



# Iran's ISP and Data Centers Ecosystem

An overview of Internet Service Providers in Iran



## History

- ▶ ISPs started their activity in Iran in 1995. There is a monopoly in importing data bandwidth imposed by the government.

## Growth

- ▶ Ten years after the emergence of ISPs , their number increased to 680 accredited companies.

## Current Status

- ▶ Currently there are more than 1.4K accredited ISPs active in Iran.

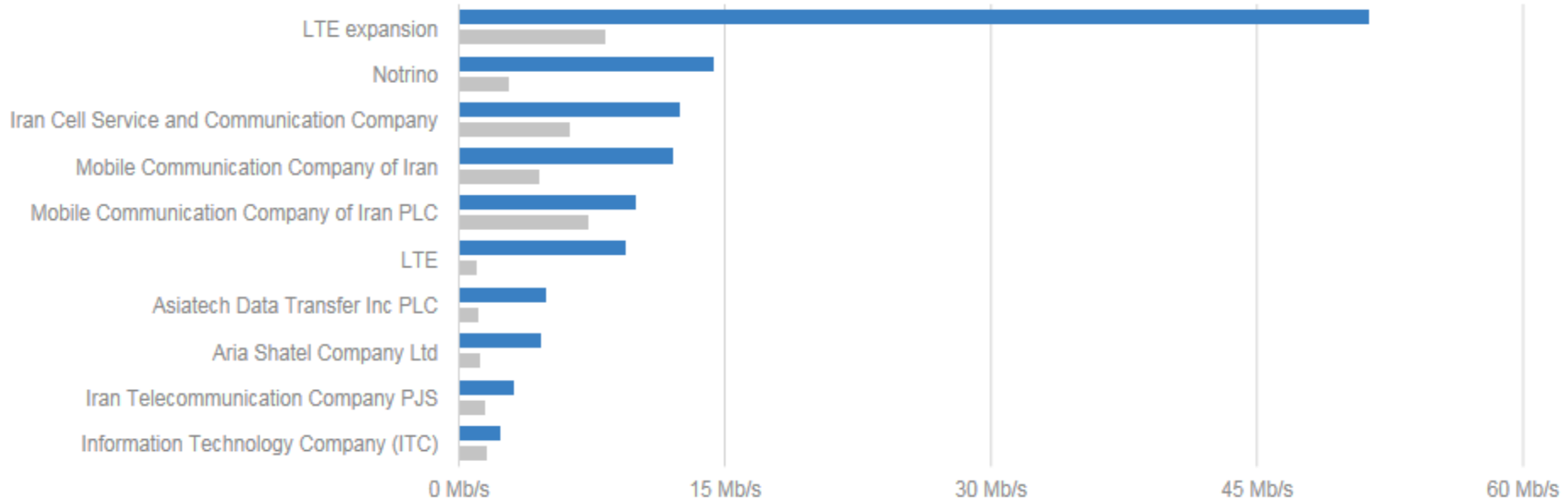
## Future of the Industry

- ▶ Recently there has been a lot of talks concerning the privatization of this industry. In the future it is expected that this industry will move to the private sector.

Name	Description	Ranking
Pars Online	The market leader in ISP industry , their main activities include providing data centers , web hosting , cloud , etc.	
Shatel	With having +1.3K employees , Shatel is the biggest ISP company in Iran. They were the first company to introduce ADSL2+ in Iran. Recently they have produced sim cards.	
HiWeb	HiWeb has expanded into most of Iran's towns and villages while other ISPs have limited their focus on metropolitan areas.	
Mobinnet	The company started their activity in 2007 and were the first to introduce WIMAX ( Wireless ) modems in Iran.	
Asia Tech	By taking cost leadership strategy , they have been able to get an acceptable market share.	
Sabanet	Having great CRM system and customer support , they have been able to get an acceptable market share.	



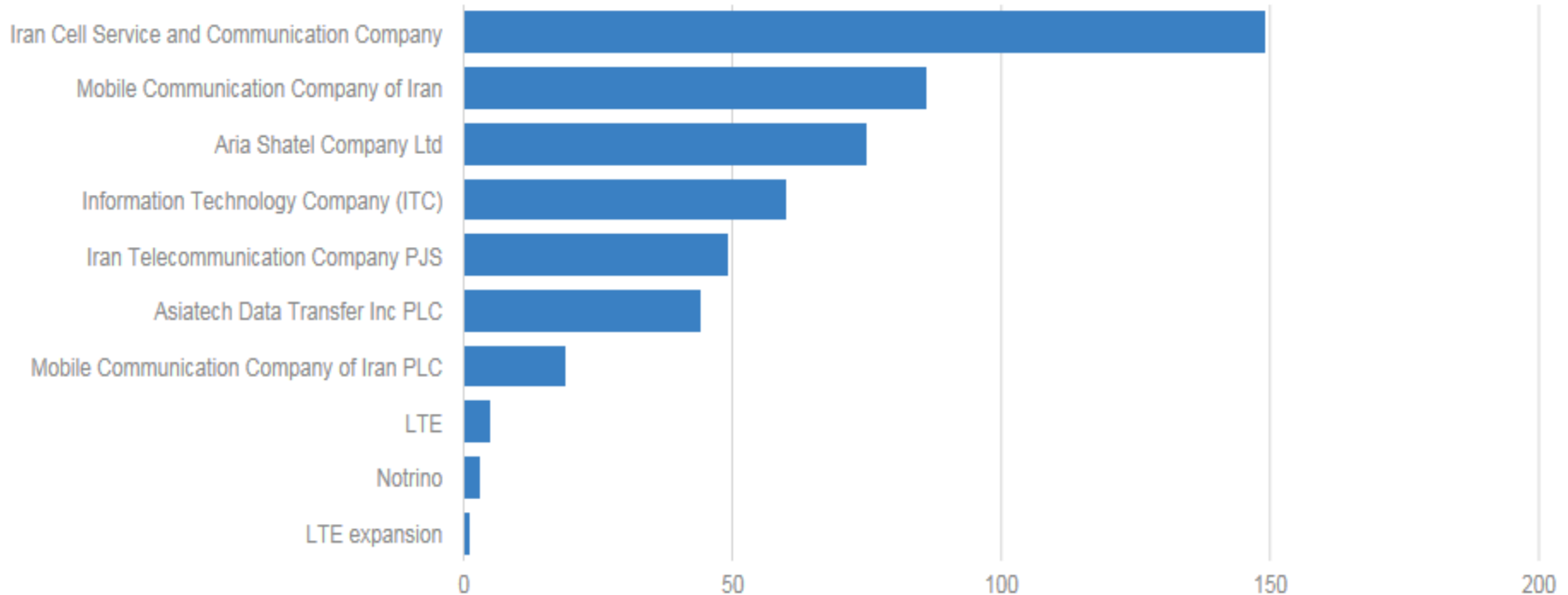
## Top 10 Ranking - Fastest ISPs in Tehran



**Fastest ISPs in :** Above you can see a chart showing the ten fastest ISPs in Tehran. The blue line shows the download speed and the grey line shows the upload speed. Asia Tech and Shatel can be seen from the previous slide.



## Total speed tests in Tehran



**Fastest ISPs in :** The chart above shows the overall fastest ISPs in Iran. Asia Tech and Shatel can be seen among the ten fastest ISPs in Iran.



## The average price ISPs charge users for different Internet speeds and packages

Speed	Monthly Threshold with Fair Usage Policy (Gigabyte)	Price (IRT)
512Kbps	16	12.500
1Mbps	24	20000
2Mbps	32	25000
3Mbps	50	35000
4Mbps	64	40000
8Mbps	96	50000
16Mbps	200	80000



History



Products



Data Center



Services



### Pars Online

is an Iranian Internet Service Provider based in Tehran. Founded in 1999 by two Iranian entrepreneurs, Pars online has over 550 employees. Pars online is the largest private ISP in Iran, providing a full range of ISP services for both residential and business customers.



### The Products include

Dialup Internet  
Telephone cards for low cost outgoing international phone calls  
Data center services  
Broadband Internet  
ADSL Internet services  
VSAT  
NOC (Network Operation Center)  
Network consultation, design and implementation



### The Data Center

Pars online established the first private data center in Iran at Pardis Technology Park in Pardis, 20 km outside greater Tehran. The head office is in central Tehran, although Pars online has many POP's around Tehran and Iran, in addition to agencies in other major cities



### The special services

Provide services for towers and big buildings, Satellite services ( VSAT ) , Exclusive bandwidth , exclusive data center (Cage), Dedicate server , Cloud storage services

Pars Online

Data Center and Special Services are provided by this subsidiary.

Pars Online Ertebatat

Wireless , wire and fiber-optics services are provided by this subsidiary.

Pars Net

Research and development in IOT is done through this subsidiary.

Pars Ertebat

Professional monitoring and installing call centers.



## History

Shatel Group launched in 2002 after acquiring the ISP and ICP licenses from the Ministry of Information and Communication Technology, starting with a 20 personnel team. Shatel activities were initially focused on providing clients with Internet access using dialup services and international calling cards. In one year and in line with the growing usage of the Internet in Iran, the formation of the "radio services regulation" in the country, Shatel Group acquired Telecommunication Company of Iran's PAP license.

## Services

- ADSL2+
- VPN
- VoDSL
- Video on Demand
- Content Hosting and the network infrastructure for e-learning
- Broadband services: Wireless internet
  - G.SHDSL
- point to point connection setups
  - Dialup Internet
  - VoIP
- Wireless network solutions for backhauling and Last mile, utilizing microwave equipment
- Kaspersky Anti-Virus Premier Business Reseller

## Data Center

Shatel has recently added the data center services to its portfolio. By having the largest bandwidth in Iran Shatel has been able to acquire some customers in this new segment. The main point of difference for Shatel is that it has the largest bandwidth in Iran. In this sector Shatel offers some services such as Co-Location, Dedicated Server, Virtual Private Server.

**1. Voice and Video Networks**

**2. LAN and WAN Installation**

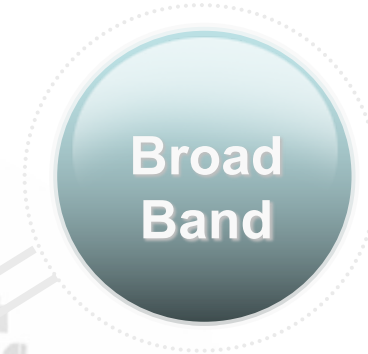
**3. VOIP**

**4. Video on Demand**





**HI Web provides both encrypted and unencrypted VPN services for companies.**



**HI Web provides broad band services for companies with 24/7 Support.**

**HI Web through its data center services , has been able to get 20% of local's traffic.**



**The duration of 4G Internet service is 36 months and the TCO for companies will be 800K IRR.**





## History

Mobin Net is an Iranian Internet service provider. The official name of the company is Mobin Net Communication Company. This semi-private company has been held in 2007 by providing WiMAX and Wireless Internet for home users in Tehran. The Mobin Net WiMAX service is available in over 130 cities and towns of Iran

## Products and Services

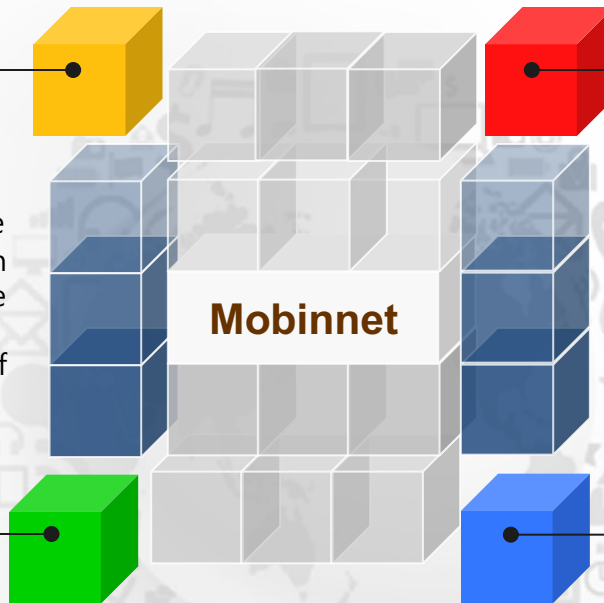
WiMAX Internet  
Wireless Internet  
Broadband Internet  
TD-LTE Internet

## B2B Services

1. Exclusive Broad Band
2. Exclusive Social Platform
3. Local Wireless Network
4. Organizational Internet

## Point of Differentiation

Mobin Net is the most reputable ISP in terms of Wireless and WiMAX technology.





## Special Features of their Data Center :

1. Constant electricity provision through UPS
2. Fire Extinguisher system
3. Automatic temperature control
4. 24/7 Support
4. Firewall
5. ISO 27001 Standard

