

EXECUTIVE OVERVIEW

For over 47 years, Telmar has provided products and services that help maintain and grow communications networks for service providers, OEMs, and enterprises around the world.

Telmar's wireless, wireline, data and enterprise solutions include multi-vendor repair, spare parts management, reverse logistics, legacy product enhancements, as well as certified pre-owned and new products. Our subsidiaries include Commnet Supply--a provider of turnkey wireless infrastructure equipment and services for Tier 2, Tier 3 and Tier 4 carriers--and TEL-NT which provides all Telmar products and services including multi-vendor repair at its world-class repair facilities in Valinhos, Brazil. This facility is the largest third-party repair operation in Latin America.

Headquartered in Plano, Texas, Telmar has facilities throughout the United States and Canada, in addition to Brazil, Argentina, Mexico, The United Kingdom, The Netherlands, Belgium, India, and Malaysia. Our facilities in North America, India, and Malaysia have achieved TL 9000 certification.

Global Network Solutions

Telmar provides product and service solutions to leading service providers, enterprises and OEMs around the globe. Our goal is to provide the services or products that can help our customers expand and maintain today's network equipment while generating savings that help facilitate continued investment in their communications network.

Our multi-vendor, multi-technology solutions have helped Telmar become a strategic partner and provider of turnkey services to many of the leading service providers, OEMs and enterprises around the world.

As telecommunications continues to evolve into a data- and services-driven industry, Telmar has continued to expand its portfolio of services and products for 3G and 4G wireless, data, optical transmission, Voice over IP (VoIP) and Unified Communications enterprise networks.

Services for All Technologies from Next-Gen to Legacy

As part of our Network Support Solutions, Telmar's network maintenance services help OEMs, service providers and enterprises maintain and grow their networks while saving CAPEX and OPEX.

Multi-vendor Repair

Telmar is the market leader in delivering multi-vendor, network-wide repair. Our diverse portfolio of repair capabilities includes over 70,000 SKUs of wireless, optical transmission, data, wireline, and enterprise and test equipment. Telmar's multi-vendor repair solutions help shorten the turnaround time and save money by having one partner for all network repair needs. All repairs are tested outbound to ensure quality and reliability, and come with at least a one-year warranty.

Spare Parts Management

Our spare parts management programs provide a quick and efficient way for service providers to find spares needed to maintain network reliability and performance plus reduce inventory carrying costs and spend on new equipment. Telmar's strategically located depots around the world facilitate rapid delivery of spare parts to carriers, while our Asset Recovery System tools allow us to conduct onsite audits of plug-in inventory.

Reverse Logistics and Warehousing

Telmar's inventory management services include our spare parts management program, collaborative planning, procurement and materials sourcing, traditional inventory management and warehousing services, and hub operations. These services are designed to streamline costs and optimize routing of materials. We also provide inbound/outbound materials management, merge in-transit services, optimal route and network selection services, transportation carrier selection and routing, tracking, trade compliance, and tariff issues.

Asset Disposition and Consignment

Telmar's customized asset disposition and consignment programs can help service providers and enterprises clear underutilized and excess assets off their books, and turn surplus inventory into working capital. Our proven excess asset evaluation system not only ensures fair market value but results in maximum returns. Our customized programs help service providers clear underutilized and excess assets off books, and turn surplus inventory of equipment into working capital.

Global Professional Services

As an experienced and trusted industry services provider, Telmar provides high-quality global service solutions for OEMs and service providers. Our service offerings are designed to support both single- and multi-vendor environments. Telmar's professional services include:

Multi-Vendor Engineering Services

We offer a variety of engineering and consultative services for service providers including:

- Installation/de-installation of equipment
- Rack and stack, and reconfiguration services
- Test stand development
- System configuration
- Research and development
- New product introduction
- Process improvement

24/7 Technical Support

Telmar provides critical technical assistance for our Extended Life product lines and non-Telmar products 24 hours a day, seven days a week from our fully dedicated lab space in Plano, Texas.

Onsite or Off-Site Training

Telmar offers courses for technicians and support personnel who perform daily operations and maintenance on Telmar's Extended Life products at our corporate training facility or onsite at the customer's location. Training is also available on non-Telmar products at the Plano, Texas CTAC lab.

Turnkey Wireless Services

Telmar's subsidiary, Commnet Supply, offers turnkey wireless network planning, build-to-suit construction services and network management for Tier 2 and Tier 3 wireless carriers. Services provided through Commnet Supply include:

- End-to-end delivery capabilities supporting: GSM, GPRS, EDGE, CDMA, 3G1x, EVDO Rev A, UMTS, HSDPA, HSUPA, 4G (LTE and WiMAX), FTTH design and implementation, etc.
- Decentralized tactical emergency response support
- State-of-the-art network management
- Global services Implementation
- Multi-vendor engineering, design and integration services
- Installation, test and commissioning
- Project and roll out management
- Operations and maintenance
- Site design and construction
- EF&I of wireless networks
- RF reengineering and optimization
- Disaster recovery

Product Solutions for Service Providers and Enterprises

While rapid technology evolution is costly, Telmar's Certified Pre-Owned products and Extended Life product family provides the cost-effective solution service providers and enterprises need to maintain and grow their networks. Telmar's products are set apart from other resellers' products because they:

- Cost 30 to 70% less than new products or from other resellers
- Have 99.999 + % reliability with lower downtime (0.0037 days/5.26 minutes)
- Are fully inspected and tested both in-bound and out-bound
- Feature a unique warranty tracking label which helps customers manage their inventory and speeds up any inquiries through Telmar's customer service
- Are sold with at least a one-year warranty

Telmar's Certified Pre-Owned products have been fully inspected and tested on functional repair systems to OEM specifications, and must pass an out-bound quality check before shipping out of inventory. All Certified Pre-Owned products are sold with at least a one-year warranty, and have a warranty-trackable barcode label.

As an OEM, Telmar has acquired and owns 23 products lines which we sustain through continued manufacturing, custom R&D initiatives for feature development or increased functionality, software and hardware upgrades, and long-term technical support services available 24/7.

Telmar or its subsidiary Commnet Supply are a Value-Added Reseller (VAR) of Nokia Siemens Networks (NSN) wireless GSM equipment, Alcatel-Lucent (ALU) wireline and radio equipment, Starent Networks' IP-based wireless core equipment, Bridgewater Systems' IP-based wireless core equipment and Avaya enterprise solutions.

What Sets Telmar Apart

In addition to our 47 years of service to our global communications customers, what sets Telmar apart from our competitors is our multi-vendor repair capabilities; quick and reliable turnaround time for repairs, spares and other services; commitment to quality in our products and services; advisory board comprised of communications industry visionaries; strong financial backing; and environmental responsibility regarding reuse and recycling.

One Partner, Multi-Vendor Repair Capabilities

Telmar allows our customers to have one partner for all of their repair service by delivering multi-vendor, network-wide repair for over 70,000 SKUs of wireless, optical transmission, data, wireline, and enterprise and test equipment. Not only can service providers, OEMs and enterprises save money, but they can speed up the repair turnaround time. All repairs completed by our OEM-certified engineers are inspected out-bound to ensure the product's quality and reliability.

Service Delivery

Telmar is committed to the quickest service delivery through our multi-vendor repair and spare parts management programs. We understand how critical it is to keep networks operating without interruption to service and that's why Telmar offers the industry's quickest turnaround time for repairs and transportation of spares. If you need your repair quicker, we offer one-day advance replacement through our Certified Pre-Owned inventory. Telmar's unbeatable turnaround of all of our services and products ensures our customers never have to worry about the quality and speed of their services provided to end users.

Commitment to Quality

An active member of QuEST Forum, Telmar is committed to upholding the highest standards of quality in the products and services we deliver and is the only provider registered and certified to both TL 9000 procurement and repair services standards. Telmar is also one of the few providers of pre-owned solutions registered to the TL 9000 procurement standard. Our facilities in North America, India, and Malaysia have achieved TL 9000 certification, while Telmar's facilities in Solihull, The United Kingdom; Eindhoven, The Netherlands; and Antwerp, Belgium, are ISO9001:2008 certified.

Advisory Board

Our Executive Advisory Board of esteemed industry visionaries advises the company in strategic and tactical growth initiatives and activities. Telmar's Advisory Board is led by Lawrence Babbio, former vice chairman and president of Verizon Communications, current senior advisor at Warburg Pincus, chairman of the Board of Trustees of Stevens Institute of Technology and member of several boards including ARAMARK, Hewlett Packard, the Wallace Foundations and the New York Botanical Garden. The Advisory Board also includes Hubert de Pesquidoux, former chief financial officer and former president of Alcatel-Lucent and current Chairman of Tekelec's Board of Directors; Krish Prabhu, former president and chief executive officer at Tellabs, former chief operating officer at Alcatel USA, member of the Board of Visitors, School of Engineering, University of Pittsburgh, and lifetime member of the Development Board of the University of Texas at Dallas; and Stephen G. Welch, president at Value Propositions, LLC, senior vice president of business development at ASSIA, Inc., member of Accenture's Executive Advisory Board, executive advisor to the Board of Directors of QuEST Forum, and former chief procurement officer at AT&T.

Strong Financial Backing

Telmar has strong financial backing as a platform company of Warburg Pincus, one of the world's largest and most experienced private equity firms with more than \$35 billion under management. Technology and telecommunications companies currently in Warburg Pincus' portfolio include Telcordia, FiberNet, MACH, Integra, Ziggo, WSC and Aicent. Communications companies previously in their portfolio were Avaya, bharrb, Covad, NetStar and LCI.

Environmental Responsibility

As a leader in multi-vendor repair, spare parts management, and Certified Pre-Owned products, Telmar solutions help communications companies meet their environmental initiatives for reuse and recycling.