

## **QuesCom is proud of being selected by Alcatel Lucent as its partner**

Sophia Antipolis – 04/01/2010

*Alcatel-Lucent, the Franco-American telecom manufacturer equipment, announced yesterday that it had won the international tender contract for the modernization of the telecommunications network of the oil company Sonatrach, and, subsequently will deploy advanced communications services covering more than 150 locations nationwide.*

This 12 million euro contract includes the supply, installation, deployment, project management, integration and the establishment of communication services that will streamline operations by connecting the network, people, processes and business knowledge. As part of the strategy for modernizing the telecommunications network of Sonatrach, Alcatel-Lucent will replace the traditional telephone system of Sonatrach Group with communication servers based on IP that allow employees of the Group to use high quality interactive communications technologies, voice services over IP & advanced GSM (VoIP), as well as multimedia applications. The complete offer of IP communications from Alcatel-Lucent will enable agents / employees of Sonatrach Group across the country, whether mobile or sedentary, to be linked and connected in real time to a centralized private network, but also to transform how they communicate, by providing them with all the benefits of using a wide range of applications and innovative features, which are secure and reliable.

QuesCom, a certified member of the Alcatel Application Partner Program has contributed significantly to the fixed mobile convergence solution by providing additional solutions. Quescom solutions improve the reachability of Sonatrach users, and, to secure sites while allowing use of all available networks, traditional TDM, incoming or outgoing GSM calls, or alternatively to route calls over IP / SIP Trunk satellite (VSAT) either for the outgoing or incoming calls. In this way our solutions prevents any risk of site isolation. The relevance of our solutions and the collaboration between our two companies have been the key factors to our success, explains Olivier Geffroy, commercial director of QuesCom.

"With a full range of communications solutions and a commitment towards research and innovation, Alcatel-Lucent is able to efficiently deliver world-class services to companies in the oil and gas sector," said Vincenzo Nesci, President of Alcatel-Lucent in Africa and the Middle East. "Thanks to innovative solutions from Alcatel-Lucent, businesses will not only increase employee productivity, and improve teamwork, but they will also significantly reduce its costs," he precised. In a highly competitive industry, Alcatel-Lucent is seen as a global player with a complete portfolio of products and services for operators but also for other types of companies. It is essential to closely monitor developments in the telecommunications market, especially the health of operators, to assess trends for equipment demand. The operators are losing subscribers while revenues from voice solutions are going inexorably to decline. To remedy this, the operators have no choice but to embark on the "triple play", in other words, offer bundled telephone, broadband and television access. The strength of the group lies in possessing a portfolio of technologies and services enabling operators to offer complete solutions.

**About QuesCom:**

QuesCom designs enhanced telephony solutions focusing on the Fixed-Mobile Convergence for enterprises and service providers. Natively ready for Voice over IP, QuesCom solutions leverage the current telecommunication system.

QuesCom Appliances allow companies to realize up to 50% savings on their telephone bill and benefit from value-added services like mobility and fax designed to increase efficiency in corporate communications (one number, mobile extension, fax...).

QuesCom is a leading player on the markets of VoIP-mobile convergence and Telecom application solutions and a member of Nokia PRO Forum, Nokia's advanced developer program. The company has more than 400 European resellers and is a certified member of Alcatel Application Partner Program.

*For further information, please visit: [www.quescom.com](http://www.quescom.com)*

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