



**European Egyptian Pharmaceuticals Company awarded Fujitsu to build Passive Infrastructure, Switching, and LAN Telephony Network Powered with 3Com Equipment**

Egypt Alexandria, 2001-2002 Fujitsu announced that the European Egyptian Pharmaceuticals Co. (EEP) has chosen Fujitsu to build its industrial complex network with 3Com equipment. Fujitsu solution includes 3Com switches 4007, switches 4900, and switches 4400, LAN telephony equipment to serve 600 IP Phone set.

What was essential to EEP was the need for fully integrated and feature-rich telephony solution that was easy to manage and scalable to their needs. This solution was the ideal solution for them. It is a low cost, scalable and flexible system that includes all of the features they needed as standard. In one solution, they now have a converged voice and data networking system that was simple to install, and even easier to manage and administer as new users are added.

The combination of the 3Com and the specialist implementation and support skills of Fujitsu Egypt as a Golden partner and Voice Solutions Partner (VSP); Fujitsu provides EEP with an extremely powerful network telephony solution. Not only is this system easy to install, own and manage, it is scalable to meet their future needs and provides the network infrastructure that enables them to manage their operations more efficiently.

EEP was very pleased with the number of productivity-enhancing features which the system offers as standard, such as: voicemail, full CTI (computer telephony integration) and unified messaging, which allows users to integrate both voice and e-mail messages in the same application.

Ease of installation and configuration were additional advantages along with the full ability to audit numbers dialled, duration of calls and the parties involved in each call.



Our main competitors were Cisco and its partners, taking into account all different systems – and doing a bit by bit comparison – our solution with 3Com equipment came out top over Cisco partners' solutions.

It was crucial for EEP to find a long term networking solution that was scalable, easy to configure, secure and reliable. They quickly realized that the 3Com network solution met all of their criteria, while also being highly cost effective. Our solution gives them the best performance and value in terms of connecting.

Our solution for EEP provides the bandwidth and speed needed to ensure a robust and scalable network that is rich in functionality yet simple to install and own. This cost-effective solution is designed to provide long-term viability for EEP so they can expect more from their network and more from their business in the future.

For further information:

Fujitsu Egypt  
Sherif Assal  
Networking Services Manager  
**Tel:** +20 2 3470 016      **Ext.:** 2411  
**Fax:** +20 2 3024 687  
**Mobile:** +2 010 166 5111  
**E-mail:** sherif.assal@services.fujitsu.com  
**Web:** www.fujitsu.com

3Com Egypt:  
Wael Fakharany  
Country Manager  
**Tel:** +20 2 7605 799      **Ext.:** 101  
**Fax:** +20 2 7605 752  
**Mobile:** +2 010 500 7744  
**E-mail:** wael\_fakharany@3com.com  
**Web:** www.3com.com

Fujitsu Egypt  
Ahmed Ghoneim  
Networking Pre-sales Engineer  
**Tel:** +20 2 3470 016      **Ext.:** 2332  
**Fax:** +20 2 3024 687  
**Mobile:** +2 010 166 5115  
**E-mail:** ahmed.ghoneim@services.fujitsu.com  
**Web:** www.fujitsu.com

3Com Egypt:  
Ahmed Hafez  
Sales Manager  
**Tel:** +20 2 7605 799      **Ext.:** 102  
**Fax:** +20 2 7605 752  
**Mobile:** +2 010 500 7744  
**E-mail:** Ahmed\_Hafez@3com.com  
**Web:** www.3com.com