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Innovate. Collaborate. Accelerate

**Accelerate business with Innovative
grid enabled Managed Services platform**

Geoffry Gilton

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Head of Products, Managed Services, COLT

- » Geoff is responsible for product management and engineering at COLT
 - » He also spearheads the development of COLT's Managed services portfolio
 - » Geoff has been instrumental in development of KVH's IT Managed Services business in Tokyo, Japan, as director of Product Management at Fidelity Broadband Group.
 - » In addition, Geoff led the development of KVH's on-line customer care platform, eKVH on-line.
- » Previously, Geoff worked with Fidelity Investments and has held positions in engineering, architectural design and management at both domestic and international levels.
 - » Geoff brings with him a rich experience in enterprise and service provider systems and product development.

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Where is COLT today?

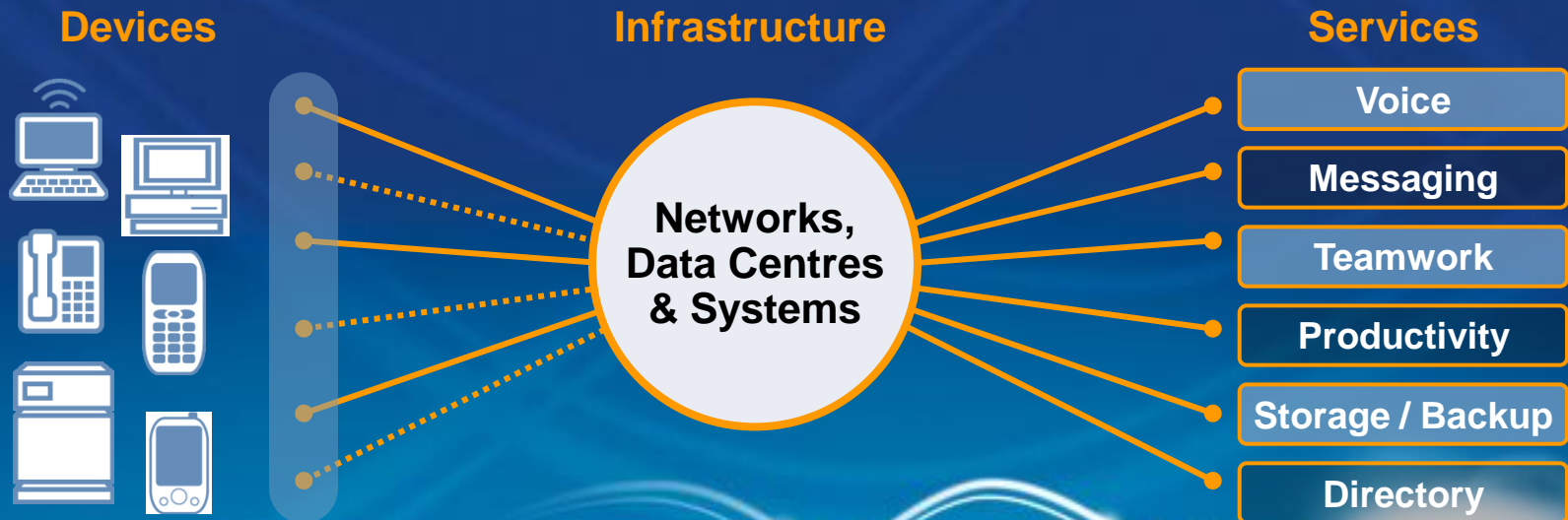
- » 15,000km European fibre network connecting 100+ cities and 10,000+ buildings
 - Typically 96 fibres/route
 - Latest 10Gbit/s optical technology
- » Industry-leading services
 - First Ethernet service in 1993
 - Ethernet over SDH from 2003
 - Switched Ethernet services from 2005
 - ISO 27001 Certification
- » 18 Data centres fully integrated with fibre network
 - 30,000m2 hosting space used, plus 60,000m2 for expansion
 - Security Operations Centre



- ◆ MAN with Data Centre
- MAN
- COLT connected city

COLT's Vision

- » COLT network and data centres become an integrated **services platform** upon which customers run their applications
- » COLT will become a Networked IT Services Provider, making services **universally accessible** anywhere to the device of choice



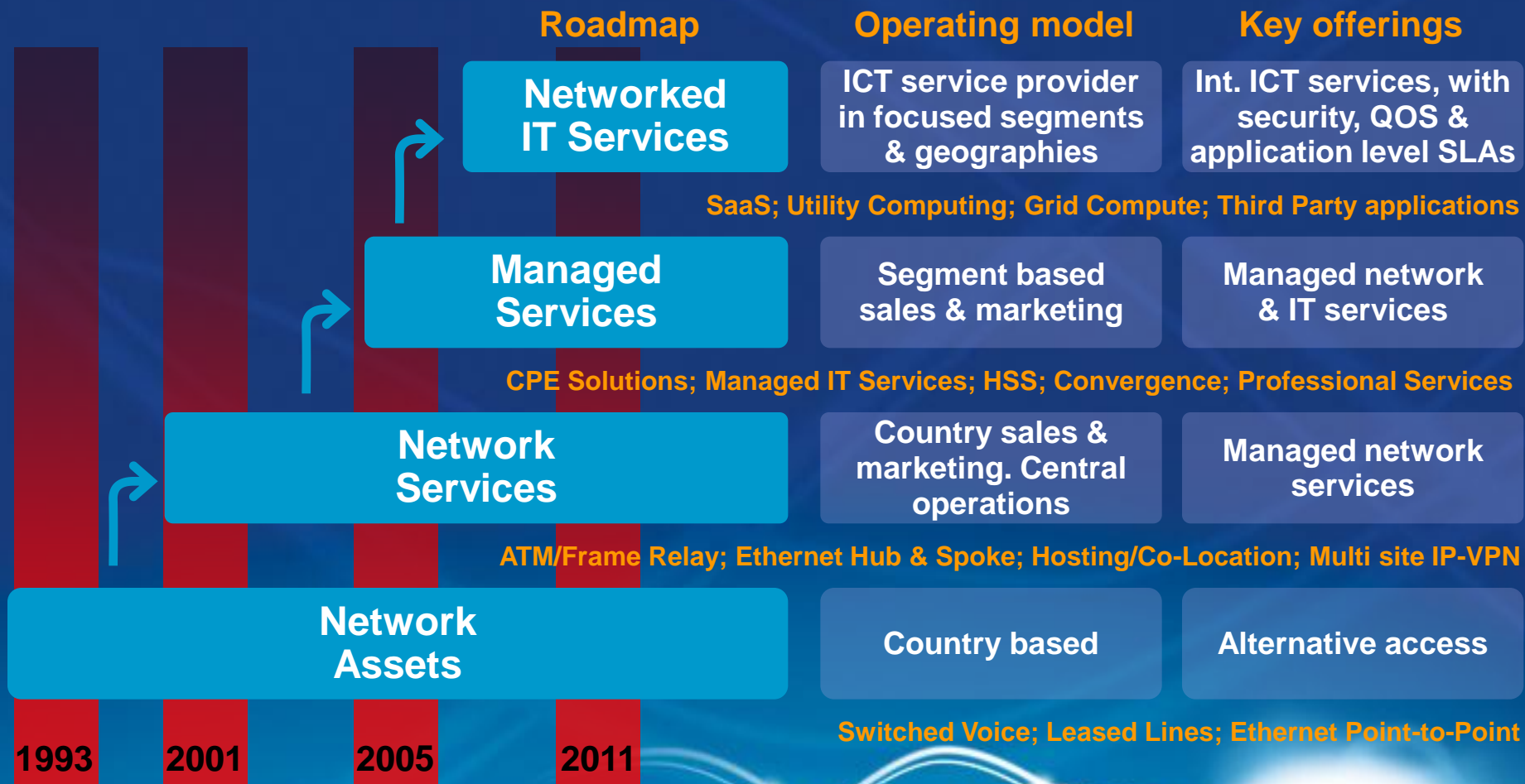
Fixed & Wireless Ethernet

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COLT's Strategic roadmap



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COLT-Infosys: 4 Yrs of Multi-Dimensional Partnership

Leveraging GDM

- Joint NOA Award (“Outsourcing”) in 2005
- Supporting 80% of COLT Applications

Leveraging Infosys IP

- eOrder
 - Leveraging Infosys RADIEN
 - 25% Reduction in Product development cycle
 - NMTS
 - ROSS
 - OHS & OHP
 - Progressor

Consulting

- Process Consultancy
 - Business Process
 - ITIL
- Product Modelling
- Technical Consultancy

Joint GTM

- Joint framework agreed with CMS for Go to Market and business development
- Recently WON a hosting deal

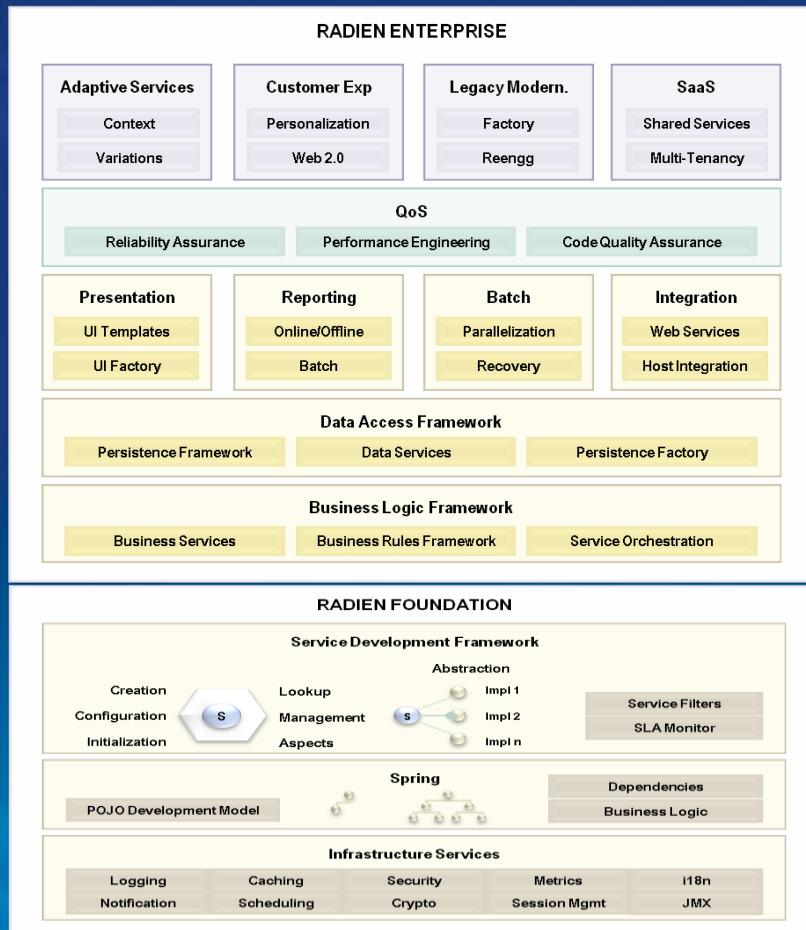
Infosys Radien Platform is build from solution to enterprise concerns

Frameworks - Tools - Factories - Methods - Best Practices

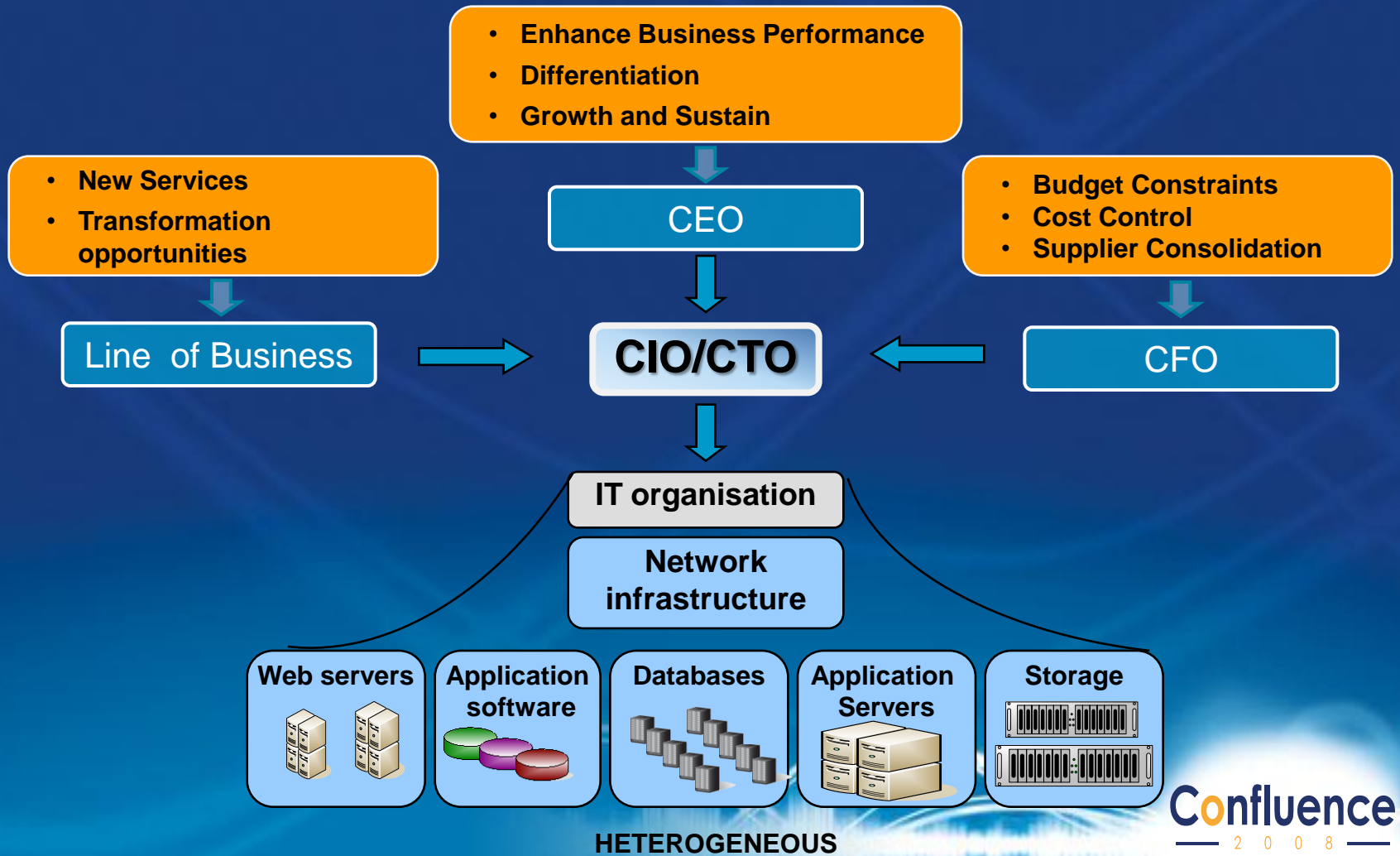
Provides a loosely-coupled pluggable architecture based on SOA concepts resulting in greater flexibility and least change impact

Value Adds...

- Delivers out of the box functionalities enabling reuse and Rapid application development
- Provides Service Development Framework for realizing a loosely coupled flexible SOA infrastructure
- Provides Accelerators to enable faster delivery
 - *Factories to automate common identified application patterns*
 - *Reference Architectures to reduce architecture and design effort*
 - *Tools to automate life-cycle stages and perform early validations*
- Addresses QoS through performance engineering methods and tools integrated into the suite



Key Forces Driving IT Decision Making



CIO/CTO Approach is seeing a Paradigm Shift

Old Paradigm

Owning and integrating the entire stack provides differentiation for the LoB business processes



New Paradigm

Controlling rather than owning all the components of the stack provides differentiation through improved business processes

CIO/CTO response is

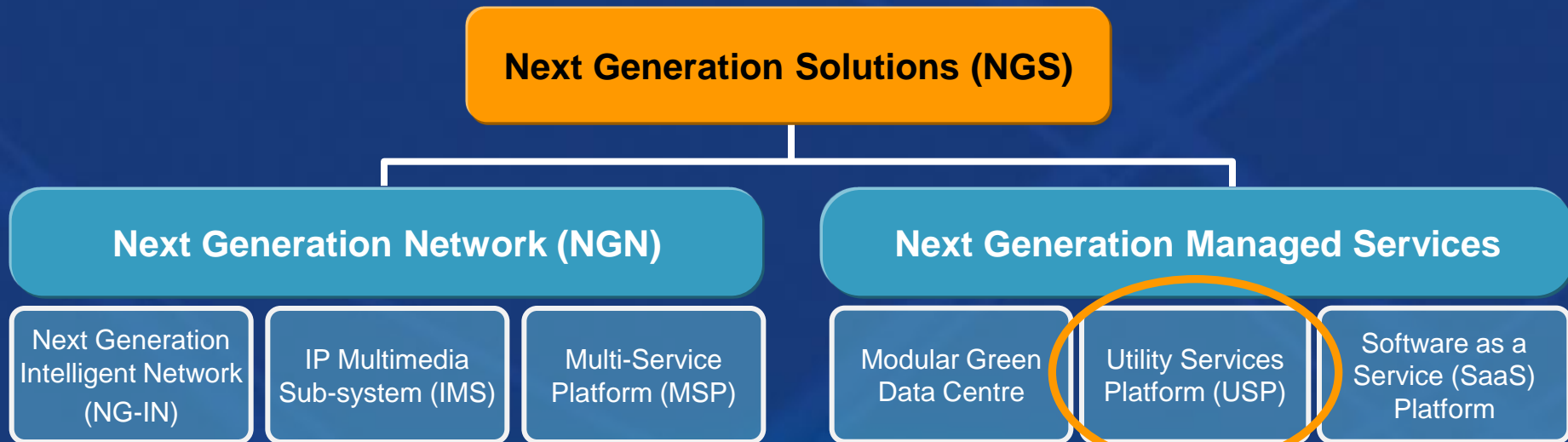
- Get IT department to do what they do today – but better
- Explore improving the stack for future services – within the same model

CIO/CTO response is

- Seek dramatic improvements in the Legacy environment
- Embrace and exploit the web-centric, on demand opportunities

Producing profound Impacts on the Service providers...

COLT is leading this Paradigm Shift through innovative technology approach



Next Generations Solution will deliver...

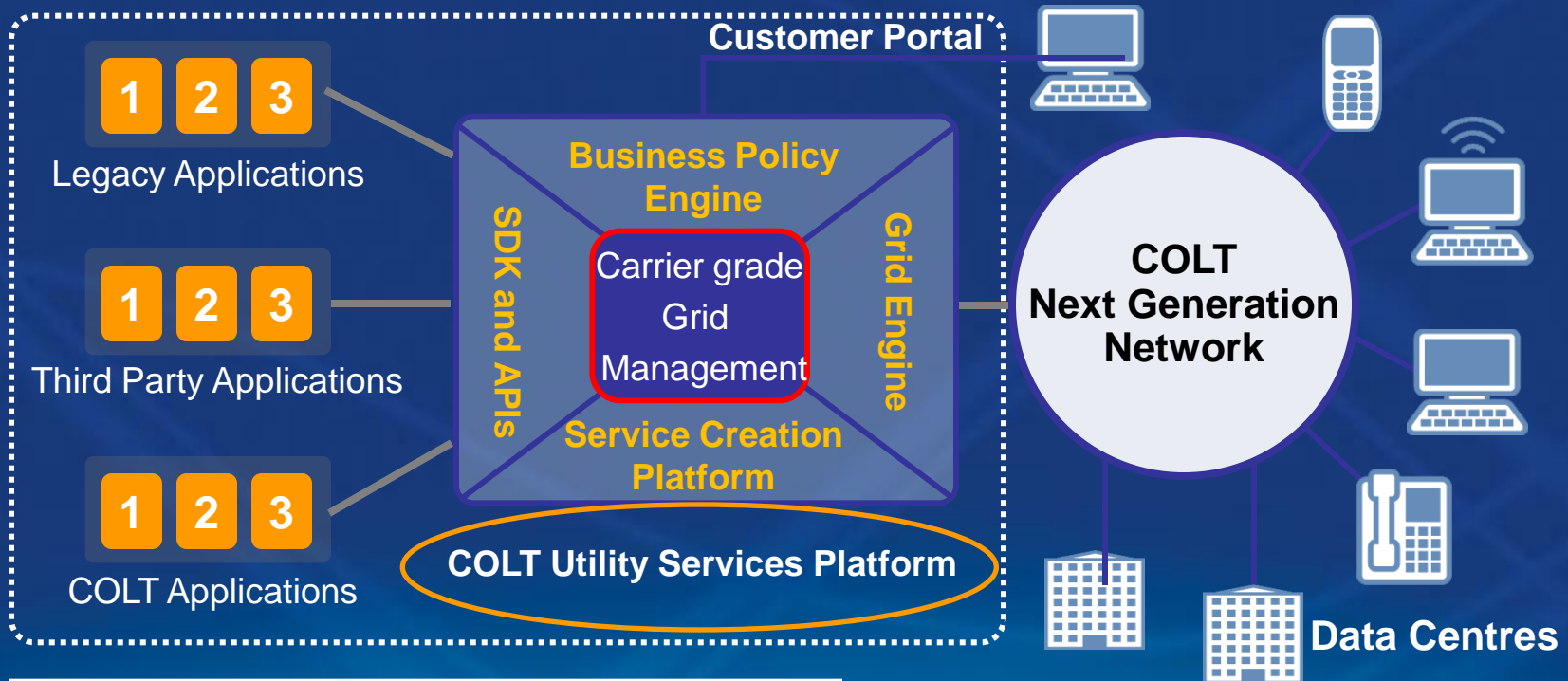
- Modular/Green Data Centres
- Utility Services Platform
- Software as a Service (SaaS) securely and with QoS
- Enhanced communication and managed services

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Delivering Next Generation Solutions (NGS)



1. SDK - Software Development Kit
2. QOS - Quality of Service
3. API - Application Programming Interface

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Evolutionary Impact on following applications

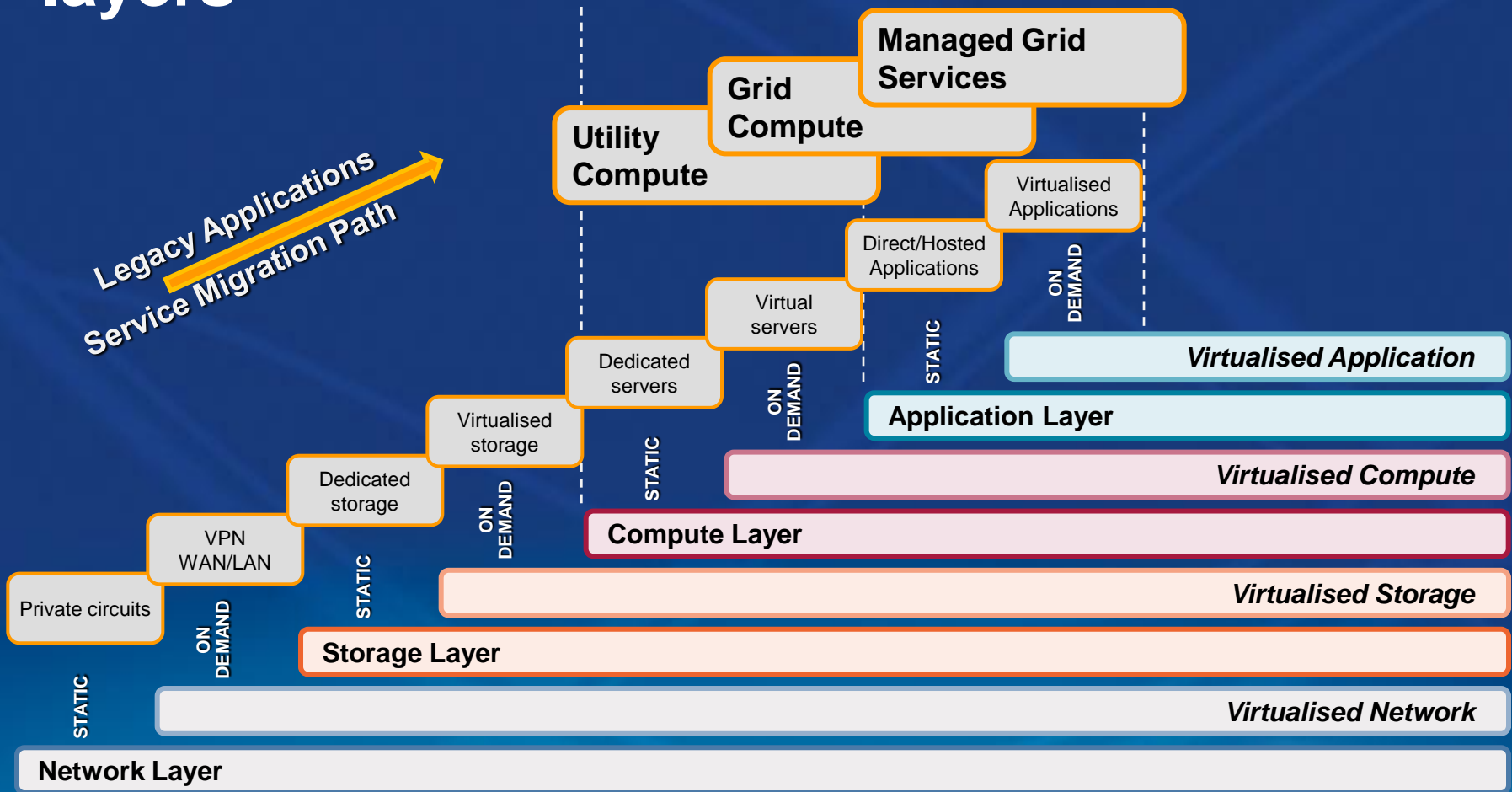
1. Legacy applications

- Virtualisation of delivery capabilities at every level of the stack is driving Service migration
- Services are moving to “on demand”
- Migration path to the emerging Web-centric world
 - Seamless and cost-effective
 - Continuity of operations
 - NO re-engineering of application software

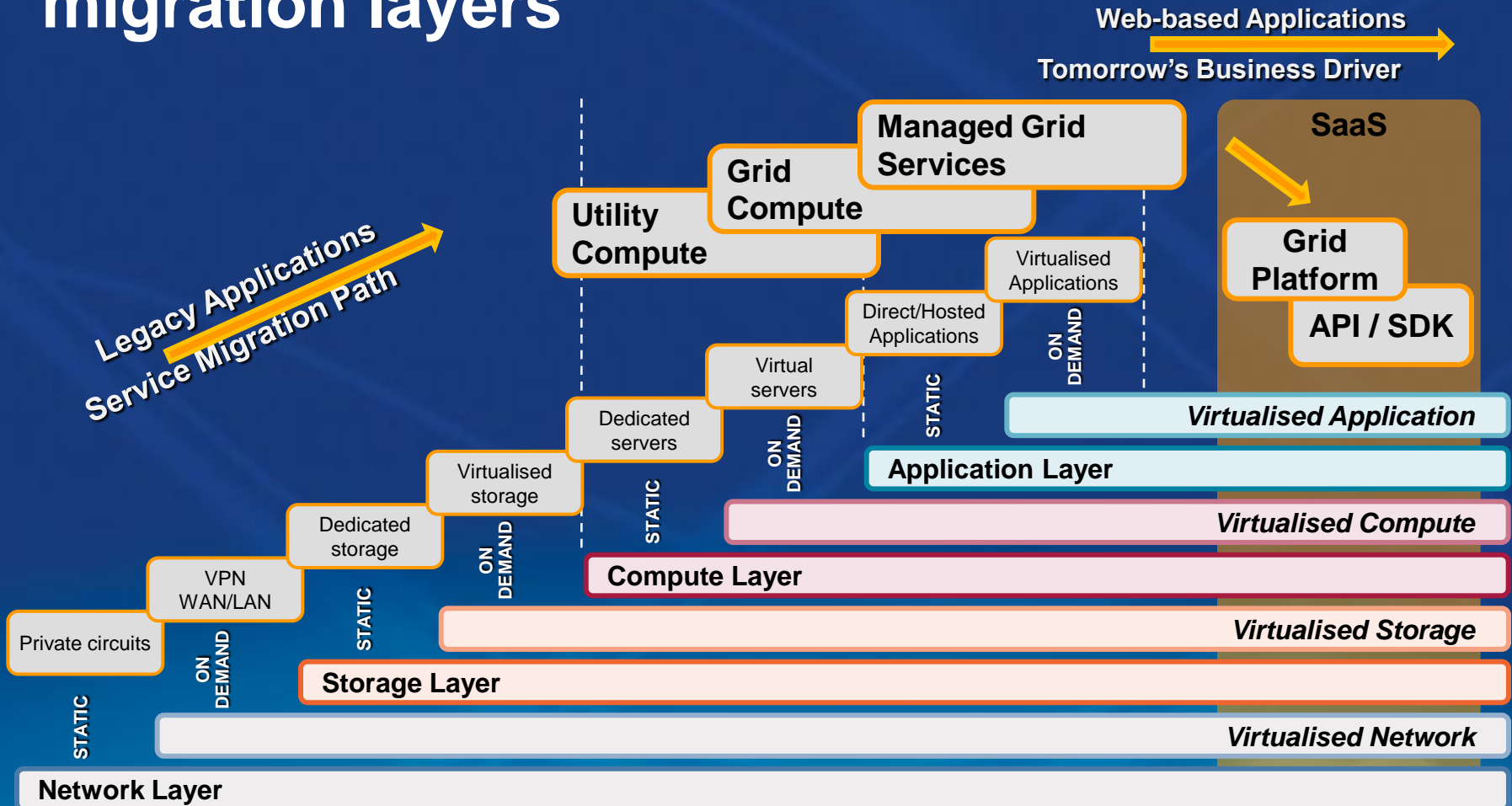
2. Web-centric applications

- New applications from “mashing” plus ASP-type hosting
- Incorporate New and Legacy applications into delivery model

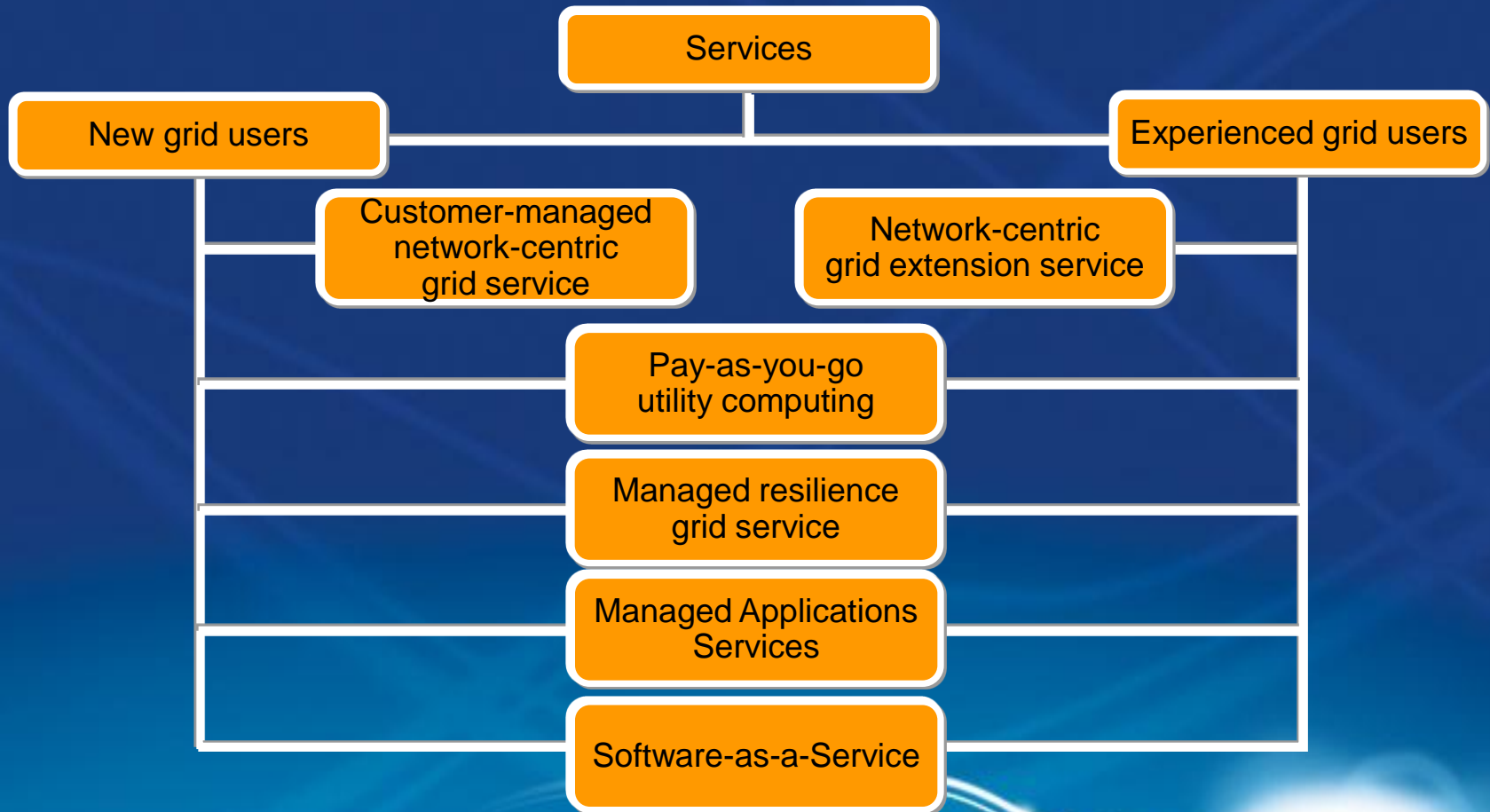
Legacy applications - Services migration layers



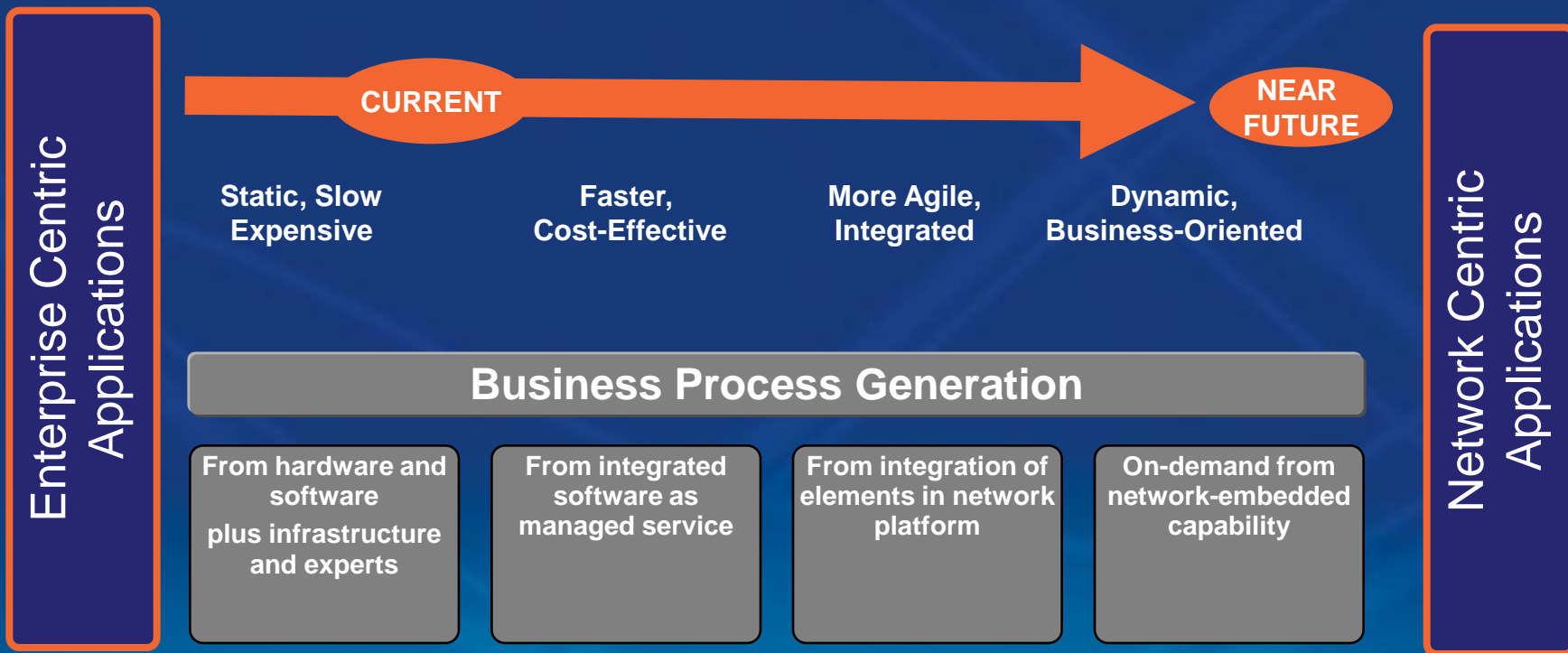
Web-centric applications - Services migration layers



CUSP Grid-Enabled Managed Services



Expected Benefits of this journey for COLT customers...

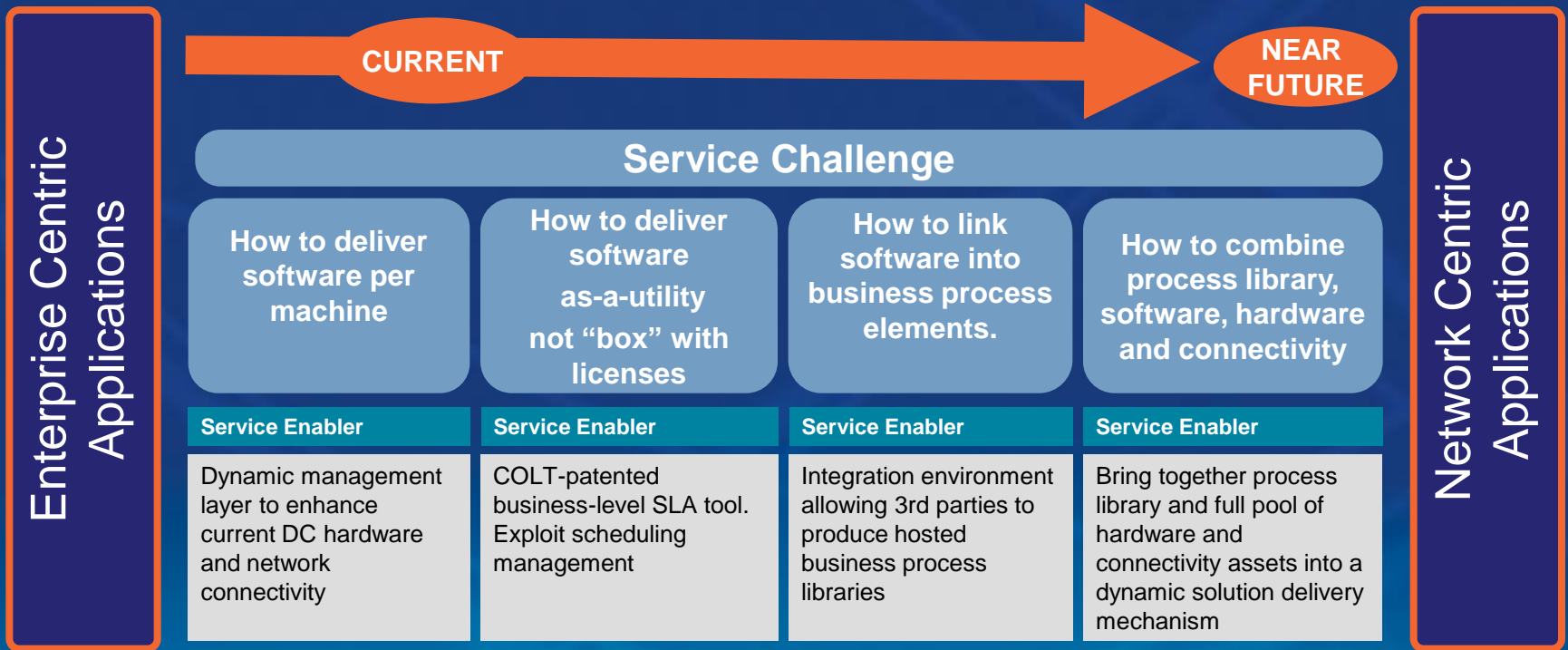


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However, there are challenges on this journey...



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To summarize ...

Business Demands For Acceleration

- Time-to-market
- Rapid response to change
- New markets/business models

.....Leads to Paradigm Shift in IT

- Stack ownership to process ownership

.....Generates Need for Innovative Services

- Elasticity (packaging, delivery, pricing and capacity)
- Software, hardware and bandwidth as a service

.....Forges Partnerships and Collaboration

- Quality of Service/Service Levels
- Security and Compliance
- Trust



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THANK YOU

Questions please ...