

KPN provides Telefonía Bonairiano international IP network solution

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KPN is supplying an international IP network solution to Telefonía Bonairiano (Telbo), the leading telecommunications company on the island of Bonaire, Netherlands Antilles. As a new strategic partner of Telbo, KPN enables them to deliver both international data and voice services on the basis of a totally outsourced IP network. The agreement covers data services via a dedicated IP Transit connection from Bonaire to KPN's network center in New York as well as Voice over IP (VoIP) services over the same connection.

Telbo wanted to extend its service portfolio by migrating from a traditional fixed line carrier to an all IP carrier offering internet access services as well as Voice over IP (VoIP) solutions to its residential and business customers. They were also looking to drive their voice termination costs down. In the carrier selection process, Telbo placed considerable emphasis on finding a long-term partner able to provide them with a single, reliable and flexible international service solution.

Based on these specific decision criteria, KPN proposed a tailor-made package to Telbo which precisely matched their requirements for a combined IP and VoIP services solution. The new services model substantially reduces Telbo's network cost, increases their international scope and offers them more flexibility in increasing their bandwidth capacities, even at short notice.

Carolien Nijhuis, Vice President International Network Services at KPN, comments: "Our proposal convinced Telbo to run their business via a new, innovative approach. We built up an excellent relationship with Telbo and our solution created a unique opportunity for them to enhance their business growth. Moreover it benefits their end users as well by providing them with additional services. This concept should also be very interesting for other carriers around the world who want to increase revenues from new international markets."

About Telefonía Bonairiano

Telbo N.V. was established in 1983 as the only company offering telecommunication services on the local market of Bonaire, Netherlands Antilles. Telbo is a government owned company and leading provider on the local market. From only offering local and international telephony services, the last few years have seen Telbo develop into a company with a wide range of services.

The core business activities are IP and data related services in all market segments, wireline and wireless connections and GSM geared towards local and roaming mobile telephony.

The infrastructure consists of cable and satellite connections. Telbo has one main central office in Kralendijk and ten other remote substations on the island of Bonaire. For more information about Telbo, visit www.telbo.an

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About KPN

The international KPN data and IP services are provided through an extensive, high-capacity fibre-optic network connecting major business and financial centres in Europe. The portfolio covers a full range of corporate and carrier networking and bandwidth solutions in more than 22 European countries and in addition worldwide connections to over 180 countries via partnerships and sea cables.

KPN offers telephone, internet and television services to personal customers through its fixed network in the Netherlands. For business customers, KPN provides a range of services, from voice, internet and data services to fully managed outsourced ICT solutions, in the Netherlands and internationally. For both personal and business customers, KPN offers mobile services in the Netherlands, Germany, Belgium and Western Europe.

On March 31, 2006, KPN served 6.7 million fixed-line subscribers and 2.2 million internet customers in the Netherlands as well as 21.6 million mobile customers in Germany, the Netherlands and Belgium, while employing 28,647 individuals (26,176 FTEs). KPN was incorporated in 1989 and our shares are listed on the Amsterdam, New York, London and Frankfurt stock exchanges. For additional information about KPN, see www.kpn.com