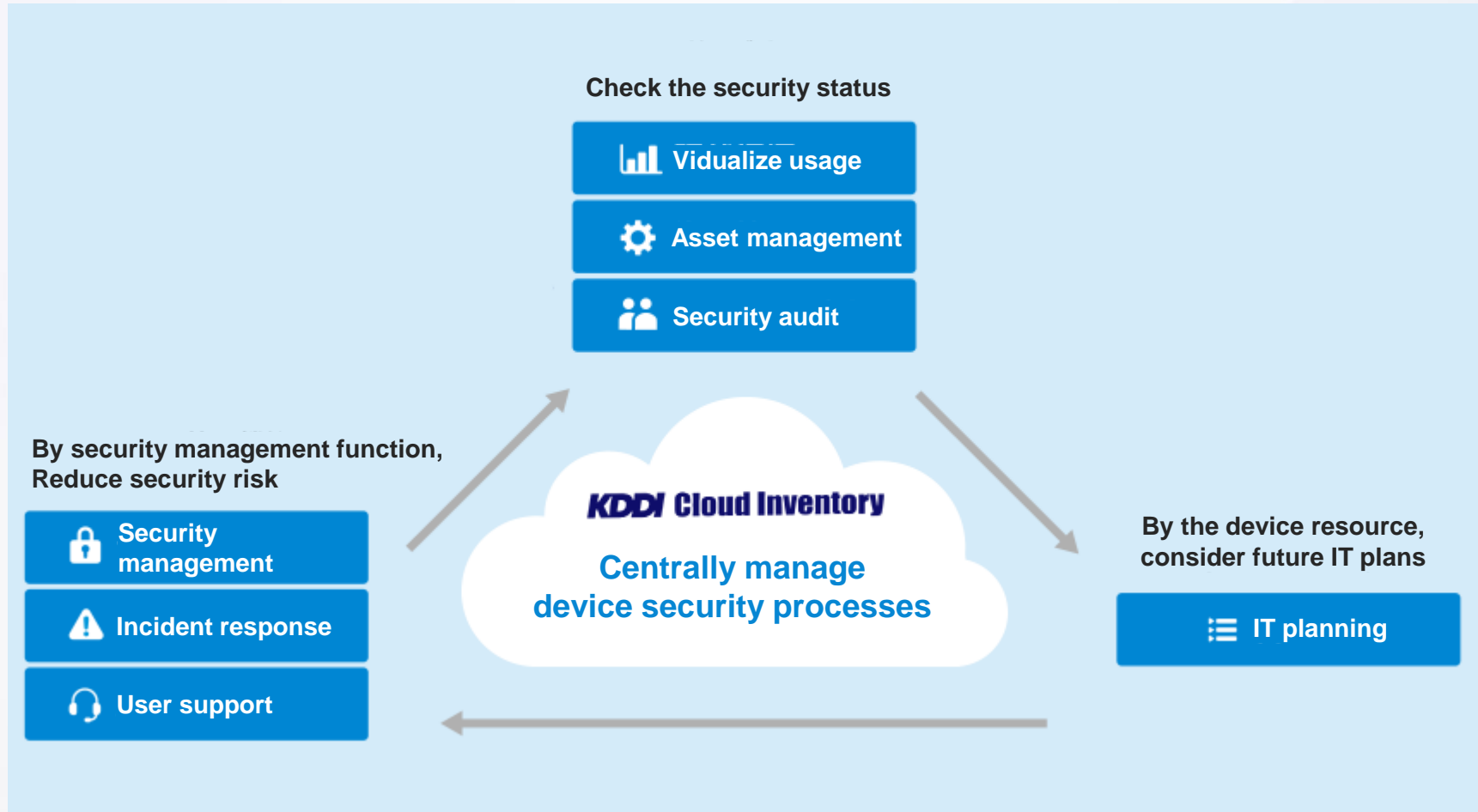
FireEye
ETP Cloud

·**Email quarantine**

Mail

2. Exit

zscaler®

·**Web Proxy**
·**URL Filtering**

Web

Internet

3-1. Internal

KDDI Cloud Inventory

Travel PC

·**Vulnerability automatic diagnosis**
·**Operation log acquisition**
·**External media control**
·**Behavior detection**

Internal PC

3-2. Internal

CISCO Meraki

·**Unauthorized communication detection**

Router

3-3. Internal

FireEye
Cloud MVX

·**Unauthorized communication detection**

FireEye NX Sensor

14. Managed Firewall

All-in-one Security Solution with convenient OPEX model, Centralising Internet Access to enhance Security Governance

Managed Firewall SoW

KDDI Managed Firewall

CLOUD SERVICE

DDoS mitigation

KDE Internet

L2SW

OPTIONAL
Proactive Monitoring

OPTIONAL
Customer Rack

PANEURO

TELEHOUSE

① All-in-one Security Solution with convenient OPEX model
② Unique Sandbox feature to protect Network from any threats
③ Proactive monitoring for immediate execution of security measures

15. IT asset management

"KDDI Cloud inventory" provides cloud-based IT asset management services

Check the security status

- Vidualize usage
- Asset management
- Security audit

By security management function, Reduce security risk

- Security management
- Incident response
- User support

KDDI Cloud Inventory
Centrally manage device security processes

By the device resource, consider future IT plans

- IT planning

16. RPA（Robotic Process Automation）

Data processing on behalf of humans and support business automation

Overwhelming performance
About 180 times more work than humans,
No human error

Improvement of labor issues
Operate 24 hours a day, 365 days a year

System cooperation
Works with multiple different applications

UiPath

Finance	— Invoice processing — Settlement of expenses — Fixed assets management	Operation and maintenance	— Periodic log monitoring — Maintenance plan creation — Daily report creation
human resources General affairs	— Confirmation the leave log — Payroll processing — Creating a certificate of employment	Manufacturing	— Inventory control — Contract processing — Performance report creation
Sales	— Order registration — Business trip calculation — make a quotation	Purchase	— Order management — Vendor quote — Supplier comparison

17. Digitalization / IoT

Supports customer's business by digitalization / IoT.

Think about your true Goal.

One of the methods to increase the **competitivenes**

Goal

How to rearch
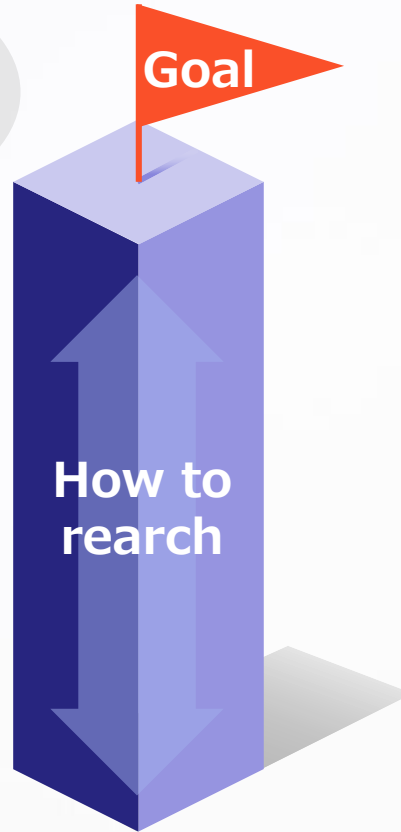
Value for customer

Analyze and utilize data

View data

Store data

Send data

Collect data

18. IoT - KDDI×SORACOM

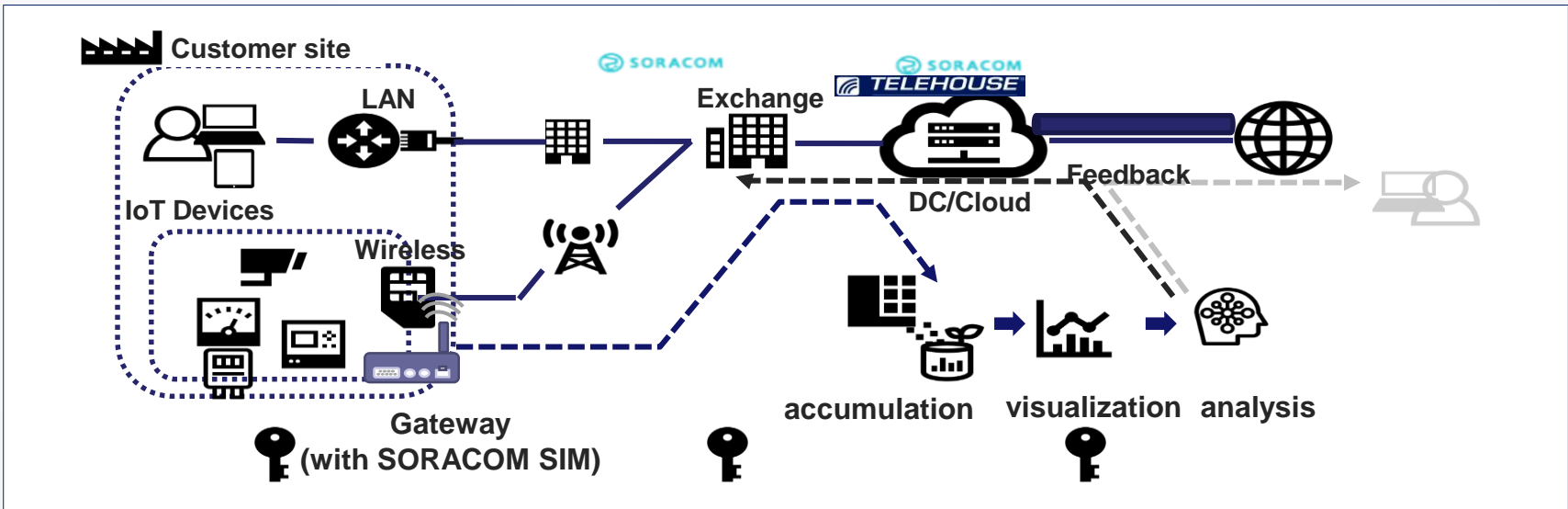*Grobal cellular connectivity and cloud for IoT and M2M*

Realize IoT / M2M connection with low initial cost

Various Cloud services ready for use

High security and low cost with closed connection without internet

Total support from sensors (collecting), networks (sending), and cloud (storing)

・Cost reduction
・Work efficiency
・Improving customer satisfaction
・Creating new value for customer service

Customer site

LAN

IoT Devices

Wireless

Gateway (with SORACOM SIM)

Exchange

DC/Cloud

Feedback

accumulation   visualization   analysis

19. Cloud Service（IaaS）

Highly reliable virtual server services by TELEHOUSE data center

1．Equipment configuration and operation system

-Management customer's data traffic in Germany securely.
-Duplex configuration of virtual storage area and virtual storage controller
-Continuous business in the event of a hardware failure
-Customer support and monitoring 24hours a day, 365days a year.

2．Network connectivity
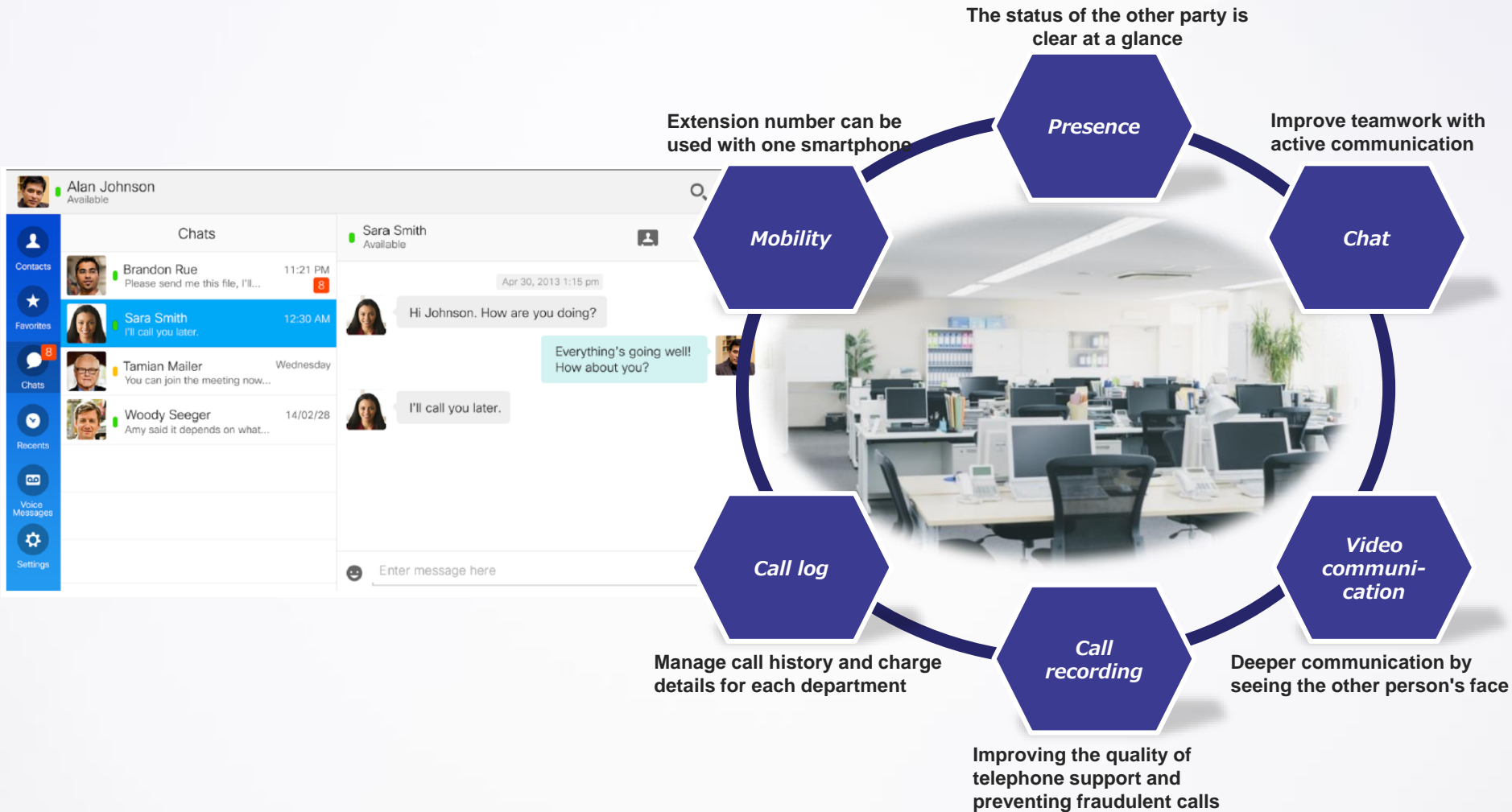
-Advantage for web server access with DE-CIX.

3．Flexible services

-CPU, memory, and hard disk can be selected
  according to the required amount.
-Backup service is also available as an optional service
-TELEHOSE connects to many cloud operators
  and can also use cloud services (Saas) such as AWS.

Telecloud

20. Cloud PBX

Under the internet environment, phone is available everywhere （）*
Various in-house communication such as chat and video call is also possible
*If you want a phone number in Germany, you need telephone line.

The status of the other party is clear at a glance

Presence

Extension number can be used with one smartphone

Improve teamwork with active communication

Mobility

Chat

Call log

Video communi-cation

Call recording

Manage call history and charge details for each department

Deeper communication by seeing the other person's face

Improving the quality of telephone support and preventing fraudulent calls

21. Data Center Service

High-spec Data Center services by TELEHOUSE grobal standard

Collocation

- Dedicated cage
- Cabinet / Open collocation
- Remote hand service (24hours a day, 365days a year)
- Combined solution with TELEHOUSE data centers around the world

High Connectivity

- Connect with over 250 carriers / ISPs
- Connection to DE-CIX
- IP access
- Content delivery service
- Connection to more than 40 TELEHOUSE data centers around the world
- International network service

Cloud Service

- Telecloud (IaaS)、AWS他 (SaaS)
- VMWare Technology
- Server / Storage / Network / IP access
- Public / Private / Hybrid Cloud Solution

Internet traffic hub base

- Owns the world's largest DE-CIX
- Frankfurt is Europe's No. 1 Internet Traffic Hub