



BlasCom IT

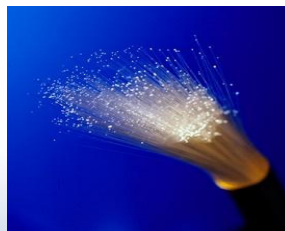
IT & TELECOM STRATEGY



TELCO Advanced Services

Mobile and fixed network operators

Thanks to our expertise in technologies and business processes



Summary

1. **The reasons of our services offer**
2. **The importance of a technical assistance adjustable and available**
3. **Outsourcing and Externalisation benefits**
4. **Technological perimeter**
5. **The common interest of a partnership combining expertise and flexibility**
6. **Contact**

1.The reasons of our services offer

Our finding

- The telecommunications industry is one of the most dynamic and volatile industries in the world, fueled by a combination of de-regulation ,consolidation and the emergence of a relatively new Asian competition among the suppliers.

In this highly competitive market where telecom operators and manufacturers do not stop developing their products and offers, in order to keep their financial margins and to obtain good financial results; **BlasCom IT** provides you all its expertise of « **Network Operations** » to outsource all or part of this important expenditure, to proceed to an outsourcing ensuring flexibility but also maintaining responsiveness and technicality.

Our expertise perimeter

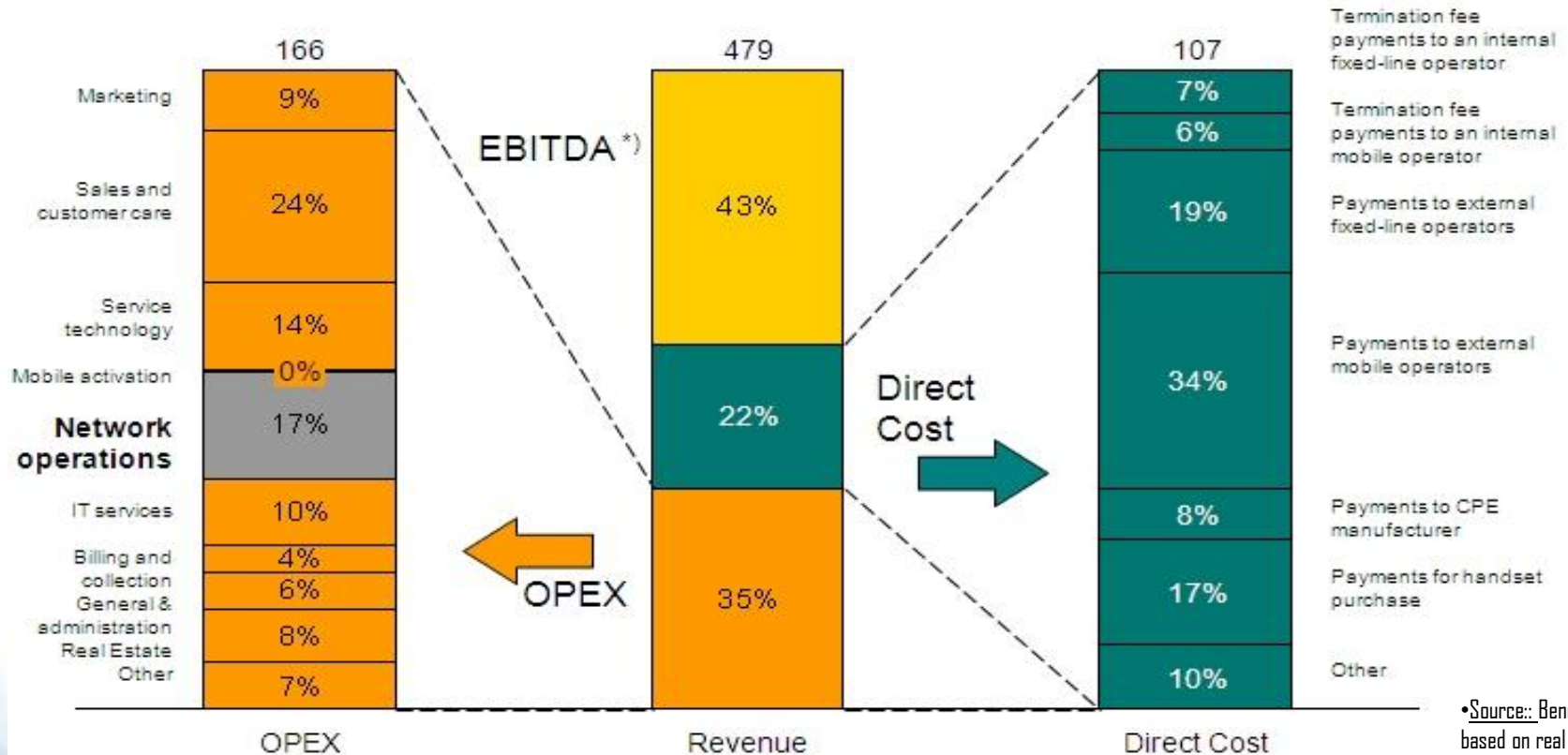
- **BlasCom IT** intervenes at level of telecommunication networks infrastructure and associated IP services, for carriers (land and wireless networks), and manufacturers.

The outsourcing segmentation

- **NETWORK ENGINEERING**
- **VAS Services : Strategy, definition, implementation**
E-Health, E-Learning, E-Commerce, Energy
- **PROJECTS MANAGEMENT**
- **INSTALLATION – CABLING – EQUIPMENTS COMMISSIONING**
- **NETWORK EVALUATE PERFORMANCE and MEASURE**
- **NETWORK ADMINISTRATION, MANAGEMENT and MONITORING**
- **NETWORK MAINTENANCE and EVOLUTION**

2. The importance of a technical assistance adjustable and available

According to a recent study* carried out on the various expense items within more than 50 operators at worldwide level, it is interesting to notice the following distribution:



*Source: Benchmarking based on real Operator data

Why not optimize the OPEX « Network Operations » through a flexible externalisation highly technical ?

3. Outsourcing and externalisation benefits

Profits awarded to a successful “network operations” outsourcing are important :

- Cost reduction of the outsourced activity
- Performance improvement of the outsourced activity
- Reorientation around the core business
- «On Demand» Management improvement of the outsourced activity

It is in this context, that BlasCom IT suggests you to be accompanied by proposing you, after a cost-profit analysis, a technical support and expertise assistance allowing an optimized implementation of this externalisation

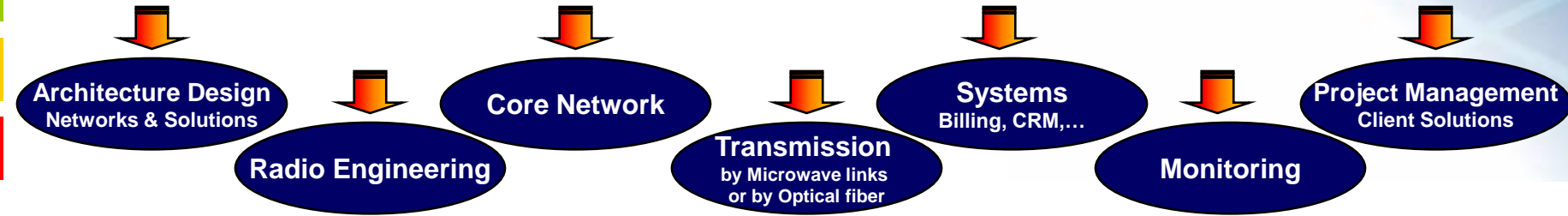
We supply an outsourcing by segment or for all segments while maintaining and improving a service's quality defined by a contractual introduction of SLA* and PKI* between you and us.

We determine and anticipate the necessary adjustments by proposing you various conditionals options linked to the basic services offer.

We define technical and functional assumptions in order to accompany you on the long term.

**Expertise, Savings, Productivity Gains, Flexibility,
Skills Transfer, Fidelity and Transparency**

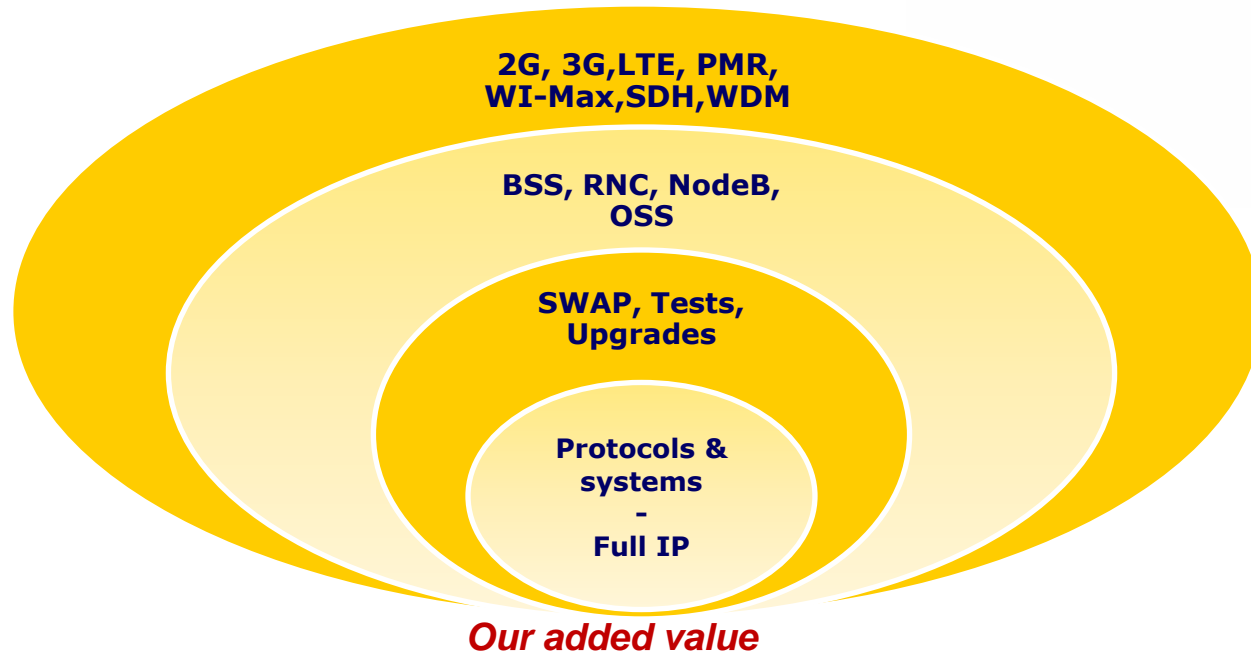
4. Technological perimeter



Our mastery of multiple-access technologies (2/3/4 G, xDSL, WI-FI...), IP, Core network (NSS, PSS...) and Transmission (xWDM, Radio Links...) is a crucial factor for the success of an effective externalisation.

4. Technological perimeter

2/2



We are focused on technological expertise which represent the entrance point of any externalisation success, and specially in high-tech fields which are telecommunications.

We develop and reinforce our competences permanently, in order to offer a large range of services to accompany you on all network operations.

Our objectives

To understand your needs and to match it with our production engineers teams, to inform you of new solutions available on the telco market, to formalize procedures and to proceed, if necessary, for operators, to a skills transfer.

5.A partnership combining expertise and flexibility

For a sustainable relation in win-win project mode.....

- You are operator or telecom manufacturer,
- You put result's engagement of at the heart of your concerns,
- You seek a partner that we can rely on, with a high level of telecom technologies know-how,

BlasCom IT accompanies you in France and at world level, through a broad range of services, declined on all TELCO technologies currently covered.

Télécoms
QoS IP Operateurs
Disponibilité Réseaux
Innovation
Rigueur
Equipementiers

*Testbeds and E2E integration,
Core Network (CS, PS, SDM),
Transmission (backhaul,
backbone, IP/PMLS...),
RAN (swap, rollout, optimisation
– 2G, 3G), IN, VAS,
IT Transformation,
Power systems,
NOC and centralized monitoring
Maintenance and services
support .*



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IT & TELECOM STRATEGY

27 rue du Président Édouard Herriot
69002 LYON – FRANCE

Tel : +33(0)4 27 50 10 55 - Fax : +33 (0)4 78 28 39 33

Email : blascom@blascom.com



BlasCom IT is a company participating in the 'Global compact Local Network' charter of the United Nations, to make a commitment in favor of practices, among others, of development and distribution of environment-friendly technologies.

BlasCom IT has also been incorporated into the DCICC: Dynamic Coalition on Internet and Climate Change, depending on the International Telecommunication Union (ITU) and counting 51 companies and/or authorities at world level.

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