

# Qualified Partner Programme QPP

New generation of cabling, perfectly fitting Banking needs

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Convincing cabling solutions

# Customer needs

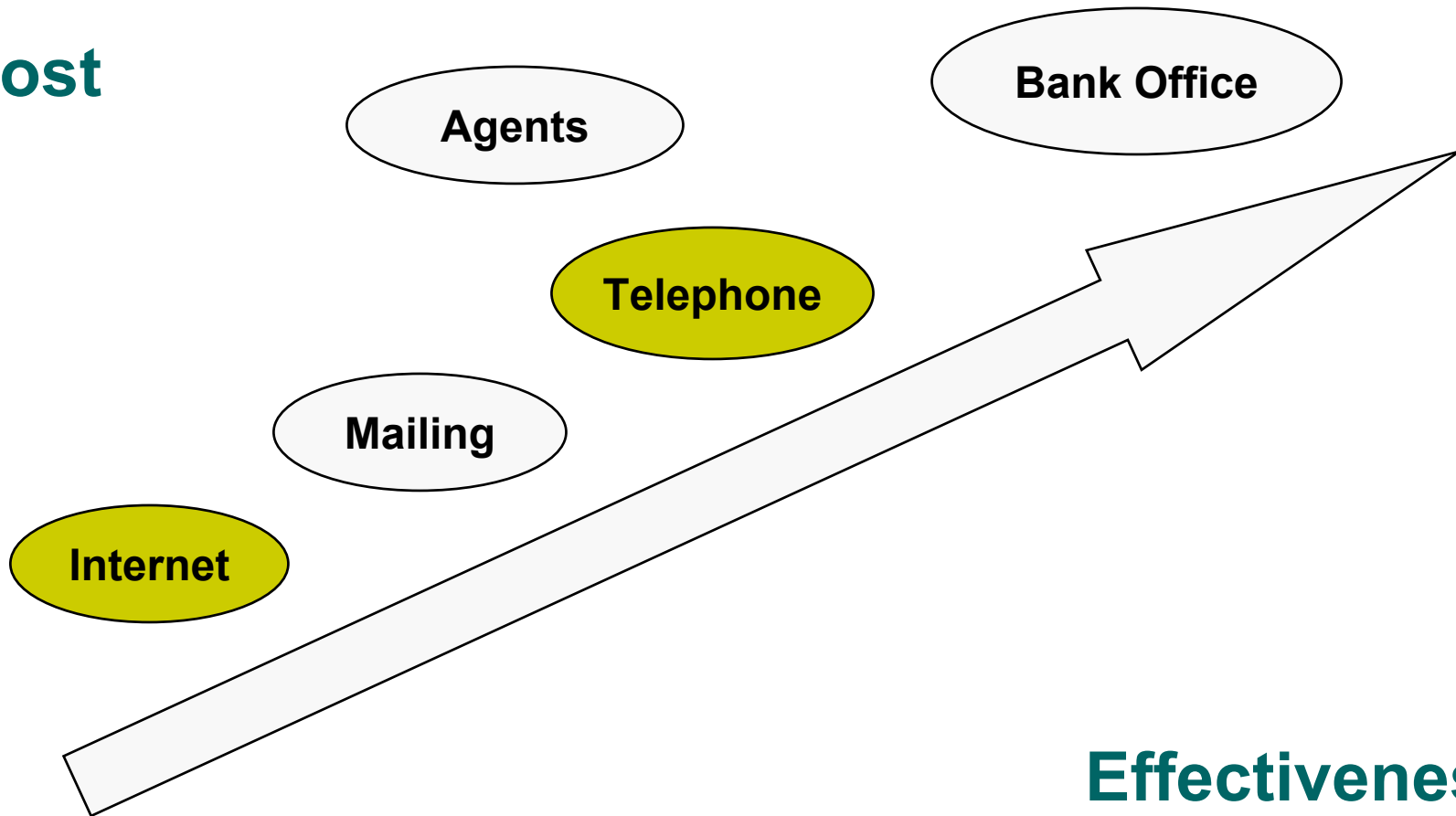
- **New, different, personalised services**
  - Range of products
  - Personal communication
- **Quality**
  - What perceived at contact time
  - What perceived during relationship
- **Accessibility**
  - Location and time
  - Product availability
  - Global coverage

**EFFICIENCY**



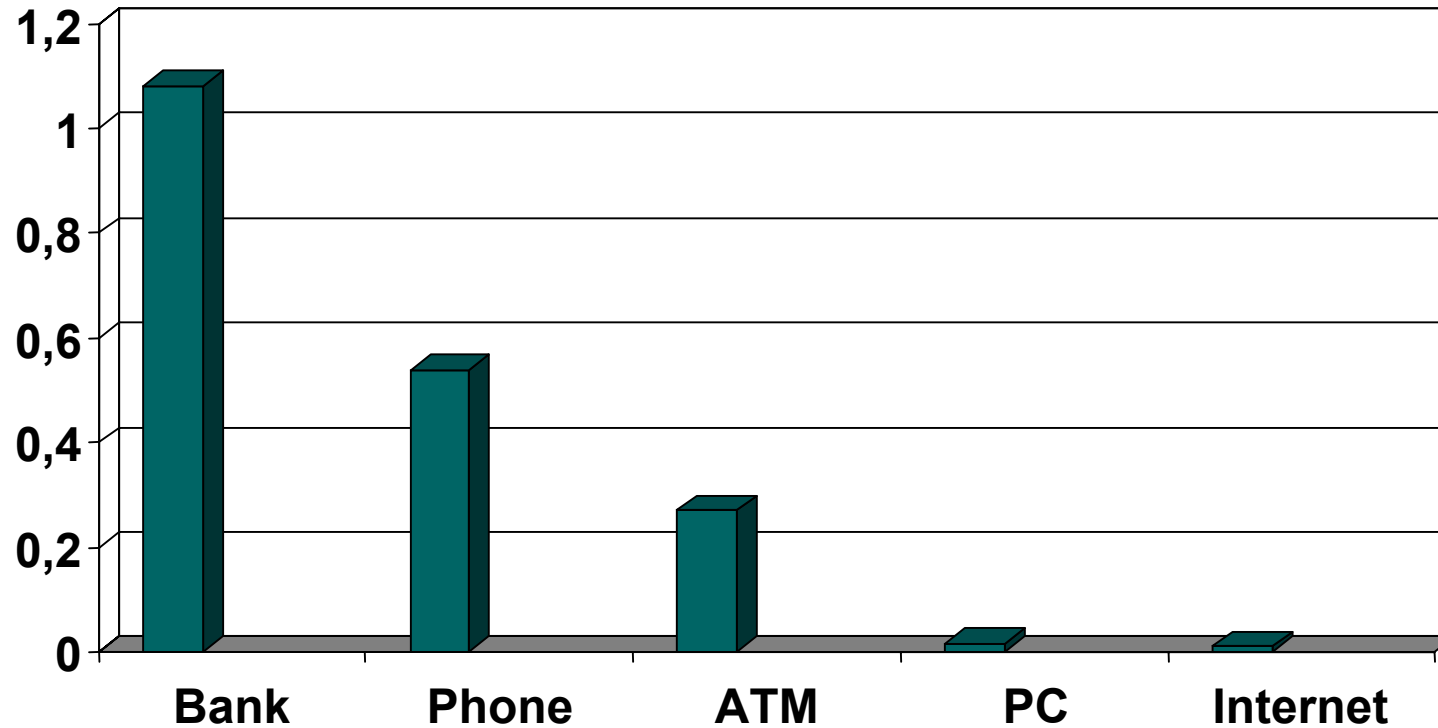
# Effectiveness

Cost



Effectiveness

# Transaction cost



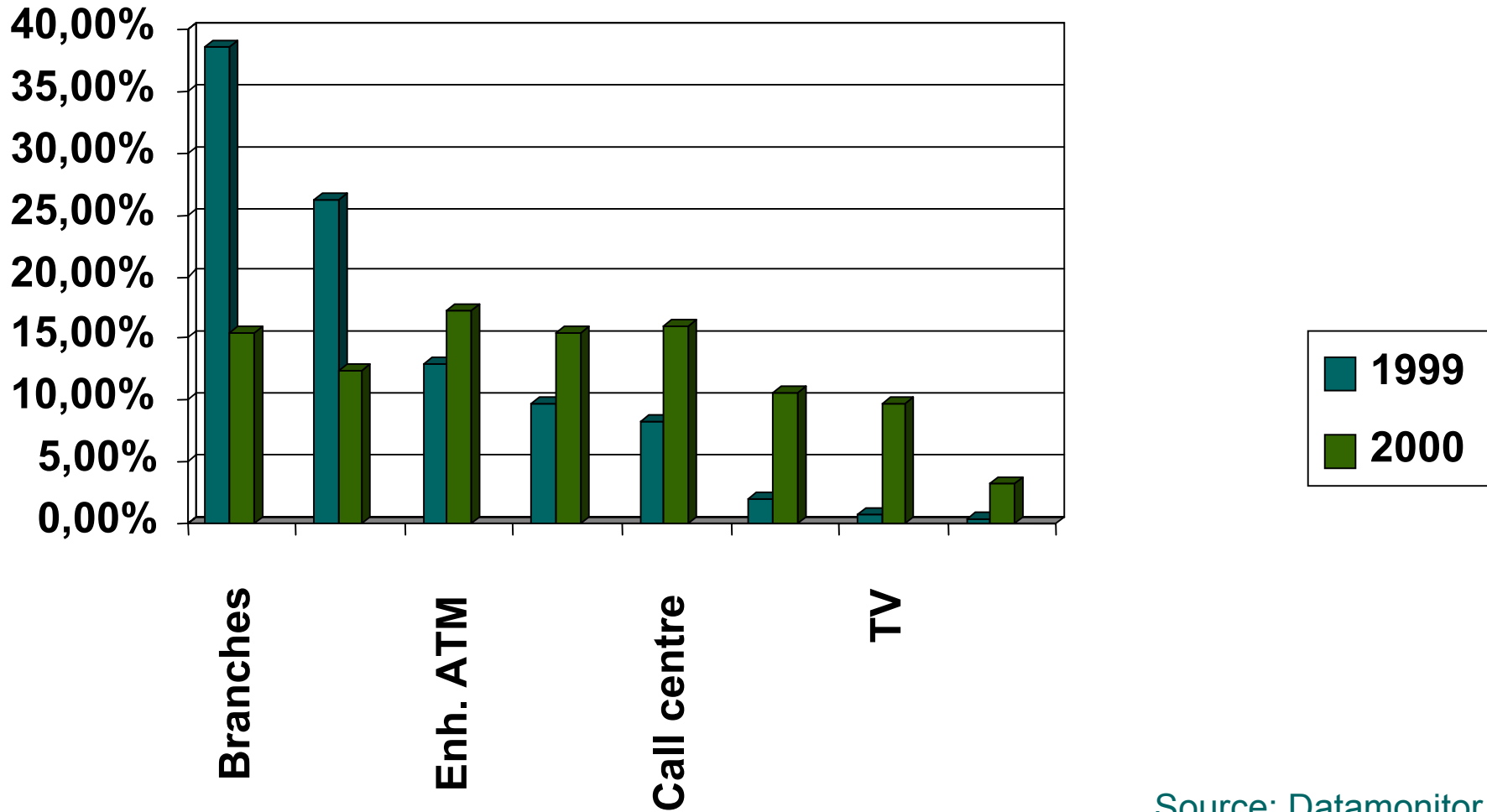
Value in US\$

Data from Booz, Allen & Hamilton



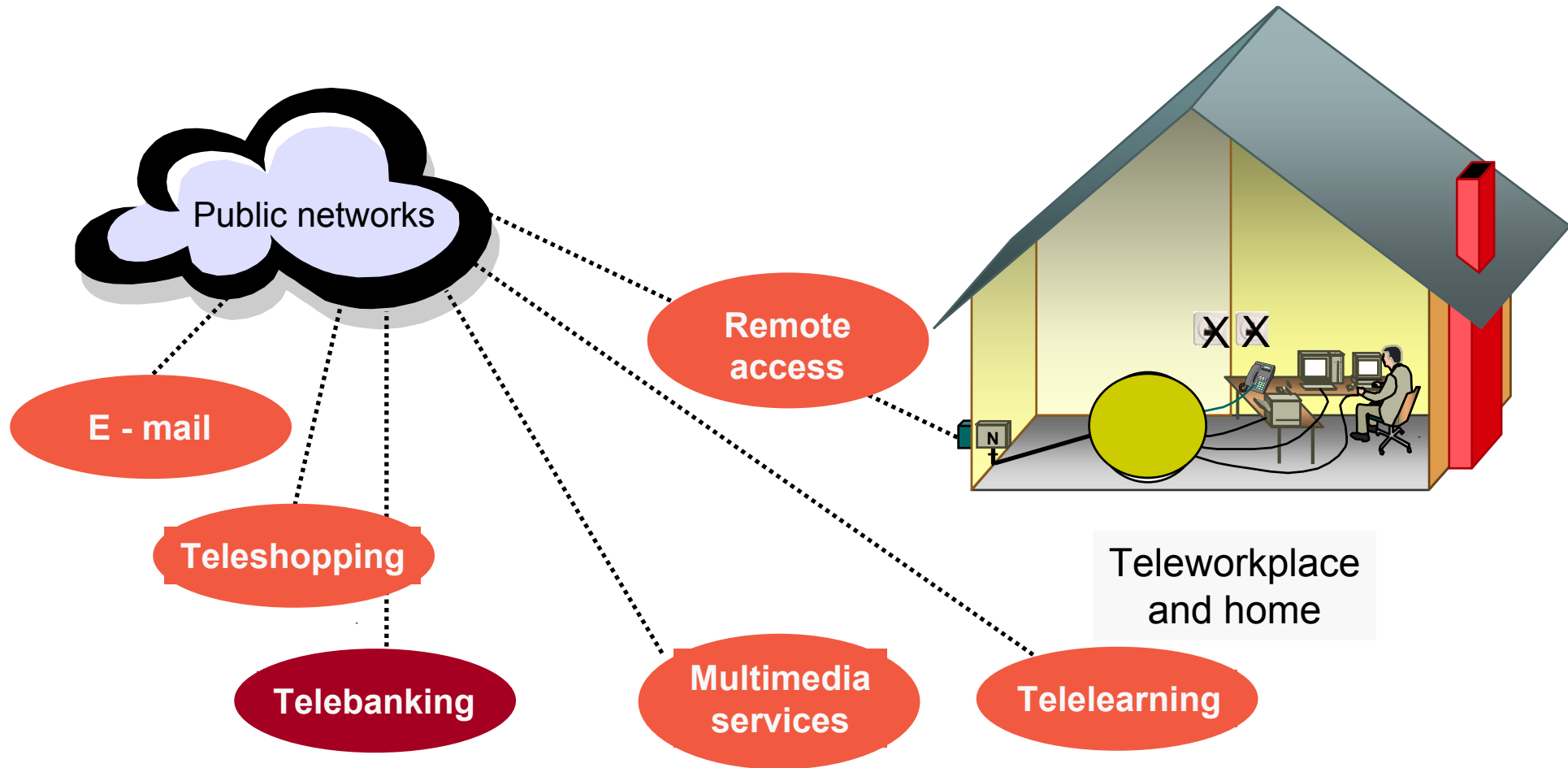
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# Virtual banking trends in Europe

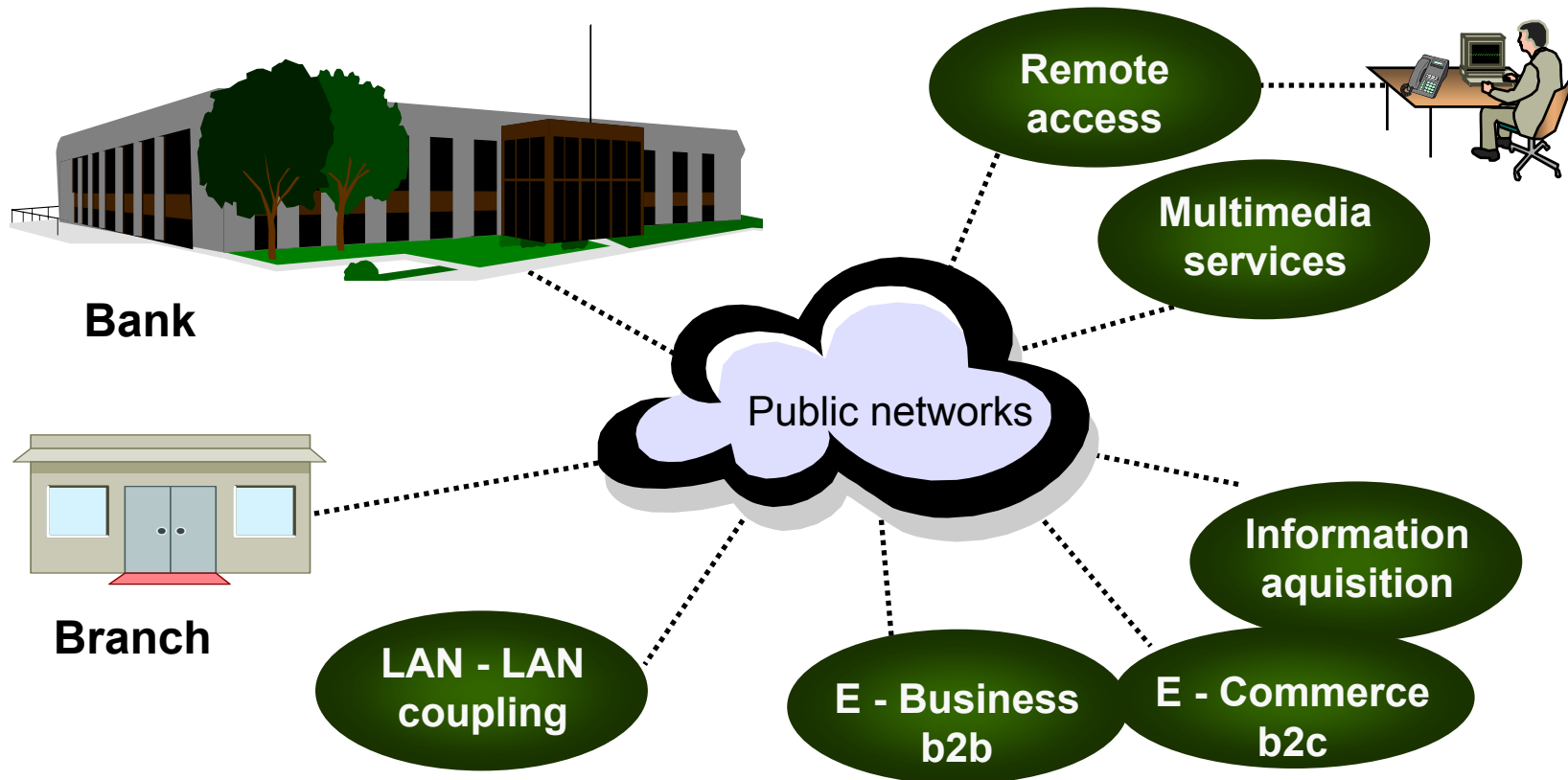


Source: Datamonitor

# Customer perspective



# Overall communication



# Virtual banking route

"Trust"

Service security

Serious suppliers

Warranty

"Payments"

Follow market dynamics

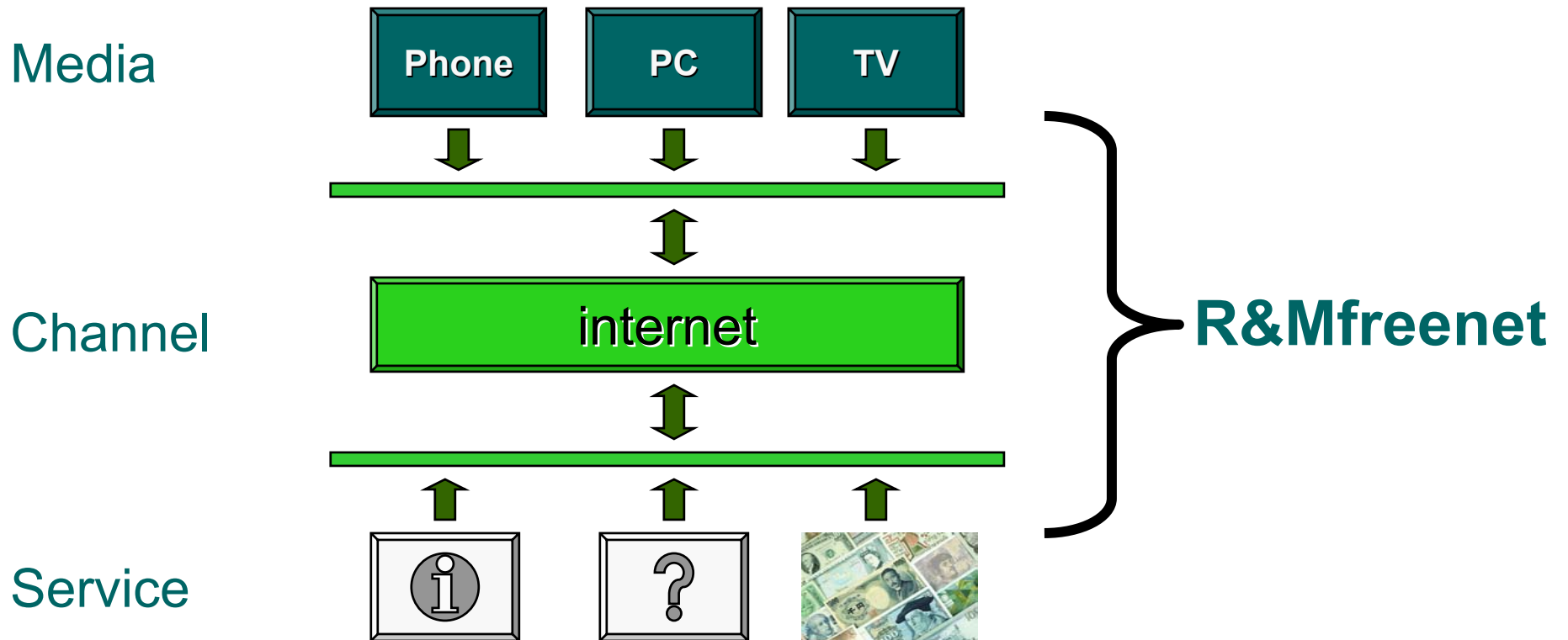
Presence on the NET  
Access and navigation  
payment security

Money transactions  
Banking and insurance products  
Financial assistance  
Brokerage  
e-commerce  
B2B

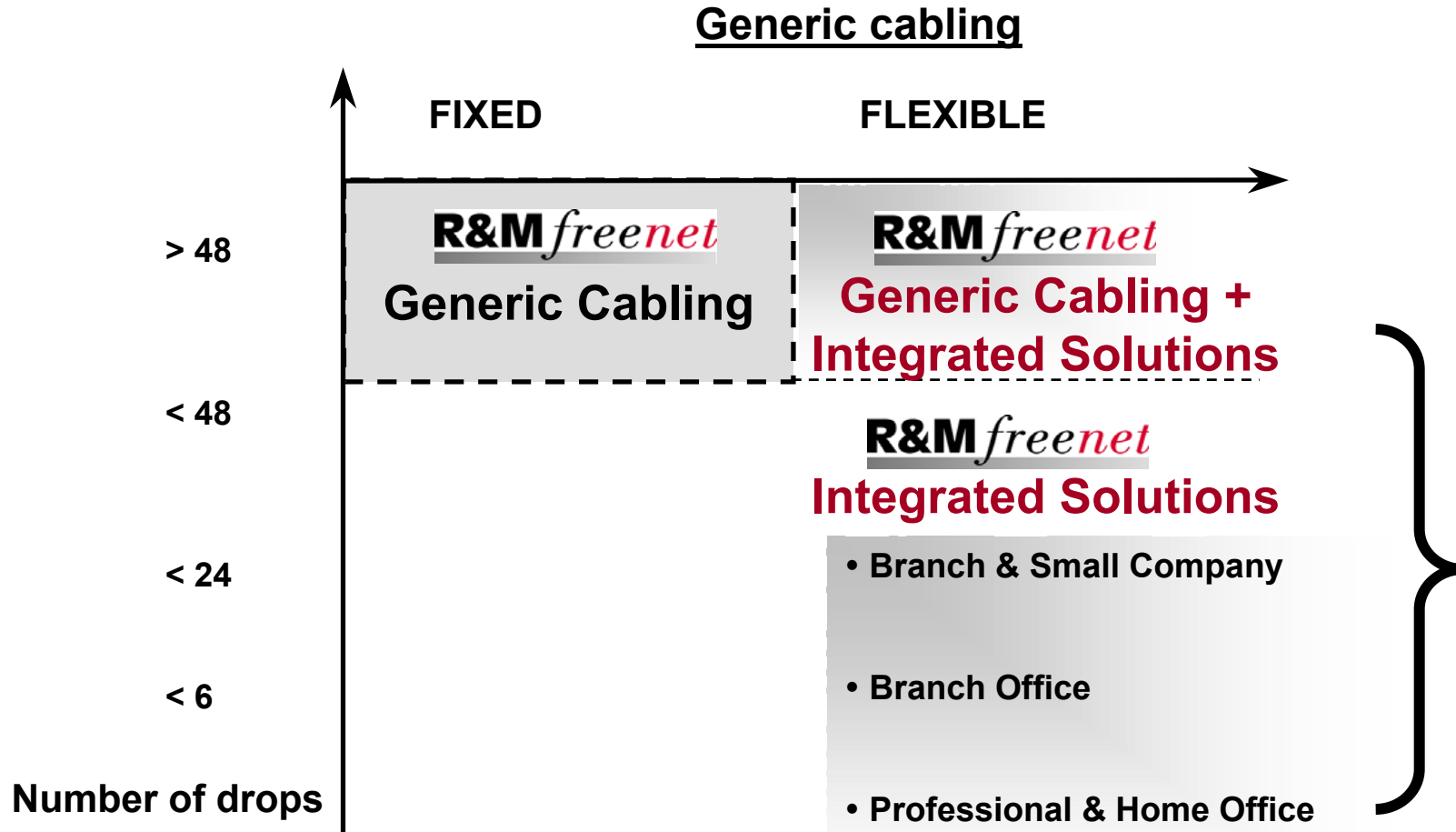




# The Infrastructure



# R&Mfreenet solutions table



# CLASSICsystem

## User benefit

- Optimised cost-benefit ratio:  
CLASSICsystem is state of the art

## Outstanding features

- Gigabit Ethernet compatible
- Cat. 5e components (independently certified SGS)
- Class De transmission channel (independently certified 3P)

## Application field

- End user with average data transmission volume

# STARsystem

## User benefit

- Future-proof thanks to greater bandwidth

## Outstanding features

- Gigabit Ethernet compatible
- Cat. 6 **INTEROPERABLE** components
- Classes E (4 pairs) /F (2 pairs) channel
- Ready for 4-connector class E channel model

## Application field

- End user with great data transmission volumes and/or enduser focused on time-related factors, like banks, insurance companies, airports and hospitals)

# VISIONsystem

## User benefit

- Cost advantage thanks to central administration
- 1 less hierarchical level of active components

## Outstanding features

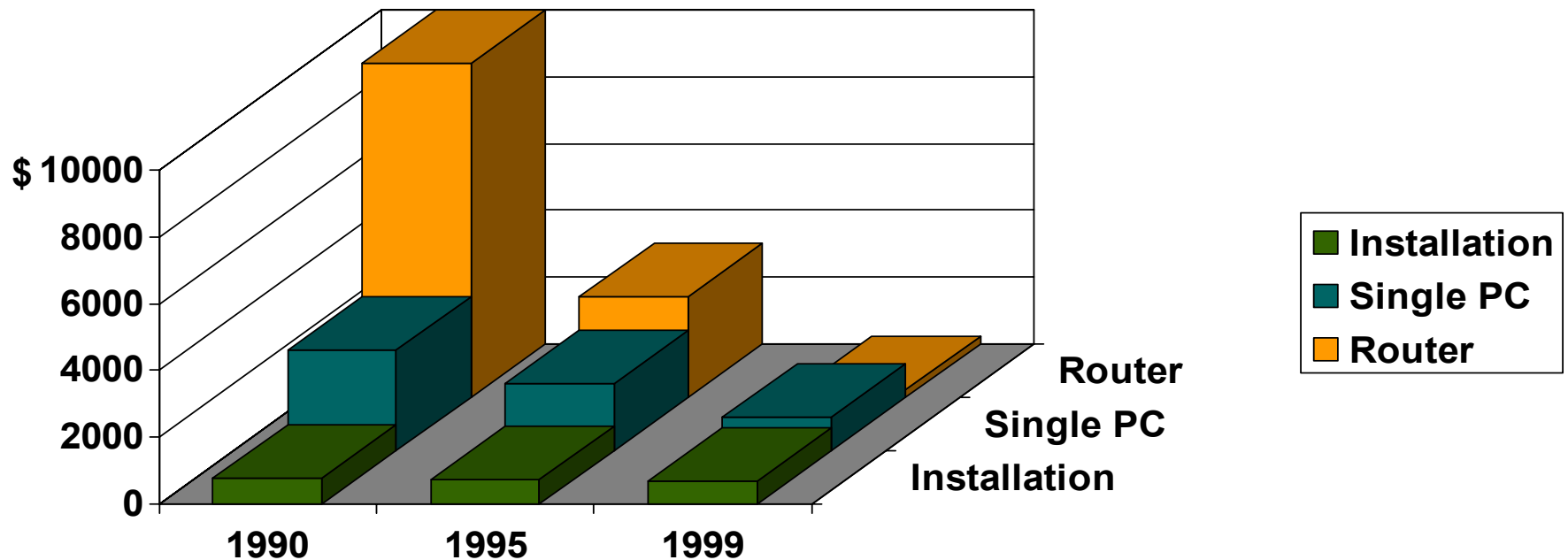
- Use of FO media advantages
- Gigabit Ethernet compatible
- Integration of voice solution
- Integration of open office wiring

## Application field

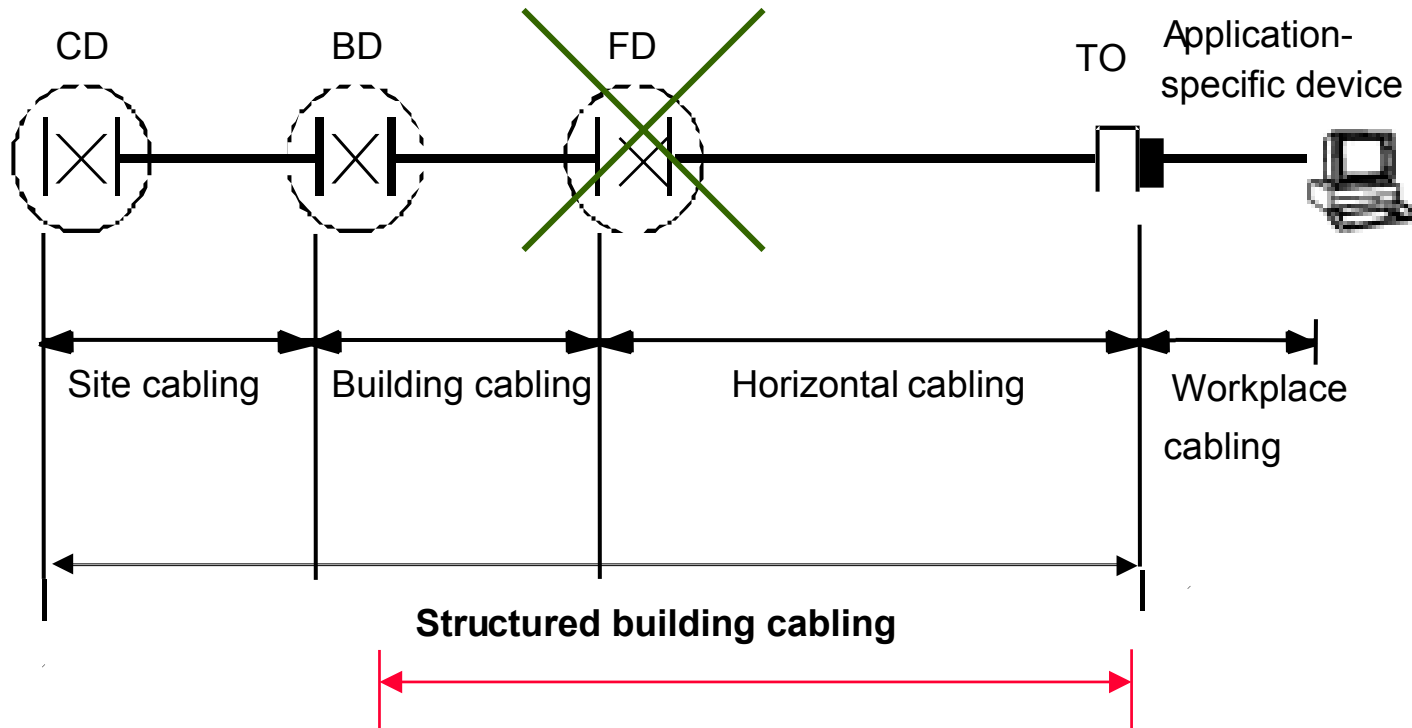
- For enduser with growing data transmission volumes like public organizations, military, ISP's, print offices
- EMC critical environments

# What's happening cost- wise

## Cabling cost influence



# Central point of administration - cost



# Branch office solution



## Small office

Application: branch operations, freelance professionals, service oriented trade and companies (doctor's surgeries, tax consultants)

## Characteristics:

Flexible networking: simple handling; integration of various telecommunication services; compact dimensions

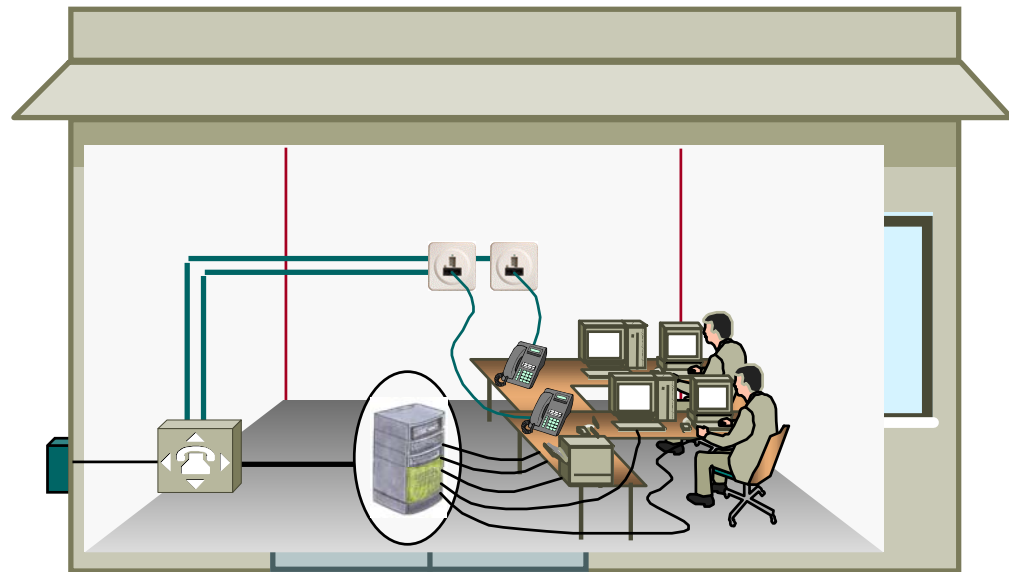
With attractive design: technology (cabling and active components) can be expanded in a modular way; economical

## Requirements: Remote access

- Information acquisition
- Multimedia services
- E-commerce (b2b; b2c)
- E-mail
- Expansion of existing networks
- Open -office cabling



# Branch - application



# Small companies and cabling expansions



## Small company

Application: small offices, small companies, large companies (banking, insurance, industrial), schools, universities

### Characteristics:

Integration of fixed and open cabling: concentration of voice and data connections in one location:

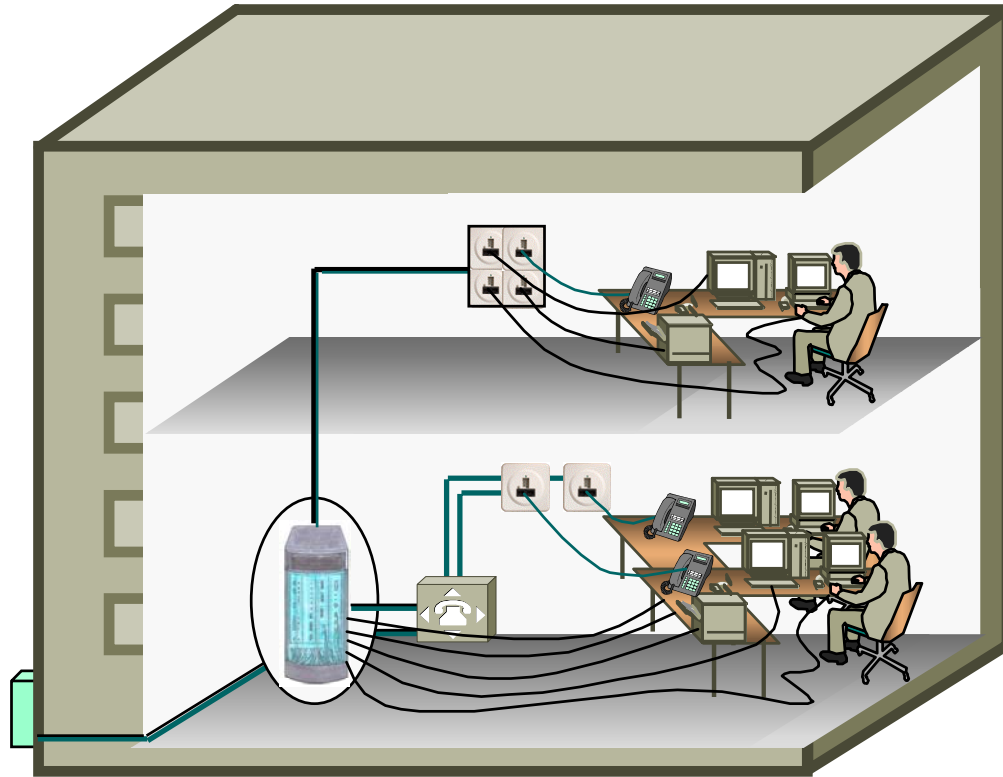
Compact dimensions with attractive design:

Technology (cabling and active components) can be expanded in a modular way: economical

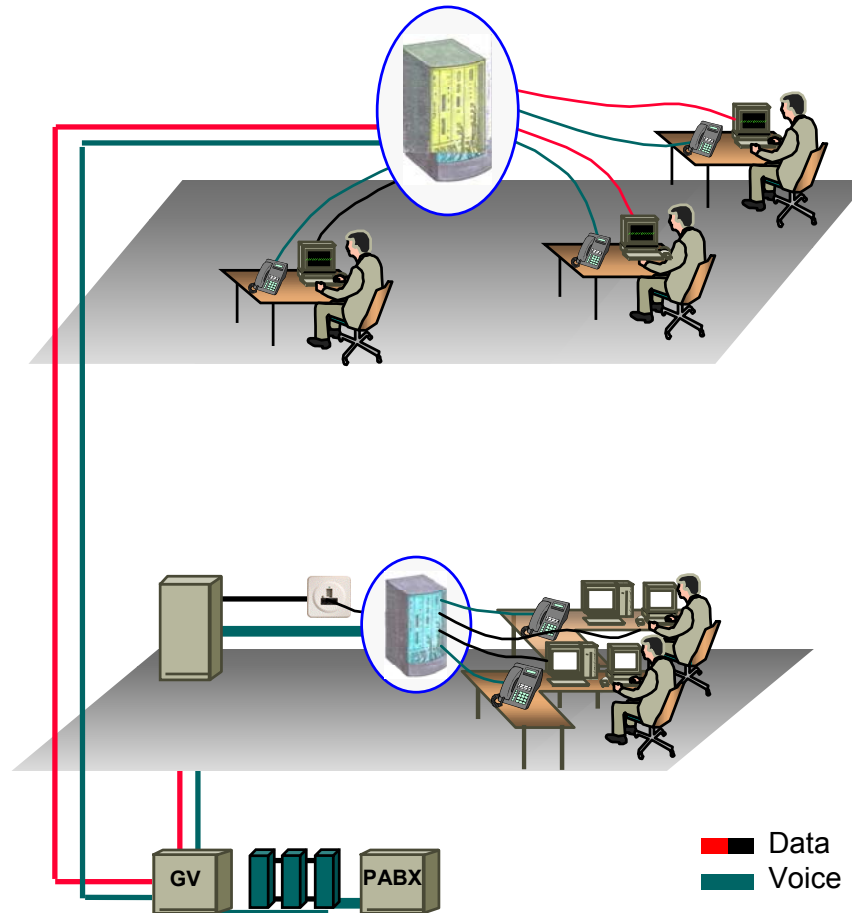
### Requirements: Remote access

- Information acquisition
- Multimedia services
- E-commerce (b2b; b2c)
- E-mail
- Expansion of existing networks
- Open-office cabling

# Large branches and open space application

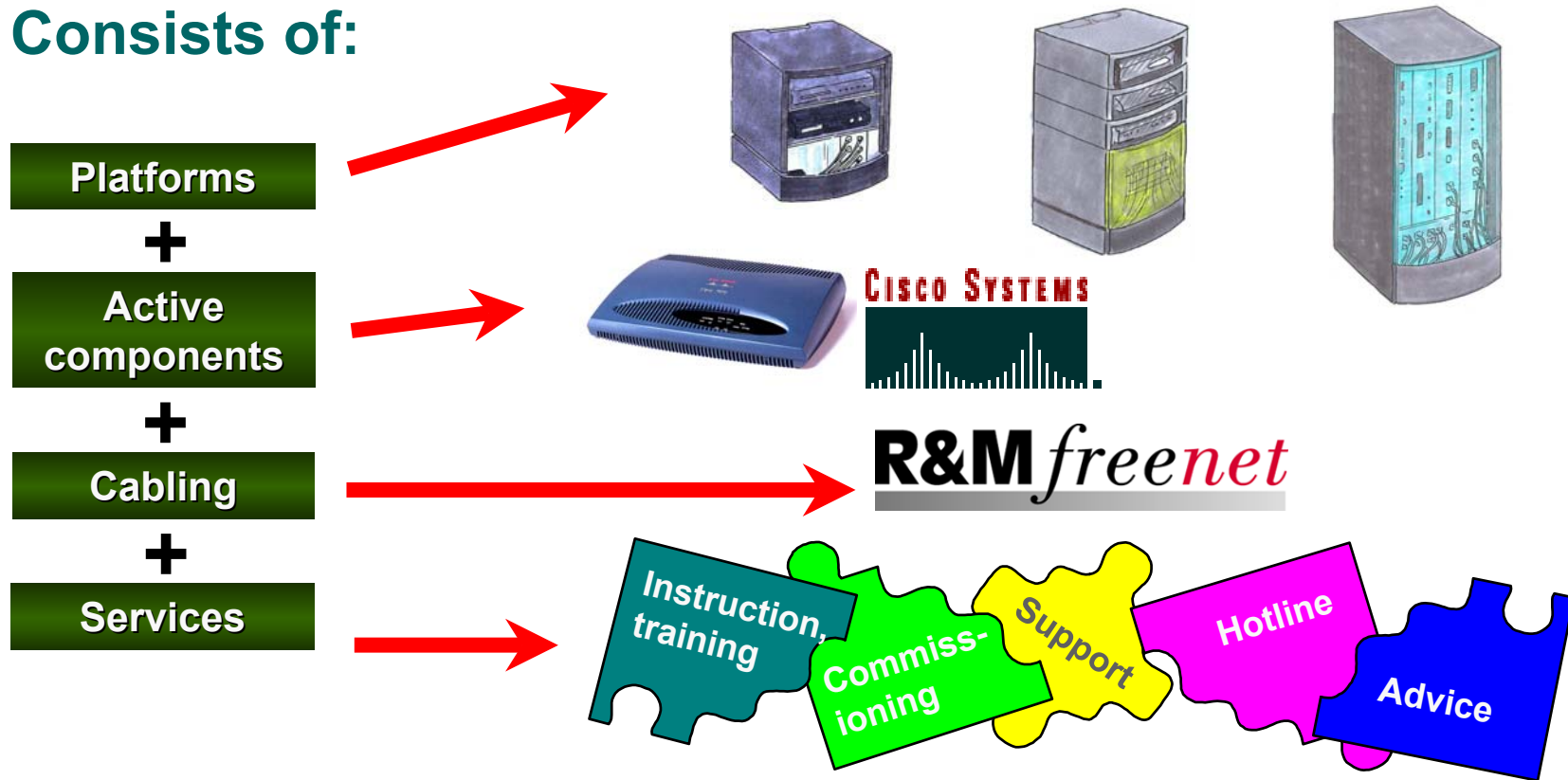


# Generic cabling expansion



# The R&Mfreenet bundle

Consists of:



**Total**

**= Integrated solutions**



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# CISCO / R&M solution matrix

	761M Router	775M Router	1538 Micro Hub 10/100	1548 Micro Switch 10/100	801 Router	803 Router	805 Router	1601 Router	1603 Router	1720 VPN Router	1750 VPN Router	Fast Hub Router 2611	Fast Hub 412 10/100	Fast Hub 424 10/100	Switch Catalyst 1912	Switch Catalyst 1924	Switch Catalyst 2912XL	Switch Catalyst 2924XL	Switch Catalyst 3512XL	Switch Catalyst 3508XL		
microCase 6	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓												
miniCase 24	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓							
maxiCase 48	✓								✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓

# The R&Mfreenet integrated solutions



**Professional  
and Home**



**Branch  
Office**



**Small  
Company**



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# Accessories

## U-Element for miniCase 24 and maxiCase 48



## Frontcovers for microCase 6 and miniCase 24

### Frontcover for maxiCase 48



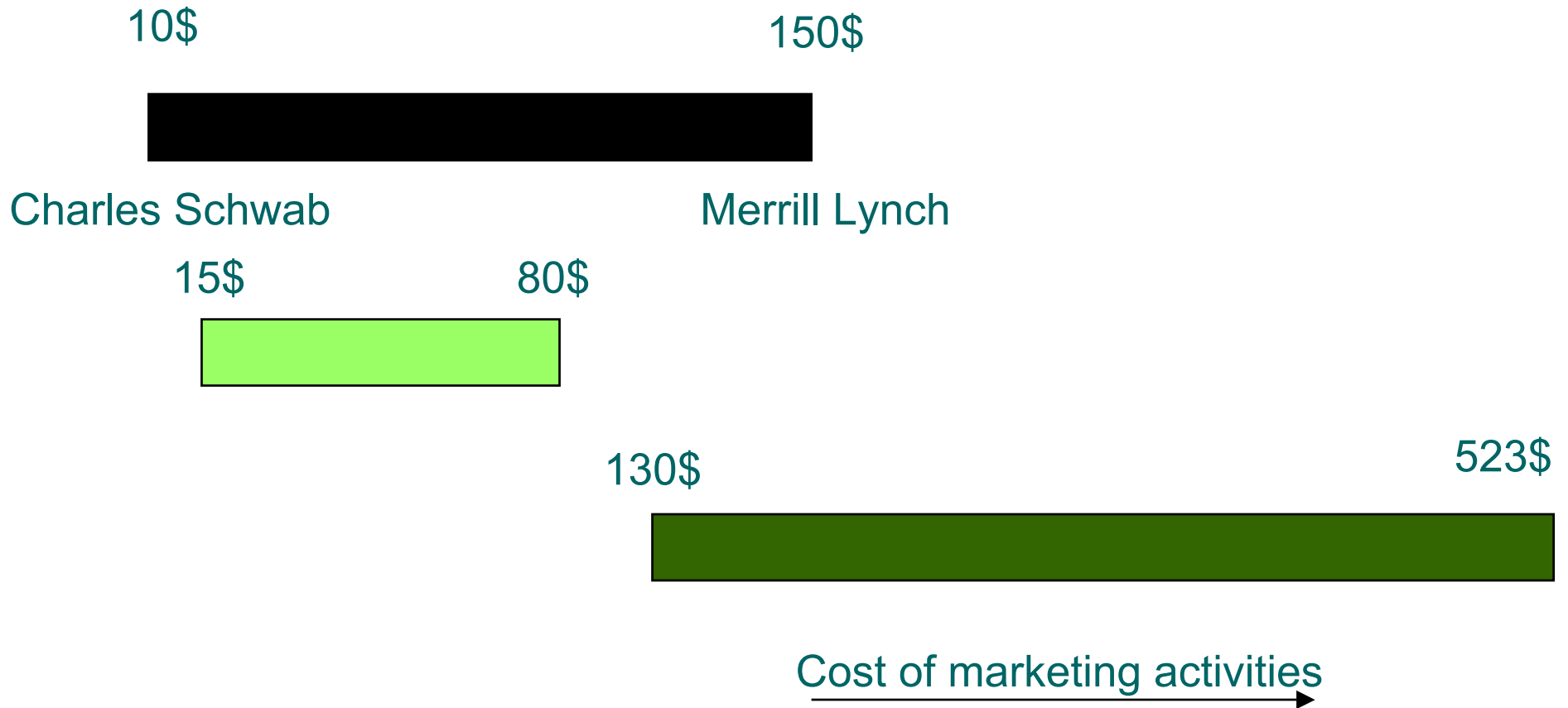
- Blue
- green
- grey



- Blue
- green
- grey
- orange



# Transaction cost / customer acquisition-fidelity cost



# Professional and home solution



## Characteristics:

Flexible networking: simple handling: integration of various telecommunication services:

Compact dimensions with attractive design: technology (cabling and active components)

Can be expanded in a modular way: economical

## Requirements:

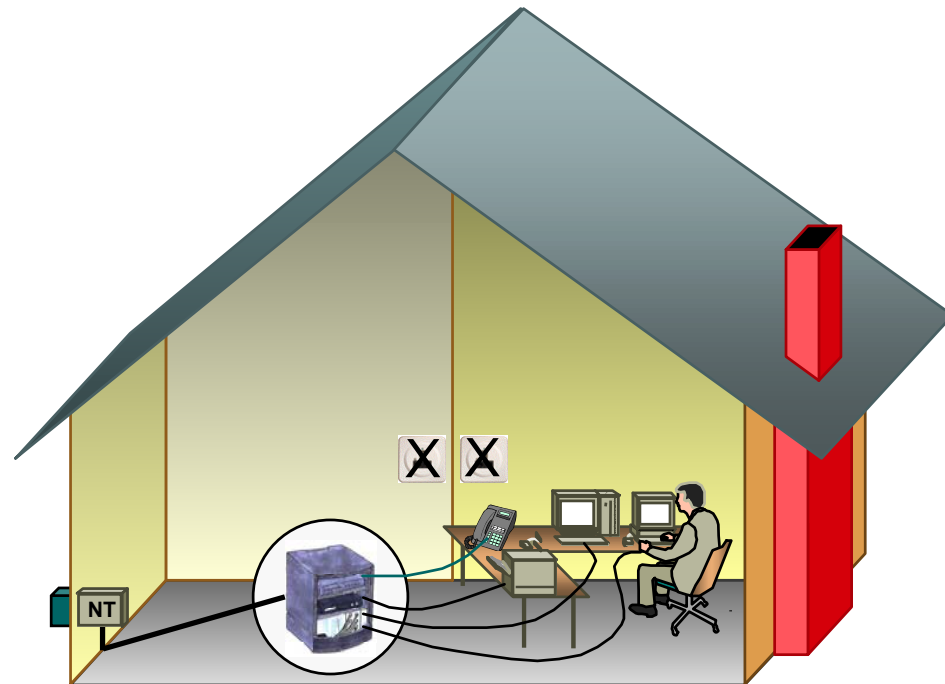
- E-mail
- Teleshopping
- Telebanking
- Telelearning
- Multimedia services
- Remote access to company server



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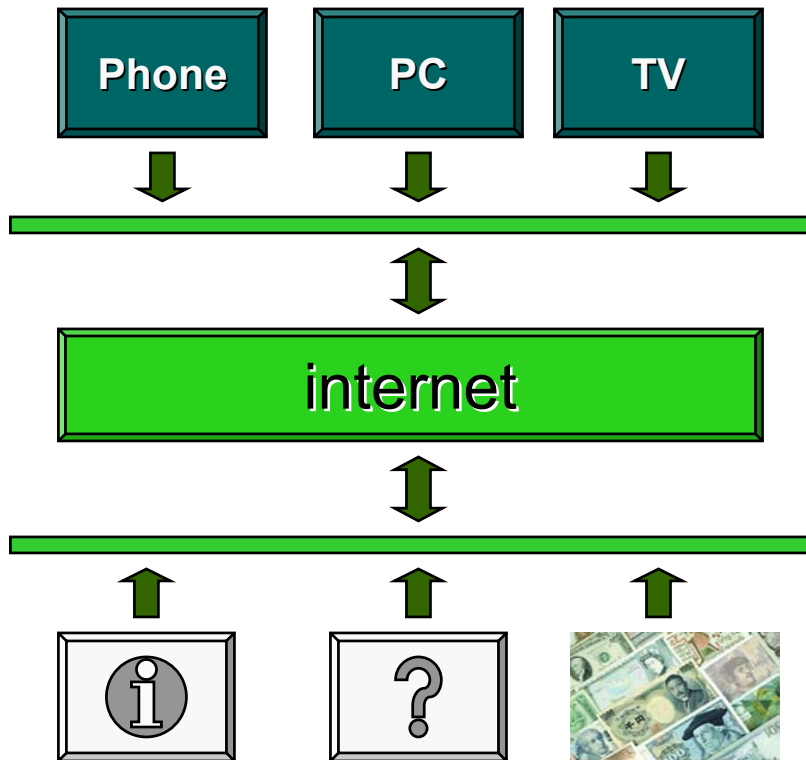
# Professional & small business - solution

## Data & voice over ISDN

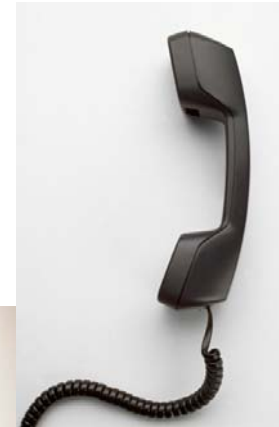


Convincing cabling solutions

# The marketing bundle



R&M



Carrier



Bank

# Marketing bundle

Hardware loan + Subscription + New account =



Fidelisation &  
acquisition  
at  
lower COST

