

# **Global-i®**

**Value-Driven Solutions Delivered**  
*Consultants to the Converged Communications Industry*  
**Consulting ■ Contracting ■ Technology**

## **Global-i Consulting Services**

Consulting and Outsourcing Solution for  
WiMax Implementation

(Proposal)

**Client: Inverca Telecommunications**

Date: August 18, 2009

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**Statement of Confidentiality and Non-Disclosure**

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The undersigned reader acknowledges that the information provided in this proposal is confidential; therefore, reader agrees not to disclose it without the express written permission of Global-i, Inc.

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Organization

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Address

\_\_\_\_\_  
Date

## **Executive Summary**

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Global-i, Inc. (Gi) is the first-to-market technology-management consulting and project-based contracting/outsourcing company focused on serving the Converged Communications and IT marketplace for next-generation Convergence technologies. The company offers consulting, outsourcing and technology services and solutions to Communications and IT clients both on the commercial and the government sides.

The Company offers significant competitive advantages to clients in the growing markets for Next-Generation Converged Communications and IT products and services. Several key strengths distinguish Global-i in the Converged Communications and IT marketplace. The key strengths are: extensive Communications and IT industry expertise; superior track record in delivering consulting services; patented services and domain-based consulting methodologies; and a history of business and technology innovation.

Global-i services and solutions are well spread out in the consulting and contracting space. Through our Lifecycle Management Services sold under our Global-i LifecycleDrive™ Service, we provide full-lifecycle services including product strategy, proof-of-concepts, product development, service development, technology and engineering, program/project management, go-to-market, product/service management, product marketing, service deployment and infrastructure implementation, and sustaining services to our customers. Through our Product Development Services sold under our Global-i ProductDevelopment™ Service, we provide product strategy, business case development, product planning and roadmapping, partnerships/alliance services, requirements gathering/core teaming/JADs, product development and product launch services. Through our Implementation and Deployment Services sold under our Global-i D2IS™ Service, we assist in service deployment, market expansion, infrastructure implementation and systems integration via our architecture/design and program/project management types of services. Through our Go-To-Market Services sold under our Global-i GTM™ Service, we provide launch, customer/partner acquisition, product positioning, business development and pre-sales services to our customers. Through our Proof-of-Concept Services sold under our Global-i ReStrat™ Service, we provide acquisition, assessments and proof-of-concept services to our customers. Through our Program and Project Management Services sold under our Global-i PMO™ Service, we provide program and project management services to our customers. Through our Lab and Partner Services sold under our Global-i LEAPS™ Services, we provide Lab, Engineering and Partner Development and Management Services to our customers. Through our Global-i IntelScape™ Services, we provide Thought Leadership, Research and Strategy services. Through our Project-based Contracting Services sold under our Global-i ExpertConsultant™ Service, we provide project-leadership and project-turnaround services to our customers via their staff augmentation. For all our services we utilize Global-i Methodologies developed and delivered to our customers via carefully understanding and applying the most innovative, value-driven solutions and best-practices in the industry.

In addition to providing the above services, Global-i solutions provided via the above services are specifically developed under four Communications and IT solution categories: Service Providers; OEMs; Enterprise and Government Customers. Finally, when we provide the services from our delivery centers working in conjunction with client teams then our services are sold as above Global-i Branded services. However, when we provide the same services as an outsourced service then our services are sold as Global-i ExpertConsultant™ and Global-i D2OS™ service.

## 1. Company Background

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### 1.1 Who We Are

Global-i, Inc. is a Consulting, Contracting/Outsourcing and Technology services solution provider. The company was founded by Dave Roy in 2007 and has its principal office in the Washington D.C. area in the United States. Created to delivering innovation and achievement, Global-i collaborates with primarily Converged Communications and IT clients to help them become Value-Driven entities. Global-i's "Value-Driven Solutions Delivered" service philosophy relies on our expertise in end-to-end consulting, know-how of technology markets, deep understanding of emerging/current/legacy technologies and outsourcing models to help clients achieve "Value-Driven Solutions" so they in turn can "Deliver" on "Consistently-Growing" values for their customers and all stakeholders.

### 1.2 What We Do

Using our services we help clients around the world:

- Evaluate and acquire new markets, technologies and systems
- Create prototypes, pilots and Proof-of-Concepts
- Develop and launch new products and services
- Market Expansion of new and existing services
- Reposition and Sustain existing offerings
- Implement new/major upgrades of systems and infrastructure
- Improve operational excellence from existing services and systems
- Create the best-of-breed customers and partners

### 1.3 Our Core Values

Our Core Values guide us in how we create respect and value our judgment and deliver on our commitments:

- Client Value Focus
- Genuine Goodwill
- Smart and Characterful People
- Global Focus
- Respect
- Integrity

### 1.4 Our Vision

Show and Prove to our customers that our ideas, services, solutions and commitments will pave the path for them to further generate their business value, via our critical services.

### 1.5 Our Mission

To stay Committed to our customers in order to help them understand what we offer

and execute on what we say.

## **1.6 Our Value Propositions**

Our belief is that we have "Critical-Value-Relationships" with the world's leading converged communications companies and all entities which utilize their products and services. Among the many strengths that distinguish Global-i in the Converged Communications & IT marketplace are our:

- Extensive Communications & IT industry expertise
- Targeted, End-to-End and Evolving service offerings
- Expertise in Lifecycle, Implementation and Technology Services Consulting
- Expertise in Project-based Contracting and Outsourcing for Lifecycle services, Engineering services, Product/Service/Infrastructure/Systems Implementation and Deployment services
- History of Business and Technology Innovation and Service Expertise
- Commitment to the Long-term development of our customers, employees and partners
- Proven and determined leadership team

## **1.7 Corporate Citizenship**

Being a good corporate citizen is part of our identity.

## **1.8 Industry Focus**

- Telecommunications
- Wireless
- Satellite
- Cable MSOs
- Managed Service Providers (MSPs)/Systems Integrators
- Infrastructure/Hardware/Software/Services
- Internet Service Providers
- Content Providers/E-Commerce
- Media
- Entertainment
- IT/Software/OSS/BSS
- SAAS (Software as a Service)
- Semi-Conductors

## **1.9 Customer Segments**

- Wireless Communications Service Providers: Mobile Operators, Satellite Service Providers, WiMax/Mobile Broadband/Wifi, FMC, MVNOs, Content Providers
- Wireline/IP/Broadband Communications Service Providers: RBOCs, CLECs, ILECS, Managed Service Providers/Systems Integrators, Hosted Service Providers
- Internet Service Providers: ISPs, Media, Entertainment
- E-Commerce and E-Business Service Providers
- Communications Software/Hardware Manufacturers: OEMs, ODMs, ISVs

- Enterprise Clients: Fortune/Global Enterprises and Mid-size companies in Manufacturing, Finance/Banking/Insurance, Healthcare/Medical, Hospitality, etc.
- Government Clients: Federal/State/Local Agencies Education Clients: Universities, Colleges, School Districts, Training Agencies

## 1.10 Our Practice Areas

Product & Service Lifecycle Management	Product & Service Development
Architecture, Design and Planning Consulting	Engineering Consulting
Product & Service Launch and Market Expansion	Business Consulting
Technology Consulting	Systems & Infrastructure Implementation
Project-based and Managed Outsourcing	Lab Services
Research & Strategy Consulting	Partner Services
Program and Project Management	Revenue Management

## 1.11 Our Market Coverage

U.S. (Nationwide), Global

## 1.12 Our Services

As Global-i provides consulting and project-based contracting services in niche Communications and IT subject areas and has developed its own methodologies in delivering these services across multiple solution areas

[Global-i LifecycleDrive™](#) (Full-Lifecycle Service)  
[Global-i GTM™](#) (Go-to-Market Service)  
[Global-i D2IS™](#) (Decision to Implementation & Deployment Service)  
[Global-i ReStrat™](#) (Proof-of-Concept Service)  
[Global-i PMO™](#) (Program and Project Management)  
[Global-i LEAPS™](#) (Lab and Partner Service)  
[Global-i IntelScape™](#) (Intelligence-based Services)  
[Global-i ExpertConsultant™](#) (Project-based Contracting Service)

## 1.13 Our Solutions

[OEM Solutions](#)  
[Service Provider Solutions](#)  
[Enterprise Solutions](#)  
[Government Solutions](#)  
[Professional Services Solutions](#)

**2.1 Client Details**

<b>Client Company</b>	Inverca Telecommunications
<b>Address</b>	
<b>Client Contact</b>	
<b>Contact Title</b>	
<b>Contact Phone</b>	
<b>Contact Fax</b>	
<b>Contact Email</b>	
<b>Website</b>	

Global-i, Inc. is pleased to provide this proposal for providing Global-i Consulting Services to Inverca Telecommunications (Client). We appreciate the opportunity to present our services and look forward to contributing to Inverca’s success. This proposal describes the proposed services to be provided by Global-i, Inc. to Inverca Telecommunications. Per client’s objectives, client is requesting Global-i Consulting services to achieve a successful Development, Rollout, Implementation and Post-Deployment Support Solution for Inverca Telecommunications’ WiMax Service Development, Launch and Deployment.

**2.2 Client Requirements**

<b>Requirements</b>	<b>Details</b>
1.0	Undertake and complete end-to-end project covering engineering services, project management services, commercial related services and IT services.
1.1	Engineering Services
1.1.1	Undertake managing of Radio Network Planning (RNP) process
1.1.2	Agree on finalized RNP
1.1.3	Undertake managing integration tests between sub-systems
1.1.4	Undertake managing of interoperability tests between sub-systems
1.2	Project Management Services
1.2.1	Undertake managing of overall network deployment
1.2.2	Undertake managing of vendors in delivering required equipment for Access Service Network (ASN) Deployment and Core Services Network (CSN) Deployment
1.3	Commercial Related Services
1.3.1	Undertake managing commercial trial
1.3.2	Agree on final evaluation of commercial trial result
1.3.3	Undertake coordination of launch of service planning and implementation
1.3.4	Undertake managing development of distribution channel
1.3.5	Undertake consultant role for management of post-launch operations
1.4	IT Services (ITS)
1.4.1	Undertake managing business process development
1.4.2	Agree on final business process
1.4.3	Undertake managing of development of customer care workflow and



	implementation
1.4.4	Undertake managing development of service operations center (SOC) workflow and implementation
1.4.5	Undertake managing of overall backend system and infrastructure

**2.3 Assumptions**

<b>Assumptions</b>	<b>Details</b>
1	Global-i Consulting Services will adopt Global-i and Inverca Telecommunications full-Lifecycle and Implementation Methodologies, Business Processes and Tools for conducting all activities
2	Global-i will present themselves to external audience and partners as part of the Inverca Telecommunications Team
3	Inverca Telecommunications will provide knowledge transfer, full operational support, product support and project collaboration to Global-i

**2.4 Client Business Review**

<b>Review Data</b>	<b>Details</b>
1	Inverca Telecommunications SA, a consortium, is a new operator who was awarded the rural connectivity project that will allow more than three million children, mostly poor and living in rural or isolated areas access to the Internet
2	"Project Digital Infrastructure for Competitiveness and Innovation" will bring nine out of ten Chileans access to the Internet.
3	Inverca got a 30 MHz spectrum in the 2.3 GHz band, known for being the most suitable for the development of WiMax technologies.
4	Inverca Telecommunications' unique and emerging market, technical and partnering depth and breadth includes deploying WiMax services aggressively across a wide coverage of the Chilean rural market footprint
5	Inverca's prospective offerings are: i. Small Medium Enterprise (SME), ii. Consumer

**2.5 Scope**

<b>Scope</b>	<b>Details</b>
1.0	Radio Network Planning (RNP)
1.1	Undertake managing of (RNP) Process <ul style="list-style-type: none"> <li>• Based on the business plan, service types to be deployed, and coverage KPI; PMO manages WiMax base station vendor to plan the radio network</li> <li>• Benchmark RNP result against field performance parameters of WiMax equipment</li> </ul>
1.2	Agree on finalized RNP <ul style="list-style-type: none"> <li>• Agree on the RNP produced by WiMax vendor for internal approval and used as input for RAN network deployment plan</li> </ul>
2.0	Site Acquisition, Access Services Network (ASN) and Core Services Network (CSN) Deployment
2.1	Undertake managing of overall network deployment

	<ul style="list-style-type: none"> <li>Based on the RNP and network deployment plan, PMO manages projects to acquire sites for deployment, deploy ASN and CSN</li> <li>PMO monitors project cost against project budget for site acquisition process, ASN and CSN deployment</li> <li>PMO monitors actual deployment timeline against overall deployment project schedule baseline</li> </ul>
2.2	<p>Undertake managing of vendors in delivering required equipment for ASN and CSN deployment</p> <ul style="list-style-type: none"> <li>Monitor vendor delivery of equipment to installation site, installation of equipment, performance functionality of hardware and software agreed in vendor KPI</li> </ul>
3.0	<p>Setting up of Data Center (DC), Network Operating Center (NOC), Business Support System (BSS) and Operations Support System (OSS)</p>
3.1	<p>Undertake managing of overall backend system and infrastructure</p> <ul style="list-style-type: none"> <li>Based on deployment plan, PMO manages projects for setting up DC, NOC, BSS and OSS</li> <li>PMO monitors project cost against project budget for DC, NOC, BSS and OSS</li> <li>PMO monitors actual backend system setup timeline against overall deployment project schedule baseline</li> </ul>
3.2	<p>Undertake managing of vendors in delivering required equipment</p> <ul style="list-style-type: none"> <li>Monitor vendor delivery of equipment to installation site, functionality of hardware and software agreed in vendor KPI</li> </ul>
4.0	<p>Integration and Interoperability Test (IOT) Implementation</p>
4.1	<p>Undertake managing integration tests between sub-systems</p> <ul style="list-style-type: none"> <li>Manage development of integration test cases for all sub-system in accordance to business specifications requirement</li> <li>Monitor sub-system acceptance test result</li> <li>PMO monitors sub-system deliverables and performance</li> </ul>
4.2	<p>Undertake managing of interoperability tests between sub-systems</p> <ul style="list-style-type: none"> <li>Manage development of integration test cases for all sub-system in accordance to business specifications requirement</li> <li>Monitor IOT test result of sub-systems</li> <li>PMO monitors overall end-to-end system deliverables and performance</li> </ul>
5.0	<p>End to end Commercial Trial</p>
5.1	<p>Undertake managing commercial trial</p> <ul style="list-style-type: none"> <li>Manage development of commercial trial planning, test plan, test script, workflow and processes</li> <li>Coordinate training of commercial trial operations team</li> <li>Monitor commercial trial operations feedback and results</li> </ul>
5.2	<p>Agree on final evaluation of commercial trial result</p> <ul style="list-style-type: none"> <li>Analyze and evaluate commercial trial result</li> <li>Analyze and evaluate commercial trial operations team feedback</li> <li>Analyze and evaluate sub-system operations report</li> </ul>
6.0	<p>Development of end-to-end Business Processes</p>
6.1	<p>Undertake managing business process development</p> <ul style="list-style-type: none"> <li>Manage development of business processes and operations workflows</li> <li>Coordination training of operations and support team</li> <li>Monitor and compile feedback from operations and support process</li> </ul>

	stakeholders
6.2	Agree on final business process <ul style="list-style-type: none"> <li>• Coordinate acceptance of final end-to-end business processes</li> <li>• Compile and data mine procedures and manuals for all processes agreed and approved</li> </ul>
7.0	Development and Implementation of Distribution Channels
7.1	Undertake managing development of distribution channel <ul style="list-style-type: none"> <li>• Manage development of plan for sales and distribution channels</li> <li>• Coordinate development, recruitment and training of distribution channels</li> <li>• Strategize long term plan for sales and marketing based on product roadmap</li> </ul>
8.0	Development of Implementation of Customer Care
8.1	Undertake managing development of customer care workflow and implementation <ul style="list-style-type: none"> <li>• Manage development of customer care workflow, processes and procedures</li> <li>• Coordinate customer care training</li> <li>• Monitor customer care implementation to meet KPI set</li> </ul>
9.0	Development and Implementation of Service Operations Center (SOC) Workflow and Implementation
9.1	Undertake managing development of SOC workflow and implementation <ul style="list-style-type: none"> <li>• Manage development of SOC workflow, processes and procedures</li> <li>• Coordinate SOC team training</li> <li>• Monitor SOC implementation to meet KPI set</li> </ul>
10.0	Launch of Service
10.1	Undertake coordination of launch of service planning and implementation <ul style="list-style-type: none"> <li>• Manage development of launch of service plan</li> <li>• Coordinate launch event and service availability</li> </ul>
10.2	Undertake Consultant role for management of post-launch operations <ul style="list-style-type: none"> <li>• Provide management support role for each key operations department</li> <li>• Compile and evaluate performance service management report</li> </ul>

**2.6 Contract Commitment**

Minimum Engagement	Time Frame
Initial Contract (2009-2010)	12 Months
Extended Contract	Renewed Monthly, Quarterly, Annually or per T&M

**2.7 Engagement Plan**

Engagement Plan	Delivery Time Frame
Engagement Locations	Inverca Telecommunications Location and Virtual Locations
Engagement Timeframe	12 Months (Initial)
Engagement Requirements	Scope Executed via Signed Agreement

**3. Proposed Service**

**3.1 Objectives**

<b>Service Objectives</b>	<b>Details</b>
1	Provide Full-Lifecycle and Implementation Consulting Services for Planning, Development, Launch, Project Management and Deployment of WiMax services
2	Global-i represents Inverca Telecommunications to end-customers and adopts Inverca's and Global-i's Business Processes, Methodologies and Tools while engaged

**3.2 Service**

**3.2.1 Solution**

Global-i is offering a Consulting Services-based full Lifecycle and Implementation for Rollout of WiMax services in Inverca Telecommunications proposed services. Global-i's solution is as below and shown as a high-level solution plan in Appendix A:

<b>Solution</b>	<b>Details</b>
1	Global-i is offering a full Lifecycle and Implementation Solution via Global-i Consulting and Contracting Services performed as Inverca Telecommunications Services
2	<p>Consulting and Contracting Solution will provide: Inverca Telecom's Phase 2 and Phase 3 Services Support as below:</p> <p>Phase 2 and Phase 3 Global-i Services</p> <ul style="list-style-type: none"> <li>• Engineering Services –               <ul style="list-style-type: none"> <li>○ Radio Network Engineering Manager (Quantity: One Consulting Resource)</li> <li>○ Integration and Interoperability Test Manager (Quantity: One Consulting Resource)</li> <li>○ Access Service Network Engineering Manager (Quantity: Included in the Radio Engineer Requirements)</li> <li>○ Core Services Network Engineering Manager (Quantity: Included in Radio Engineer Requirements)</li> </ul> </li> <li>• Project Management Services               <ul style="list-style-type: none"> <li>○ Technical Project Manager (Quantity: One Consulting Resource)</li> </ul> </li> <li>• Commercial Related Services               <ul style="list-style-type: none"> <li>○ Rollout Manager (Quantity: One Consulting Resource)</li> </ul> </li> <li>• IT Services (ITS)               <ul style="list-style-type: none"> <li>○ ITS Manager for Support Systems and IT Infrastructure (Quantity: One Consulting Resource for O/BSS, IT Infrastructure and IT Operations)</li> <li>○ Business Analyst for Support Systems and IT Infrastructure (Quantity: Included in the ITS Manager Requirements )</li> </ul> </li> </ul>
3	Global-i represents Inverca Telecommunications and adopts Inverca and Global-i Business Processes, Methodologies and Tools while engaged
4	Global-i will report to the InvercaTeam

**3.2.2 Deliverables**

<b>Deliverables</b>	<b>Details</b>
1.0	Engineering Services

1.1	<p>Radio Network Planning</p> <p>1.1.1 Management of WiMax vendor in radio network planning</p> <p>1.1.2 Final Radio Access Network Deployment Plan</p> <p>1.1.2.1 Including Details of number of sites</p> <p>1.1.2.2 Preferred Locations</p> <p>1.1.3 RAN Deployment Requirement</p>
1.2	<p>Site Acquisition, ASN and CSN Deployment</p> <p>1.2.1 Management of projects</p> <p>1.2.2 Site Acquisition</p> <p>1.2.3 Access Network Deployment</p> <p>1.2.4 Core Network Deployment</p> <p>1.2.5 Manages Vendor Performance to meet Deployment Plan</p>
1.3	<p>Integration and Interoperability Test (IOT) Implementation</p> <p>1.3.1 Management of Integration and Interoperability Test Processes for end-to-end systems</p> <p>1.3.2 Set of Test results documentation, signed off by relevant stakeholders</p> <p>1.3.3 Set of report with recommendation or variation notification</p>
2.0	Project Management Services
2.1	<p>End-to-end Commercial Trial</p> <p>2.1.1 Management of Commercial Planning and Implementation</p> <p>2.1.2 Set of Test results documentation, signed off by relevant stakeholders</p> <p>2.1.3 Set of report with recommendation or variation notification</p>
3.0	Commercial Related Services
3.1	<p>Launch of Service</p> <p>3.1.1 Management of Launch</p> <p>3.1.2 Preparation of Launch of Service</p> <p>3.1.3 Implementation of Launch of Service</p> <p>3.1.4 Coordination of Launch of Service</p> <p>3.1.5 Area expert support for Operations Management during initial post-launch period</p>
3.2	<p>Development of Implementation of Distribution Channels</p> <p>3.2.1 Management of sales and distribution channel setup, training and implementation</p> <p>3.2.2 Long-term Strategy for Sales and Marketing</p>
4.0	IT Services
4.1	Development of end-to-end Business Processes

	4.1.1 Management of Business Processes Planning and Implementation 4.1.2 Set of Documentation on Business Process and Procedures 4.1.3 Establishment of Business Process Management Team
4.2	Setting up of Data Center (DC), NOC, BSS and OSS  4.2.1 Management of projects 4.2.2 Data Center 4.2.3 Network Operations Center 4.2.4 IT Infrastructure 4.2.5 Business Support System 4.2.6 Operations Support System 4.2.7 Manages Vendor Performance to meet overall Deployment Plan
4.3	Development and Implementation of Customer Care  4.3.1 Management of Customer Care Setup, Training, and Implementation
4.4	Development and Implementation of SOC and Network Operations  4.4.1 Management of Service Operations Center Setup, Training and Implementation

### **3.2.3 Project Team**

<b>Team</b>	<b>Details</b>
Global-i Consulting Services Team	Onsite based team providing services as embedded team members in client teams
Global-i Consulting Services Team	Delivery center (Virtual office) based team providing turnkey services
Global-i Account, Solution and Delivery Leader	Single Point of Contact

## **4. Why Choose Global-i**

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### **4.1 Benefits of our Proposed Service**

- Strategic Partnering for Global-i Consulting Services and Solution for WiMax Full-Lifecycle and Deployment Services and an Option to Extend to other Global-i Solution Areas
- Boost Inverca Telecommunications Product Development, Rollout, Deployment and Post-Implementation Activities
- Best-fit for Inverca Telecommunications New Service Development, Launch, Deployment and Post-Implementation Support Resulting in:
  - Significant annual savings
  - Meeting Speed-to-Market Metrics
  - Flexible Structure

## 4.2 Competitive Advantages

- Strong Industry Exposure and Access across
  - IP-based Mobile and Fixed Broadband Communications (most current and evolving technologies including WiMAX, 4G, 3G, WiFi, FMC, IPTV, Quad Play, etc)
  - Overall Convergence landscape
- Quick Resource Acquisition and Deployment
- Immediate Consulting and Contracting Services Deployment
  - with an extension of other Services across future Inverca Telecommunications products, services and market footprint

## 4.3 Team Qualifications

- Strong Understanding
  - of End-to-End communications customers business cycle
    - Business Strategy
    - Product Development
    - Service Launch
    - Service Delivery
    - Operations
    - Business Continuity and Sustenance

- of Communications Customer Convergence needs
- Partner Ecosystem
- Competitive Ecosystem
- Global-i Methodologies based services and solutions
  - Full-Lifecycle Services, Go-to-Market Services, Implementation Services, PMO Services, Technology Strategy, Architecture and Design Services, Engineering Services, Next-generation Services

#### **4.4 Success Stories**

- **Sprint-Nextel Wireless, Wireline & Wholesale Services Development, Go-to-Market, PMO & Implementations**  
Across Voice, Data, Video, WiMax, OSS-BSS and other Enterprise & SP Applications
- **T-Mobile/T-Systems Wireless Development, Go-to-Market, PMO & Implementations**  
SMS, MMS, T-Mobile@Home, T-Mobile HotSpot
- **XO Communications Development, Go-to-Market, PMO & Implementations**  
Hosted Services, Managed Services, SIP Trunking Service, Broadband Wireless, Bundled Services
- **Terrestar Development, Go-to-Market, PMO & Implementations**  
Hybrid Satellite, VoIP and Wireless Services
- **Nextel Development, Go-to-Market, PMO & Implementations for IDEN Services**  
Next-Generation Messaging, Next-Generation Voice/Data/Video/Multimedia, SmartPhone OS and Devices
- **NEC Development, Go-to-Market, PMO & Implementations for Carrier and Enterprise Networks**
- **Glenayre/IP-Unity Development, Go-to-Market, PMO & Implementations for Mobile and Fixed Line Service Providers/Operators**
- **Time Warner Cable Development & Implementations for Enterprise Customers**  
IP-Voice, WAN/MAN, Hosting Services
- **BT Global Services, KPN Mobile, Star Hub, Singtel, etc Implementations**

### **5. Implementation Plan**

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#### **5.1 Methodology**



<b>Methodology Phases</b>	<b>Methodology Process</b>
<b>1. Analyze</b>	Client Initiative, Client Business Processes, Client Offerings, Client Customers, Client Operations, Client Requirements
<b>2. Design</b>	Consulting Services-based Solutions
<b>3. Setup</b>	Delivery Planning, Resource Acquisition
<b>4. Deploy</b>	Delivery Management
<b>5. Goal Planning</b>	Across all engaged areas

### **5.2 Implementation Schedule**

<b>Schedule Timeframe</b>	<b>Milestone</b>
Week 1 (Upon Contract Signing and Retainer Paid)	Kick-off and Resource Allocation
Week 2-4	Setup Phase – Start Resourcing and Setup - Detailed Solution Planning, Design and Setup
Week 5 and Forward	Delivery Phase – Start Delivery with Resources Loaded

## **6. Pricing and Payment Terms**

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### **6.1 Pricing**

Item	Services	Global-i Resource Commitment	Fulfillment Role	Pricing (in USD)
1	Engineering Services	Quantity: One Consulting Resource	Radio Network Engineering Manager	
2	Engineering Services	Quantity: One Consulting Resource	Integration and Interoperability Test Manager	
3	Project Management Services	Quantity: One Consulting Resource	Technical Project Manager	
4	Commercial Related Services	Quantity: One Consulting Resource	Rollout Manager	
5	IT Services	Quantity: One Consulting Resource for O/BSS, IT Infrastructure and IT Operations	IT Services Manager	
	<b>Total</b>	<b>Quantity: Five Consulting Resources</b>		

## 6.2 Payment Terms and Schedule

Option 1: Straight Monthly Billing - Retainer plus Monthly Payment Schedule

Payment Terms	Payment Schedule
Retainer (20%)	At Contract Signing
Balance in 11 Equal Monthly Payments	On the 1 <sup>st</sup> day of every month after Contract Signing

Option 2: Time and Material Basis – Retainer plus Quarterly Payment Schedule

Payment Terms	Payment Schedule
Retainer (30%)	At Contract Signing
Balance in 3 Equal Quarterly Payments	On the 1 <sup>st</sup> day of every third month after Contract Signing

## 6.3 Guarantees

TBD

**6.4 Extension**

TBD

**6.5 Penalty**

TBD

**6.6 Approval**

**Approval**

If you are in agreement with this proposal, please sign and date below and return this page to Global-i by faxing to (484) 770-2917. This proposal is valid for 30 days

Sincerely,

**Accepted by Client:**

“Inverca Telecommunications”

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Signature

Dave Roy

By: \_\_\_\_\_

President

Title: \_\_\_\_\_

Global-i, Inc.

Inverca Telecommunications

Date : \_\_\_\_\_

Date: \_\_\_\_\_

**Upon Proposal Signing a Formal Agreement will be Need to be Accepted and Signed**