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## Telekom Chooses Raynet as Partner for Software Services and Products

**With the signing of a comprehensive frame agreement Raynet GmbH now offers her products and services for the whole Deutsche Telekom AG and all subsidiaries worldwide**

**Raynet GmbH, the leading company for software packaging and products of the Application Lifecycle Management within Europe, and Deutsche Telekom AG, the largest European IT company, took their cooperation to a new level. The signing of the frame agreement is a new milestone in the successful cooperation.**

Deutsche Telekom is present in more than 50 countries. The negotiated frame agreement and the associated streamlined ordering process now make it possible to provide all subsidiaries, such as the various T-Systems, TSI and T-Mobile companies, with the best solutions from the Raynet portfolio.

For more than 10 years, Raynet and Telekom have successfully worked together in many projects. Raynet has created more than ten thousand software packages for the leading European telecommunications provider and end customers. Within the framework of the projects, various topics were realized such as the evaluation, packaging and quality assurance of software as well as image design, compatibility testing and the implementation of packaging guidelines. In addition to employee training, Raynet has been successful in building up T-Systems' own packaging factories.

"We are pleased to have found a global, active supplier in Raynet whose know-how and experience also enrich the product Dynamic Workplace which is very important for T-Systems. With the Digital-Workplace-Solution we can offer our clients one of the most modern workplace solutions, that can be delivered directly from the cloud, locally and individually for our customers or as hybrid-solution. With

the high level of experience concerning business applications, the Paderborn IT-specialist contributes to the pre-analysis of the Current Mode of Operations (CMO) and supports us to create and offer an ideal basic for evolving the workplace solutions of our clients in a special FMO (Future Mode of Operation)", says Michael Birzele, exec. Manager of Dynamic Workplace Development with T-Systems International GmbH."

In addition to the services, Telekom also uses Raynet's inventory component RayVentory, which performs not only the inventory of the respective software portfolio but also software recognition. On basis of the obtained data, a rationalization of the software portfolio can be conducted without losses. RayVentory discovers all components of the IT infrastructure, both agent-based and agentless.

These factors ensure that Telekom can create a valid offer based on verified figures and guarantees a planned and controlled transition for the customers. In addition, they also ensure that the risks during the migration and for the Future Mode of Operation (FMO) are mitigated.

"The automatic recognition of connections and dependencies of the software (dependency scan), which are subsequently visualized as an overall picture (dependency mapping), is another service that we are currently perfecting – even in the area of complex data centers," says Ragip Aydin, Managing Director of Raynet. "The first prototype was presented and very well received at the largest European trade and user fair in Germany in the middle of May."

In addition to RayVentory, the solution for the intelligent inventory of hardware and software, Raynet's proven approach to prepare a migration, known as Dirroci, is used. Raynet convinces with high flexibility, good quality and a strong professional competence. This makes a smooth implementation of complex IT projects possible.

## About Deutsche Telekom AG

Deutsche Telekom is one of the world's leading integrated telecommunications companies, with some 165 million mobile customers, 28,5 million fixed-network lines, and 18,5 million broadband lines.

We provide fixed-network/broadband, mobile communications, Internet, and IPTV products and services for consumers, and information and communication technology (ICT) solutions for business and corporate customers.

Deutsche Telekom is present in more than 50 countries. With a staff of some 218,300 employees throughout the world, we generated revenue of 73,1 billion Euros in the 2016 financial year, about 66 percent of it outside Germany.

So that we can continue to be successful, we are already evolving from a traditional telephone company into an entirely new kind of service company. Our core business, i.e., the operation and sale of networks and connections, remains the basis. But at the same time we are proactively committing to business areas that open up new growth opportunities for us.

## About Raynet

Raynet GmbH is a leading and innovative service and solution provider in information technology and specialized in the architecture, implementation and operation of all tasks within Application Lifecycle Management. Raynet's Headquarters is in Germany and presently has additional locations throughout Germany, the USA, Poland, UK and the Netherlands.

For almost 20 years, Raynet has supported hundreds of customers and partners with its products and solutions for enterprise application management projects worldwide. These include license management, software packaging, software deployment, migrations, client engineering and much more. Additionally, Raynet maintains and cultivates strong partnerships with leading companies in Application Lifecycle Management.

Raynet products and solutions are unique in design and functionality. Their development is highly driven by our customers and partners which is a key reason why our products are always cutting edge. Whether you plan the introduction of a new deployment tool or start a SAM project; whether you plan a packaging factory or a migration - Raynet is the choice for best-of-breed practices in services, products, and solutions for Application Lifecycle Management.

Press Review

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Products



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