



Perfect view of the world
of glass fiber.

Speer IT



glass fiber registration systems

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Where does the competition lie?

PRODUCTS

THE WORLD OF GLASS FIBER

Glass fiber is the vein of our digital future. Fibers as thin as a hair are and will be responsible for a spectacular change in our lives, both now and in the future. Superfast Internet, cloud computing, 3D-TV... the opportunities are growing in number every day. Just like the glass fiber network itself, as tens of millions of kilometers of cable are already underground and it only keeps growing. However... this fast growth can possibly lead to chaos. Which supplier lies where, where is that malfunction and where are new connections possible? The key to keeping this huge network manageable is a perfect registration system.

MISSION OF SPEER IT

We offer high-quality glass fiber registration systems. What makes our systems special are the wide range of options combined with ease-of-use and flexibility. This makes it easy to implement our systems according to your specific wishes, train new users and provide maintenance and service during daily use. An optimal overview for the managers of glass fiber networks, that is Speer IT's mission.

COCON, THE STANDARD

Cocon is our most important and known product. It is without a doubt the standard in the Netherlands, but it is also used internationally by large telecom organizations. No wonder, because with this multi-user application you can keep a complete overview of even the most complicated network structures. Implementation, modification, surveying, analysis... It is all quick and easy to handle, with a wide range of options and automation. Cocon runs with ease on your own computer system, but also has a number of other applications.

COCONTHEWEB

The popular web version of Cocon is usable anywhere in the world. This simplified web application is easy to use and is fast on every common browser on your PC, laptop or tablet. Access and authorization is pre-determined and verified via email.



What are the construction costs?

PRODUCTS

COCONLINE

Cocon in a remote desktop environment. The perfect solution when your company does not have sufficient server capacity. Users are able to work in Cocon on servers specially set-up by Speer IT. This will absolve you of all network administration worries, because everything that is IT related (i.e. database management, back-ups and user management) is handled by Speer IT.

KLICON

Construction companies are often unaware of the location of underground cables and ducts. This unawareness can cause a lot of unnecessary damage. For this exact reason; every supplier in the Netherlands is required to map its network. Of course, managing all of this is time-consuming and highly inefficient. Klicon can handle this entire process automatically. Applicants automatically receive all the necessary information on the area and you have an overview of every request. Klicon can even be linked to Cocon so malfunctions in your network can be directly linked to excavation reports.

WORKON

Workon is a platform that gives you a complete insight of all projects within your organization. Every facet of your company, from managers to employees and even customers and contractors, are aware of the status of a project. Clear and concise, so unnecessary calls, emails and misunderstandings are a thing of the past. Everyone is well informed and knows what to do. Workon can be configured per user and can even be integrated with Cocon and Klicon.

FIELDWORK

Plan new connections, make them in the field and then register them in real-time on your laptop. It is all possible with Fieldwork. This innovative application creates an effective and efficient workflow and offers you a whole new range of possibilities.



Could that malfunction be here?

SERVICE

BEST SERVICE IMAGINABLE

Next to our high quality software, Speer IT also offers the best services imaginable. Because one cannot do without the other and it is simply the way we want to work. As our customer you stand in the center of everything we do. Our most important services are:

CONSULTANCY

Do you see opportunities, encounter problems or want to innovate? Speer IT works alongside you and can consult you like no one else. We like to see ourselves as your strategic partner so that together we will be successful.

IMPLEMENTATION

Your organization is unique and so are our solutions. Our software systems are implemented according to your specific wishes and specifications and you can always count on our expertise and advice.

TRAINING

It is important that your employees can work quickly and accurately with Cocon. That is why Speer IT offers users in-depth training courses.

View Course; to get acquainted with Cocon and all its basic features. Through practical assignments, users will gain experience with the most important functions of Cocon in a single day.

Mutation Course; for advanced Cocon users. This course takes three days and starts with the View Course. Users will be acquainted with the diverse functionality and data mutation in Cocon.

Sales Course: specially designed for your Sales Department. This course has a strong focus on building project geography and pays attention to the routing tool. The View Course is an essential starting point for the Sales Course.

SPEER IT SERVICEDESK

The beating heart of Speer IT. Our experienced support team will help you with all your questions. For example, because our software is capable of more than you think. They also monitor your systems and work proactively in case of potential problems.

“Speer IT is at the heart of every telecom company.”

BART OSKAM
Managing Director Eurofiber

“A reliable partner is important for BT.”

SIPKE DOUNA
Chief Operating Officer Benelux BT

“Cocon shows who we are.”

BAS HOLLENBERG
Director CIF

CUSTOMERS

SIPKE DOUNA
Chief Operating Officer Benelux BT:

“Speer IT is a preferred supplier for BT. With good reason, because a telecom organization like ours values a reliable partner. We know what Speer IT can offer us. Of course, we are a large organization, and even though giants like to deal with giants, we are happy to work with this relatively small company. Their flexibility and unique personal approach is refreshing. Always available, agile, easy to deal with and they always deliver.

We have nothing but praise for them and their software. Cocon and Klicon are tools that we have been using for years and they have become crucial for BT.”

BART OSKAM
Managing Director Eurofiber:

“Eurofiber and Speer IT: we go a long way back. We have grown up together, so we know each other well. Speer IT understands what is going on within our business and they show us many opportunities. We expect nothing less from a strategic partner. They need to trigger us and push us to become better, whether we ask them to or not. Their glass fiber registration system Cocon is strategically vital to Eurofiber.

Cocon delivers crucial information and shows us what we have. The application has a logical structure, presents information quickly and has been specifically constructed for glass fiber.

It is so specifically built that no competitor can even come close. This is the very reason that Speer IT lies at the heart of every telecom company. In brief, I am incredibly pleased with Speer IT as our partner. It is an amazing company.

BAS HOLLENBERG
Director CIF:

“CIF is focused on the long-term and improving its processes. In this, we are matched by our partner Speer IT. They are an absolutely important strategic partner to us. Our brainstorm sessions never start with money, but with good discussions that result in great ideas.

I love their creativity, openness and honesty. They do not nit-pick, but work pragmatically. You really feel that they are a proper company. I understand completely that they have a hand in every important telecom company. Their applications are easy to use, clever and sensible and, on top of that, reasonably priced. Cocon is vital to CIF because all of our assets are underground and Cocon shows us exactly where they are.”

WORKING AT SPEER IT

Our experienced professionals are fully committed to deliver better products and services. Speer IT is growing, so we are always looking for people who want to make a difference. Frans, Scott and Jurgen would like to give you an impression of our company.



“The best idea counts.”



“I love problems.”



“The whole world needs to use Cocon.”

FRANS JANSSEN, *Senior System Engineer:*

“Everything we do has to be effective and match our customer’s wishes. There is always room for improvement. Our sales team will come up with an idea and I need to come up with the solution. I am my own pioneer and that feels great. Of course, I am not alone, I can always walk into a room to talk and brainstorm. We have a lot of discussions, but they are always honest and open. In the end, the best idea counts. We always keep innovating. Speer IT has a strong position in this market and we want to keep it that way. We have a strong team spirit and our people are very passionate about their work. And even

though we work hard, we also have a relaxed atmosphere. You have a lot of freedom, feel appreciated and we have a nice office in a great location.”

SCOTT DEN UIJL, *Speer IT Servicedesk:*

“I am the one whom customers contact when they have questions or problems. Our applications are often capable of more than our customers realize, so we support them in reaching that potential. And, of course, we also help them when they run into problems. The bigger the problem, the more fun as far as I’m concerned and I love a happy customer.

We also run daily maintenance on databases, test new applications and functionality and monitor our customer systems proactively. We have a positive and no-nonsense spirit. No politics, no mind games, we are all on the same wavelength. When you have an idea, we listen. We really appreciate your input, so you can make a positive contribution to the company. It is important that you do not hide behind your screen. Yeah, we ask a lot, but you also get a lot in return.”

JURGEN SCHOOLDERMAN, *Manager Sales & Development:*

“Our biggest goal is to relieve our customers of their problems. I take note of our customer’s

situation, their questions and wishes. Then I translate those findings to our technical team. I also run training courses that teach our users to be proficient in Cocon, our most important product. Cocon is already the standard in the Netherlands, but internationally, we are receiving more and more requests. This does not surprise me, because I really believe in Cocon. The whole world needs to use Cocon. That is my ambition, but this also means Speer IT has to grow. We want to do this in a controlled manner, because our biggest strength is that we are a small professional company. Our employees love working for each other and we want to keep it that way.”

Are 6.000 connections possible here?

CV

1987

The founders of Speer IT started their careers at KPN (then known as PTT) with a large assignment: Creating an automated registration system for the entire copper network in the Netherlands. This system was activated in 1987 and had a total of 9 million connections.

The knowledge and experience that was gained during the development of this system formed the basis for our future products.

1999

Speer IT was born in 1999. Our mission: to become the leading company in the world of glass fiber registration. Our first big project came from BT Netherlands (Telfort) and was quickly followed by other important clients like Multikabel, Reggefiber, Tele2, Mobistar, Eurofiber, KPN and many other customers with which we have a close relationship for many years now. Speer IT has a leading market position in the Netherlands, but is also internationally active.

2012

Speer IT obtained the ISO 27001 certificate in 2012, the standard in information security. Dun & Bradstreet has also valued Speer IT as an A2-company, and we are not dependent on banks or investments. Speer IT is an important partner of Pitney Bowes (MapInfo) and Oracle in Europe and they have also certified our software. The licensing costs for our products are significantly lower because of this cooperation.

Present

Speer IT is located in an office villa in Baarn, The Netherlands. Our small, efficient team consists of passionate professionals who all have a wide range of experience within the world of telecommunication.



ACQUAINTANCE

Would you like to know more about us?
Visit www.speer.it

To get acquainted you can call
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