



## Logique Telecom tell us

### BlockBuster !

Students ..... in data processing ....in Marseille.... 20 years ago and with lots of ideas! And then the dream came true! Logique Telecom is now a genuine Blockbuster! Nourished by lots of innovations to digest the astounding technical developments in the sector! Stéphane Jammet, its General Manager - whose return to Provence is not completely unknown to Provence Promotion - relates a brief flash-back!



**Stéphane Jammet**

#### > Logic or the art of thinking...

Stéphane Jammet : Logique Telecom is the name of the Telecoms business unit of the Logique Industrie Company, subsidiary of the Synacte group, and installed in Bouc-Bel-Air. Logique Industrie was created in 1986 by Christian Borel and a team of Engineers who completed their data processing, automation and telecoms studies at the University of Aix-Marseille III, Saint-Jérôme.

From when it was first created, Logique Industrie specialised in industrial supervision by publishing and marketing more than 3000 copies of the "Processyn" supervisor.

#### > Welcome to logical living!

After having captured a leader position in the sector in France, Italy and Spain at the end of the 1980s, migration of operating systems and the arrival of American competition in Europe forced the company to diversify to the telecom sector. Its prospects related to the disappearance of monopolies and the development of GSM were very promising.

Hence, the creation of the Logique Telecom entity that quickly developed innovative know how in network supervision, working in partnership with France Telecom. The objective then was to use microcomputer solutions to very competitively supervise transmission by directly connecting to the operator's inter-city and international PABXs.

#### > A matter of the heart...

Logique Telecom's activities now include publishing and the sale of telephone network supervision software, development of tailored software packages, consultancy, training and expertise.

All services that we offer to Telecoms operators consist of optimising the performance of their network core, reducing their operating load and improving their service quality and customer satisfaction.

#### > SERIZ was the icing on the cake!

Therefore our activities and skills became much broader, and the number of operators using our software and know how also increased. Logique Telecom consolidated strong expertise in the Telecom network supervision domain, particularly by developing the SERIZ software used by France Telecom in France and then in other countries when the French operator developed Internationally. Export accounts for a very large proportion of our activity and we are continuing to actively prospect new International markets.

This software is used to supervise fixed networks (subscriber and transit network) and GSM/GPRS, TDMA and CDMA type mobile networks. SERIZ was adopted by other leading operators throughout the world such as the Vivendi, Orange, Orascom, America Movil, Celtel groups, etc.

#### > Winning MISTRAL!

We are continuing our R&D efforts in partnership with French companies in order to federate a set of Telecoms "business" knowledge within applications that can provide global solutions adapted to operators' needs.

At the moment, we have twenty employees. Our engineers specialised in transmission, traffic, SS7 signalling, management of network elements and data bases, and network supervision. We also provide consulting services and software solutions for our customers.

Finally, we are developing other software responses to fixed and mobile telephony operators, such as the MISTRAL software that helps to improve access to heterogeneous and NDS equipment, a mediation interface with SSPs.



## Logique Telecom tell us

### > There's no place like home!...

The region offers an exceptional life style and now due to Internet, telephony and fast transport, there is no need to swarm off offices here and there for our activity. However, we are carefully studying the possibility of international installations as a function of market opportunities.

Most of our customers in this industrial activity are French, including some large regional petrochemicals, chemicals and food processing customers.

### > Provence Promotion builds up contacts!

I got into contact with Provence Promotion within the context of the Home Sweet Home program. I was working for a computer company in Silicon Valley at the time, in 1999. By chance, I was asked to manage Logique Telecom in 2002 and since then we have built up fairly close relations, cooperating closely on trade fairs such as the 3GSM at Cannes with Telecom Valley Gallery.

In my opinion, the federating and attraction role of Provence Promotion is very important in the region, where medium sized, small and very small companies sometimes have difficulties in getting to know each other and organising themselves into clusters. In our activity, this agency provides a link that creates very promising synergies, particularly by enabling large groups to open up local outlets.

### > When Phocée and Sophia (Marseille and Nice) meet ...

Provence Promotion's worldwide communication is another asset for all local companies, supported by the presence of the CIMPACA microelectronics cluster and large multinationals such as Gemplus.

The region needs more manufacturers to come and settle in it! In my opinion, everything done by Provence Promotion and regional institutions is fundamental for creating a virtuous circle, particularly in terms of jobs. The other major project is the unification of Sophia Antipolis with the Marseille region, which will be a genuine added value for the PACA region when it is complete.