

One Network One Plan



Overview of VPI's OnePlan – NextGen Network Planning Solution

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VPIsystems Proprietary



VPIsystems Corporate Overview

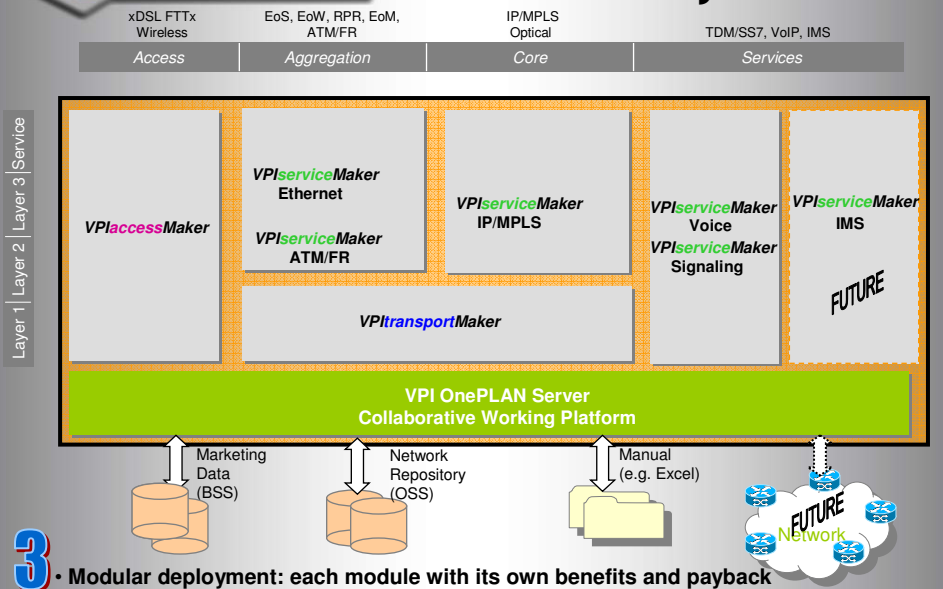
- **Global Leadership**
 - 200 university partners, 1 technical paper per week
 - 170 commercial customers
 - Key OEM, Manufacturing and SI partners include Siemens, Lucent, Telcordia, IBM, HP, Fujitsu, Cisco, NEC, Huawei, LogicaCMG
 - 5 global offices, >110 employees
- **Most Advanced Technology**
 - Software development and product support in North America, EMEA, and Asia/Pacific using optimal combination of Microsoft .NET and J2EE software technologies in a distributed processing TMF NGOSS architecture
 - World-leading photonic and network design and optimization algorithm technologists from Bell Labs, Deutsche Telekom, SAIC, Telstra, TRlabs and Siemens
- **Venture backed private company - Holmdel, NJ**
 - Techno Venture Management, Siemens Venture Capital, Cipio Partners, Core Capital Partners

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- Addressing the current market demand for a single centralized system that provides clarity for the entire network
- Modular solution that grows with the customers demands
- **OnePlan** System incorporates all of the existing VPIsystems products into a single system with a common database, common IT infrastructure, and common work flow
- **OnePlan** is THE planning system for all network planning requirements → cross domain → cross technology
- Product Strategy Roadmap for all **OnePlan** Modules under execution and implementation

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ONE NETWORK → ONE PLAN



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• Modular deployment: each module with its own benefits and payback

Deployment History

- **Single Module / OSS play**
 - Bell Canada (Server + 1 Module)
 - Global Crossing (Transport network optimization)
 - Vodafone / Lucent (Transport network optimization)
 - AT&T Wireless (Transport/LL optimization)
- **Multi-Module / OSS play**
 - British Telecom (Server + TPM + SM + AM)
 - Telstra (Server + TPM + SM + AM)

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Value Proposition

- **Maximize network revenue potential**
 - Shorten lead times between to activate services faster
 - Monitor network utilization
 - Calculate price-elasticity curves for current and new services
- **Grow revenue from new services**
 - Deploy new technologies faster
 - Reach more customer with better planned networks
- **Minimize network operational and capital expenditures**
 - Optimize the network to provide more services to more customers
 - Utilize network infrastructure funds in a more cost-optimized manner
 - Anticipate new service demands and timing of these new service demands
- **Minimize operational, systems, and support expenditures**
 - Provide a common platform to store and communicate metrics about the network
 - Streamline processes and procedures
 - Align goals and objectives for the entire organization

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Value Proposition II

- Right-Sized Network with Right Technology Mix
- Transparency on Network Infrastructure Activities
- Better Product Launches
- Improved Network Resiliency
- Faster Service Activation
- Operation Intelligence
- More Efficient Processes and Procedures

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Value Proposition III

- Enable CSPs to be more competitive and agile to support NGN services in a cost optimized manner
- Improve access to network / planning data across business units, functions, and processes
- Implement comprehensive business processes that optimize, manage, and understand the network
- Achieve time, cost, and reliability advantages from purchasing as opposed to building system
- Is Modular to support full set or selected subset of planning needs and technologies

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Thank You!