



Wananchi Telecom Prepares for Rapid Growth Across Africa with Global Network Services from Epsilon

Leading East African carrier Wananchi Telecom has partnered with Epsilon to connect African customers to more than 170 countries around the world

Singapore – January 21, 2014 – Wananchi Telecom, a leading Tier 1 carrier in Africa and a member of Wananchi Group, has partnered with Epsilon, a privately owned global communications service provider, for the delivery outsourced network services to support the growth of its wholesale telecommunications business. Through partnering with Epsilon, Wananchi Telecom will expand the reach of its network and benefit from Epsilon’s infrastructure, network intelligence and international expertise.

Epsilon has deployed a virtual point of presence (vPoP) in Telehouse East London and SmartHub Fujairah, UAE for Wananchi Telecom giving it access to more than 500 carriers and network service providers locally and internationally. This will give Wananchi Telecom’s customers efficient access to international networks and local connectivity in more than 170 countries. In addition to network infrastructure, Epsilon will provide a remote hands service for cabling, installations and PoP management.

Wananchi Telecom delivers communications services in Kenya, Tanzania, Rwanda, Burundi, Zambia, Mozambique, South Africa, London, UAE and Mumbai. It is rapidly developing its business across new geographies and market segments within Africa and around the globe.

“Network outsourcing is the fastest and most efficient way for service providers to go global and connect their customers to the rest of the world. With this partnership, Wananchi Telecom can expand its local and international presence, ensuring it delivers high-quality services to more destinations,” says Clint Collins, Regional Director, Carrier Business EMEA at Epsilon. “Wananchi Telecom is a leading provider for ISPs, multinational customers and Pan-African corporates, and we’re proud to have the opportunity to support its growth.”

As part of the partnership, Epsilon will have access to Wananchi’s extensive African network footprint giving it greater local presence on the continent. Epsilon already has interconnection agreements with both the West Africa Cable System (WACS) on the west coast of Africa as well as SEACOM on the east coast. Its undersea cable presence circumnavigates Africa giving it access to Africa’s leading telecoms markets.

It established a dedicated office in the UAE in early 2014 to specifically serve growing demand for outsourced network services in Africa and the Middle East.

“Engineered exclusively for IP traffic, our global carrier-grade network carries Internet traffic by land, sea or air for superior performance, reliability and value. The team at Epsilon understands our goals and needs in the Africa market and created a scalable solution that meets new demand. The flexibility and scalability of an outsourced solution is critical for our long-term success and that is what Epsilon has delivered,” says Rakesh Kukreja, Managing Director at Wananchi Business Services (WBS).

About Epsilon

Epsilon is an award-winning enabler of connectivity services to communications service providers around the world. They operate the world’s largest Global Network Exchange with 500+ network operators pre-connected and ready for their networks to be used to create tailor-made solutions for service providers globally. Their services portfolio includes managed networks, co-location, system integration, first line maintenance and access solutions for voice service aggregation. As a carrier neutral infrastructure provider, they operate and source the highest quality networks and services in more than 170 countries and build flexible network solutions for national, regional and international communications companies.

For more information: www.epsilonintel.com

About Wananchi Group

Wananchi Telecom Ltd (WTL) is a subsidiary of Wananchi Group Holdings, with its headquarters in Nairobi, Kenya. We are the leading tier 1 carrier in East Africa, with strategic partnerships with global Tier 1 Carriers, owning and operating fibre optic cable and satellite systems out of East Africa, forming the basis of a robust network designed to provide our customers with carrier grade services accessible in diverse geographical locations.

SERVICES

WTL offers: Carrier and Wholesale Voice, IP transit/Internet Bandwidth, Regional Peering, SDH Leased Circuits (IPLC and Backhauls), Ethernet over SDH, Global and Regional MPLS/VPNs, Metro Fiber (Access Circuits), Colocation, Teleport Services

For more information: www.wananchitelecom.com