

MEDIACOM Durmus AG

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1 Company

- 1.1 Our business model → 03
- 1.2 Contact → 04
- 1.3 About us → 05
- 1.4 Origin and history → 06

2 For provider

- 2.1 HFC cable network construction → 07
- 2.2 Integration of business solutions → 08
- 2.3 Fibre optic network construction → 09 - 10
- 2.4 References → 11 - 16

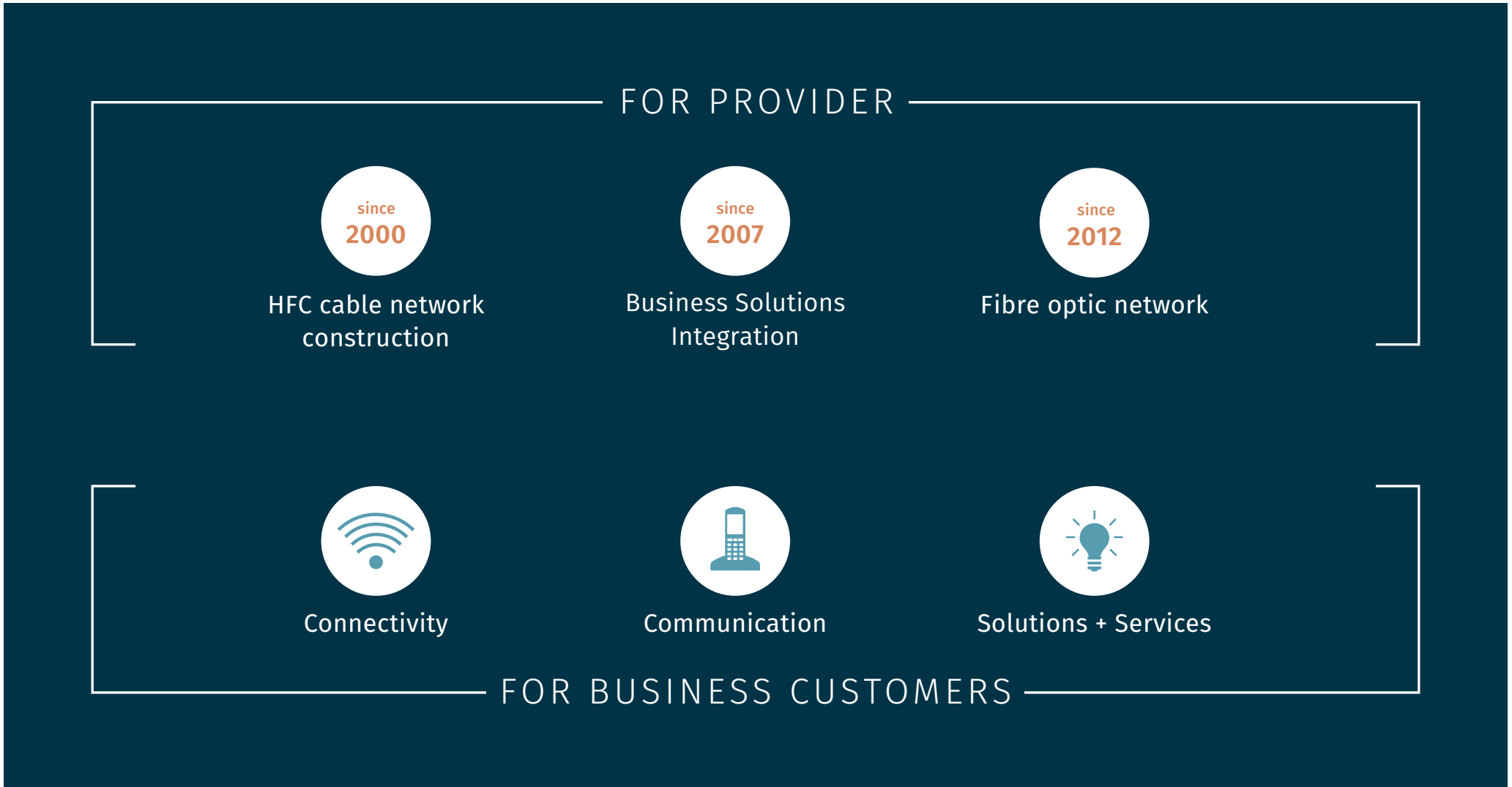
3 For business customers

- 3.1 Connectivity → 17
- 3.2 Communication → 18
- 3.3 Solutions and services → 19
- 3.4 References → 20 - 23

4 Outlook

- 4.1 Cooperation with Mediacom → 24
- 4.2 Contact → 25

1.1 OUR BUSINESS MODEL



1.2 COMPANY



**SEDAT DURMUS: HFC
NETWORK CONSTRUCTION**

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**EROL AYDIN: INTEGRATION
OF BUSINESS SOLUTIONS**

erol.aydin@media-com.ch



**SUAT DURMUS: FIBRE OPTIC
NETWORK CONSTRUCTION**

suat.durmus@media-com.ch



1.3 ABOUT US



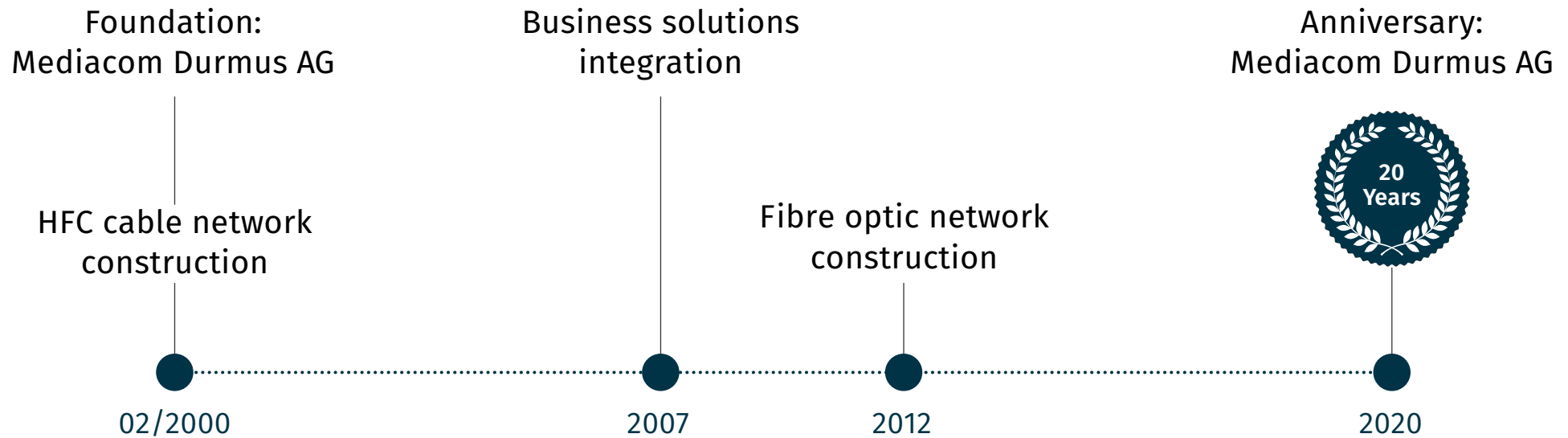
SEDAT DURMUS, CEO



We provide communication!

Mediacom Durmus AG offers high-quality solutions in network construction as well as in information and telecommunications technology. Since its founding in 2000, Mediacom Durmus AG has developed into an established company in Switzerland thanks to its very high-quality standards, intelligent high-end solutions and unique customer service. With the help of a large network of wholesalers, providers and local partners, we implement our services and solutions in private households, small and medium-sized businesses, companies and public institutions on a project-related basis.

1.4 FOUNDATION AND HISTORY



2.1

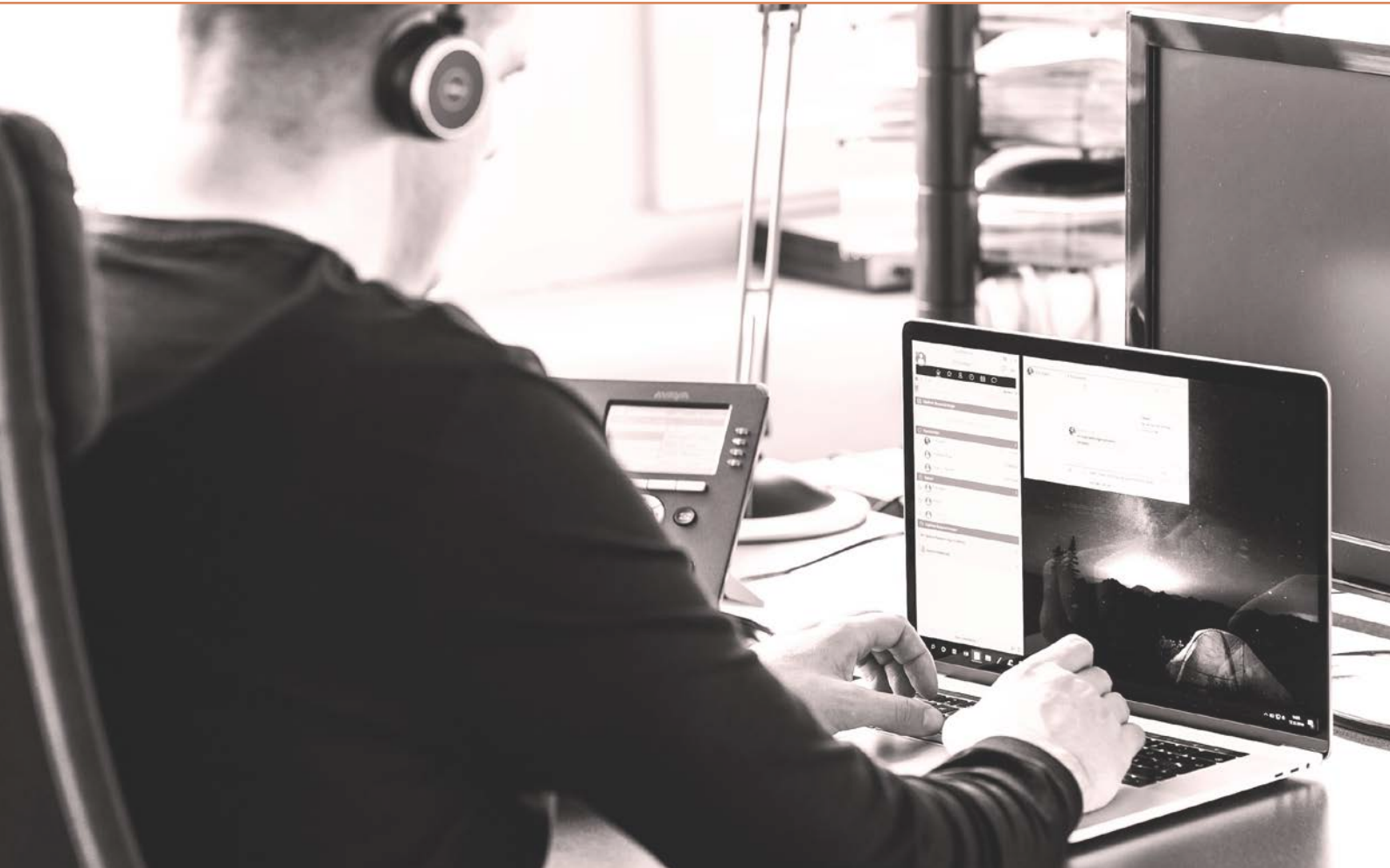
HFC CABLE NETWORK CONSTRUCTION



Our competences:

- Customer advisory service
- Troubleshooting
- Commissioning
- Network construction
- Engineering
- Planning
- Construction management
- House distribution system
- AND scheme

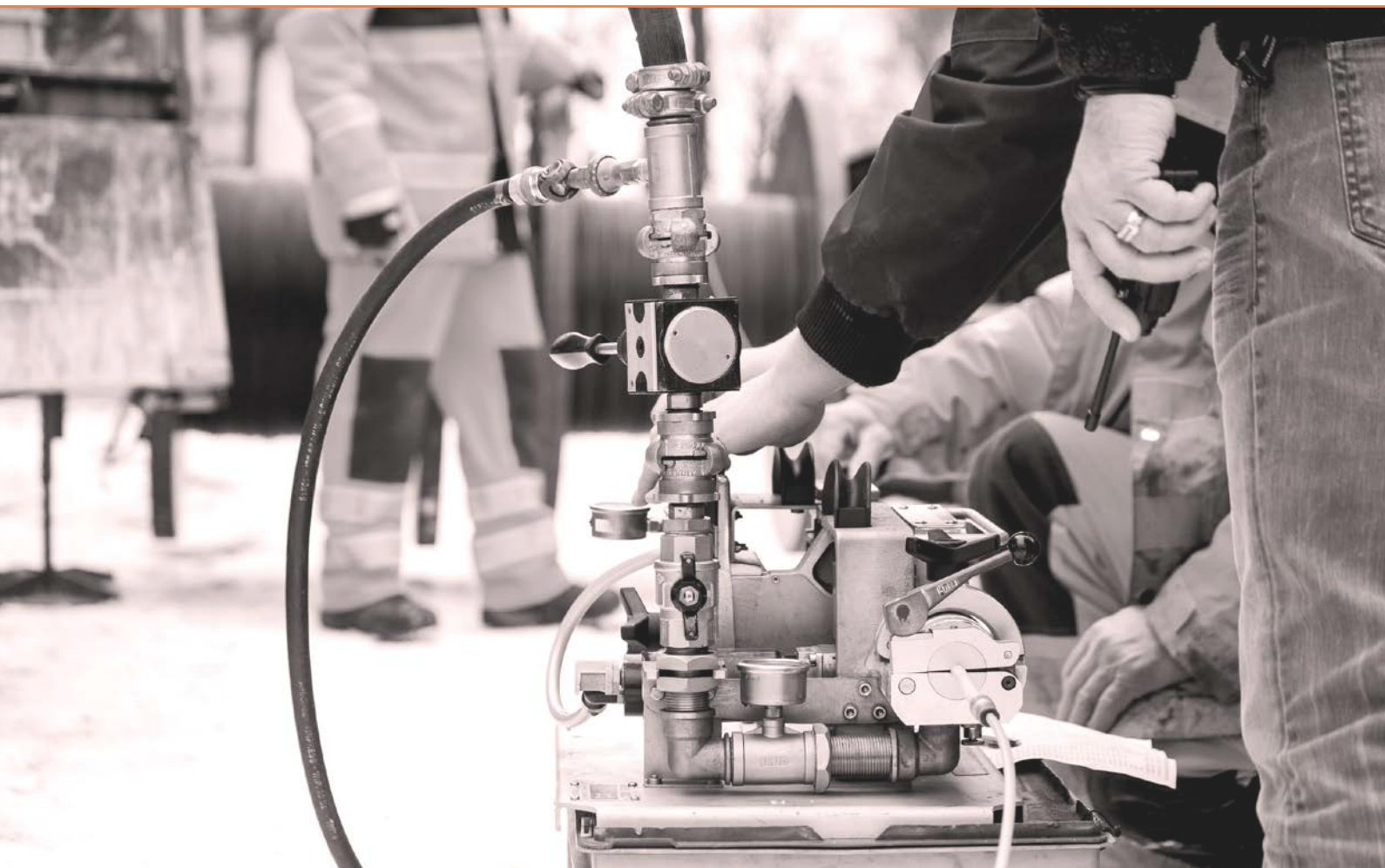
2.2 BUSINESS SOLUTIONS INTEGRATION



Our competences:

- Universal building cabling/Inhouse Fiber
- Internet connections
- IP-PBX, Cloud-PBX
- UCC/Communication
- Network (Un-/Managed, WAN/LAN)
- Site Survey (W-LAN,DECT)
- Project management
- Customer support
- Troubleshooting
- Fulfilment

2.3 FIBRE-OPTIC NETWORK CONSTRUCTION

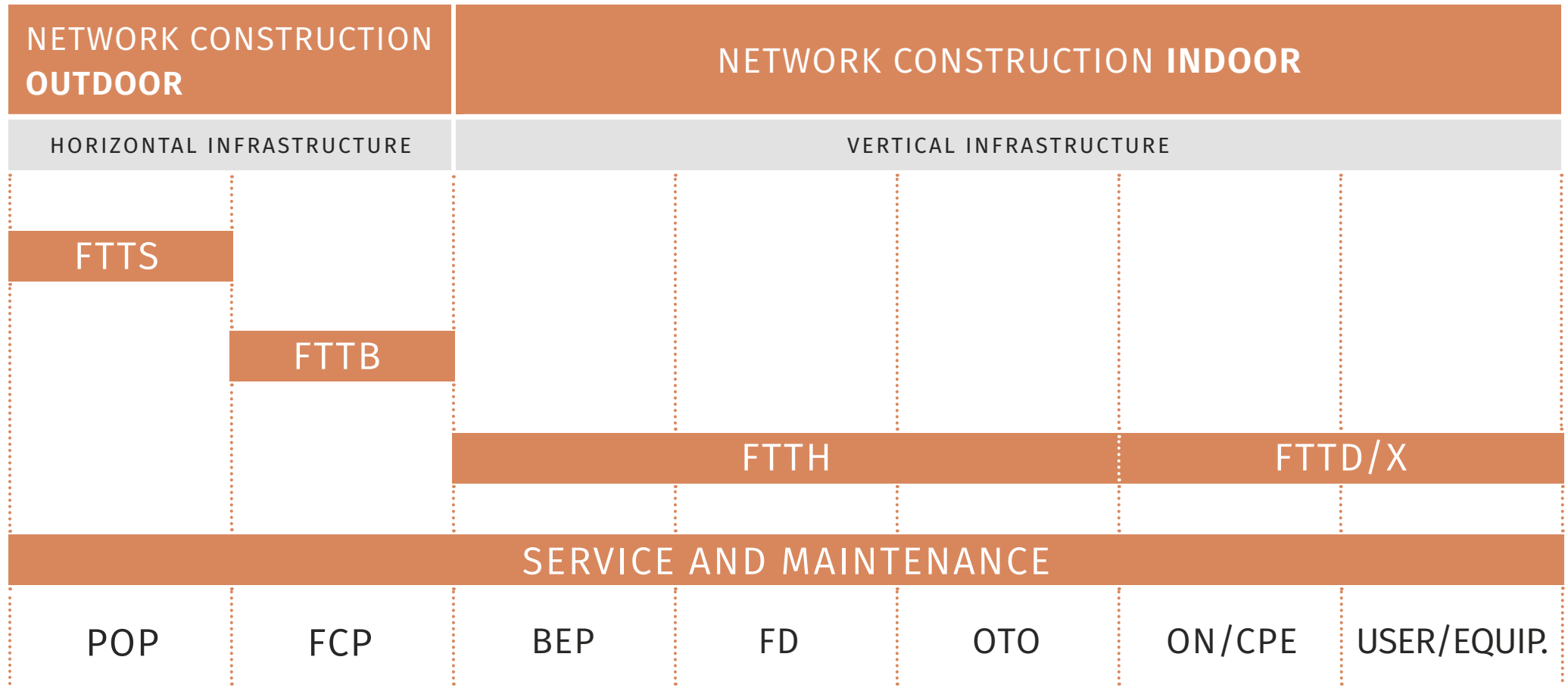


Our competences:

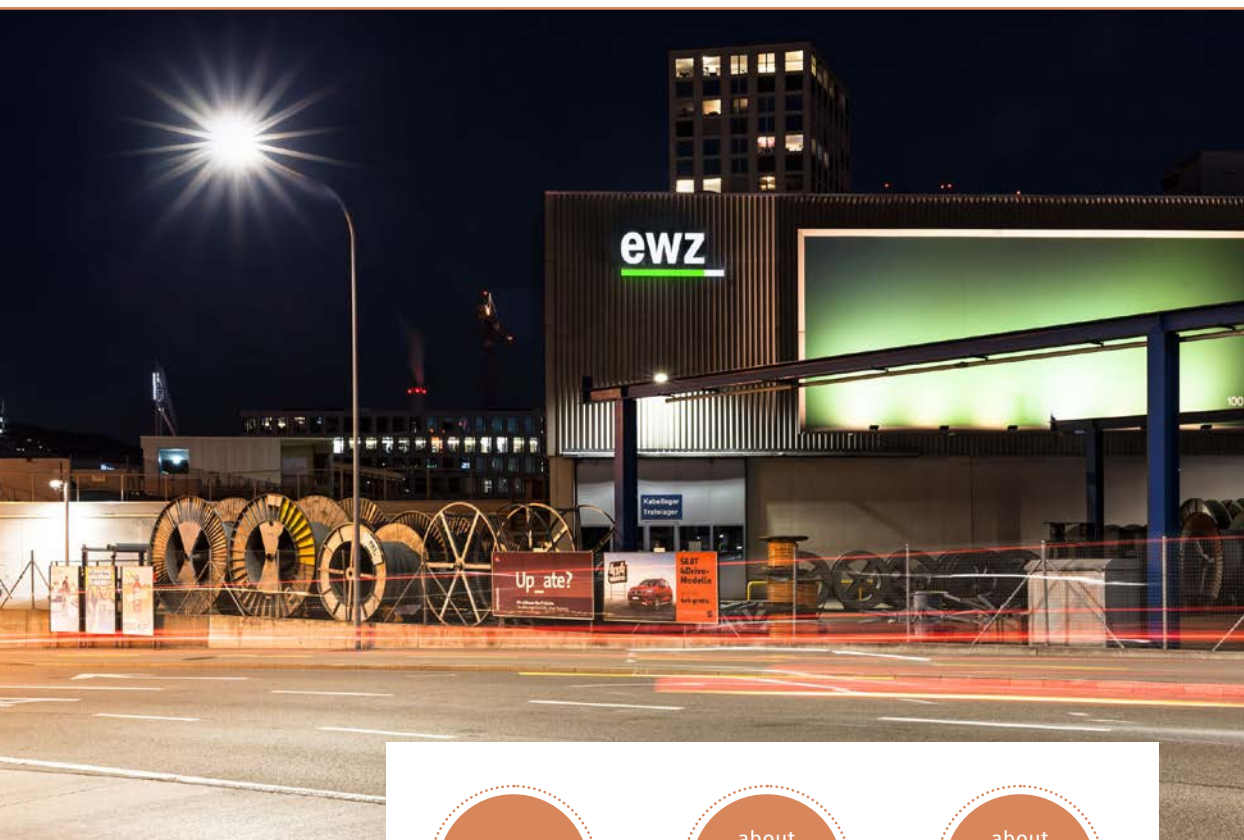
- FTTS/B/H/D/X
- Blowing in multitube
- Installation, XGS-PON, splicing (BEP, KEV, OTO), patching, commissioning, documentation
- measurements, logging
- Support
- Engineering

2.3

NETWORK CONSTRUCTION OUTDOOR



2.4 REFERENCES



2013 – 2019: Fibre optic network construction for the Elektrizitätswerk der Stadt Zürich (EWZ)

In cooperation with Swisscom, EWZ built a fibre-optic network (FTTH) throughout the city of Zurich. The coverage of the city of Zurich was divided into cells. In the period from 2013 to 2019, Mediacom Durmus AG connected 17 cells with over 5,100 properties and renewed over 1,000 house connection boxes. All work was carried out without complaint and to the full satisfaction of the clients (EWZ and GU: RMT and Gasser).

Work completed:

- Site manager function with clarifications
- Project supervision
- In-house installations
- Installations of the house connection boxes
- Project management support
- Acceptance and control



Cells



Real estate



House
connection box

2.4 REFERENCES



2000 – until today: Sunrise UPC | B2C

Mediacom Durmus AG has realised various small and large projects in the area of HFC cable network construction for UPC Switzerland, now Sunrise UPC, in the period from 2000 to the present. In the process, activities such as planning, scheduling, construction management, civil engineering, installation, cable pulling and commissioning were taken on.

Work completed:

Building new
connections over

Maintenance,
system damage,
cable relocations

Modernisation
House distribu-
tion system



Activations



Operations



Residential units

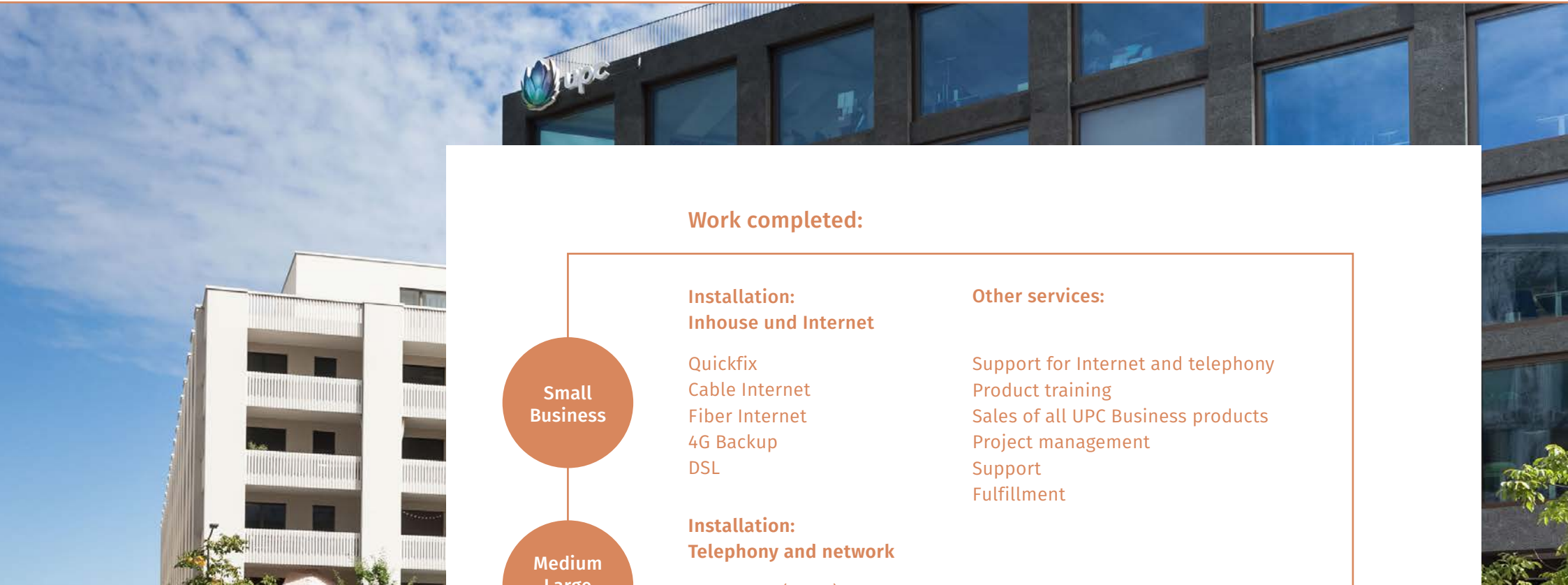
2.4 REFERENCES



2007 – until today: Sunrise UPC | B2B

We have been working with UPC Business Switzerland (B2B) since 2007. At the beginning, HFC installations and migrations from copper to fibre were carried out for SMEs. As part of the first, larger project, the connections were migrated from copper to HFC at 44 locations of the notary's office in the canton of Zurich in 2009, and the Internet was switched on with a router/modem. The next major project followed in 2010: the locations of Basler Versicherungen were migrated from copper to fibre throughout Switzerland. Since 2011, we have been working with UPC Business Switzerland, now Sunrise UPC, to connect virtual telephone systems at SMEs. In 2012, the migration to SIP Trunk took place for 120 locations of the company „mobile-zone“ and six years later the technology change to Skype for Business with adaptation of the Internet from SDSL to ADSL/VDSL/FTTH and from SDSL to HFC. In summary, we can draw on more than 10 years of experience in B2B cooperation with UPC Switzerland, now Sunrise UPC.

2.4 REFERENCES



Work completed:

Small
Business

Installation: Inhouse und Internet

Quickfix
Cable Internet
Fiber Internet
4G Backup
DSL

Other services:

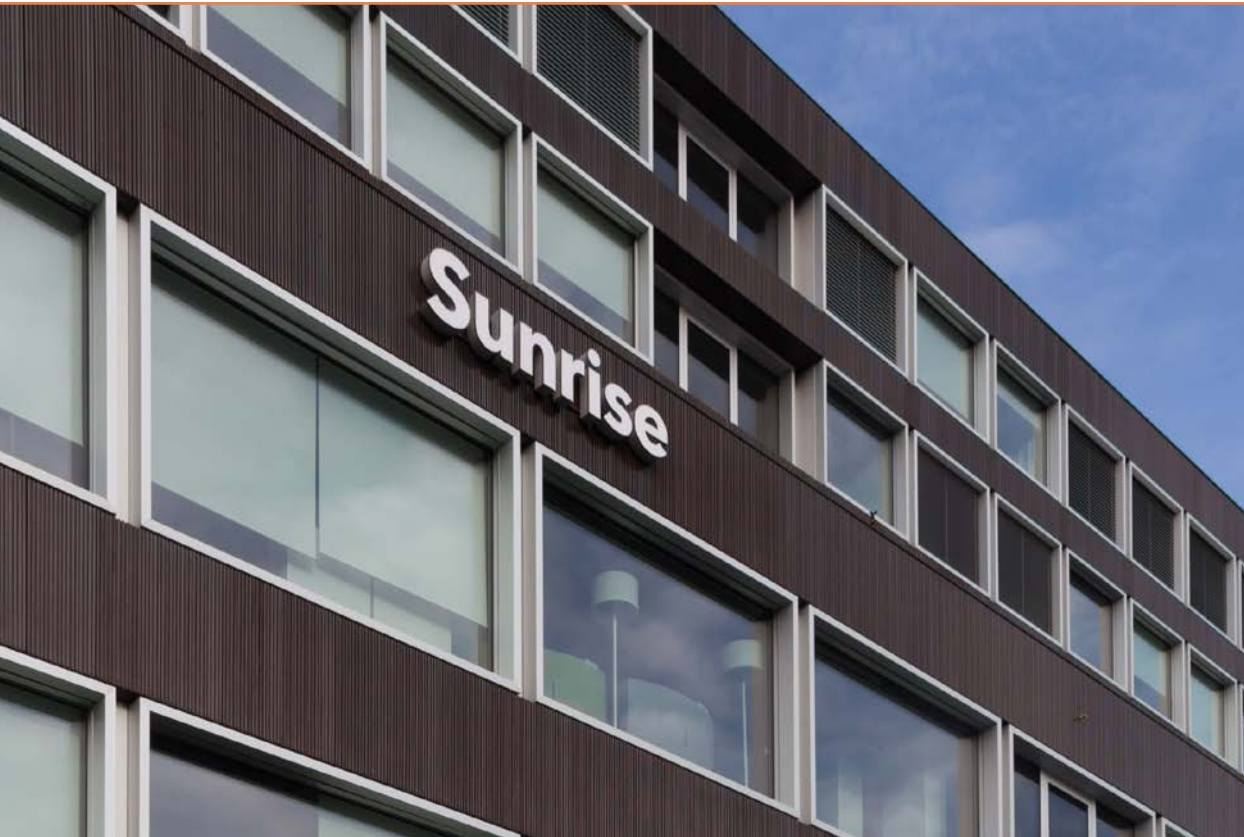
Support for Internet and telephony
Product training
Sales of all UPC Business products
Project management
Support
Fulfillment

Medium
Large
Enterprises

Installation: Telephony and network

Telephony (SoHo)
VPBX
SIP trunk / ISDN PBX / IP PBX
Switch, Firewall, W-LAN
Site Survey: W-LAN und DECT

2.4 REFERENCES



2012 – 2020: Sunrise

Mediacom Durmus AG has been active as a sales partner for Sunrise since 2011 and as an integration partner since 2016. Since 2016, over 100 projects have been implemented in the B2B sector. We specialise in the installation of copper and, in the area of telephony, in SOCC (cloud PBX) and SIP trunk. In 2018, over 200 customers were switched from ISDN to ALL-IP as part of the „Hercules“ project. Together with the B2B team from Sunrise Business, we have supported and technically implemented projects for the following companies, among others:

- Turkish Airlines
- Steigenberger Hotels
- Ulla Popken
- Diogenes Verlag

The Sunrise logo, consisting of the word "Sunrise" in a bold, red, sans-serif font.

2.4 REFERENCES



2017 – 2018: glattwerk

In a period of 3 months, the extension of FTTH was carried out in 17 apartment buildings in the municipality of Dübendorf. The following work was carried out:

- OTO Installation
- Recording of the property
- BEP installation
- Installation of the end devices (routers)
- Measurements

For business customers

3.1 CONNECTIVITY

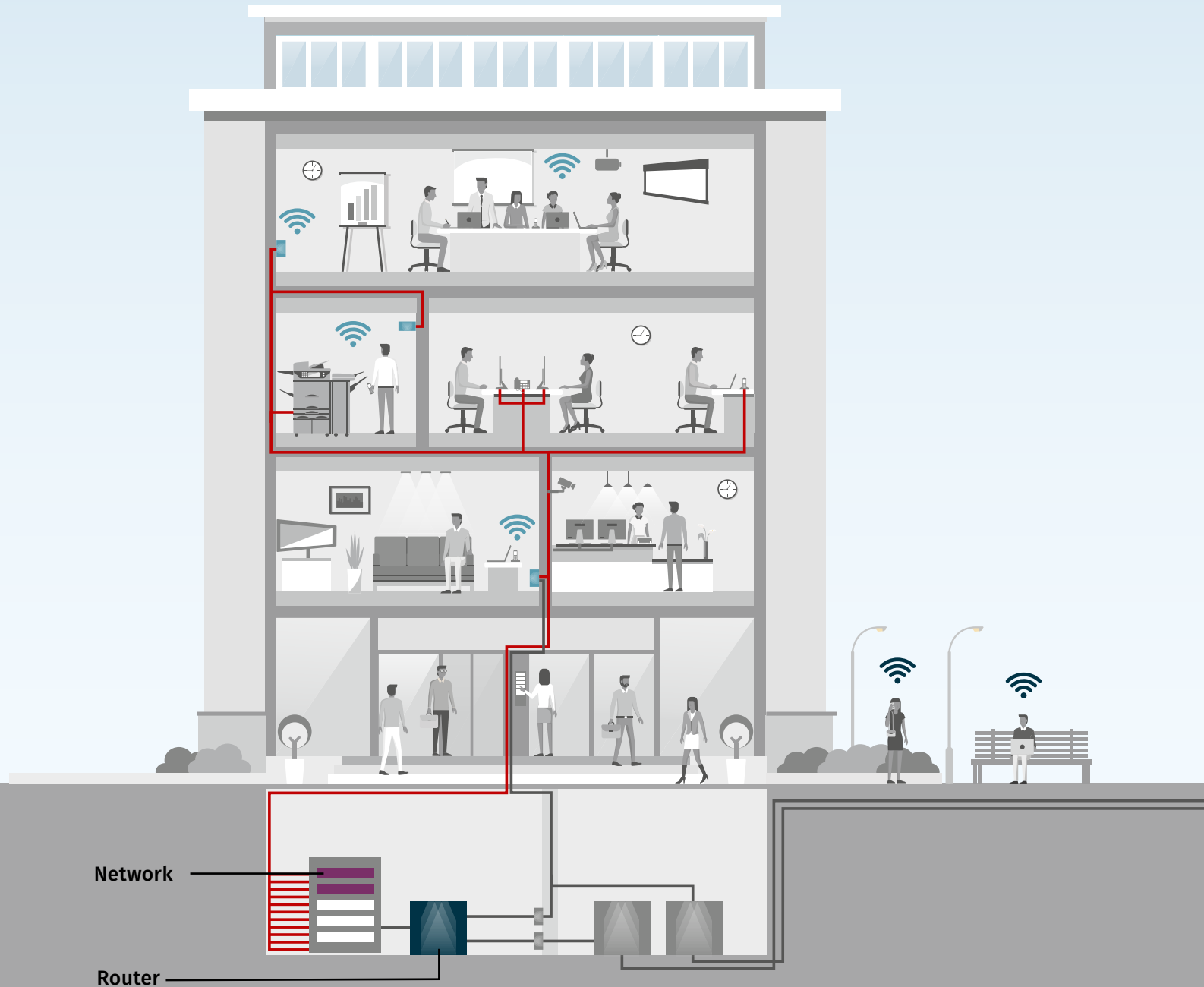
Internet Access

- 4G/5G
- HFC
- DSL
- Fibre optic

Building cabling (UCT)

Network (firewall, switch)

W-LAN (Access-Point)



For business customers

3.2 COMMUNICATION

Mobile telephony

Fixed-line telephony

→ Cloud PBX/VPBX

→ IP-PBX (Avaya, 3CX)

Unified Communication

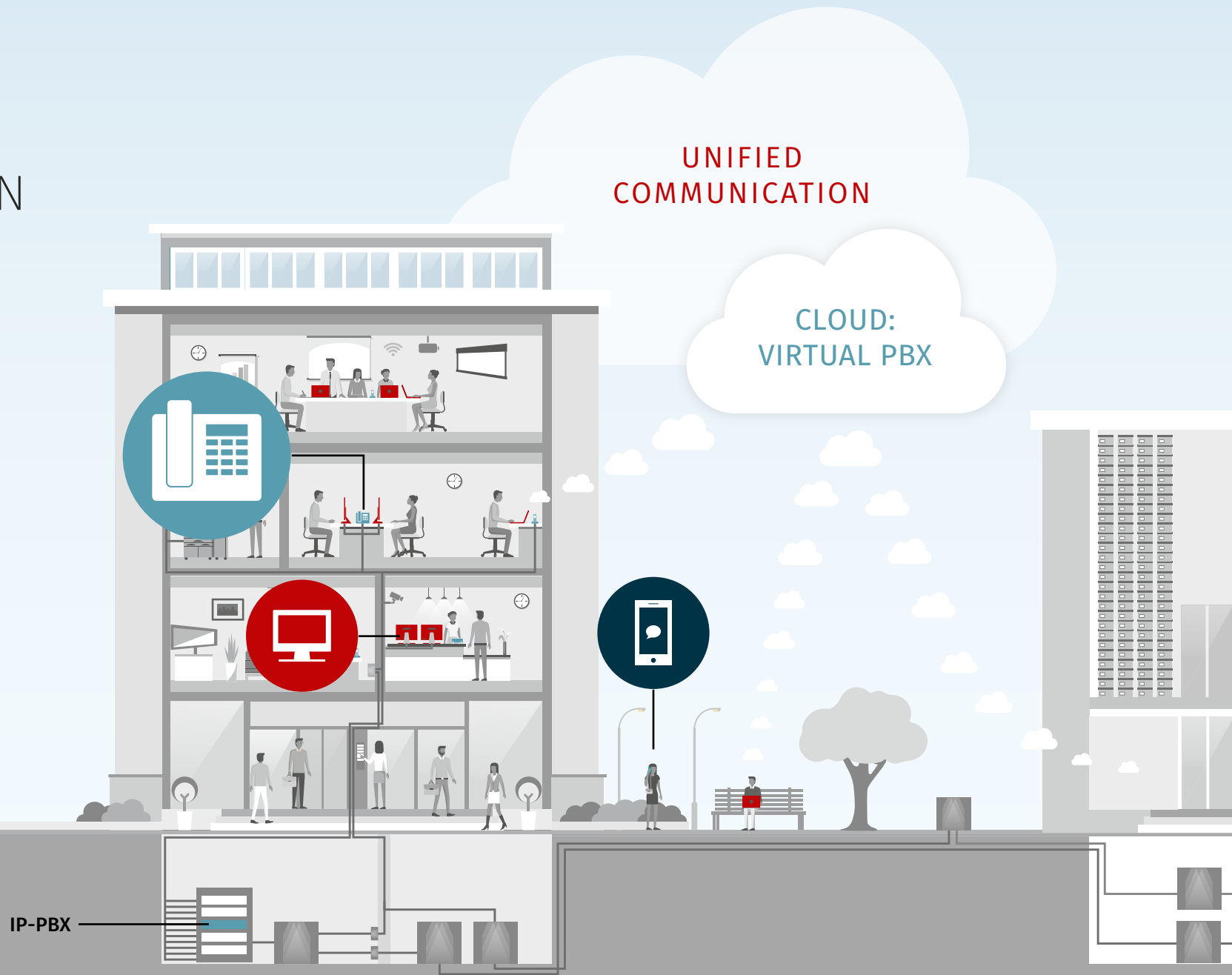
→ UC

→ CTI

→ IM

→ UM

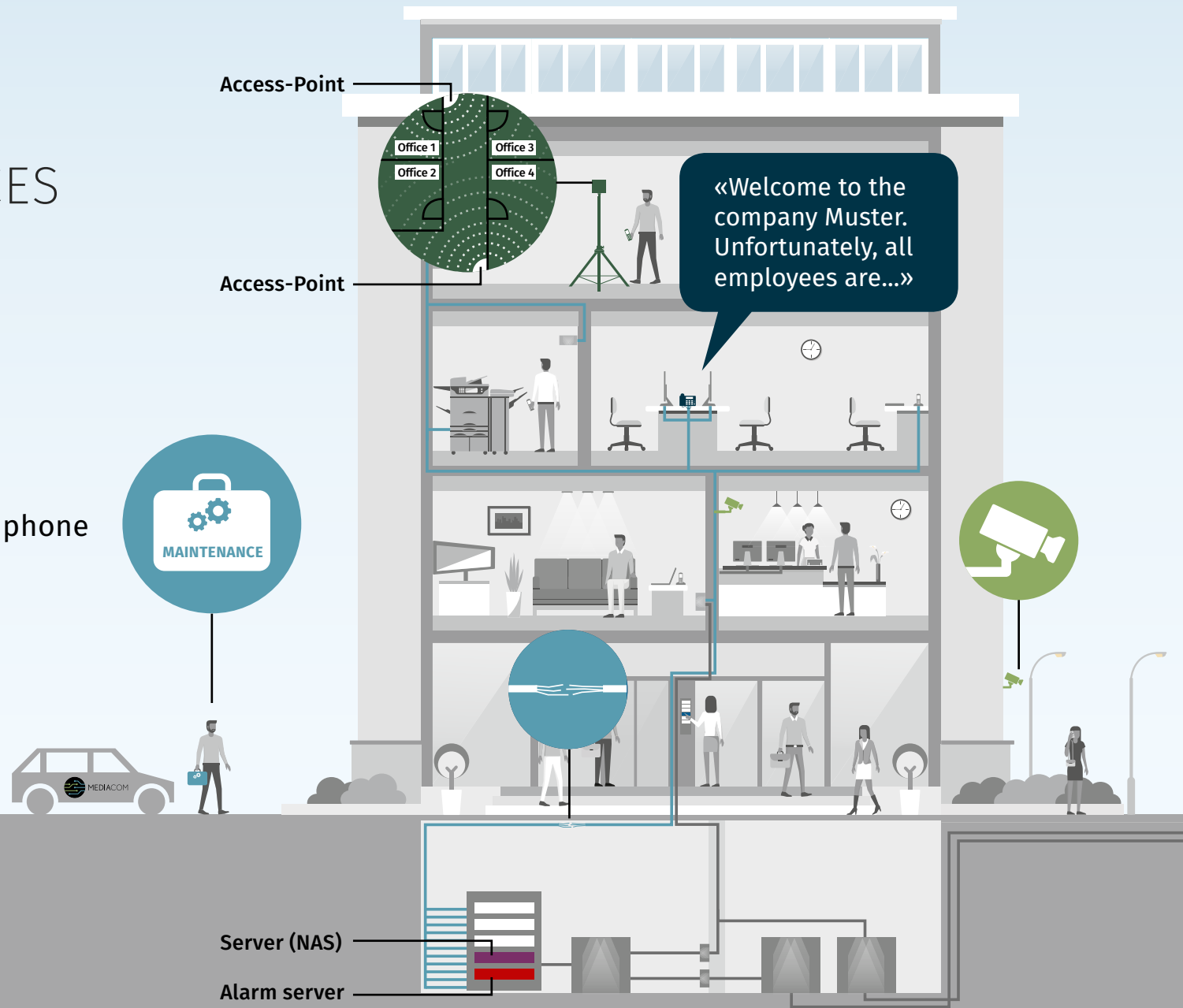
→ FMC



For business customers

3.3 SOLUTIONS & SERVICES

- Alarm server
- ICT support and maintenance
- Server (NAS)
- Announcing telephone and mobile phone
- Video surveillance
- W-LAN measurement (site Survey)
- DECT measurement



3.4 REFERENCES



Brust-Zentrum Zürich: 2012 until today

The cooperation with the Breast Centre Zurich began in 2012 and included, in addition to project management, an in-house extension (UKV) and the installation of W-LAN at two locations. In 2017, we again supported the Breast Centre with project management in the areas of telephony, UPS and fibre infrastructure in relation to the planned merger of two different locations. 20 access points were put into operation, 6667 metres of universal communication cabling (UCP) and 1127 metres of fibre optic cable were installed. This was followed by an analysis of the telephony, the adaptation of the virtual telephone system with preparation and support for IP-PBX.

**Installed fibre
optic cable:**



1,1 km

**Communication
cabling:**



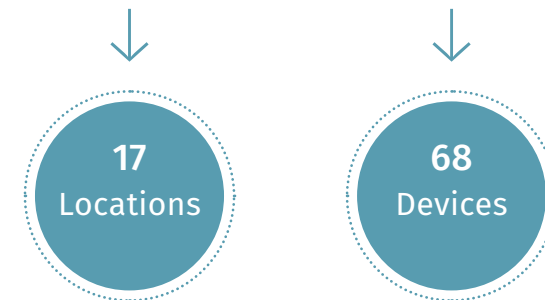
6,6 km

3.4 REFERENCES



Ulla Popken: 2018

In 2018, we took over the conversion of the ISDN technology to DSL, as well as the installation of Office Pro at all 17 Ulla Popken locations. Thanks to our extensive know-how in the area of Cloud PBX/SOCC (Sunrise), we were also responsible for setting up the Cloud PBX and the 68 end devices.



3.4 REFERENCES



mobilezone: 2012, 2018

In 2012, we carried out the conversion of all 120 mobilezone locations from ISDN to SIP trunk within a period of 3 months. In 2018, we also converted the respective locations from SDSL to ADSL/VDSL, HFC and FTTH within 5 months to enable the use of Skype for Business.

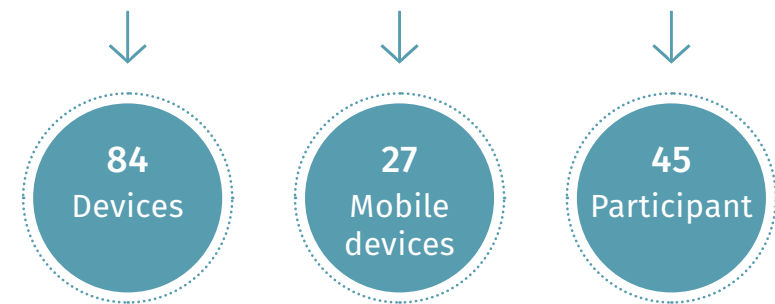


3.4 REFERENCES



Diogenes Verlag: 2019

Due to a change of provider, the cloud PBX (SOCC) for the publishing house Diogenes was configured according to customer specifications, 84 end devices were installed and 27 mobile devices were integrated into the cloud PBX. In addition, the subsequent porting was supported and monitored. This was followed by administrator and user training in the use of telephony for 45 people, as well as project completion after 2 months.



4.1 COOPERATION WITH MEDIACOM



Advantages of a partnership **for providers:**

- In-depth knowledge of different types of network construction (glass, HFC, DSL), communication technologies and their connection options (UCC, IP-PBX, Cloud-PBX, SIP-Trunk) as well as in the network.
- Sales of the provider's products in the B2B sector
- A flexible, strategic partner from network level 2 to 5



Advantages of a partnership **for business customers:**

- Provider-independent solutions
- Short paths to the right contact persons/departments of the providers
- Extensive know-how in telecommunications
- One contact person from consulting to technical implementation

4.2 CONTACT

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