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“Results delivered in more than 30 countries world-wide”

Norconsult Telematics has been building and managing networks for more than forty years, which has enabled us to build the deep competence that comes only with experience. We continue to deliver superior value to our global clients in enterprise, government and defence. We serve vendors and operators alike from an unbiased and neutral perspective.





Company profile



Norcon Group through its subsidiary Norconsult Telematics is an independent, publicly owned services company operating primarily in telecommunication and defence. More than 40 years in the business of delivering professional consulting services has seen our company come of age. From humble beginnings, we have provided technology and business consulting in over 30 countries around the world representing investments well in excess of 20 billion US dollars.


Our consulting projects range from discrete studies of limited scope and duration to 250 million US dollar contracts over a number of years taking the responsibility for managing a 5 billion US dollar infrastructure investment. Over our long history, we have proven our ability to manage large and complex multi-disciplinary international projects and continue to apply our skills to challenging projects world-wide.

Norconsult Telematics has a Norwegian Heritage, now with employees from more than 20 different nationalities. Many of our skilled resources have experience from the highly evolved telecommunications industry in Europe, and all have valuable knowledge and extensive operational expertise. We currently have a local presence in more than ten countries on four continents, employing experts internationally recognized as amongst the best in their field.

Our goal is to help customers identify, qualify and realize the best of their opportunities in a fast changing market, by leveraging on our combined technical knowledge, project management skills and business insight. Norconsult Telematics has unique expertise in the management of complex projects and development programs that we can put to work for you.

Agile and flexible





In Norconsult Telematics we take a proactive approach to solving our customers' challenges.

Through an established network of people and contacts, a skilled project team is quickly mobilised.

Norconsult Telematics will follow its customers wherever, and whenever, the need for our services and support might occur.

Experienced



“There is no need to predict the future. The future is already here, it is just not evenly distributed”

(William Gibson)

Experience is that penetrating quality of knowledge that is grown from theory, practice, conviction, error and insight.

Our people have knowledge from the leading-edge telecom operators around the world combined with the experience of deploying infrastructure and systems in more than 30 countries world-wide. We have been down this path before. We know where the industry is going and what it takes for our customers to get there.

Independent



“The real voyage of discovery consists not in seeking new landscape, but in having new eyes”

{Marcel Proust}

Independence is a cornerstone of Norconsult Telematics' service offering.

Our commitment is to our customers through good times and bad, establishing a long term relationship.

Our independence from manufacturers, vendors and operators allows us to truly act in the best interest of our customers, always.

You can rely on us. We will deliver to meet your needs.

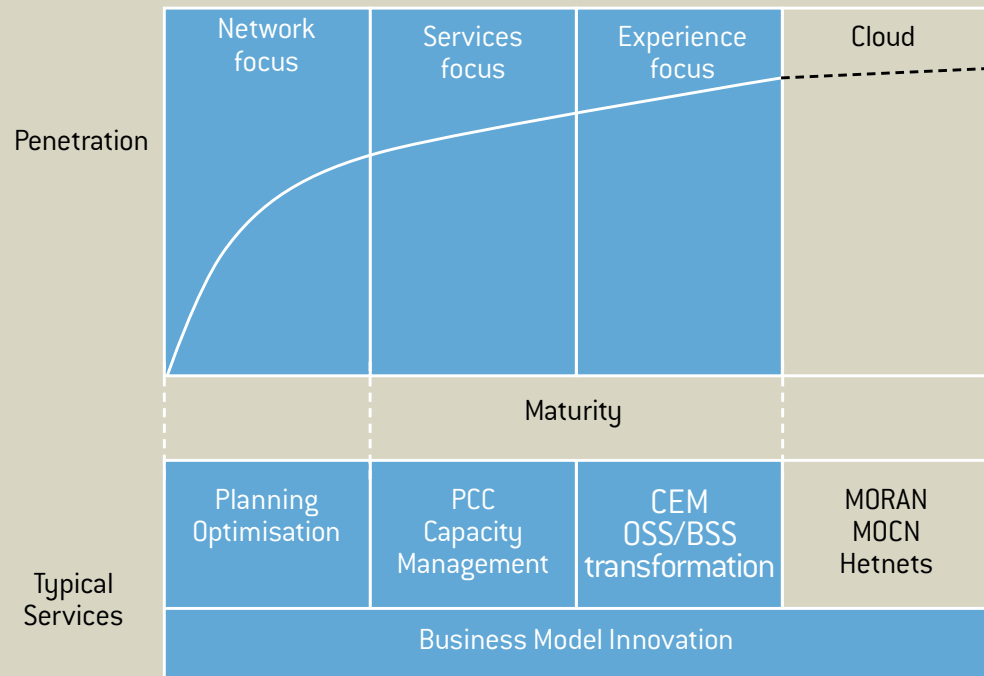
Telecommunications

10

Norconsult Telematics offers technical and commercial consulting services for the planning, deployment, expansion and operation of telecommunication and data network infrastructure. We have the experience, capabilities and methods to offer services such as market analysis, business planning, design and engineering, project management, and deployment of infrastructure and systems. Our consultants combine technical and business skills with an extensive international expertise in telecommunications. With the fast mobilisation of our consultancy teams and an in-depth understanding of products and services, we support mobile and fixed network operators, vendors, regulators and investors in order to improve their position in their environment.

The telecommunications value chain is an extra-ordinary environment of competitive dynamics, rapid innovations, and continuous re-alignment. Norconsult Telematics partners with its customers to assist in predicting the future and preparing for the tough challenges that both define the current competitive marketplace and lie ahead.

“Solutions at each stage of maturity”



Operators needs at different stages of development

Defence

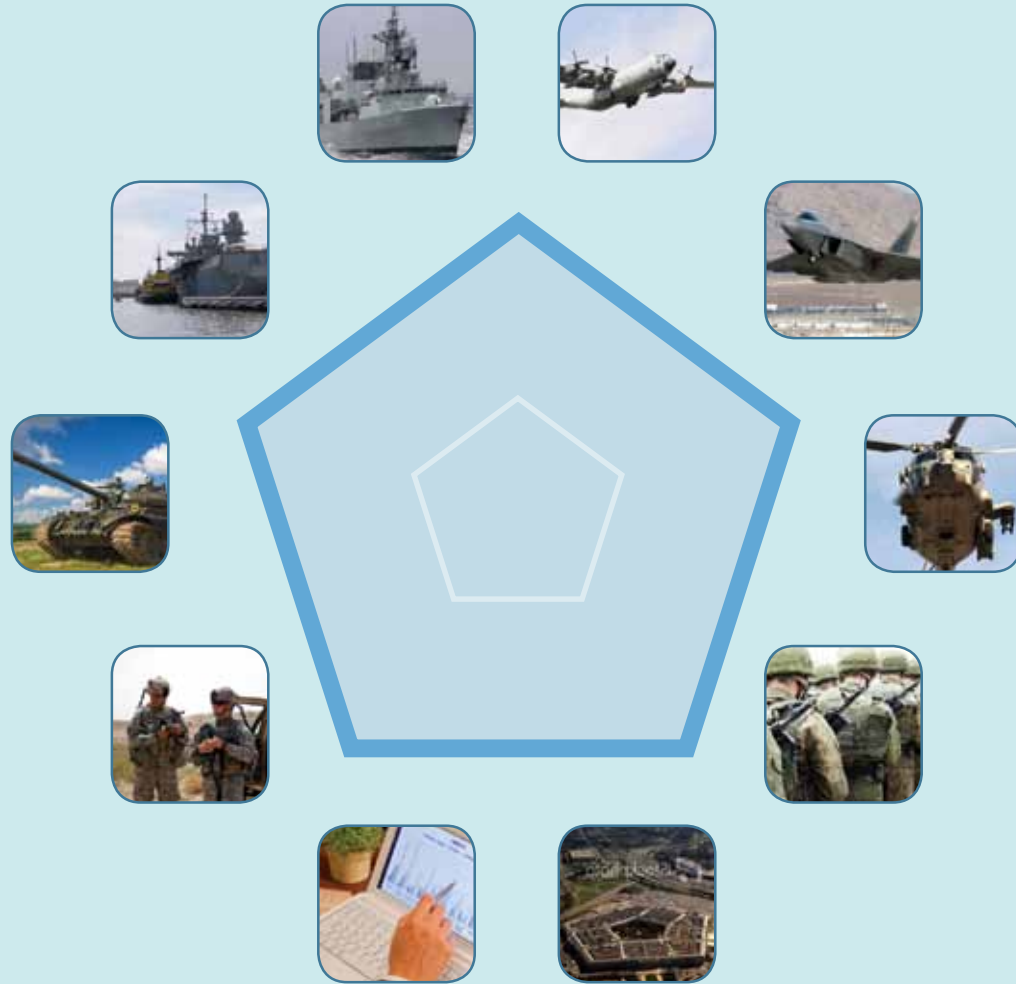
12

Norconsult Telematics has a long history in the defence sector, and continues to deliver impartial and competent service to defence ministries, and other defence institutions. We work closely with armed services in a number of countries, both within the NATO-sphere, and non-aligned countries.

Our projects are related to Command, Control, Computers, Communications and Intelligence Systems (C4IS) at all levels of command; wide area fixed and mobile military telecommunications systems, electronic warfare systems, sensor systems and hardened structures, as well as related to the adaptation of new operational concepts, e.g. network centric warfare.

New, or adaptations of existing systems often involves complex procurement processes, requiring multi-disciplinary support from skilled consultants, taking typically 3 to 5 years from conception to contract. The Norconsult Telematics spectre of services range from, undertaking complete project management, to giving advice on more efficient use of legacy systems. Our services are based on the unique combination of extensive operational military experience from NATO, and experience from procuring and fielding complex systems.

“Defence is a fully functional state within a state”



Multiple industry sectors

14

Norconsult Telematics has developed an attractive range of services to offer across various industry sectors, often together with professional partners having the additional specific industry expertise. Our experience from managing large-scale telecommunications expansion projects, has been applied to industry sectors like oil & gas, energy, and civil engineering.

Alone or with carefully selected partners, we offer consulting services within planning and design, project management, risk assessment, project audit, project supervision, technology audit, procurement management, and more. Norconsult Telematics will lend its expertise to plan, develop and maintain both new and existing solutions.



Your consulting partner

Norconsult Telematics aims to provide its customers with consulting services that are valuable, attractive and relevant. Our range of professional consulting services is divided into service lines designed to meet a variety of different challenges and requirements.

- Business & Operational Support
- Project Management
- Performance Management
- Deployment of Infrastructure & Systems
- Technology Consulting
- O&M Services

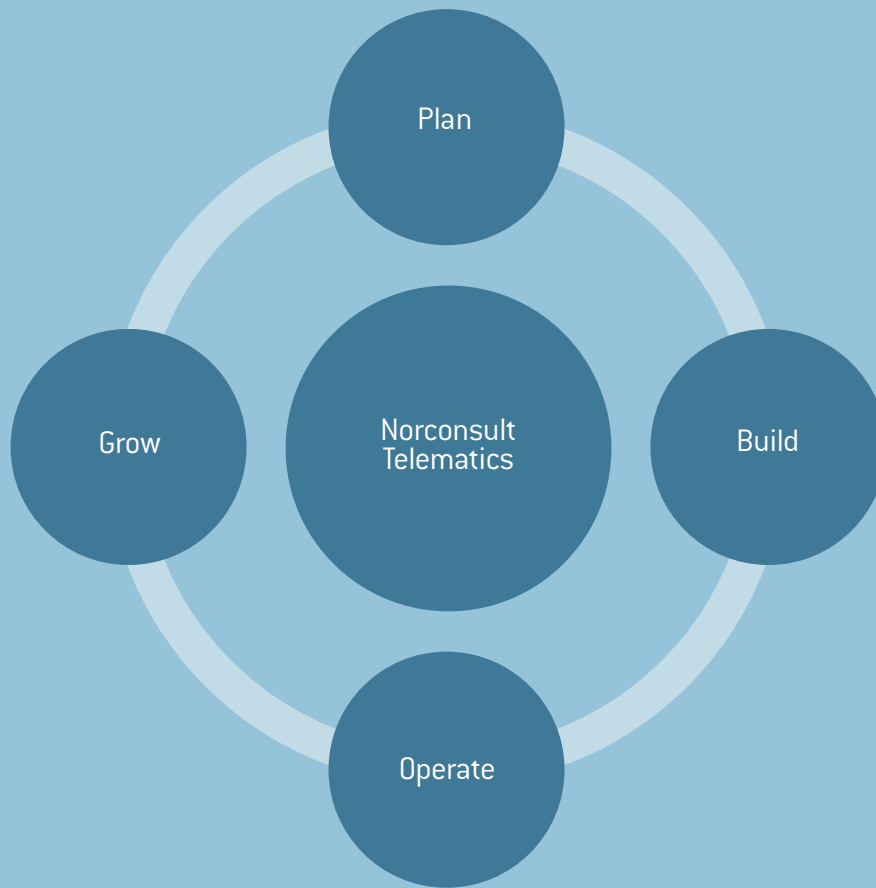
The service lines cover different needs in the business lifecycle of our customers. In everything we do, we seek to have a significant, positive contribution.

Technology is evolving and the business environment is changing at an increasing speed. By combining business insight with a firm knowledge of technology, Norconsult Telematics is the trusted advisor and longterm consulting partner for our customers.

Our services are dynamic and continuously improving by capturing the experience gained from a multiple of concurrent projects world-wide.

“Our service lines apply to the evolving business of the customers”

16



Multiple solutions

Telecoms Solutions

The telecoms landscape is rapidly shifting from a voice dominated world to one where data poses the greatest challenge. In order to address the new competitive landscape, traditional telco's are making the transformation to become communications service providers (CSP's). This necessitates a fresh view of the business model and network. We offer a true vendor neutral perspective and have led the way in delivering multi-technology platforms. We have been at the very forefront of developments in all-IP infrastructure, LTE and refarming. This enables us to bring credible skills of significant value to your business.

Technology Consulting

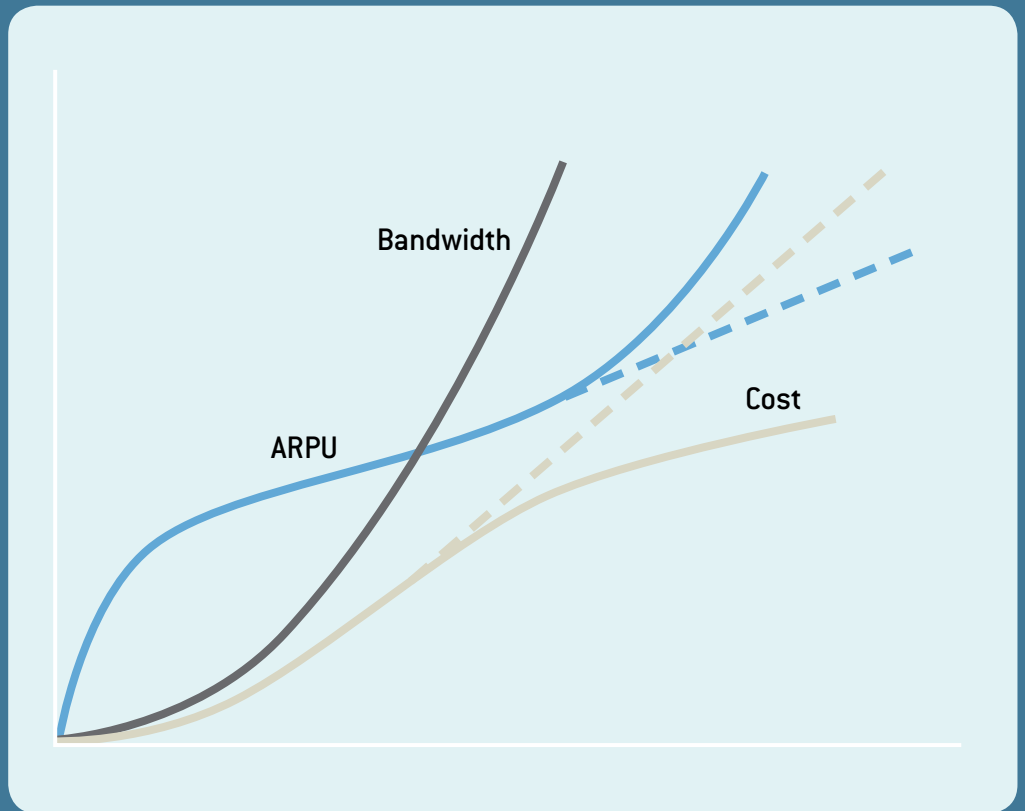
The dilemmas posed by the new telecoms world-order are non-trivial. Operators are asking how they can extract value from existing infrastructure whilst evolving to a CSP. Multi-layer networks pose new challenges: how should traffic be distributed between 2g/3g/4g? How much spectrum should be refarmed? How is performance maintained whilst refarming? Operators need solution partners that fully engage with, and commit to their needs. This we do. Our technology consulting is both broad and deep. Daily we deal with strategic issues facing the industry and daily we deliver practical and implementable solutions. We are one of the few, true independent solution providers that work across technologies and end-to-end in the network. So we make it easier for you to vocalise your plans.

Build

Once firm plans have been laid then it's time for action. We've built a reputation on being one of the best players in this space, so much so that we've been retained by one of the world's main operators for more than two decades. Any good project manager will tell you that it's the experience that counts. Our deep insight enables us to reduce project risk, commit to the demands of time and cost and ensure that real benefits are realised from your investments. This key competence runs throughout our organisation in all that we do, whether it's a small scale performance management task or a full-scale network deployment.

Operate and Manage

Increasingly telecoms vendors are being asked to manage core parts of the traditional telco. In fact we will work with either vendor or operator and add value to both. Again, it's the experience that counts. We have a broader perspective than many of our competitors so we won't focus on narrowly defined goals or improve one aspect of performance to the detriment of others. Our services are developed to enhance each touch-point of the end customer experience. So we're focusing on network performance management, network operations and service assurance. We use frameworks such as ITIL and eTOM to ensure that we have a coherent approach to our customer's needs. What is more we have the flexibility and vision to create new and innovative solutions in partnership with our customers and suppliers. What this means is that ultimately we want our customers to benefit from the efficiencies that come from innovation and process improvement, and that their customers benefit from a superior performance.



The Norconsult Telematics approach

Competent people are our most vital asset in delivering efficient and valuable consulting services to our customers. Throughout the Norconsult Telematics offices worldwide we have brought together teams of people who share a commitment to the highest professional, ethical and technical standards, and who are enthusiastic about their work – and about our customers' success. Building long-term relationships with our customers, working alongside them becoming an integral part of their organisation, and the trusted advisor, is our main priority. Norconsult Telematics is committed to maintaining a presence close to our customers. This means that Norconsult Telematics people are there, on the spot, in person.

Norconsult Telematics maintains an operation in four main regions, Europe, Middle East & Africa, Asia, and Americas.

We aim at providing its customers with a wide range of skills and experience delivering a truly hands-on service.

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