



Dassault Aviation chooses Interoute Ethernet, Internet & VoIP Services

Who is Dassault Aviation?

Established in 1936, Dassault Aviation is a major player in the global civil and military aviation industry. It is a financially secure and privately owned international group, with a presence in more than 70 countries across 5 continents.

What are the Business Requirements?

Dassault Aviation sent a RFP for VoIP service to several Voice players, including the top 3 French voice providers (Orange, SFR and Completel). The purpose of the RFP was to challenge Orange on the voice services, and take benefit from Dassault's VoIP ready infrastructure.

What is the Interoute solution?

In 2005, Interoute had connected its metro fibre to Dassault Aviation site in Paris and installed a CPE. Due to this fibre and CPE being on site in Paris, we could guarantee a secure and cost effective solution. Interoute now provides Dassault Aviation with International outbound voice traffic.

Why did Interoute win the contract?

Interoute won the contract because Dassault Aviation has gained confidence in Interoute over the years and our pricing for International outgoing calls was extremely competitive. In addition, Due to our extensive network, we were able to bring Dassault Aviation on-net with a multiservice CPE, which our competitors could not do.

