

# TELMAR NETWORK TECHNOLOGY TRUSTED CO-SOURCING PARTNER

Today's economy has every organization focused on cost savings, and many have turned to outsourcing. But, why outsource? By outsourcing key activities, an Original Equipment Manufacturer (OEM) or Network Service Provider (NSP) can:

- Improve your focus on innovating the next generation of product or service
- Drive cost savings by optimizing operational expenses (OPEX) and cash flow
- Leverage outside expertise in specific functions (IT tools, Spare Parts Management, Inventory Management, 7 x 24 Technical Support, EF&I)

## TURN TO TELMAR

Turn to Telmar as your trusted co-sourcing partner. As your partner, together we can combine our strengths while leveraging our capabilities and infrastructure. Telmar's incentives are closely aligned with the OEMs or NSPs, focused on reducing transitions through end-to-end management of aftermarket services, and converting fixed costs to variable costs helping drive overall EBITDA growth.

Why partner with Telmar? We offer to each of our partners:

- A unique and broad set of capabilities
- Proven performance and decade of experience managing aftermarket services and co-sourcing programs
- A global scale solution with volume benefits

## ELEMENTS OF SUCCESS

No matter if the OEM or NSP has a worldwide presence, or provides services for certain regions, Telmar's co-sourcing partnership focuses on the optimization of product life cycle service while reducing cost. Our co-sourcing programs allow the OEM or NSPs' back office to function in Telmar's front office, no matter how widespread their service base is or where they're located. Our in-depth experience and wide range of capabilities spells nothing but SUCCESS when outsourcing your activities to Telmar.

TELMAR CAPABILITY	PARTNER BENEFIT
UNDERSTANDING ROLES & RESPONSIBILITIES	Processes allow for smooth transition and little customer disruption
INFRASTRUCTURE & GLOBAL PRESENCE	F/R logistics are simplified with all processes under "one shop"
IT TOOLS & SYSTEM MANAGEMENT	Back office power and professional integration
PLANNING & PROCESS DEVELOPMENT	Path to future MOP incorporates current and future needs
CREATING GLOBAL SOLUTIONS	Integrated programs simplify and ease logistical burdens
IMPLEMENTATION EXPERIENCE	Quick and seamless transition and ramp up of programs

*An OEM or NSPs' back office can function in Telmar's front office...globally.*

### Corporate Headquarters

901 Jupiter Road  
Plano, TX 75074

O: 972.836.0400  
F: 972.836.0430

### Additional Locations Throughout

North America, EMEA,  
Latin America and ASIA

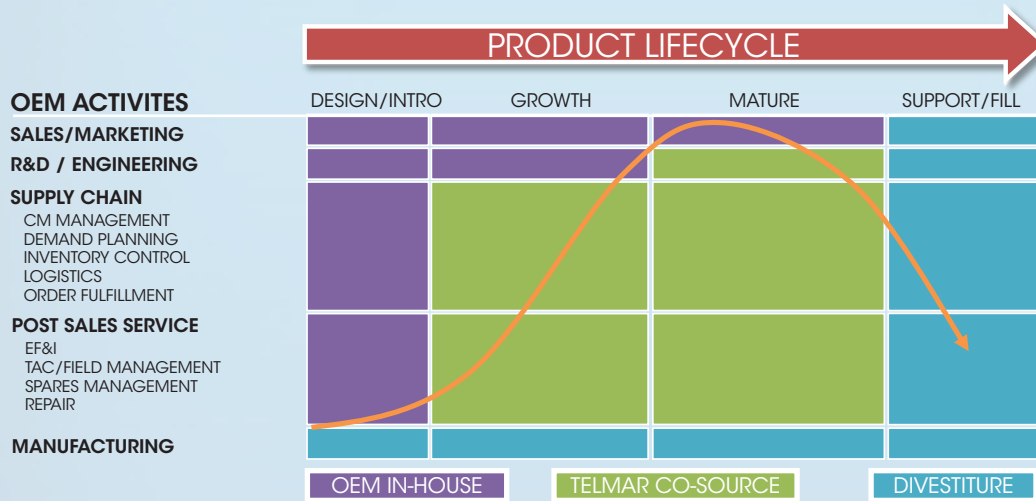
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## STRATEGIC CO-SOURCING MODEL: EVOLUTION OF OEMs

Telmar is uniquely positioned to support OEM outsourcing activity early in the product life cycle. After a product is designed and launched, Telmar can help an OEM during the growth and maturity periods with Supply chain, post sales service and R&D/Engineering services. Telmar will support the OEM globally with well-defined service level agreements, while the OEM focuses on driving the top line and developing industry-leading products. Once the product has matured and it becomes too cost prohibitive for the OEM to continue to support the product, Telmar offers divestiture solutions allowing the OEM to focus on the development of newer technologies and network solutions.

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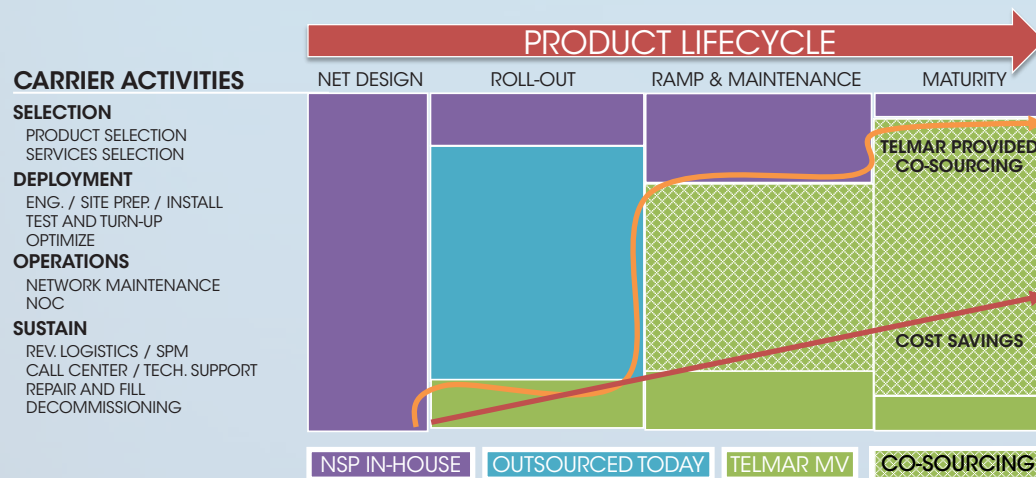
## STRATEGIC CO-SOURCING MODEL: ELEMENTS OF SUCCESS FOR NSPs

Telmar's co-sourcing model allows NSPs and enterprise customers to maximize their financial results by reducing overall network costs. As a trusted co-sourcing partner, Telmar offers NSPs a unique royalty model, allowing them to focus on network design, rollout of service solutions, network ramp up and maintenance, through network maturity. From roll-out to maturity, Telmar's unique and broad set of capabilities, proven performance, and global presence will help the NSP or enterprise efficiently and cost effectively manage their network, and use those savings to invest in their network's future.

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Telmar Network Technology is a member of the QUeST Forum, an organization formed and dedicated to fostering quality and reliability in the telecommunications industry.  
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