



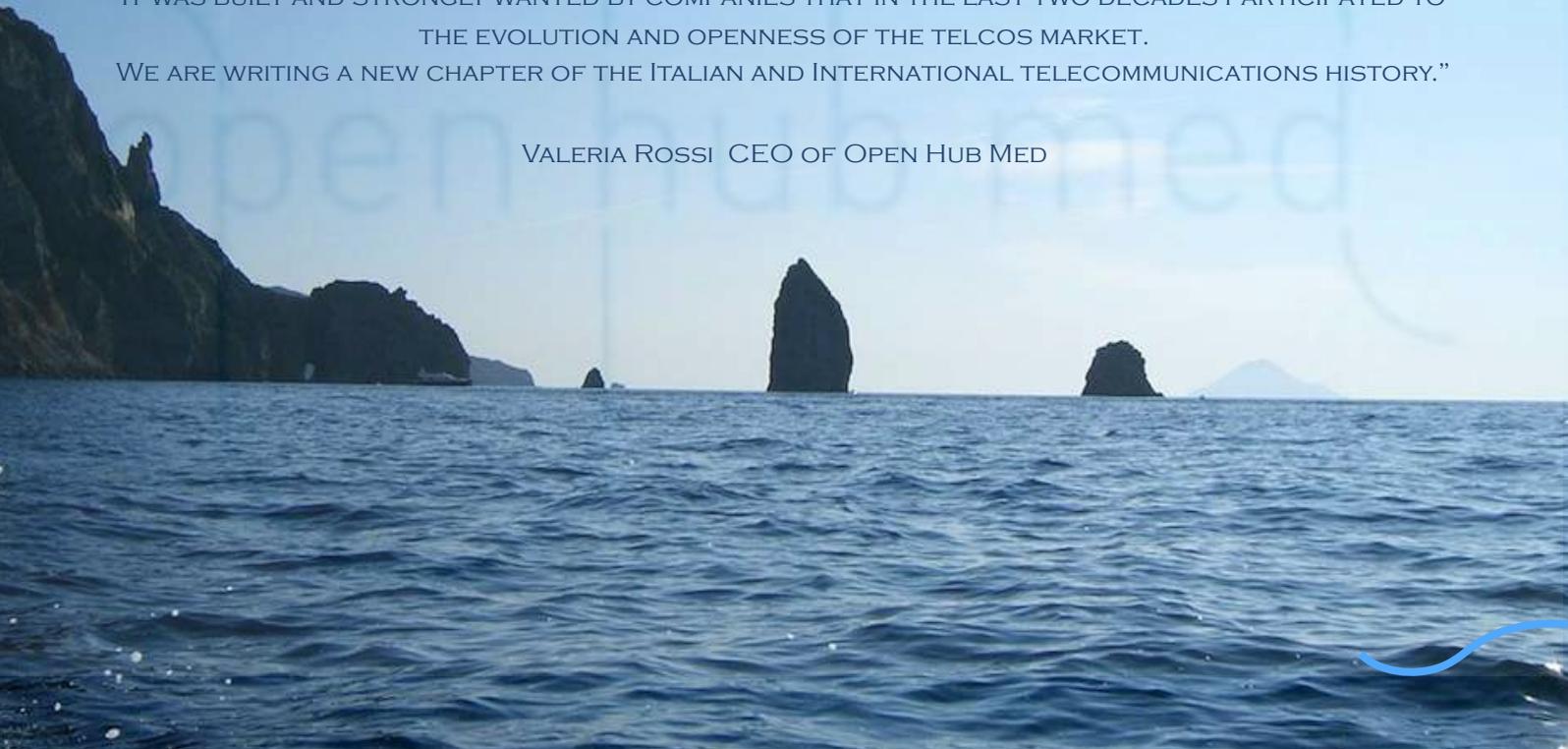
OPEN HUB MED





OPEN HUB MED IS AN OPPORTUNITY FOR THE WHOLE TELECOMMUNICATION WORLD, BRINGING ITALY IN THE MIDDLE OF ONE OF THE WEALTHIEST AREAS OF THE INTERNET SUBMARINE PATHS. OHM IS THE SUM OF CREATIVITY, LONG-TERM VISION, COLLABORATION, DEVELOPMENT AND INNOVATION. IT WAS BUILT AND STRONGLY WANTED BY COMPANIES THAT IN THE LAST TWO DECADES PARTICIPATED TO THE EVOLUTION AND OPENNESS OF THE TELCOS MARKET. WE ARE WRITING A NEW CHAPTER OF THE ITALIAN AND INTERNATIONAL TELECOMMUNICATIONS HISTORY.”

VALERIA ROSSI CEO OF OPEN HUB MED



OPEN HUB MED (OHM): THE RESULT OF A STRONG WILL

TO BUILD **THE FIRST NEUTRAL AND OPEN HUB IN THE MEDITERRANEAN AREA**



MEMBERS:

EOLO (EOLO.IT)

EQUINIX ITALIA (EQUINIX.COM)

FASTWEB (FASTWEB.IT)

INTERROUTE (INTERROUTE.COM)

IN-SITE (IN-SITE.IT)

ITALTEL (ITALTEL.COM)

MIX (MIX-IT.NET)

RETELIT (RETELIT.IT)

SUPERNAP ITALIA (SUPERNAP.IT)

VUETEL ITALIA (VUETELITALIA.IT)

XMED CONSORTIUM (SICILY)



AN OPEN EXCHANGE IN THE HEART OF THE MEDITERRANEAN

OPEN HUB MED OFFERS TO ALL INTERNATIONAL TELECOMMUNICATIONS OPERATORS AND OTTs A MULTISTAKEHOLDER MODEL FOR THE EXCHANGE OF INTERNET TRAFFIC IN THE HEART OF THE MEDITERRANEAN SEA.

OHM APPROACH IS SIGNIFICANTLY DIFFERENT FROM OTHER INITIATIVES CURRENTLY TAKING PLACE IN THE AREA AND IS BASED ON PRINCIPLES OF ACTUAL OPENNESS AND NEUTRALITY.





OHM MISSION

TO RELAUNCH THE ROLE OF ITALY IN THE INTERNATIONAL TELECOMMUNICATION ENVIRONMENT

TO OFFER INTERCONNECTION&PEERING SERVICES TO MED COUNTRIES IN A VERY NEUTRAL LOCATION /COUNTRY

TO REDUCE TRAFFIC LATENCIES AMONG MED COUNTRIES NETWORKS AND BETWEEN MED AND EU NETWORKS

TO OPEN AND TO IMPROVE THE TRANSIT/CAPACITY MARKET TOWARDS ITALY AND EU

TO REDUCE DATA TRANSPORT COSTS WITHIN ITALY





“OUR PARTICIPATION IN OPEN HUB MED REPRESENTS A SAFE AND FLEXIBLE ENTRY POINT TO DEVELOP EOLO’S ULTRA BROADBAND WIRELESS NETWORK IN SICILY AND IN THE SOUTH OF ITALY. WE APPRECIATE THE CONSORTIUM MODEL AS IT ENSURES NEUTRALITY AND THE LARGEST OPENNESS TO ALL THE OPERATORS FITTING PERFECTLY THE NEXT INFRASTRUCTURES ULTRA BROADBAND PROJECTS PROMOTED BY THE ITALIAN GOVERNMENT.”

LUCA SPADA – PRESIDENT OF EOLO SPA





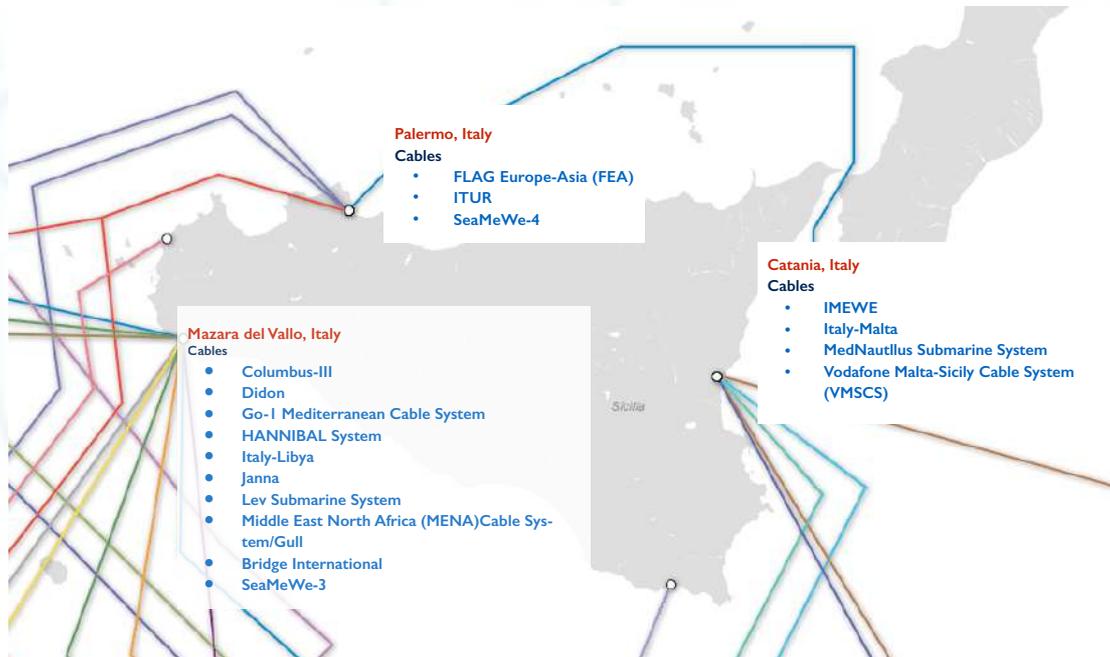
“ OPEN HUB MED WILL BE ABLE TO COMPETE AGAINST MARSEILLE AS A POSSIBLE AGGREGATION HUB FOR THE MEDITERRANEAN AREA DATA TRAFFIC, STARTING OUT AS A DISASTER RECOVERY CENTER AND A POSSIBLE SECOND ROUTE TO AND FROM NORTHERN EUROPE, AND LATER EVOLVING TO BECOME ITS REFERENCE HUB. THIS WILL BENEFIT EQUINIX BUSINESS IN ITALY IN TWO WAYS: BY DEVELOPING A LOCAL DATA CENTER HUB CATERING TO CONTENT PROVIDERS, CLOUD PROVIDERS, OTT, AND INTERNATIONAL CARRIERS; AND BY GREATLY EXPANDING THE DATA CENTER BUSINESS IN MILAN.”

ROBERTO CAZZETTA – MARKETING DIRECTOR EQUINIX ITALIA



NATURALLY PRIVILEGED...

SICILY AND ITALY HAVE A NATURAL GEOGRAPHIC PRIVILEGED POSITION WITH REGARD TO THE WET CAPACITY IN THE MED AREA





...OHM OFFERS PRIVILEGED TERRESTRIAL PATHS

IMPLEMENTING A UNIQUE INTERNATIONAL ACCESS PLATFORM

OFFERING THE SAME NEUTRALITY, RELIABILITY, AND SECURITY LEVELS OF MARSEILLE

INTERCONNECTING ITS PALERMO CARINI DATACENTER AND OTHER SUBMARINE CABLES LANDING STATIONS IN SICILY AND BARI

PROVIDING HIGH SPEED OPTICAL FIBRE TERRESTRIAL PATHS TO MILAN





“FASTWEB HAS DECIDED TO INVEST IN THE OPEN HUB MED CONSORTIUM IN ORDER TO CONTRIBUTE TO THE CREATION OF A HIGH QUALITY TECHNOLOGICAL HUB IN PALERMO. THE DEVELOPMENT OF THE ENTIRE COUNTRY’S ECONOMY HINGES ON THE QUALITY OF THE TECHNOLOGICAL INFRASTRUCTURE AND WE CONSIDER OPEN HUB MED AS A CENTRAL TOOL TO ENSURE ITALY A KEY POSITION ON THE INTERNATIONAL COMMUNICATIONS MAP.”

FABRIZIO CASATI CHIEF WHOLESALE OFFICER OF FASTWEB



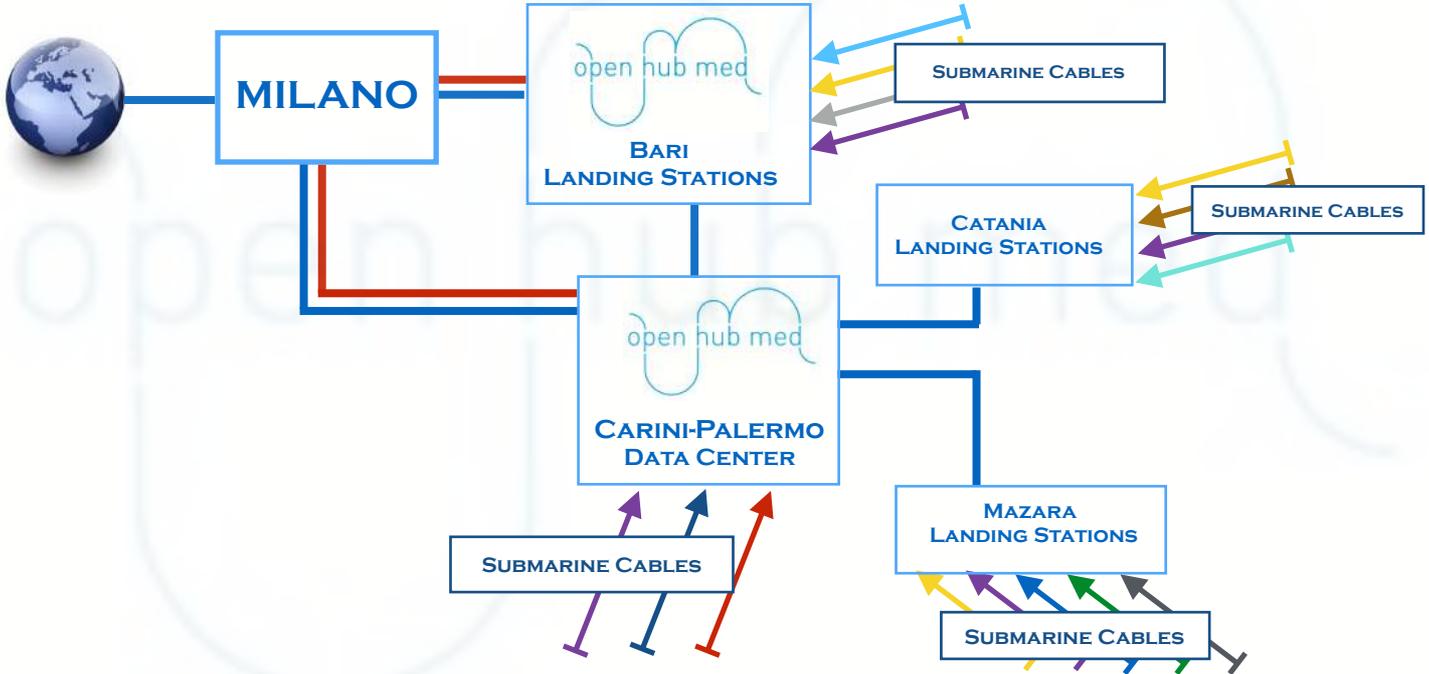


“ IN INTERROUTE’S VISION OPEN HUB MED REPRESENTS THE REAL AND NATURAL ACCESS DOOR TO ITALY AND THE REST OF EUROPE FOR THE INTERNET TRAFFIC COMING FROM ASIA, MIDDLE EAST AND AFRICA. WITH THE CONTINUOUS GROWTH OF INTERNET TRAFFIC VOLUMES, THE CHOICE TO LOCATE A NEUTRAL AND OPEN HUB IN THE HEART OF THE MEDITERRANEAN WILL FACILITATE THE DEVELOPMENT OF A NEW INTERNET ECOSYSTEM CHARACTERIZED BY DIVERSIFIED AND MORE DIRECT PATHS, LOWER LATENCY AND COSTS. IN TERROUTE’S PAN EUROPEAN FIBRE BACKBONE WILL BE AVAILABLE TO ALL OPERATORS AND OTT DIRECTLY FROM THE OHM PREMISES IN SICILY.”

SIMONE BONANNINI COUNTRY MANAGER INTERROUTE SPA



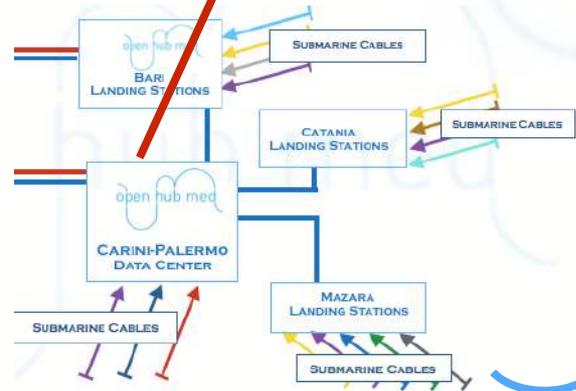
OHM INFRASTRUCTURE



PEERING @ OHM...



THE VARIETY OF OPERATORS INVOLVED IN OHM'S MANAGEMENT AND THE PARTICIPATION OF THE MILAN INTERNET EXCHANGE (MIX) REPRESENT AN ADDITIONAL GUARANTEE IN TERMS OF COMPETITIVENESS, OPENNESS AND SECURE MANAGEMENT OF IN-TRANSIT DATA (NO SINGLE CONTROL).





“ITALTEL HAS CHOSEN TO BE A TECHNOLOGY PARTNER OF OPENHUBMED MAKING AVAILABLE AN AREA AT ITS PALERMO CARINI RESEARCH CENTER, STRATEGICALLY POSITIONED AT THE CENTER OF THE MEDITERRANEAN SEA. THE RELEVANCE OF THIS INITIATIVE IS BOUND TO THE PRINCIPLES OF ACTUAL OPENNESS AND NEUTRALITY OFFERED TO EVERY NETWORK PROVIDER. IT ALSO PAVES THE WAY TO THE DIGITAL TRANSFORMATION AND THE DEVELOPMENT OF AN ULTRA-BROADBAND INFRASTRUCTURE THAT ITALY IS CARRYING OUT AS INDICATED BY THE EUROPEAN COMMISSION DIGITIZATION PLANS.”

STEFANO PILERI CEO ITALTEL S.P.A.





“ “OPEN” IS THE KEYWORD UNDERWRITING THE WHOLE INTERNET ECOSYSTEM.

WHEREVER MANY HETEROGENOUS PLAYERS COHABIT, MULTIPLE SERVICES WILL ALWAYS BE OFFERED, A COMPETITIVE MARKET WILL THRIVE AND THEREFORE CUSTOMERS OF TLC, DATA CENTER, INTERCONNECTION AND PEERING SERVICES WILL FLOCK.

WHEREVER AN INTERNET EXCHANGE POINT LIKE MIX IS PRESENT, WITH ITS PROVEN HISTORY OF NEUTRALITY AND COST-ORIENTATION, THERE IS GUARANTEE OF AN OPEN AND SUSTAINABLE ECOSYSTEM.

OHM MAKES ALL THIS HAPPEN IN SICILY, THIS WONDERFUL ISLAND WHICH, UP TO NOW, DESPITE ITS STRATEGIC POSITION, HAS BEEN BYPASSED BY THE INTERNATIONAL ROUTES OF DATA ON FIBER OPTICS. AN EPOCHAL CHANGE HAS BEEN SET IN MOTION.”

JOY MARINO PRESIDENT OF MIX S.R.L.





OHM FACILITIES

BASED IN ITALTEL'S RESEARCH CENTER IN CARINI-PALERMO, OHM DATA CENTRE REPRESENTS THE FIRST NEUTRAL AND INDEPENDENT TECHNOLOGY FACILITY IN SOUTHERN ITALY.

IT'S DEDICATED TO THE HOUSING OF HIGH-TECH EQUIPMENT OF TELCOS, IP OPERATORS, OTTs, CONTENT AND CLOUD PROVIDERS AS WELL AS PRIVATE COMPANIES AND PUBLIC SECTOR ENTITIES SERVERS.



DATA CENTER DEVELOPMENT PLAN



1000 MQ (UPGRADABLE UP TO 4000 MQ)
2000 KVA OF POWER (UPGRAD. UP TO 4000KVA)
ISO 14001 CERTIFIED FACTORY
ISO 2700I CERTIFICATION
MILITARY GRADE FENCING



“JOINING OHM CONFIRMS RETELIT’S INTENTION TO INVEST IN STRATEGIC TECHNOLOGICAL AND DIGITAL HUBS. THANKS TO THE PRESENCE IN SICILY WITH OHM WE CAN OFFER INTERNATIONAL OPERATORS A RANGE OF ROUTES AND MORE COMPETITIVE INFRASTRUCTURAL SOLUTIONS, CONTRIBUTING, IN ADDITION, TO A NEW INTERNATIONAL TELECOMMUNICATIONS SET UP WHICH CONFIRMS THE CENTRAL ROLE OF ITALY AND THE MEDITERRANEAN. RETELIT HAS CHOSEN TO INVEST IN THE OPEN HUB MED CONSORTIUM AND CONTRIBUTE TO DEVELOP A SUCCESSFUL AND CUTTING-EDGE HIGH QUALITY TECHNOLOGICAL HUB IN SOUTHERN ITALY AND IN A PIVOTALLY LOCATED CITY SUCH AS PALERMO”.

FEDERICO PROTTO, CHIEF EXECUTIVE OFFICER AND GENERAL MANAGER OF RETELIT

“ THE OPPORTUNITIES AVAILABLE AS A RESULT OF THE CREATION OF OPEN HUB MED ARE BOUNDLESS. THIS NEUTRAL HUB BENEFITS BOTH ITS FOUNDING MEMBERS AND THEIR CUSTOMERS BY OFFERING HIGHER CAPACITY, FASTER CONNECTIVITY, AND AN ALL-AROUND BETTER PATH OF COMMUNICATION, THEREBY POSITIONING ITALY AS A STRONG COMPETITOR IN THE MEDITERRANEAN. OHM ENABLES SUPERNAP ITALIA TO EXTEND ITS UNPARALLELED COLOCATION DATA CENTER ECOSYSTEM IN SIZIANO/MILANO TO CLIENTS NOT ONLY IN ITALY BUT ALSO FAR BEYOND.”

PHILIP THOMÈ V.P. SOUTH EUROPE AND NORD AFRICA OF SUPERNAP INTERNATIONAL





“ THE CHALLENGE LAUNCHED BY OPEN HUB MED IS AMBITIOUS. INSITE HAS DECIDED TO MEET THE CHALLENGE AND WANTS TO OFFER ALL OF ITS KNOW-HOW IN THE PLANNING OF HIGHLY TECHNOLOGICAL INFRASTRUCTURES. INSITE'S MAIN AIM - INSITE HAS BEEN CHOSEN BY THE CONSORTIUM AS THE DESIGNER OF THE CARINI AREA - IS TO GIVE ADDED VALUE TO THE CONSORTIUM AND TO ENABLE IT TO GROW AND PROSPER ”

PIETRO MATTEO FOGGIO, CEO & FOUNDER IN-SITE

“ ITALY AND SICILY ARE A MAJOR INTERSECTION NODE OF GLOBAL SUBMARINE FIBER CABLES NETWORKS AND STRATEGICALLY POSITIONED IN THE MEDITERRANEAN AREA; VUETEL ITALIA STRONGLY BELIEVE IN OPEN HUB MED PROJECT BECAUSE OF SAME VISION AND OBJECTIVE SINCE ITS CREATION; BUILD DIGITAL BRIDGES TO AND FROM AFRICA AND THE REST OF THE WORLD.”

GIOVANNI OTTATI PRESIDENT OF VUETEL ITALIA S.P.A.





OHM SERVICES

COLOCATION AND HOUSING

MEET-ME-ROOM AND CROSS-CONNECTIONS (LOCAL PRIVATE PEERING)

BACK HAUL TO THE MAIN LANDING STATIONS IN ITALY

LOCAL PEERING AND REMOTE PEERING WITH ALL MIX MEMBERS IN MILAN

MULTIVENDOR TRANSPORT AND IP TRANSIT TO MILAN, EUROPE AND BEYOND



OPEN HUB MED - LOCATION



- DISTANCE FROM MOTORWAY - 800 MT
- DISTANCE FROM UNDERGROUND - 2,5 KM
- DISTANCE FROM THE RAIL STATION - 2,5KM
- DISTANCE FROM THE AIRPORT - 8KM
- DISTANCE FROM PALERMO CENTRE - 25KM
- DISTANCE FROM THE FIRE STATION - 3KM

 OPEN HUB MED DC - SS113 BIVIO FORESTA CARINI, PA - 90044



“ XMED HAS CHOSEN TO BE A MEMBER OF OPENHUBMED TO GIVE BACK TO SICILY THE HISTORICAL ROLE OF BRIDGE BETWEEN ITALY AND EUROPE, AFRICA AND MIDDLE-EAST, ALSO IN THE DIGITAL WORLD.”

SALVATORE BADALAMENTI FOUNDER MEMBER OF XMED





“WE BELIEVE THAT CAPABILITY, SECURITY AND RESILIENCE ARE THE ESSENTIAL FEATURES REQUIRED TO ADDRESS THE INCREASE OF THE INTERNET TRAFFIC, PARTICULARLY IN AN AREA SUCH AS THE MEDITERRANEAN - A CROSSROADS OF SUBMARINE CABLES CONNECTING INDIA, THE MIDDLE AND FAR EAST TO AFRICA, EUROPE, SOUTH AND NORTH AMERICA.

OPEN HUB MED BOARD OF DIRECTORS





OPEN HUB MED

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