

## **Network Integration**

More than a service model, the Network Integration Services suite is the fusion of Service Provider expertise, business case analysis, a proven methodology and technology solutions with an end-to-end service offering that helps Service Providers plan, design, implement and certify their networks.

Divided into four individual strategic and technology plans, our solutions are designed to provide you with a vision and a long-term plan to support and optimize your business through technology.

In fact, our proposal begins by clearly defining the business problem to be solved. That desired end-result becomes the unifying goal of each key element of the integrated Italtel process. The key elements are several, as deepened in succession.

### **Customer Business Case**

In this suite of services, Italtel Consultants will work with the Customer to analyze, create and understand one or more business models and business cases for the desired services. The Customer will then be able to choose the most suitable Network Solution.

### **Technology Customer Solution Plan & Design**

The individual technologies needed to provide a given Customer Solution. A wide array of ever-evolving technologies contributes to these solutions, which represent our core technical skill-set. This technical expertise is what allows Italtel to speak from experience, not just recommend business solutions, but implement them as well.

### **Technology Customer Solution Certification**

Italtel is the major Italian Cisco Gold Partner. With unparalleled technical knowledge, thousands of square metres of specialised and unrivalled test plant resources, and hundreds of highly qualified and certified experts and technicians, Italtel can offer the best Italian environment for testing and certification of customer solutions.

## **Technology Customer Solution Implementation**

The Italtel Solution Implementation process is supported by consolidated methodologies which enable the overall design to be carried out under a common vision. This approach provides: best equipment installation procedures, optimization of configuration, and best integration between network equipment. The network solution is implemented following a project plan specifically created by our integrated technical and management teams to optimise the entire implementation process.

## **IP Communications**

IP Communications is a fact. Today, applications are IP-native. Services are thought and designed over IP and Web-based. Network infrastructures are migrating from many parallel technologies to few technology unified by a single common layer: IP. All traditional voice, video and data services are now available in native IP flavors and all the gateway functions necessary to both manage the migration and assure investment protection are completely tested and integrated by Italtel.

## **Broadband Access**

Italtel's long-term experience in IP data and voice network integration guarantees the most reliable support in designing, deploying and maintaining new packet-based broadband access architectures. Whether you decide to go for wired or wireless access, Italtel can provide you with innovative and cost-effective solutions that meet your expectations and customer demands.

## **Business Voice Solution**

Italtel Business Voice Solution is a comprehensive system of enterprise-class solutions-including IP telephony, unified communications, IP audio-video conferencing and contact center-that facilitates more engaging and efficient interaction amongst employees, partners and customers, and provides the foundation for a collaborative workforce.

## Customer Business Case

In this suite of services, Italtel consultants will work with the Customer to analyze and create one or more business models for the desired services, as well as the corresponding business cases.

Italtel support aims to obtain a full understanding of business models and business cases for the opportunity. The final result of this activity is a proposal of network services and solutions, including a general network topology and the necessary technologies to support it.

On the basis of this proposal, the Customer will be able to decide whether or not to invest in the intended services or solutions and, if investment is considered, when to invest, based on economical and technical considerations.

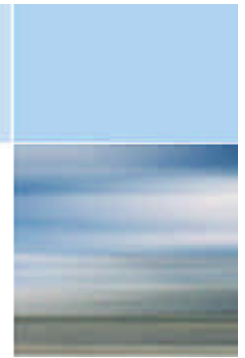
Typically, Italtel consultants will analyze the following Customer data for creating the business case:

1. The number of estimated subscribers interested in the new services;
2. Their estimated growth during the period of time analysed by the business case;
3. Relative percentage of "business" and "residential" customers;
4. An estimate for the same data during the period of time covered by the business case;
5. Current traffic density (Erlangs / Millions of Minutes) and its expected growth during the period of time analysed by the business case;
6. What type of transport network – if any – is owned by the Customer and its capacity, or, what are the typical monthly costs for leased lines;
7. Operation and maintenance yearly costs;
8. Average duration of a phone call in the analysed country.

## Main Benefits

The main benefits to Service Providers will be:

1. Analysis of current and future business needs
2. Creation of a business model for the intended services and/or network solutions
3. Creation of a business case including expected investment/payback/revenues
4. Identification of the most suitable network solution, among several possible
5. Description of the most suitable network solutions to achieve the desired business targets
6. Provide the Customer with general technical guidelines for the implementation of the intended services and/or network solutions



## Technology Customer Solution Design

### Overview

If you need a leading edge solution to solve technological issues affecting your network, if you need to temporarily strengthen your network integration efforts or permanently support your network adventure, if you want to enjoy cutting-edge technical solutions without spending a lot of time in research and working groups...

...Italtel possesses the knowledge, the technology and the demonstrated experience both to provide support or to offer a complete end-to-end service and solve any network integration issue.

Starting from the design phase, if required, Italtel can work through the entire implementation process with a range of targeted Service Components, including:

- Existing Network Analysis
- Network Architecture Assessment
- Network Performance Assessment
- Security Assessment
- Network Development Design and Architectural Solution Definition
- Standards Compliance Analysis
- Network Infrastructure
- Migration Plans Definition

Italtel supports a wide range of specific solutions and technologies, including:

- IP Convergence
- IP Telephony
- Virtual Private Network (VPN)
- ATM
- SDH Infrastructure
- Optical Infrastructure
- Wireless LAN
- Content Delivery Network
- IP Contact Center
- Class4 and Class5 VoIP Integration Solutions
- IP Streaming
- IP Video communication
- MPLS

Italtel can provide a detailed design in terms of HW, SW and features configuration. The solution can be activated either in-field or in-lab for testing and certification. By designing, planning and testing their business ideas, Italtel can save its customers time and money.

With Italtel support, the business ideas of our customers can be ready on time and on budget. Our services allow our customers to focus on their core business, without having to divert efforts on network infrastructures and service debugging, thus reducing the intrinsic risks of complex solution implementations.

## Technology Customer Solution Certification

### Overview

If you need to test your network solution under all kinds of conditions, but don't want to waste huge efforts in instruments, lab sites, skills and human resources, Italtel can provide a dedicated or shared Test Plan Activity.

If you want to be sure that a new service works as planned, before your customers have to pay for it, we can provide you with Feature Certification testing.

If you want to benefit from a test plant permanently aligned to your network, able to reproduce network issues and test network development, but you want to concentrate on core business first of all, Italtel can build and manage a dedicated test plant in our sites. In the context of pre-sales activities, Italtel can also provide certification testing support for your innovative solutions (Early Lab Trial testing).

Italtel possesses the knowledge, the technology and the demonstrated experience both to support you in your network and service certification activities, and to offer you a complete end-to-end certification solution.

Italtel can provide you with a temporary or permanent lab copy of your field environment, supporting critical network phases and service activation procedures, and create a safe environment where anomalies can be reproduced and adequately investigated, drawing, if required, from the expertise of our Technological Partners like Cisco Systems.

Italtel can offer you a wide range of testing activities: functional, load, protocol, physical level, soak and stability. Italtel allows you to save time and money by focusing on your core business without diverting efforts on networking infrastructure, testing activities, service verification, etc.

With our Early Lab Trial testing activity, Italtel offer you tested solutions with new features and new hardware, even before the official vendor announcement, thus significantly shorten time-to-market.

## Technology Customer Solution Implementation

Italtel has a vast experience in the implementation of complex telecommunications networks in multi-vendor and multi-technology environments. Every Italtel network implementation process is supported by consolidated methodologies which enable the overall design to be carried out under a common vision and obtain best equipment installation procedures, optimization of configuration, and best integration between network equipment.

The network solution is implemented following a project plan specifically designed by our integrated technical and management teams, to optimize the entire implementation process.

Typically, the services included in this phase of the process are:

1. Solution Implementation Guidelines Definition
2. Site Requirement Specifications
3. Site Surveys
4. Network Implementation Plans
5. Network Equipment Installation & Commissioning
6. Network Ready-for-Use Tests
7. Program and Project Management

Our integrated approach mitigates risks that may delay equipment installation, network testing and introduction of new services.

Optionally, in the context of our ICT Facility Creation suite of services, we can carry out all required site remedial or preparation works, such as energy, air-conditioning, safety, cabling, site preparation, etc., and coordinate these works with network implementation activities