

One of the Top Ukrainian
Telecommunication Providers is a
Success of Cooperation between German
and Ukrainian Companies

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1991

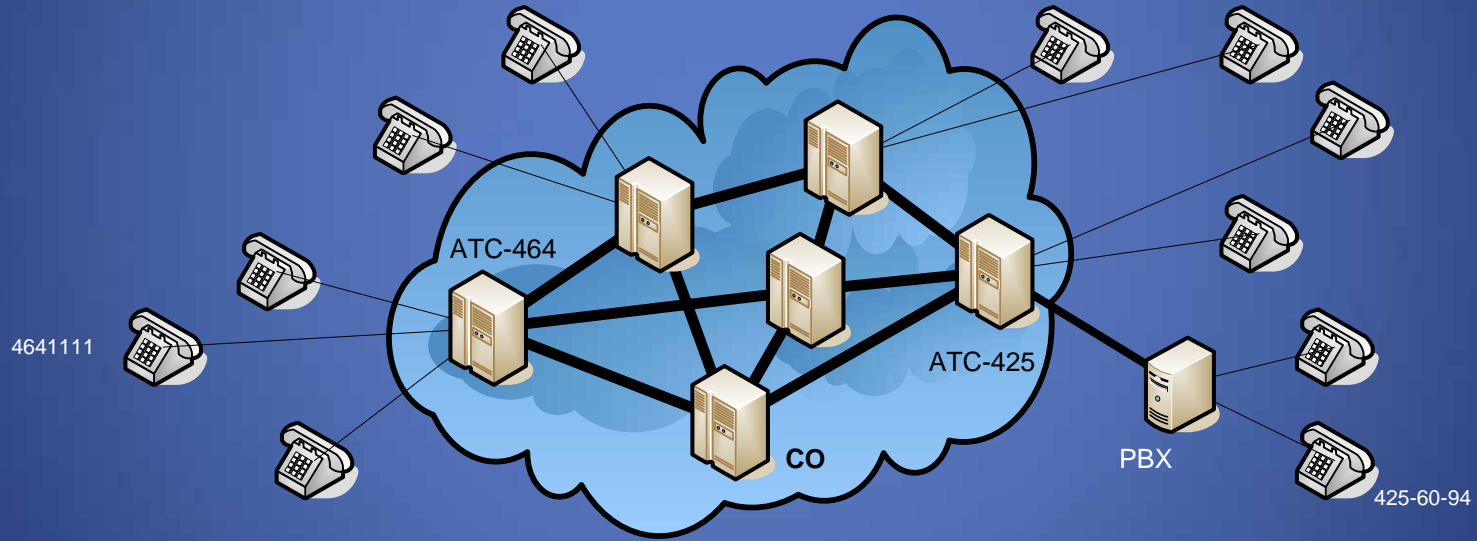
- In Germany Controlware – is a well-established dynamic system integration company with great experience offering IT solutions, products and services.
- In Ukraine - no name small software development department of one of the numerous at that time computer centers.

Possible cooperation considered

- Ukraine software development team writing programs for a part of the products manufactured and integrated by Controlware
- Distributing and reselling IT products in Ukraine
- System integration services offered in Ukraine

However, someone noticed
that...

In 1991 – there was no public data network in Ukraine



The ambitious plan was:

- Controlware – great experience in telecommunications but does not run any WAN network by itself
- Small software development department – no WAN experience at all

were to create a nation-wide public data network in Ukraine

Creation of Infocom

- In 1991 the joint venture Infocom was founded by Controlware and the Computer Center of Ministry of Telecommunications of Ukraine with the purpose of building the data switching network in Ukraine

1992

- The following year the first node of the X.25 packet switched data network was established in Kiev



Parties responsibilities

- Controlware provided initial investments, expertise and equipment
- The first node was installed with the help of Controlware installation team
- Infocom provided maintenance, operational support and service delivery

Expansion

- Within the next couple of years more network nodes had been installed
- The brand name Ukrpack had become widely known in Ukraine
- Gateway agreements established with more than 90 telecommunications administrations
- With the X.25 standard being the predominant technology at that time, Infocom's network Ukrpack was a unique and very timely offer

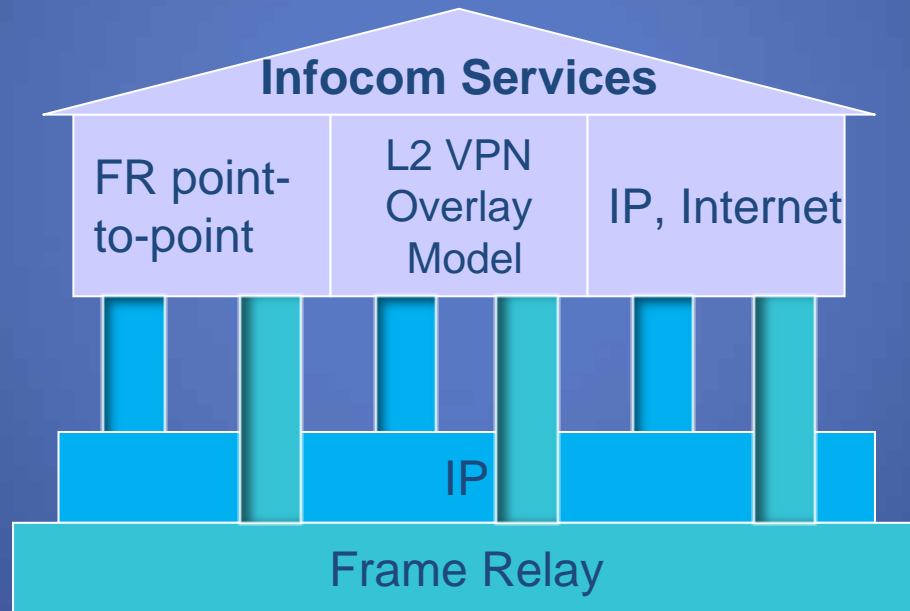
One important aspect of Controlware's influence

- From www.controlware.de – “Controlware GmbH has been offering complete IT solutions, products and services since 1980. From the beginning **our maxim is to pay great attention to the specific problems of our customers.**”

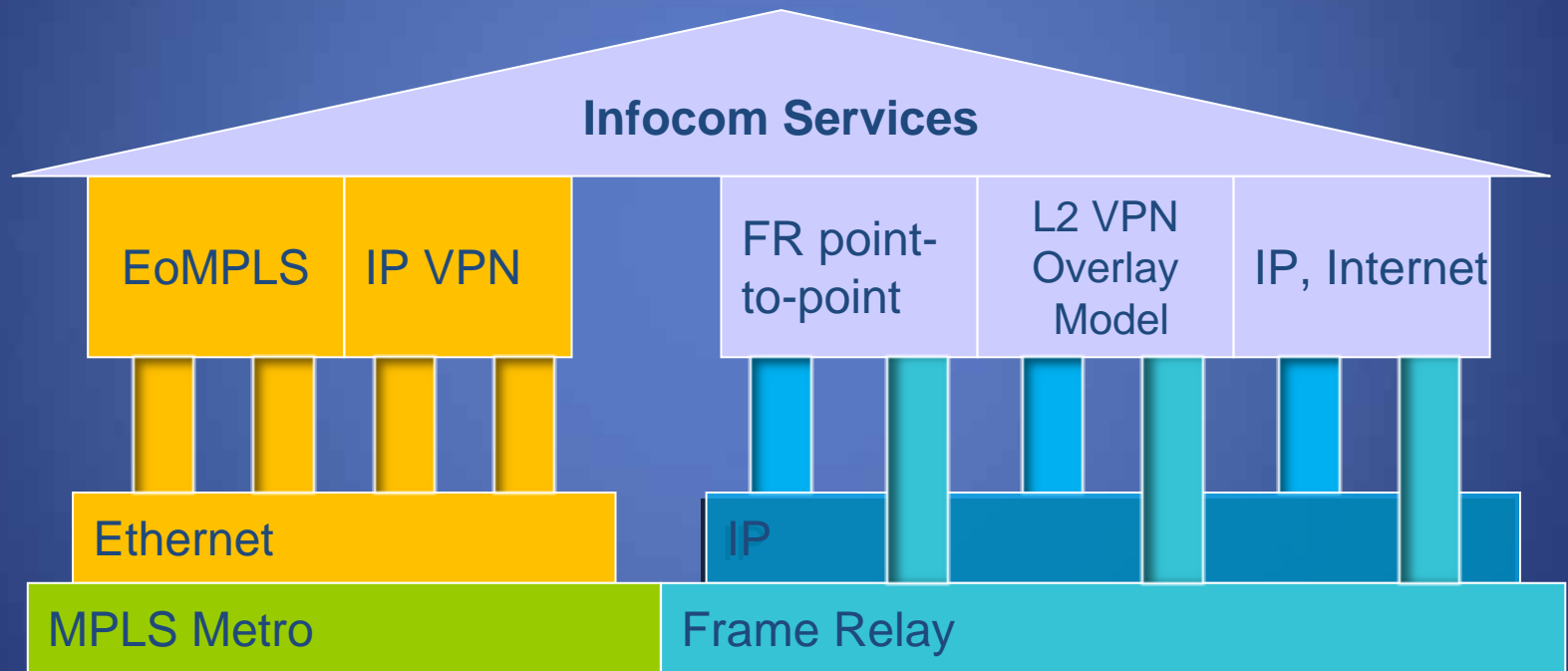
New business opportunities

- While continue to develop the Ukrpack network Infocom and Controlware decide to embark upon a system integration business
- With the technical expertise available from Controlware Infocom had created a subdivision with the purpose of designing and selling complete network solutions for customers in Ukraine

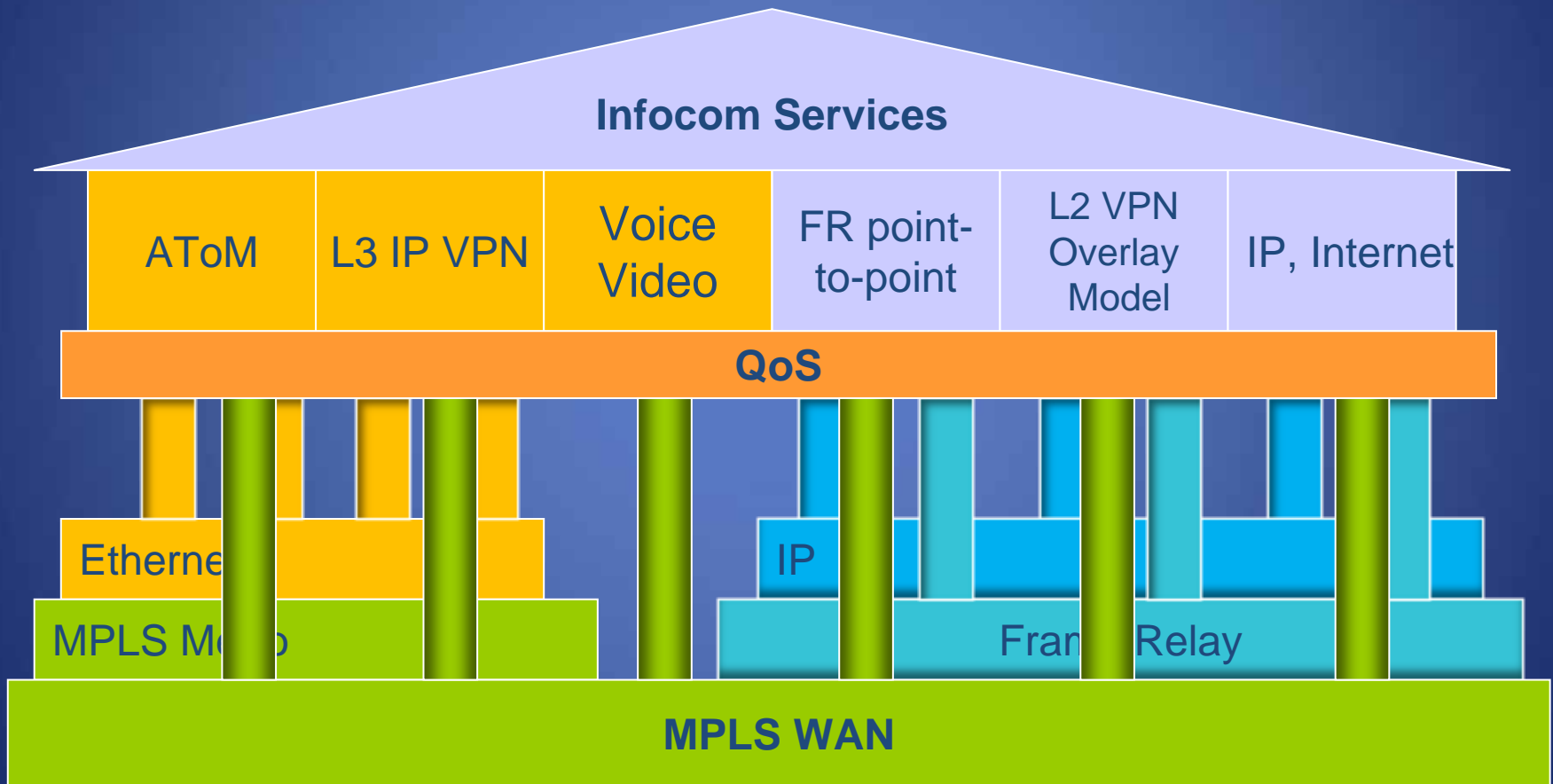
Over the years the data transmission technology has changed dramatically



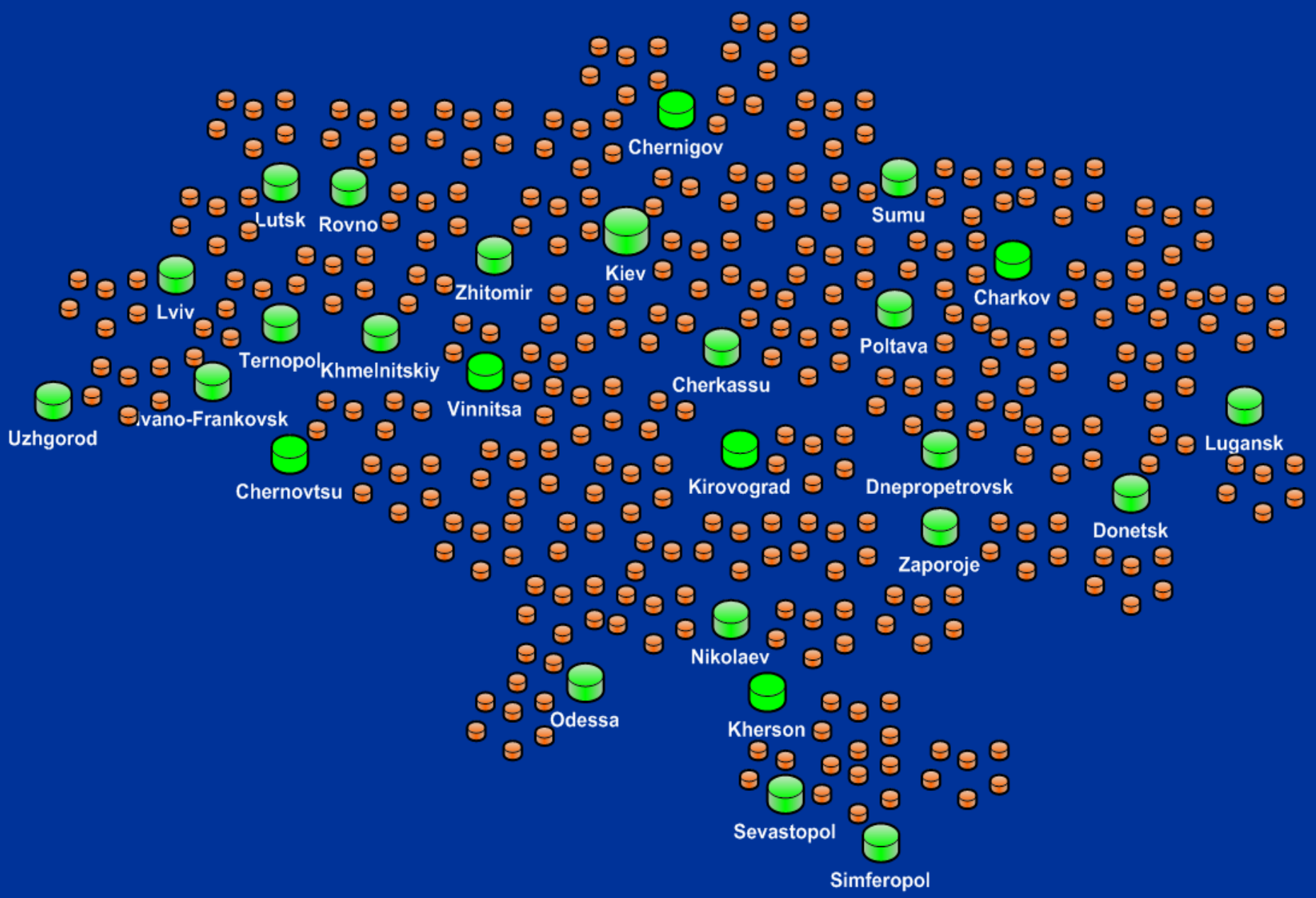
Deploying new technologies, rolling out new services



Multiservice Converged Network



What started as an initiative of a small group of Ukrainian engineers with the help of German company Controlware have now become one of the biggest nationwide telecommunications network



Uzhgorod

Lviv

Ivano-Frankovsk

Chernovtsu

Ternopol

Khmelnytskyi

Vinnytsa

Zhitomir

Odessa

Lutsk

Rovno

Kiev

Chernigov

Cherkassu

Kirovograd

Nikolaev

Kherson

Sevastopol

Simferopol

Sumu

Poltava

Dnepropetrovsk

Zaporozje

Charkov

Donetsk

Lugansk

Thank you