

Customer Case Study

Tesco: "It was important for us to choose a trustworthy partner for the reliable provision of telco services to our stores in the entire region."

Regional Data Network



The volume of services GTS provides Tesco has been steadily growing since 2005, at first because of significant growth within the Czech Republic, and then in 2011 as a result of Tesco's decision to extend this growth to other countries in which GTS operates. Tesco Stores has obtained unified, guaranteed IP VPN service for its retail chain stores throughout the entire Central and Eastern European region.

Tesco // RELIABLE CONNECTION, GUARANTEED SAVINGS

Tesco is a global grocery and general merchandise retailer headquartered in the United Kingdom. It is one of the top three largest retailers in the world and has stores in **14 countries** throughout Asia, Europe and North America.

Tesco Stores has been using GTS's services in the Czech Republic since 2005. In connection with the expanded service provided to the retail chain, a continually greater number of stores, branches and warehouses have been added and the volume of services has subsequently increased rapidly. Mutual cooperation in one country was

then expanded by implementing an IP VPN network to include Hungary, Poland and Slovakia. GTS now serves approximately 15% of all Tesco stores in the world spread across the following CEE countries:

- Czech Republic over **210**
- Hungary over **220**
- Poland over **390**
- Slovakia over **80**

This **GTS IP Virtual Private Network** (VPN) service enables Tesco to easily and efficiently connect all company stores with a single, private network, thereby significantly reducing operational expenses for dependably running internal com-

pany applications. GTS provides primary and redundant services at each store, and guarantees performance of the network through industry-leading service level agreements. The network is the backbone for mission critical Tesco data applications like payment transactions, supply chain and employee information systems.

In addition to a regional IP VPN network, GTS provides Tesco with other mission critical services like data center collocation, dedicated internet access, voice and SMS services.

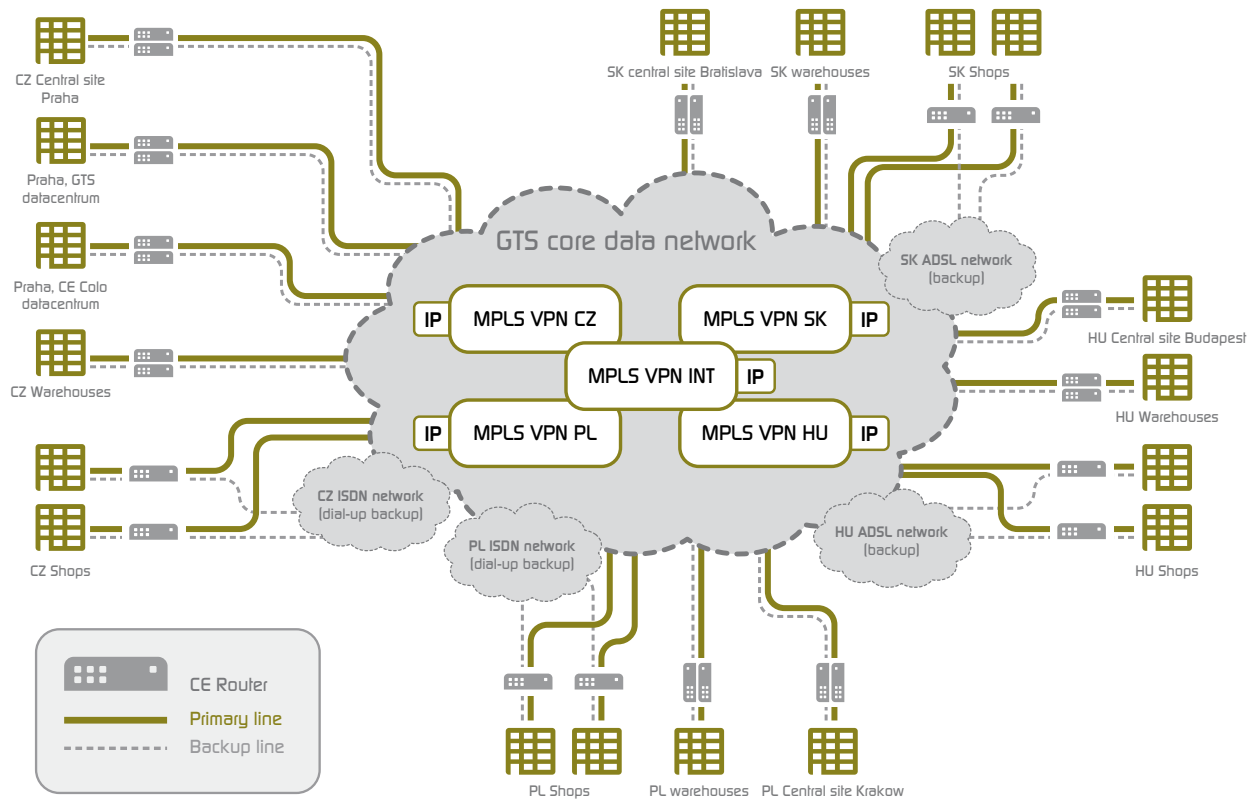
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// WHY GTS?

"It was important for Tesco to choose a trustworthy partner for the reliable provision of telecommunication services to our stores in the entire Central and Eastern

European region. On the basis of quality references and good initial experience with the services of GTS in the Czech Republic, we decided to expand our cooperation

to the entire region with an IP VPN network," said **John Herz**, director of IT for Central and Eastern Europe for Tesco Stores.



GTS Network Advantages

- robust networking because a single regional network run by GTS is more powerful than individual ones in each country
- lower direct costs through volume purchasing
- lower indirect costs as one network is cheaper to operate
- advanced and secure technology based on IP
- primary and backup service at every Tesco store using multiple access methods

- guaranteed QoS (Quality of Service) and SLA (Service Level Agreement)
- ability to expand IP VPN (MPLS) services throughout Europe through partner networks
- extensive product portfolio to build additional services on to IP VPN network such as unified communications

GTS Operational Advantages

- centralized and proactive network surveillance and maintenance with CEE
- multilingual support across the CEE region
- employees in every country focused on delivering the best service
- only one invoice for the region
- company culture focused on our customers

YOUR CONTACT FOR BUSINESS SOLUTIONS IN CENTRAL EUROPE:

For more information or to further explore enhancement of your telecommunication networking within the Central European region, please contact us. WWW.GTSCE.COM