



Company presentation

# THE DIGITISER OF THE GERMAN SME SECTOR

SICHER.  
INNOVATIV.  
AN IHRER SEITE.

**QSC**<sub>AG</sub>

# QSC AG in figures

**30** years of experience  
and a publicly listed  
company since 2000

Around **30,000**  
SME customers

**1,400** employees  
over **12** locations

Revenues of more than  
**400** million euros  
in 2015

**QSC** AG

Experton  
**Security Leader**  
2016

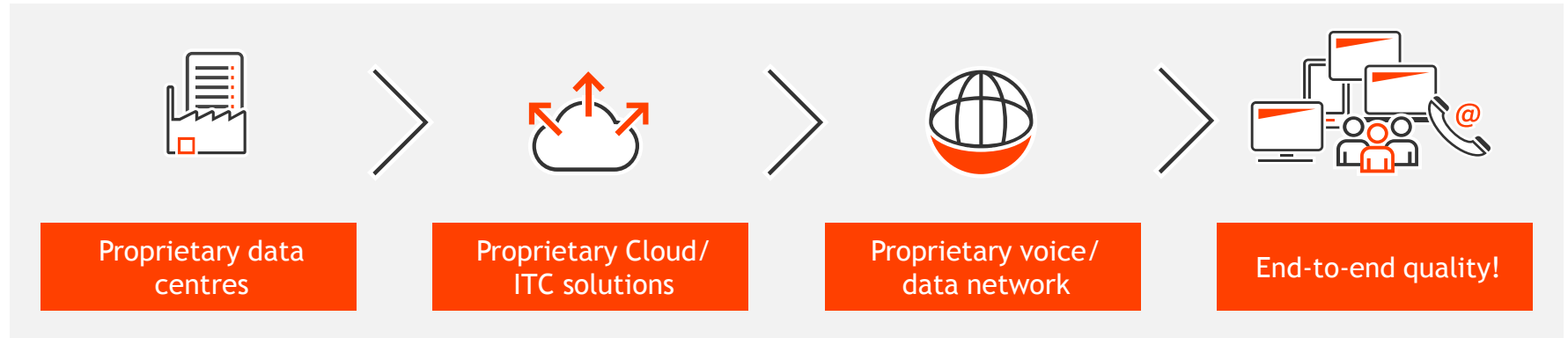
Proprietary TÜV- and ISO-certified  
data centres  
with **20,000 m<sup>2</sup>** Tier  
III + data centre space

Nationwide  
**proprietary**  
IP-based **broadband**  
**network** (NGN) since  
2006

Experton  
**Cloud Leader**  
2016

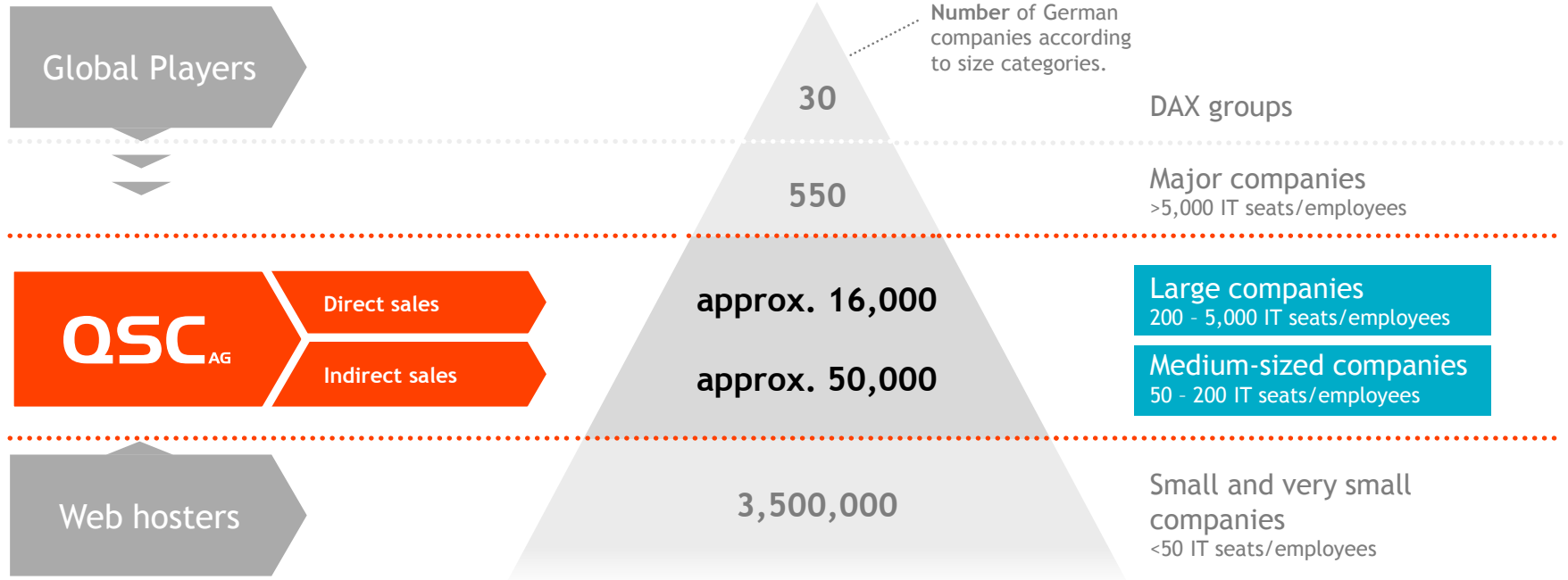
# Strengths and competitive advantages of QSC

1. Complete ITC service range including proprietary infrastructure and software development
2. Respected partner at eye level with the SME sector
3. Real end-to-end quality



# QSC focuses on the SME sector

## Providers



# Our claim

**QSC AG is the digitiser of the German SME sector.**

With decades of experience and expertise in the areas of Cloud, Internet of Things, Consulting and Telecommunications, QSC accompanies its customers securely into the digital age.

Sicher.  
Innovativ.  
An Ihrer Seite.

# Digitisation is revolutionising the SME sector

## Digitisation is ...

- Entering the core processes of every company
- Affecting all industries and the German SME sector
- Fundamentally changing the existing business models
- Compelling companies to act and adapt to the new framework conditions

**All companies in the SME sector must open to digitisation!**

# The most important areas of activity for the SME sector

## Growth

Generate more revenue from new business models, market access and sales channels!

## Customers

Satisfy (new) expectations for individuality of offers and pricing, reachability and service!

## Technology

Secure compatibility with digital ecosystems and added value chains of tomorrow!

## Business processes

Increase flexibility, efficiency and speed through digitalisation and automation!

## Innovation

Modern IT, Cloud computing and the Internet of Things are complex topics - and at the same time drive and provide the foundation for every digital revolution!

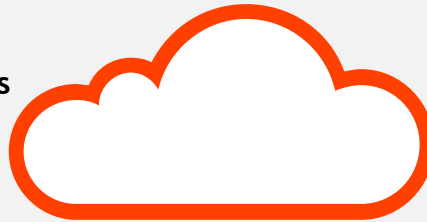
## Security

Security is essential in the digital age - and an enormous challenge in the SME sector!

# Cloud solutions are driving digitalisation

Cloud solutions offer an agile and flexible reference model for IT services which satisfies current and future requirements of the SME sector.

- Availability on every terminal device
- Accounting according to requirements
- Around-the-clock availability
- Simple provision

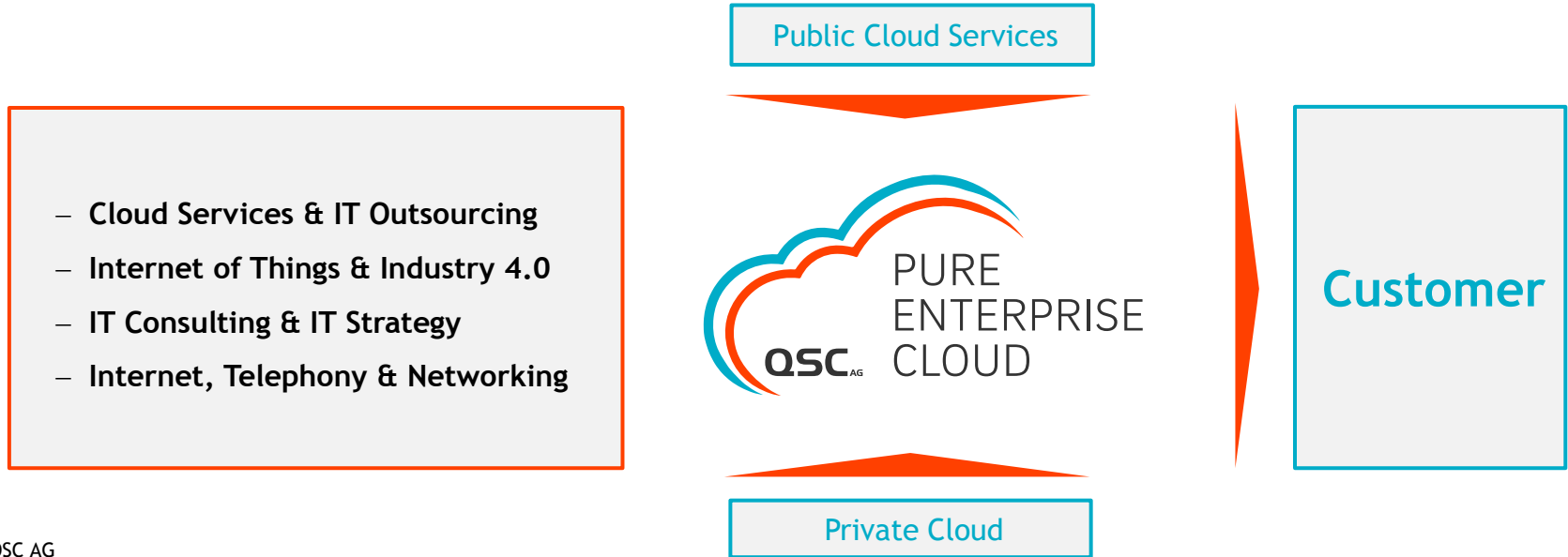


Users

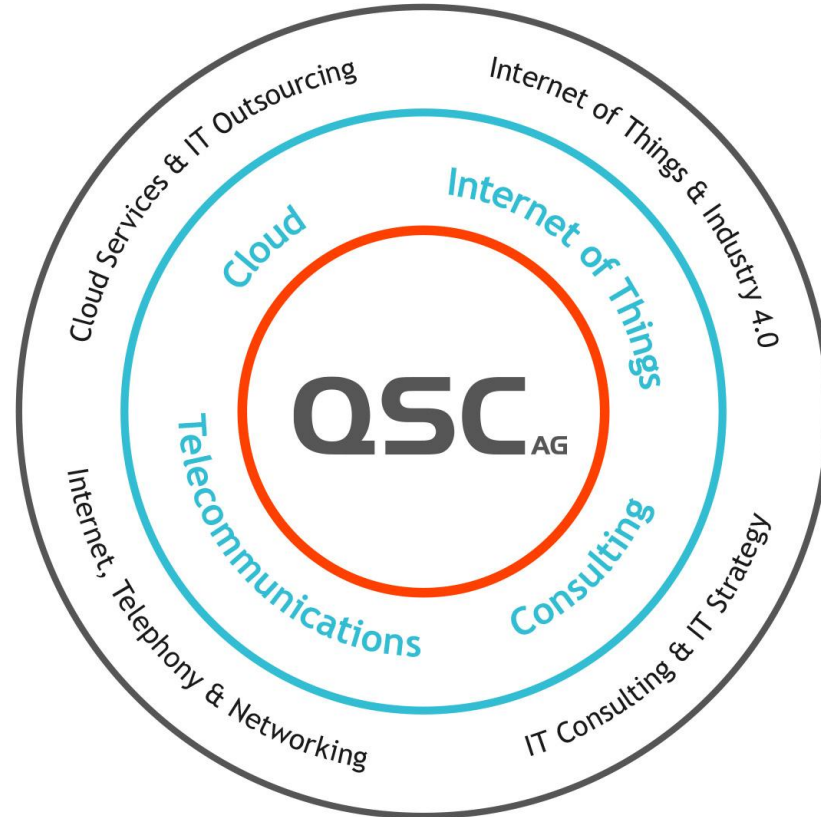


# QSC offers its entire portfolio via its Cloud

QSC's Pure Enterprise Cloud (PEC) makes all ITC services agile and flexible to meet the needs of its customers.



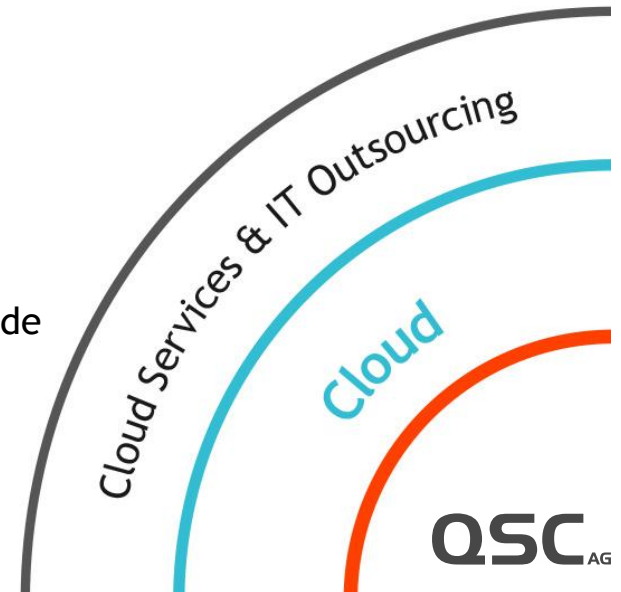
# Full service in end-to-end quality



# Cloud services & IT Outsourcing

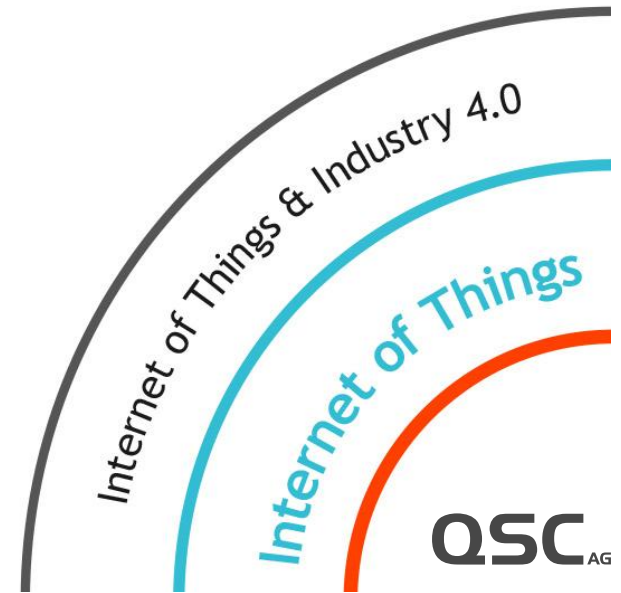
Flexible cloud services via Pure Enterprise Cloud from German data centres and compliant with German data protection:

- The entire corporate IT can be used quickly and in line with requirements independently of location
- Virtual workstations equipped with communication and office applications, with mobile terminal devices and IP telephony
- Assumption of complete responsibility for management and cloud-based operation for SAP or Microsoft solutions
- Highly efficient computing, storage and network capacities alongside great IT handling expertise
- Own backbone and IP-based broadband infrastructure as well as TÜV- and ISO-certified highly secure data centres



# Internet of Things & Industry 4.0

- Platform and services for the digitalisation of industrial processes and secure networking of device in the Internet of Things
- All services are provided as standardised and quickly available cloud services which may be used on every terminal device
- An IoT platform developed by QSC networks intelligent devices for efficient servicing, control or production



# IT Consulting & IT Strategy

- As a certified SAP partner of many years' standing with decades of experience, QSC offers full-service for the sensible use of classic SAP software and the new in-memory platform SAP Hana.
- Full-service for Microsoft applications including advice, design and implementation, particularly of Sharepoint, Lync and Azure.

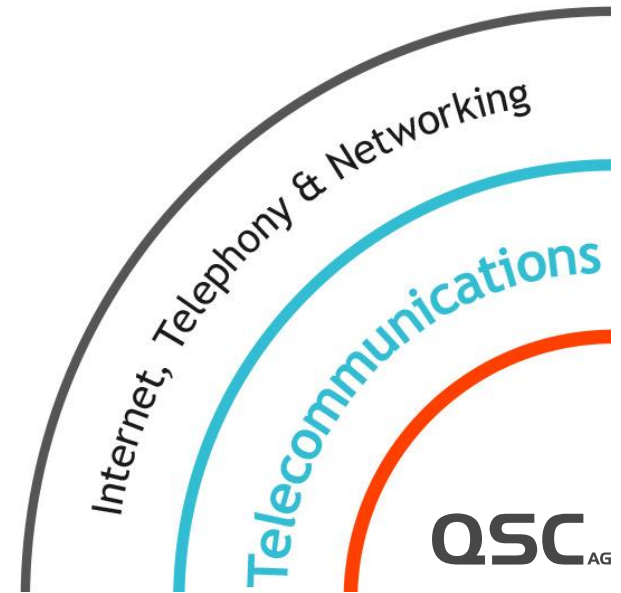


# Internet, Telephony & Networking





















Voice and data connections in line with needs for individual work stations, entire corporate locations and corporate networks:

- ADSL, SDSL, dedicated lines
- ISDN and IP telephone connections
- Complete packages
- Locations networking

The basis is provided by QSC's own voice/data network.



# An excerpt from our list of references

 <p>amprion</p> <p>Amprion GmbH</p>	 <p>Basler Versicherungen</p> <p>Basler Versicherung AG</p>	 <p>BUDNI</p> <p>Iwan Budnikowsky GmbH &amp; Co. KG</p>	 <p>Deutsche Post</p> <p>Deutsche Post AG</p>	 <p>Deutsches Rotes Kreuz</p> <p>DRK Landesverband Nordrhein e.V.</p>
 <p>Dussmann Group</p> <p>Dussmann Stiftung &amp; Co KGaA</p>	 <p>EDEKA</p> <p>EDEKA ZENTRALE AG &amp; Co. KG</p>	 <p>EXPLORER FERNREISEN</p> <p>Explorer Fernreisen GmbH &amp; Co. KG</p>	 <p>Harry</p> <p>Harry-Brot GmbH</p>	 <p>HECTAS</p> <p>HECTAS Gebäudedienste Stiftung &amp; Co. KG</p>
 <p>Imperial Tobacco</p> <p>Imperial Tobacco Limited</p>	 <p>KIND</p> <p>KIND Hörgeräte GmbH &amp; Co KG</p>	 <p>Logit services</p> <p>Logit Services GmbH</p>	 <p>MÖVENPICK</p> <p>Mövenpick Hotels &amp; Resorts</p>	 <p>DB SCHENKER</p> <p>Schenker Deutschland AG</p>
 <p>SportScheck</p> <p>SportScheck GmbH</p>	 <p>Techniker Krankenkasse</p> <p>Techniker Krankenkasse</p>	 <p>Tchibo</p> <p>Tchibo GmbH</p>	 <p>Thyssengas</p> <p>Thyssengas GmbH</p>	 <p>WORMLAND</p> <p>Theo Wormland GmbH &amp; Co. KG</p>

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