

## Teraco and Dark Fibre Africa beam local companies into new telecoms era.

Access to Dark Fibre Africa's infrastructure from Teraco's data centre ensures mutual customers have easier, faster connectivity for high-speed voice, data and video services.

Cape Town, 20 August 2009 – Teraco Data Environments has successfully negotiated a deal with Dark Fibre Africa (DFA) to further increase customer choice in access to high-speed telecoms infrastructure at Teraco's Cape Town data centre. Teraco operates the only vendor neutral data centre in South Africa with all major carriers and service providers available for its clients. The installation of DFA brings the number of carriers available within Teraco's data centre to six.

DFA secures, builds, owns and maintains carrier neutral, open access, ducting infrastructure, which it leases to telecoms service providers. This infrastructure is called "dark fibre" because the fibre optic cables used by transmission equipment to transmit data via light waves are unlit until a data service provider starts using the cables. Fibre optic cables transmit high-speed voice, data and video services thousands or millions of times faster, more reliably and more cost-effectively than copper or wireless links. By tapping into DFA's shared infrastructure, customers can enjoy massive savings on both capital and operational expenditure, as they don't have to roll out or manage their own networks.

DFA has already laid 126 000 kilometres of fibre in over 1098 kilometres of trenches, connecting metropolitan areas in Johannesburg, Pretoria, Durban and Cape Town since it started rolling out its network in October 2007.

The new agreement sees DFA implement fibre links directly into the Teraco data centre's "meet me" room, allowing quick and easy connectivity for Teraco customers to DFA's national infrastructure. As both companies subscribe to a carrier neutral model, customers inside Teraco's data centre can now connect directly to any other customer that has linked in to any part of DFA's network.

**"The match of Teraco's vendor neutral data centre business model with DFA's competition-neutral, open access infrastructure presented a fantastic business opportunity for both of our companies. It is the first fruits of the slow deregulation of telecoms in our country that will finally make South Africa a globally competitive place to do business," says Gustav Smit, chief executive of DFA. "As a Teraco infrastructure provider, DFA will make it easier for mutual customers to interconnect with each other and their data centres in the Teraco facility, enabling them to run their businesses more effectively."**

"This partnership perfectly underpins Teraco's philosophy of unrestricted choice of network and service provider, allowing customers to manage traffic to get better value or performance, while creating an open market for partnerships," says Lex van Wyk, managing director of Teraco. "This partnership clearly shows how a focused, neutral operation that does not lock customers into a choice of carrier, service provider or other services can work with complementary providers to give South African businesses choice, flexibility and maximum value for their money. We look forward to a long and fruitful relationship with DFA."

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### About Dark Fibre Africa

DFA is building an "Open Access" ducting infrastructure, purpose built for Dark Fibre. This infrastructure, which is owned and operated by DFA, is made available to any licensed SP or operator on a rental basis. Service Providers now have virtually no barrier to entry into the market, or to access new markets. DFA provides an immediate infrastructure footprint and extends the existing footprint, providing reach to new and previously unavailable customers. DFA's vision is to be the leading provider of an "Open Access" Infrastructure, for Dark Fibre Services, in South Africa. Its business strategy and philosophy is built on independence, with the underlying business principle being that of an Independent "Open Access" Infrastructure. DFA will always be Competition-Neutral providing a Ducting Infrastructure that is "Open" to all licensed players.

For more information please visit  
[www.dfafrica.com](http://www.dfafrica.com)