Pöyry Telecom Ltd

COMPANY PRESENTATION

March 2011

Pöyry Telecom – Company Profile

Pöyry Telecom

- Pöyry Telecom is a part of Pöyry group. Pöyry Telecom is an operator, supplier and technology independent telecommunications consulting and engineering company, with over 15 years of international experience.
- Pöyry Telecom has proven know-how especially in projects related to different public, authority and corporate telecom networks and services.

Pöyry Group

- Pöyry (www.poyry.com) is a global consulting and engineering company dedicated to balanced sustainability. We offer our clients integrated management consulting, total solutions for complex projects and efficient, best-in-class design and supervision. Our in-depth expertise extends to the fields of energy, industry, urban & mobility and water & environment.
- Pöyry has 7000 experts operating in about 50 countries, locally and globally. Pöyry has project experience in more than 100 countries and executes 17 000 projects annually. Pöyry's net sales in 2009 was EUR 674 million. Pöyry is listed on the NASDAQ OMX Helsinki Finland since 1997.

Pöyry Telecom – Pöyry's Expertise in TETRA and ICT

- Pöyry Telecom – Excellence in consulting, planning and engineering services
  - Specialising in telecommunications and IT business and technology
  - Services from management consulting to engineering combining business and technology competencies
- Consulting services
  - Consulting assignments range e.g. from strategy development to comprehensive performance improvement programmes.
  - Market and technology studies e.g. trends, regulatory issues, price and cost developments and cost / benefit estimates.
- Network engineering and planning
  - Operator and corporate network planning and optimisation.
  - Design and configuration of mission critical networks for utilities and industrial plants.
- Project management and supervision
  - Heading steering groups, managing projects and providing resources for projects.
  - Supervision tasks range e.g. from complex turnkey projects to individual implementation tasks.

Pöyry Telecom – Complete Service Portfolio for PMR/TETRA, ICT, Command & Control, Public Safety Networks and Organisations

Strategic development
- PMR/ICT/Public Safety Organisations/Networks strategy: definition, organisation, governance, services, advisory
- Business modelling: business models, business cases, scenarios, risks

Business and technology studies
- Industry foresight, trends and future studies
- Investment analysis: cash flow, due diligence
- Technology analysis and roadmaps
- Market studies: telecom, media, IT
- Regulatory analysis

Network strategy
- Technology strategy
- Architecture specifications: business needs, reliability, documentation planning, disaster recovery, flexibility
- Standards and policy

Network engineering
- Network planning and optimisation: e.g. GSM/GPRS/UMTS, TETRA, WLAN, LAN, WAN, Fibre Optics, Microwave radio links, proprietary networks
- Security planning

Detailed network design
- Documentation
- Physical and logical network design
- Addressing planning
- Installation documentation and drawings
- Device configurations

Project and roll-out planning
- Project and action planning
- Roll-out planning
- Transition and migration planning
- Project scheduling
- Resource planning

Procurement
- Procurement planning and strategy: contract portfolio management, contract optimisation
- Procurement scoping
- Public procurement process
- RFP dossier: technical specifications, SLAs, commercial terms, evaluation criteria
- Negotiations, supplier comparisons and selection
- Contract documents

Project management
- Project management
- Programme co-ordination
- Steering group work
- Risk management

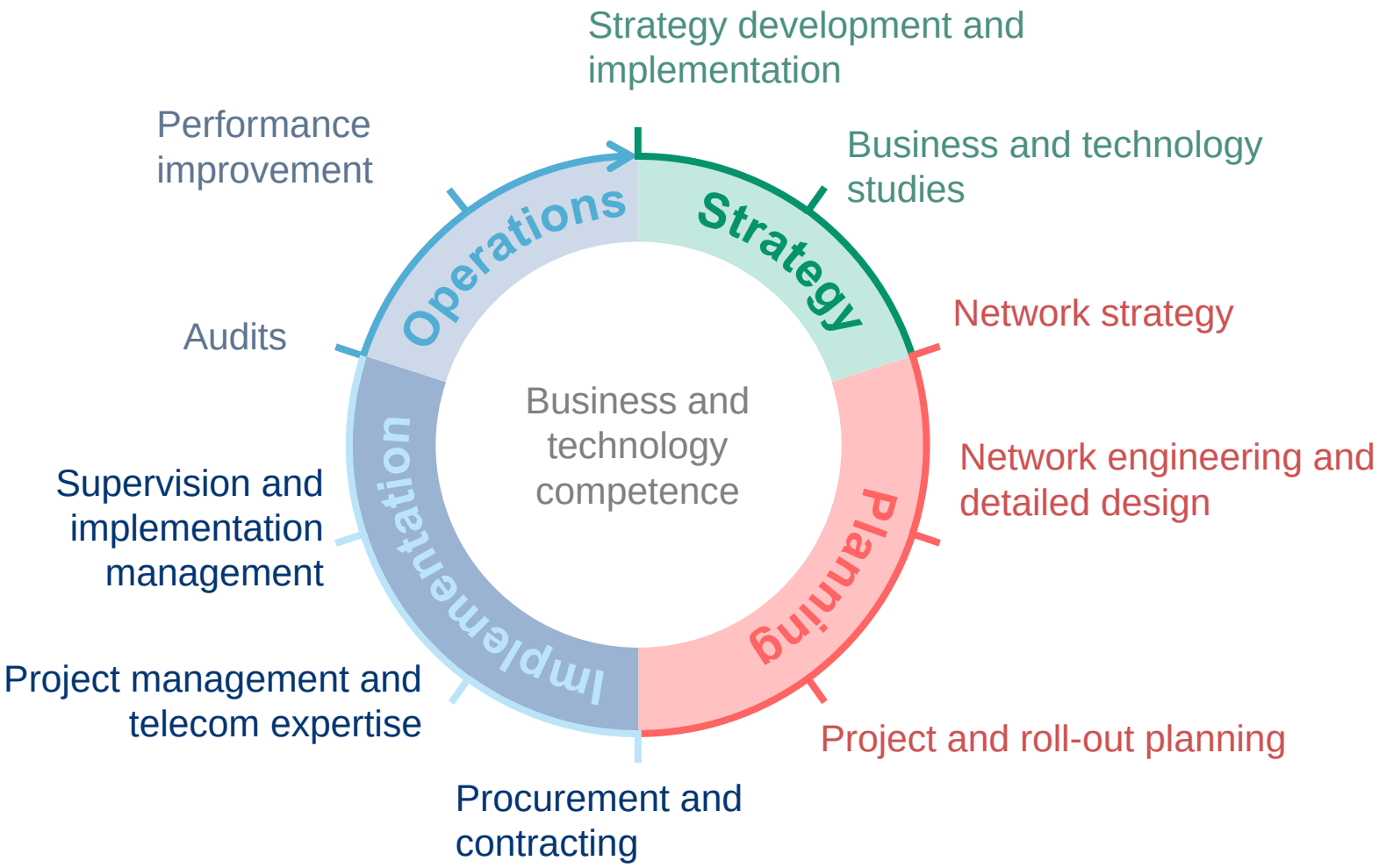
ICT and telecom expertise
- Markets
- Benchmarking: tariffs and pricing
- ICT technology

Supervision
- ICT implementation supervision
- Contract supervision
- Onsite supervision
- Documentation

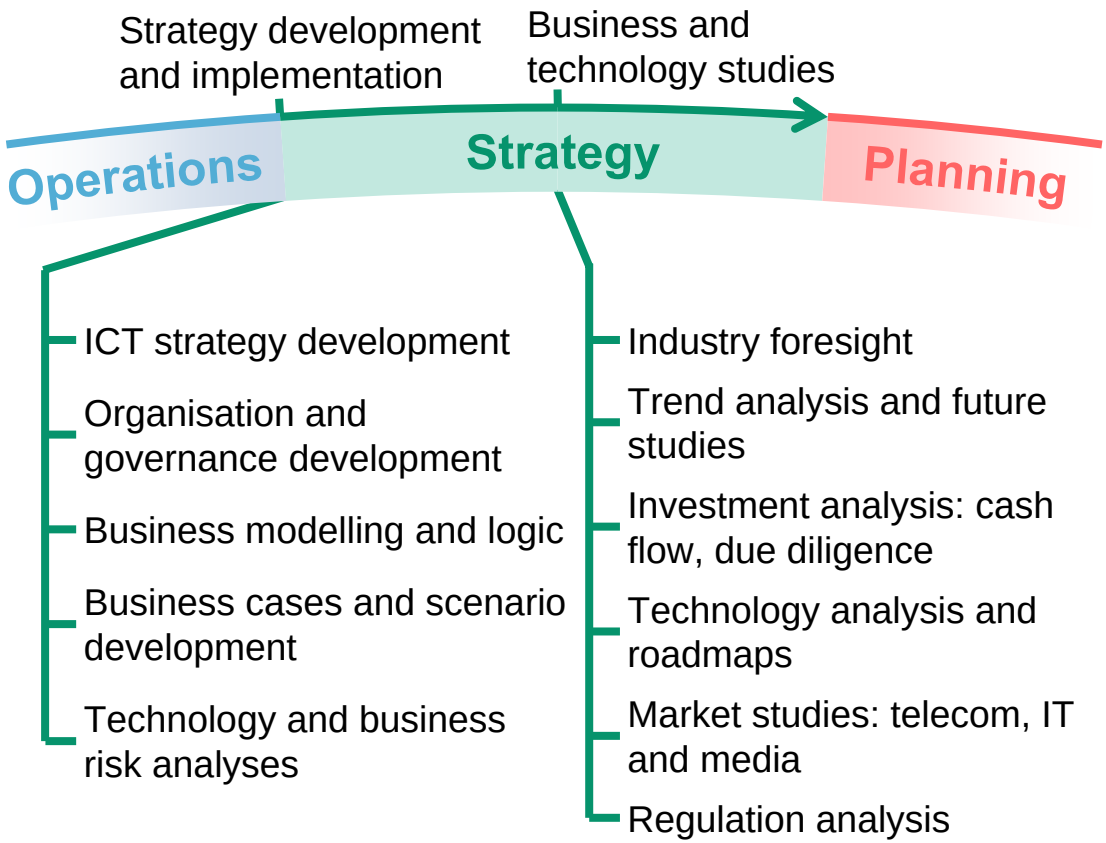
Audits
- Infrastructure audits
- Security audits
- Service level and network performance audits
- Contract audits
- Baseline research, expense management and reporting

Performance improvement
- Business process benefits
- ICT platform optimisation
- Cost cutting programmes
- Productivity gains: business integration, communication tools, hidden cost removal
- Business development

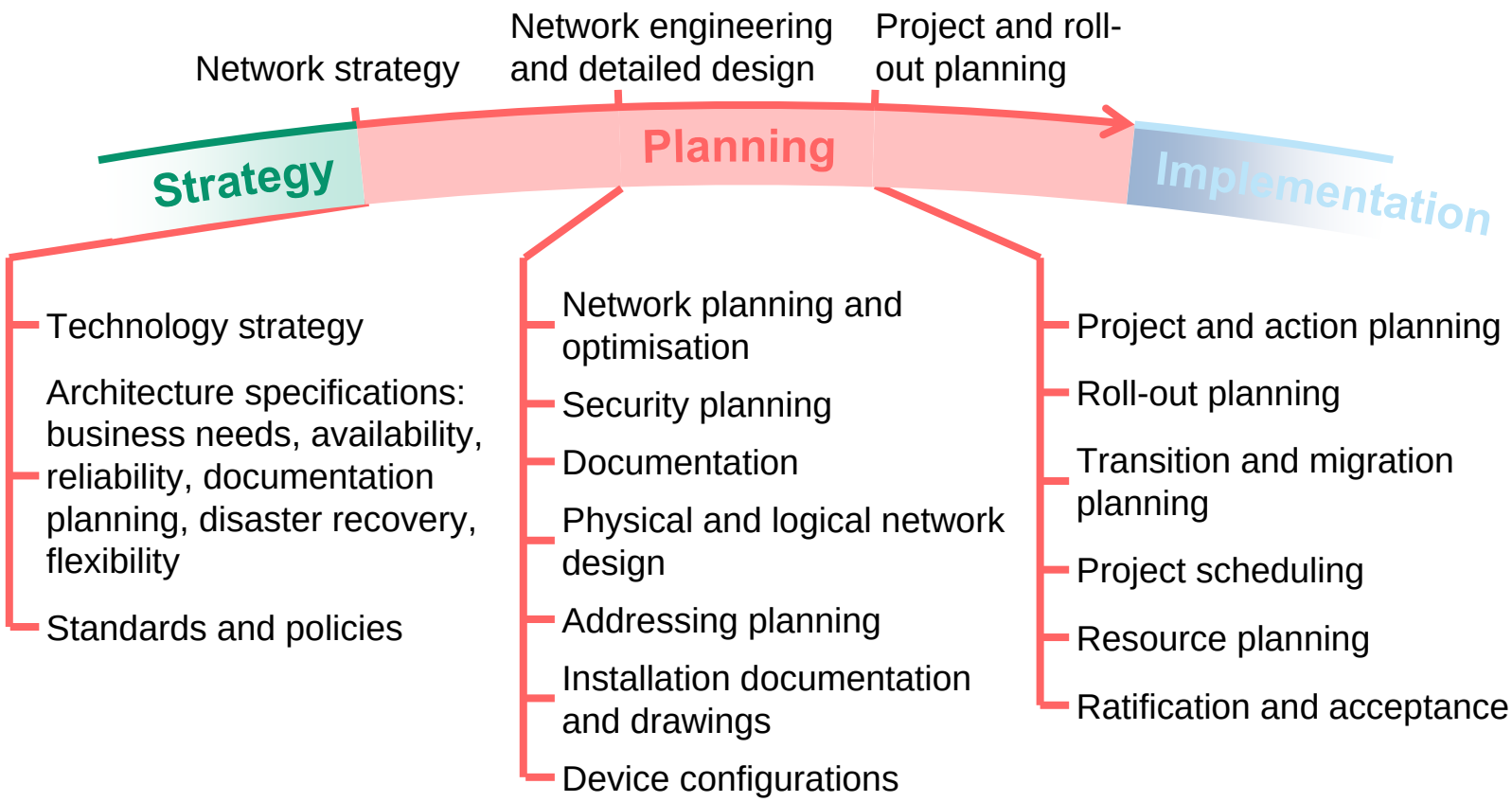
Pöyry Telecom – Supporting the Life Cycle of Your Services



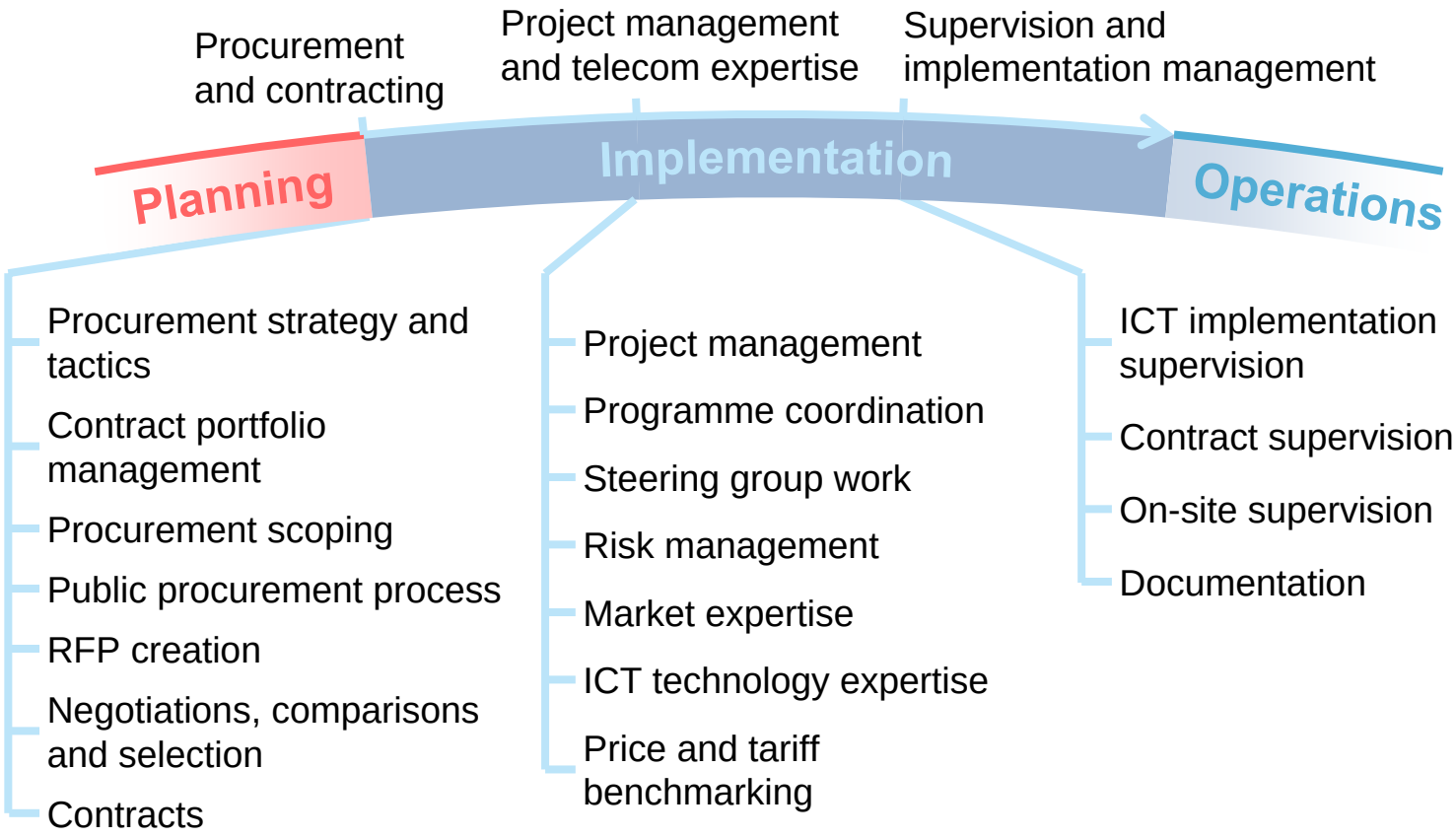
Pöyry Telecom – Strategic Consultancy Services



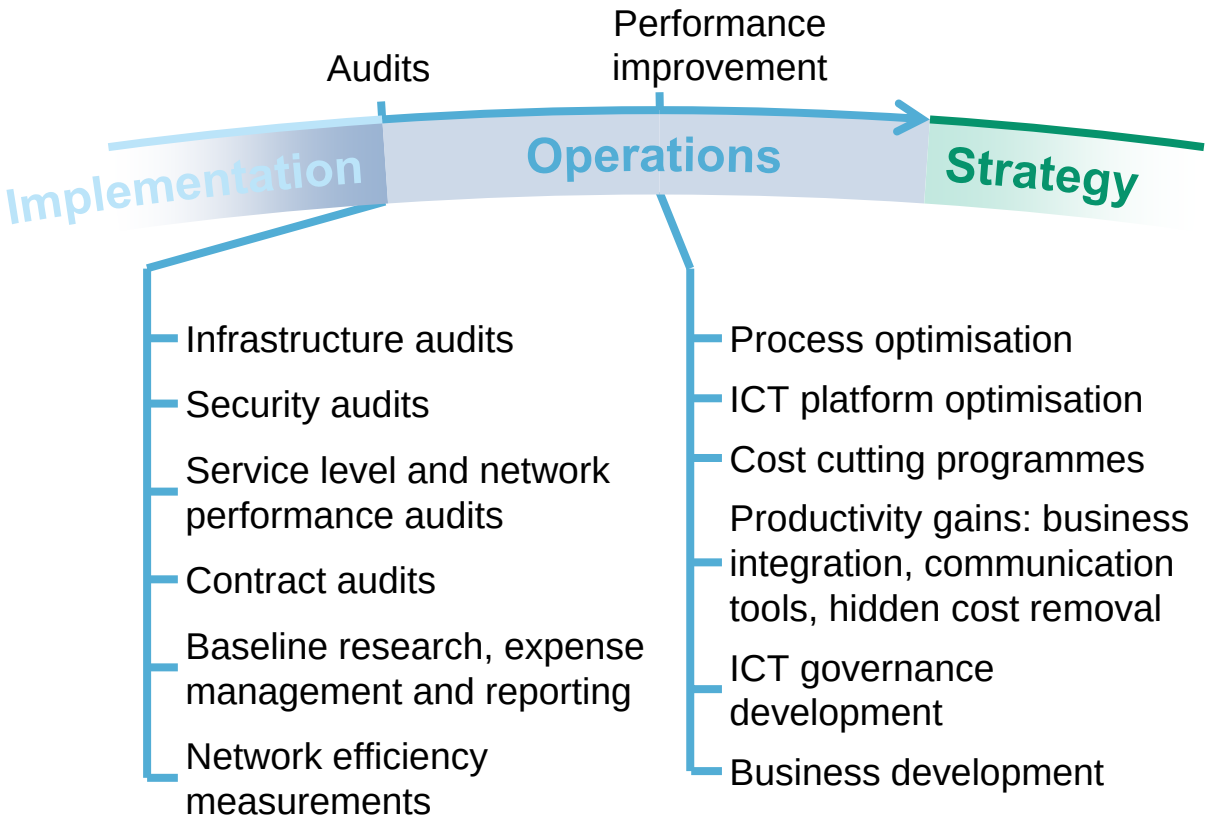
Pöyry Telecom – Network Engineering Services



Pöyry Telecom – Project Management Services



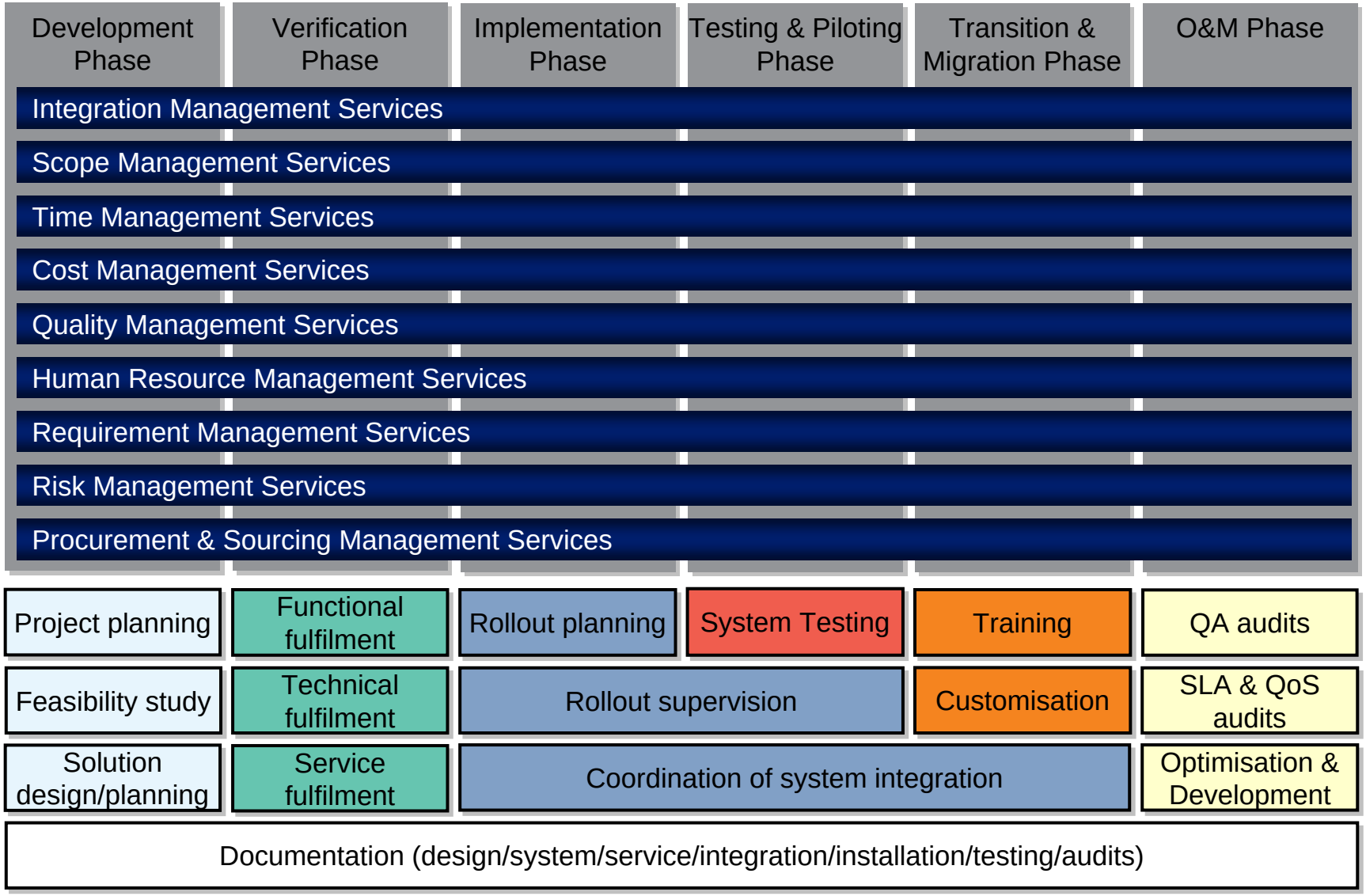
Pöyry Telecom – Operative Support Services



Pöyry Telecom – Experts in Mission Critical Communication

- Mission Critical Communication Systems
  - Wireless PMR communication solutions
  - SCADA and data collection solutions for management and supervision of production systems and facilities
- Multi-agency Public Safety Networks
  - User organisation's operational planning and migration issues
  - Network/Operator performance, quality and security audits
  - Network operation and optimisation issues
  - Development and introduction of new application service
- Command and Control Solutions
  - Integration to infrastructure, applications and CAD systems
  - Feasibility studies and requirement specification
  - Review and validation

Pöyry Telecom – Project Management Services



PMR/TETRA, ICT, C&C and Telecom consulting services available worldwide and close to Customers

Contact our local office at www.poyry.com for further information

PÖYRY

Engineering balanced sustainability™

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