

***“Design, Procurement, Integration,
Testing and Implementation of High
Performance Corporate
Telecom Network Solutions”***

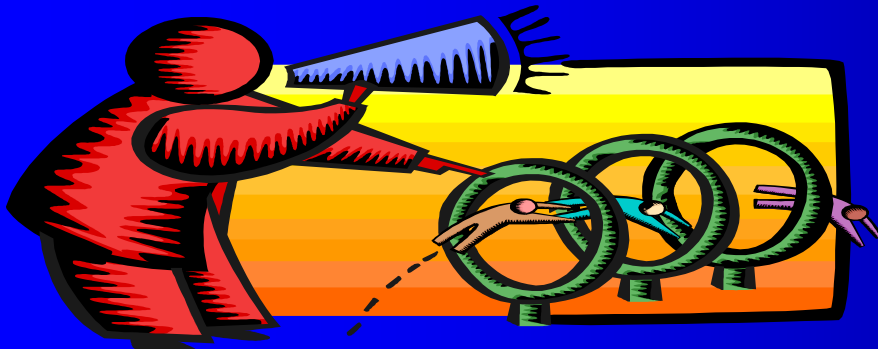
Factors of the Engagement

- Defining and communicating the goals
- Assigning, aligning and leading the team
- Providing effective motivation and mentoring
- Measuring performance and progress

Avoiding Common Mistakes

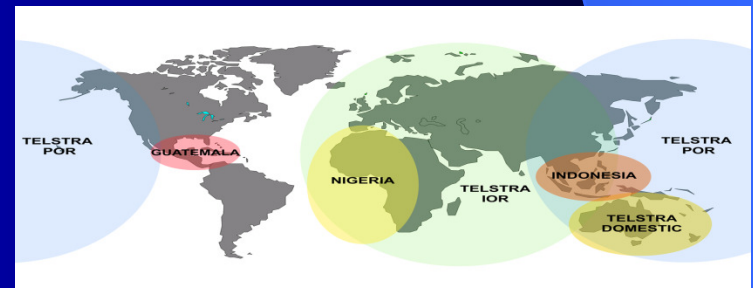
Some common project “phases” to be usually avoided:

- *Enthusiasm*
- *Disillusionment*
- *Panic*
- *Search for the Guilty*
- *Punishment of the Innocent*
- *Praise and Honors for the Non-participants*



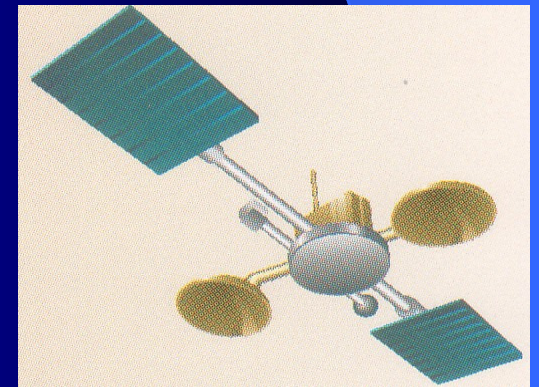
Specific Customer Scenario

- **The Customer:** A National Teleport, owned and operated by the Ministry of Internal Affairs and a mobile telecom operator
- **The Project:** Designing and provisioning of a corporate satellite VSAT telecom network
- **Approach:** A proven proprietary satellite Telecom technology based on Very Small Aperture Terminals (VSAT):
 - networks are operational in many countries in Asia, Pacific, Central America, Europe, Africa
 - many years of demonstrated networks' high reliability and low-cost service



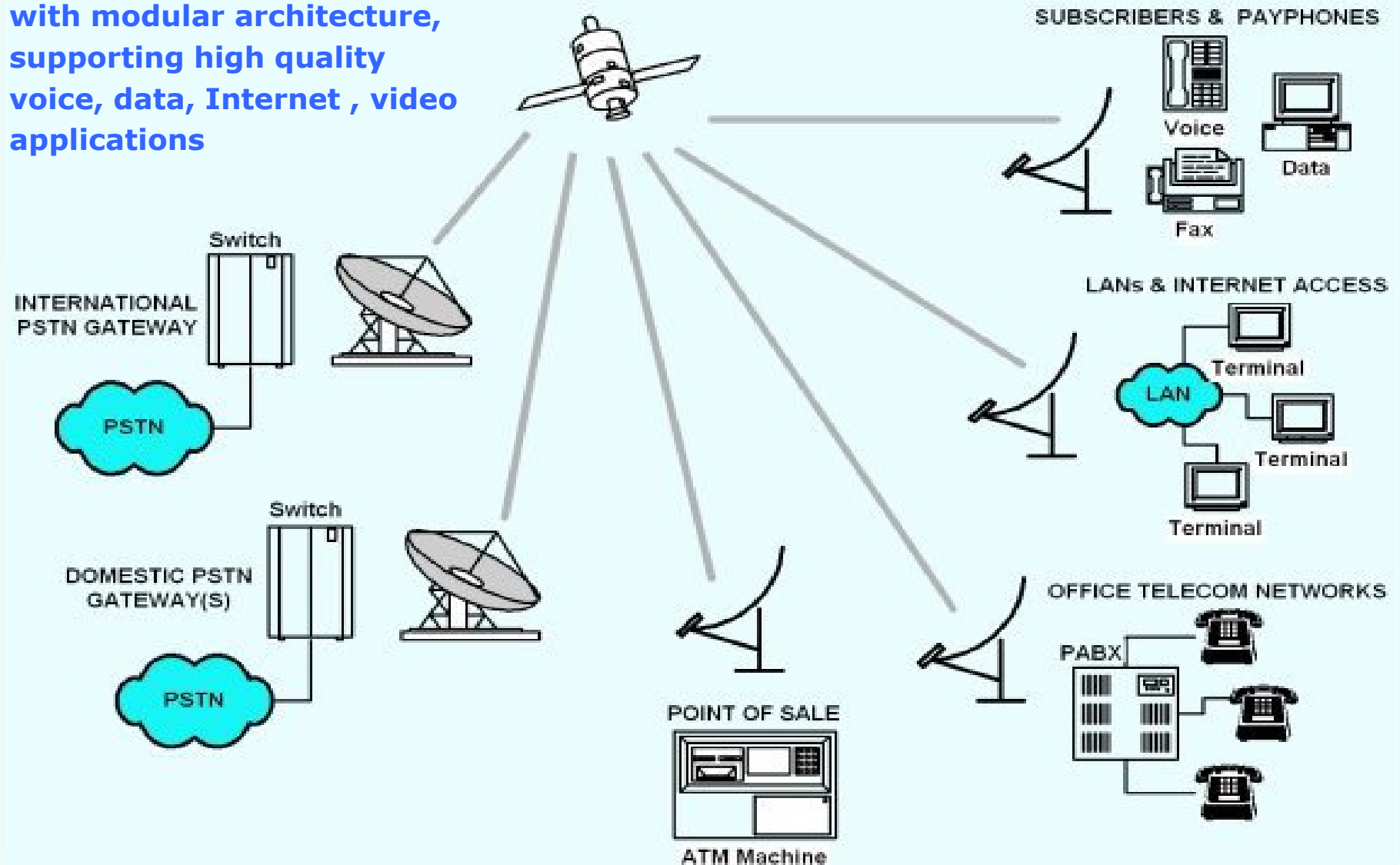
Proven Technology

- **Solution:** a leading edge DAMA satellite telecom technology:
 - world-class, full-featured, and sophisticated multimedia networks
 - modular, flexible architecture
 - ITU-T carrier-quality voice, data, Internet , video applications
- **DAMA** - satellite operates like a “switchboard in the sky”:
 - increased capacity
 - reduced circuit cost through resource sharing
 - bandwidth and other network resources are pooled and assigned only on demand
- **Implementations:**
 - major PSTN carrier networks
 - corporate, government, private networks

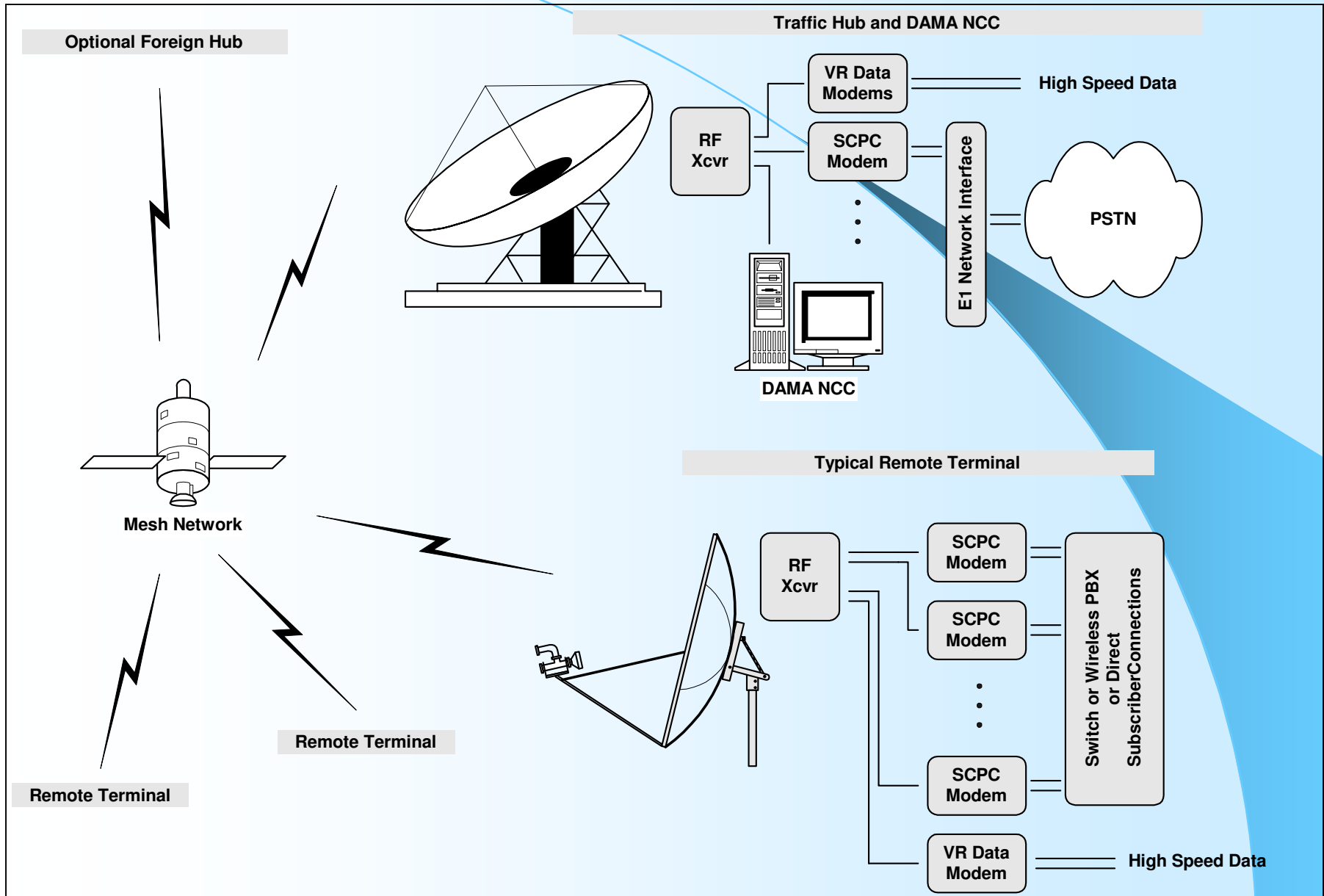


Designing the Best

World-class multimedia network
with modular architecture,
supporting high quality
voice, data, Internet, video
applications



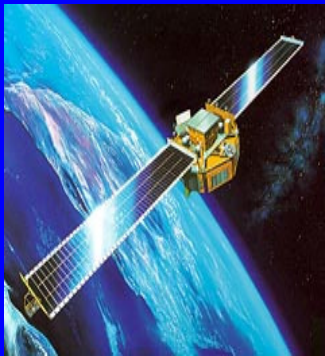
Customizing Complex Architecture



Complex Scope of Work

■ *The Project Scope:*

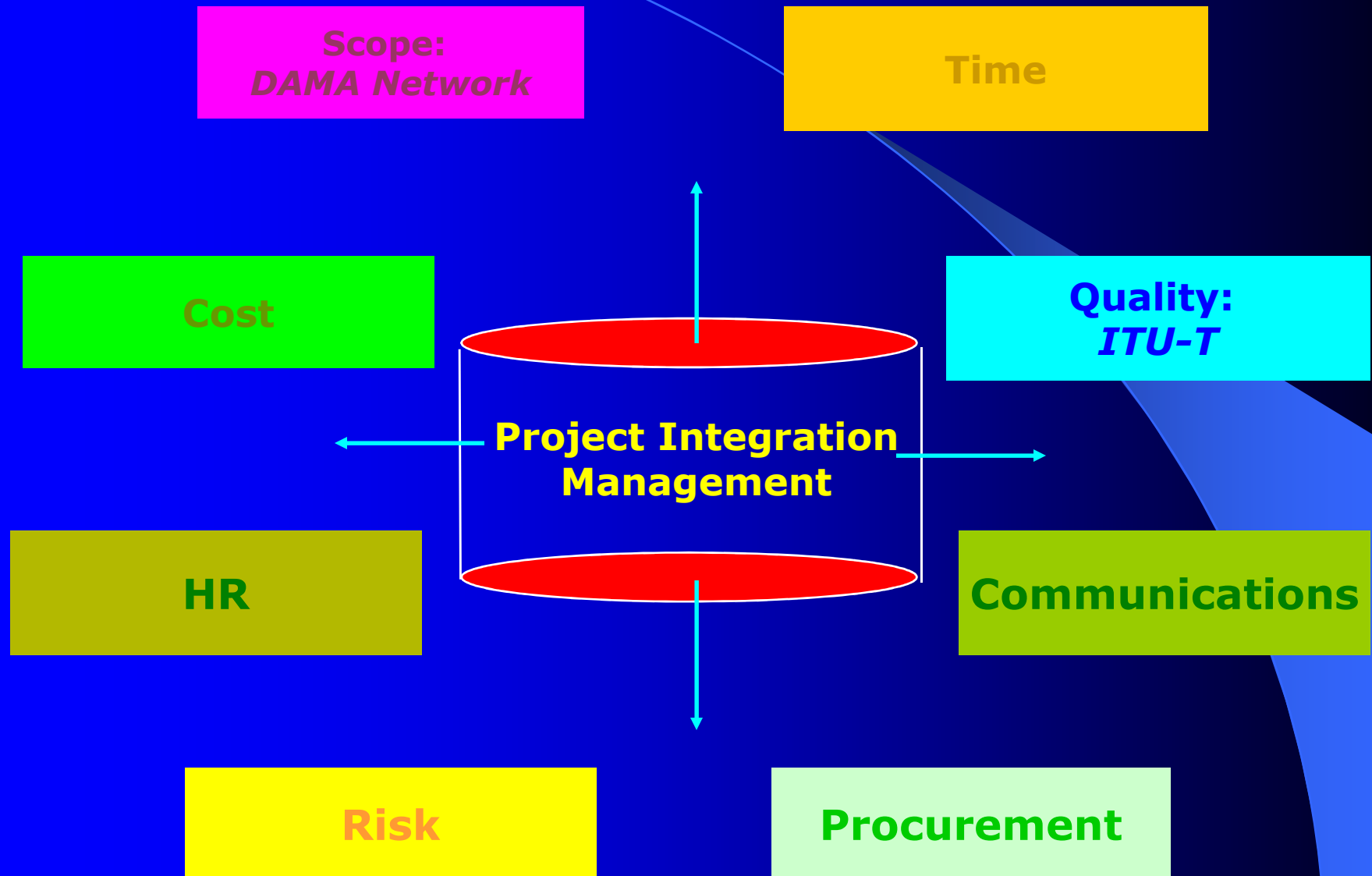
- analysis of the customer's corporate Telecom and IT infrastructure and assessment of the network expansion
- designing of the country-wide satellite network architecture
- selection, design, production and acquisition of the network equipment and software
- system integration, testing, installation and commissioning, including:



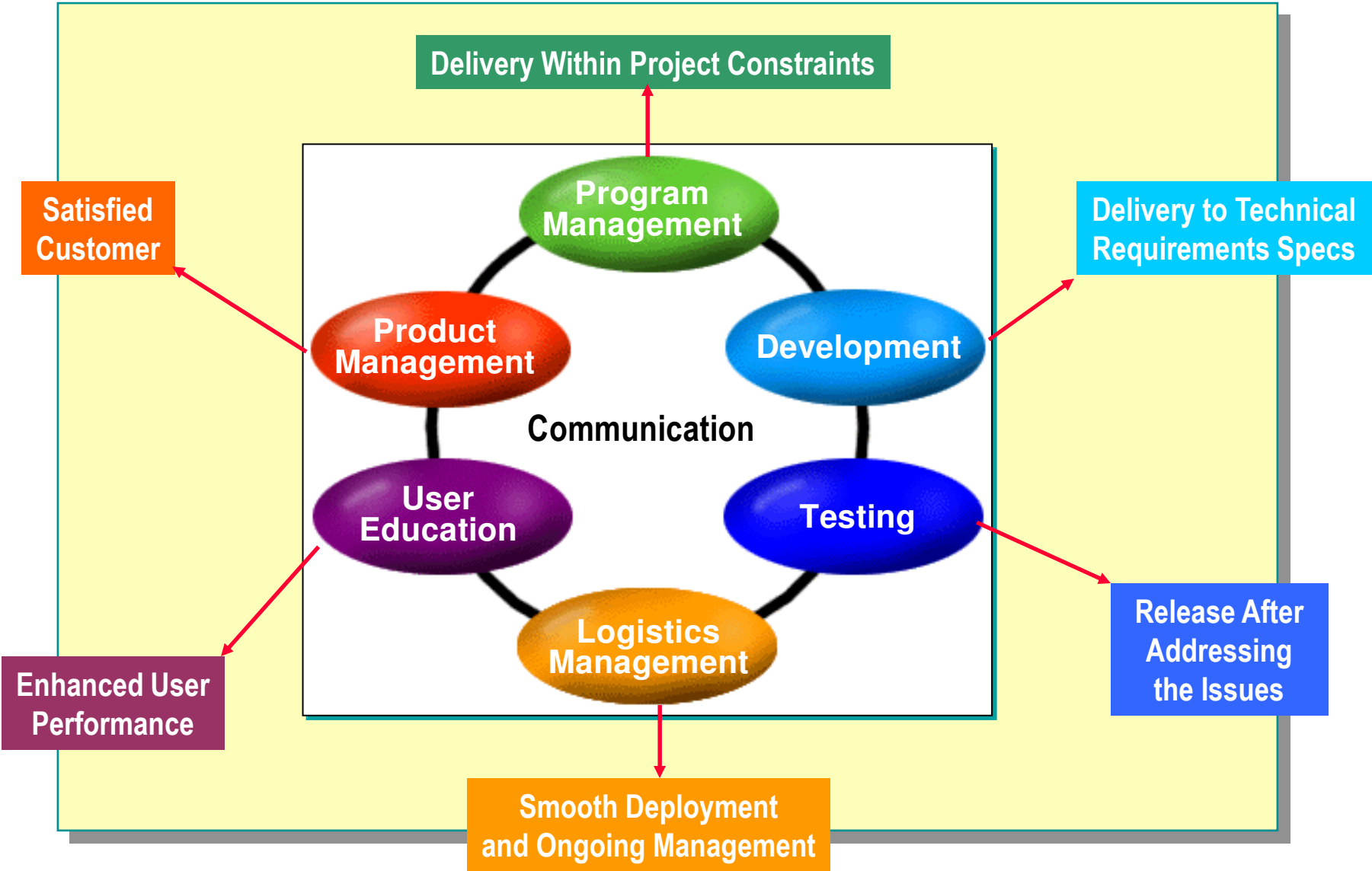
- ✓ DAMA Network Management Center / Hub System
- ✓ Remote VSATs grouped in X sub-networks, covering remote locations throughout the country
- ✓ DAMA satellite modems, variable rate data modems, converters, routers, RF transceivers, antennas, etc.

- customer training and technical support

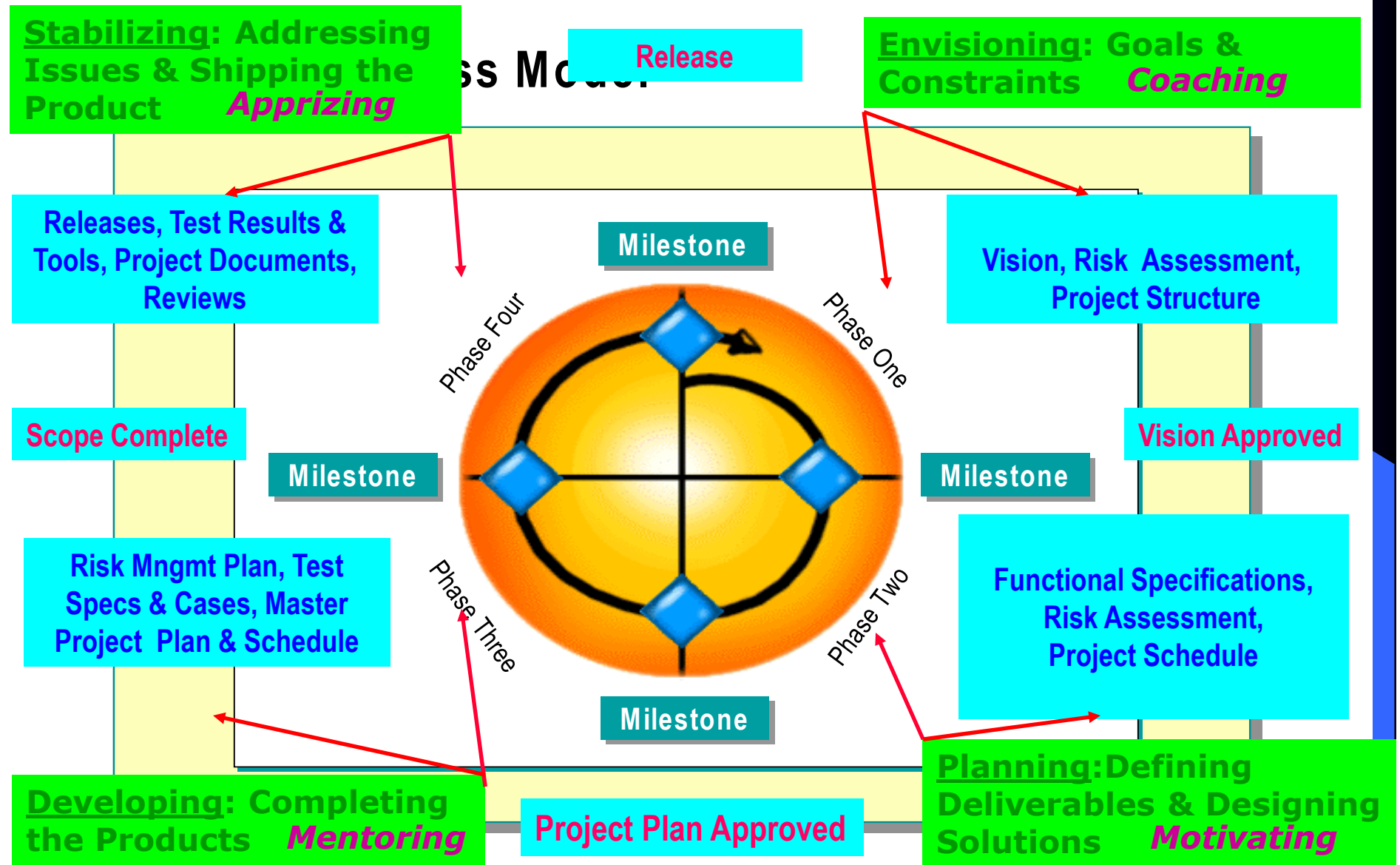
Project Management Areas Covered



Project Management - Functional Model Used



Project Life Cycle Executed



Customized Project Information Management System Implemented

