FASTWEB revolutionizes its offer for Small & Medium Enterprises

Tailor-made Solutions and Value Added Services

Partnership agreement with Google to provide customers with on-line advertising

Milan, 4th April 2008 – FASTWEB revolutionizes its offer for Small & Medium Enterprises (SMEs) to make it even more efficient, flexible and tailor-made. FASTWEB introduces itself to SMEs as a sole point of contact with customized solutions for every kind of company. Direct sales contact, customer care and provisioning in order to satisfy the requirements of SMEs not only telephony and Internet, but also many value added services. Companies are very quickly changing the manner in which they operate on the market. Broadband can be a valuable aid in increasing the ability to communicate, both internally and externally.

"Broadband helps companies to improve relations with customers and suppliers and to develop new commercial channels and more efficient ways of interacting" says **Roberto Biazzi**, Director of the Small & Medium Enterprises Business Unit. "Investments in technology and innovation must not be seen as a cost, but as an opportunity to relaunch and increase business. Broadband is an important growth factor for corporate productivity as well".

FASTWEB offers its customers the know-how in developing the most appropriate technical solution and guarantees dedicated after-sales support. Customers have the possibility of chosing the services that best meet their requirements from a wide range of solutions.

- **SmallBusiness** is the proposal aimed at **small** businesses (up to 30 telephone lines), with a switchboard and/or a LAN, wanting a single package for telephony and fast Internet - up to 20 Mega- and value added services such as professional e-mail with antivirus and anti-spamming, unified messaging (fax and voice box), company domain and direct dial-in.
  FASTWEB offers the customer maximum flexibility in choosing the number of telephone lines and internet connections necessary at a cost consisting of a monthly fee and an amount for activation that varies according to the profile chosen by the customer. Furthermore, the calling costs are very competitive, with all local and domestic calls costing only 1 euro cent each.
  In order to make the commercial proposal even more attractive, there is a promotion for all new customers that sign up by 30th April: no cost for activation and no monthly charges for the telephone lines until the end of 2008 on some profiles. Furthermore, as of April 7, new FASTWEB customers signing up for the **Small Business** offer will benefit from a bonus they can invest in on-line advertising using **Google AdWords** and may have free access to a learning centre containing training materials regarding Internet and the most effective web business development tools. Optional services are also available: video communication, video conferencing, security (LAN Firewall), VPN, hosting and housing.
- **Company:** an integrated solution of advanced telephony (virtual switchboard) and Internet for businesses with between 3 and 30 telephones. With this solution it is not necessary for the

customer to buy any hardware and there are no maintenance or updating costs because all equipment is leased without charge. The offer also includes advanced voice services, fast Internet and a 100 Mbit/s LAN.

- **Fast Internet** is the integrated proposal for Internet connectivity and IP addresses aimed at companies with a strong interest in fast Internet connections with high levels of configured minimum bandwidth. Many value added services such as VPN, LAN Firewall and remote access to the corporate LAN are also available.

- **Fast Company** is a VPN offer for **medium-sized** businesses with multiple premises enabling the sharing of data, applications and database access. Fast Company may be integrated with Internet services and advanced telephony and switchboard services. Thanks to this solution it is as if the company's employees were all in the same premises.

FASTWEB also offers the medium-sized customers connected to its fibre optic network customized solutions for data and Internet up to 1 Gb/s, VoIP telephony, a virtual switchboard, as well as security services, video communication, remote work and more. In other areas, FASTWEB offers the same services using (S)HDSL technology with speeds of up to 8 Mbit/s and ADSL with speeds of up to 20 Mbit/s.
As of 7th April, FASTWEB offers medium-sized customers a dynamic and interactive portal which enables customers to monitor the performance of their network in real time and with the utmost transparency. Furthermore, by using the portal, the customer can monitor the time it takes to solve any problem that may occur.

FASTWEB is Italy's second-largest fixed telephony provider. From its establishment in Milan in 1999, FASTWEB has invested over 3.6 billion euro to create a new generation fibre optic network that to date spans over 26,000 kilometres. FASTWEB is currently available in over 150 metropolitan areas. FASTWEB was the first company in the world to use a technological model combining the extensive use of the IP - Internet Protocol – to transmit voice, data and video with optical fibre and xDSL technology. With a customer base of around 1.3 million users, FASTWEB offers residential customers a wide range of integrated services for fixed telephony, fast Internet and television through a single cable. Businesses account for 16% of FASTWEB's customers and 60% of net sales. In the business segment, FASTWEB is acknowledged as a first class provider in terms of the reliability and competitiveness of the services and it is the leading provider to the Italian Public Administration. Listed on the Milan Exchange since March 2000 and a component of the S&P Mib40, following a takeover bid that was completed last May, FASTWEB is 82% owned by Swisscom.
www.fastweb.it

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