



# The next step in connectivity

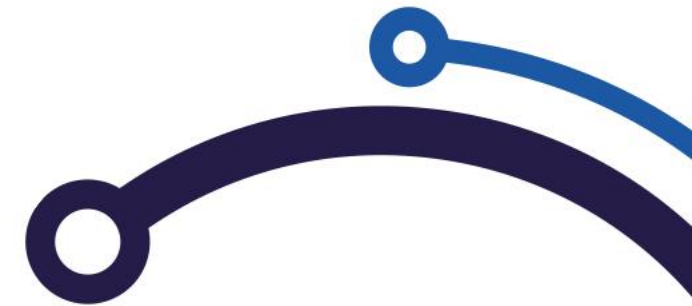
Working together towards a stable  
and future-ready connection



# Moving Connectivity Forward

# Agenda

- Who are Circle Infra Partners and SouthernHill?
- The current situation
- Why is the situation changing?
- The new structure
- What specifically is changing?
- How is the transition proceeding?
- What does this mean financially?
- What are we going to do?
- Who is already joining?
- What is changing / not changing?
- Communication & Support
- Questions





# Circle Infra Partners

Circle Infra Partners manages and maintains the shared infrastructure of Chemelot.

# Circle Infra Partners

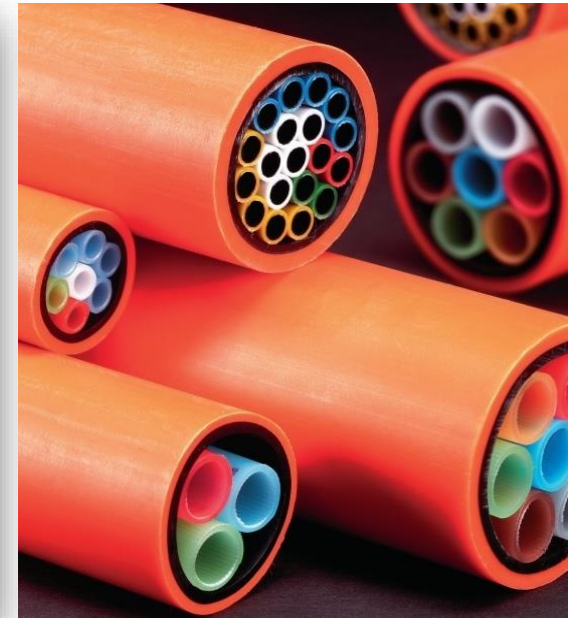
Een korte kennismaking



**Circle**  
infra partners



# Plug & Play infrastructure on Chemelot



- Essential for ensuring the License to Operate for companies at Chemelot.

Stay ahead.



# SouthernHill

SouthernHill stands for optimal connectivity, today and tomorrow.



# Southern Hill



**A TRUSTED  
CONNECTIVITY COMPANION**

# SouthernHill

**STAY  
CONNECTED  
IN AN EVER-  
CHANGING  
WORLD**



Network  
as a Service



Wifi  
as a Service



Firewall  
as a Service



Datacenter  
Grid



Managed  
EndPoint & Server  
Protection



Internet  
Access



Managed Mobile  
Connectivity



Site Survey  
Services



IDS  
Services



Metro Area  
Network



Cloud Connect  
Services



Managed  
Connectivity



SouthernHill  
Service Stack



VPN  
Services



Vulnerability  
Management



Network  
Design



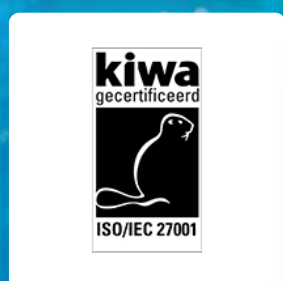
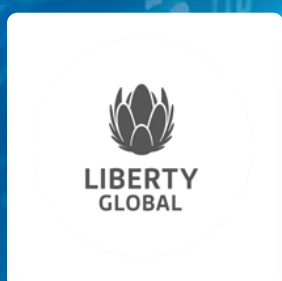
Private 5G



Beheer &  
Support



Housing



Proud of our customers, partner statuses, collaborations & certifications



# The next step in connectivity

Working together on a **stable and future-proof** connection



# Current Situation

For many organizations, connectivity is a matter of course today. That is positive, but as a result, many companies have little insight into how the current situation is organized behind the scenes.

- You walk in, start your laptop, and **everything works**.
- Connections to offices, factories, and the internet **function as expected**.
- Precisely for this reason, many organizations **hardly have to worry** about connectivity.
- In many cases, it is also **not visible** how this service is organized and financed today.



# Why is the situation changing?

- **Over the past three years**, connectivity services were housed within Ebert Hera under the name “PITS,” while the fiber optic infrastructure remained with Circle Infra Partners.
- **PITS ceased** operations on May 31.
- The **"one size fits all" approach** did not always meet the diverse needs and also led to an unequal distribution of costs, meaning some parties can use the services free of charge.
- Until now, **the costs of the services** have been borne primarily by only a limited number of companies at Chemelot. The aim is to distribute the costs for using the services more fairly and to achieve collective cost savings.



# The new structure

The new structure is the result of a careful process in which **continuity, stability,** and **future-proofing** are central.



# What specifically changes?

- The connectivity services **will not stop**.
- **Continuity** remains central.
- For many organizations, technically speaking, little will change initially. Together with you, we will **optimize the service delivery** to your wishes.
- You will continue working with **familiar faces**.
- SouthernHill is taking over the service delivery in **phases**.
- Circle Infra Partners **remains responsible** for the fiber optic infrastructure.
- SPIE will remain involved in a **supporting role** during the transition phase.
- KPN provides support as a **backup partner** during the transition phase.

# How is the transition proceeding?

The transition is taking place in **phases** and in a **controlled manner**.



# How is the transition proceeding?





# How is the transition proceeding?

- **As of June 1**, SouthernHill is the primary point of contact for existing services. The service provision is still being carried out by KPN.
- **As of July 1**, the service provision will be fully carried out by SouthernHill, supported by KPN.
- The coming months will primarily focus on **inventorying and holding discussions**.
- **By September**, we will have insight into which services organizations wish to continue using.
- There is **sufficient time** to make agreements and carefully align contracts.
- The current service provision will ultimately expire at **the end of 2026**.
- If you have not made new agreements by the end of 2026, **the connectivity services will eventually expire as well!**

# What does this mean financially?

The future situation will be distributed more **transparently** and **fairly in order** to also realize joint **cost savings**.





# What does this mean financially?

- The free use of connectivity services is **ending**.
- **Invoicing** is expected to start in Q4.
- Costs **may vary** per organization.
- The more capacity and services you use, the **more extensive** the solution.  
The following are taken into account:
  - network capacity per customer
  - use of shared infrastructure
  - use of the passive Chemelot ring and connection to it

# What is the next step?

The coming period will focus on **inventorize, discussing wishes,** and arriving at a **suitable proposal.**





# What is the next step?

- We are **continuing the current situation** and ensuring a smooth transition from KPN to SouthernHill.
- We are currently in discussions with the **largest partners at the Chemelot site** to finalize everything contractually.
- We will **schedule an appointment** with you in due course.
- We will assess your **current situation**.
- We will **discuss** your wishes, dependencies, and expectations.
- Together, we will determine **which solution suits** your situation.
- The SouthernHill project team **will contact you** shortly.

# Who is already joining?

The 6 TSA partners (Fibrant, Arlanxeo, Envalior, Circle, OCI, and Anqore) at the Chemelot site examined **a future-proof solution for connectivity**. As part of that process, SouthernHill was deliberately chosen as the partner for connectivity.

# What is changing/ not changing?

For many organizations, daily practice remains largely the same. The biggest changes are primarily behind the scenes.



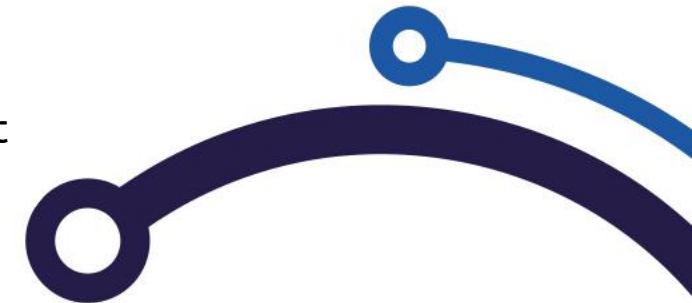
# What is changing/ not changing?

## What *is* changing?

- Service provision will be organized via SouthernHill
- The service desk and support will be taken over in phases
- Invoicing will soon be handled via SouthernHill
- The unequal distribution of costs will end
- New agreements and contracts will be introduced

## What will not change?

- Your organization remains connected; there will be no immediate termination of services.
- Your daily operations will continue.
- Continuity remains central.
- You will continue working with familiar faces.
- Service provision remains available.
- There is sufficient time to make clear agreements.
- You will be guided throughout the entire transition process.



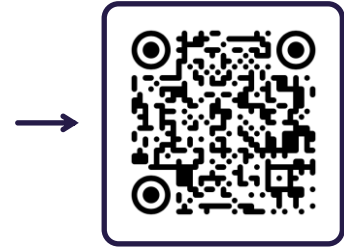


# Communication & Support

We will keep you informed.

# Communication & Support

- Closed LinkedIn group  
Join us via <https://www.linkedin.com/groups/18770017/>
- Newsletters and updates
- **Website/information portal**  
This can be found at <https://chemelot.southernhill.nl/en/>
- **Personal contact options**  
For questions, please contact us directly via [chemelot@southernhill.nl](mailto:chemelot@southernhill.nl) or +31 88 050 1601
- <https://chemelot.southernhill.nl/en/change-in-connectivity-support-services-effective-june-1/>



**Questions?**





 **Circle** Southern  Hill

The text "Circle" is in a bold, dark teal font. To its left is a dark teal icon consisting of a central vertical line with four short horizontal lines extending from it, resembling a stylized star or a network node. The word "Southern" is in a dark teal, sans-serif font. To its right is a blue icon consisting of a thin blue line that curves upwards and then downwards, resembling a stylized hill or a signal wave. The word "Hill" is in a blue, sans-serif font.