

Capabilities Presentation

Global-i Consulting & Contracting Services

Practice Area: IT Infrastructure & Services

Solution Areas: IT Infrastructure Full-Lifecycle Services, IT Services Management, IT Integration and Implementation Solutions for OEM, Service Provider, Enterprise and Government IT Clients



Global-i[®]

Value Driven Solutions Delivered

Consulting ▪ Contracting ▪ Technology

Agenda



- **Introductions**
- **Global-i Capabilities**
- **Client Identification of Needs**
 - Client Business Review
 - Client Requirements
 - Engagement Scope
 - Contract Commitment
 - Delivery Timeline
- **Proposed Services**
 - Objectives
 - Service Strategy
 - Services
 - Solutions
 - Structure
 - Deliverables
- **Why Choose Us**
- **Implementation Plan**
 - Methodology
 - Implementation Schedule
- **Pricing**
- **Q&A**
- **Next Steps**

Introductions



- Global-i Team for Client Account
 - Client Account Leader
 - Solutions & Delivery Leader
 - Practice Management Team for IT Infrastructure & Services
 - Global-i Delivery Associates: Consultants and Contractors at Client Sites and Remotes (Virtual Office)
 - As Resourced



Global-i Capabilities

Global-i Capabilities

Who We Are



Global-i is a **Consulting, Contracting, Outsourcing and Technology** Services Solution Provider. Created to Deliver Innovation and Achievement, Global-i **Collaborates with Primarily Communications and IT Clients** to Help them become Value-Driven Entities. Global-i's "**Value-Driven Solutions Delivered**" Service Philosophy relies on our Expertise in **End-to-End Consulting, Know-how of Technology Markets, Deep Understanding of Legacy/Current/Emerging Technologies and Outsourcing Models** to help Clients Achieve "Value-Driven Solutions" so they in turn can **Deliver by Consistently Growing Values** for their Customers and all Stakeholders.

Global-i Capabilities Corporate Profile



- Incorporated in 2006
- Headquartered in the Herndon, Virginia in the U.S. with Nationwide and Global Presence
- Corporate Structure
 - Business Model
 - Full-Lifecycle, Strategy & Thought Leadership, Architecture & Design, Product Development, Engineering Services, Service Management, Go-to-Market, Program/Project Management, Pre-Sales Services, Service Deployment, Infrastructure Implementation and Systems Integration Consulting and Contracting Services across the Converged Technology space
 - Organization Structure
 - Company Management at the Headquarters, Associates (Account Leaders & Solution Leaders, Practice Leaders, Delivery Leaders, others) geographically dispersed, Delivery Consultants at Client locations and Global-i Delivery Centers, Back-office support geographically dispersed
 - Delivery Model
 - Contracting Services Delivered at Client Sites and Consulting Services Delivered as Turnkey Services from our Delivery Centers and Client Sites
- Fortune 5000 and Global 10,000 Clients
- Markets Served in the US, Canada, Europe, Asia, Latin America

Global-i Capabilities

What We Do

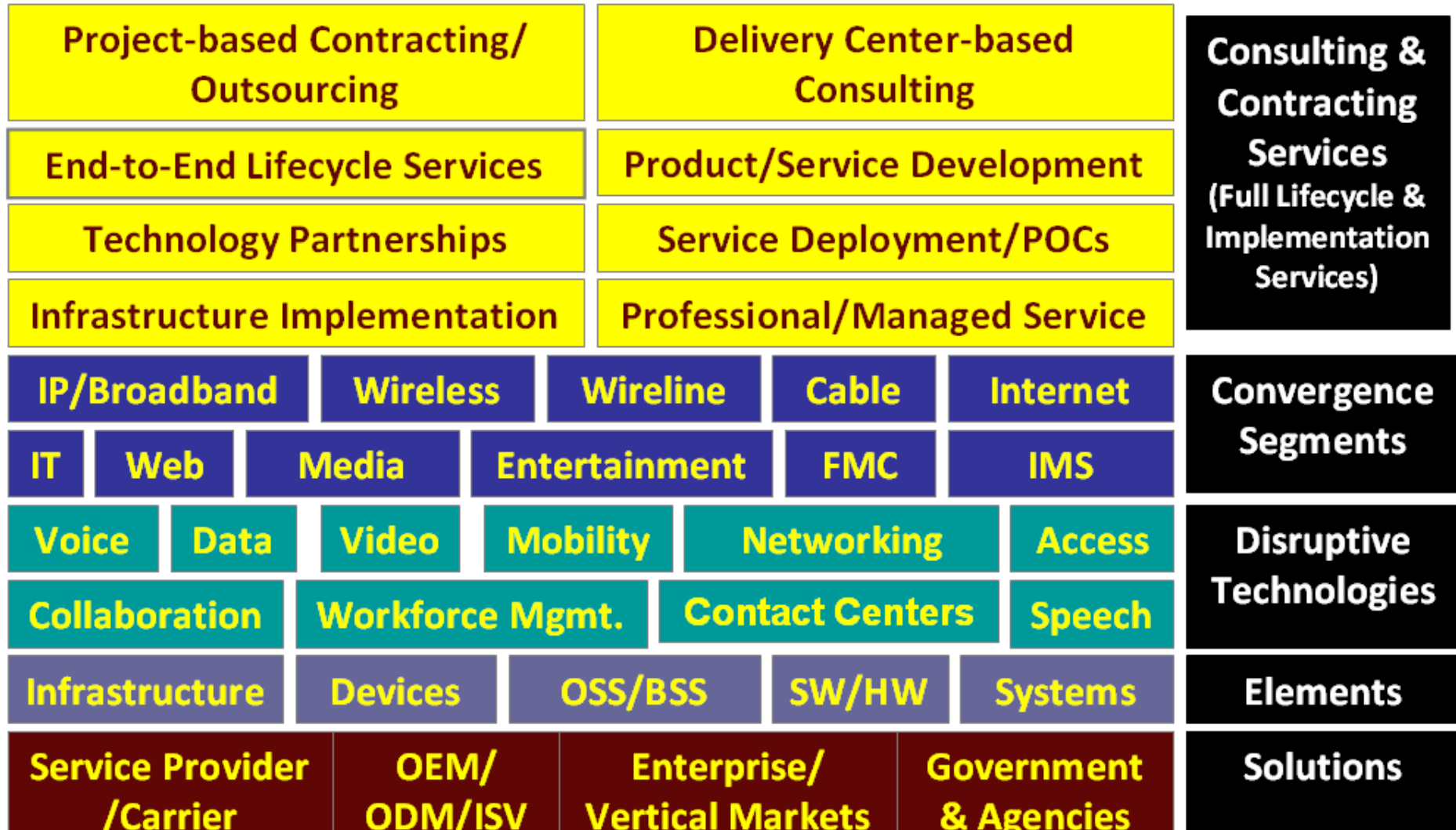


Using our services we help clients around the world:

- Evaluate New Markets, Technologies and Systems
- Create Prototypes, Pilots and Proof-of-Concepts
- Develop and Launch New Products, Services and Systems
- Implement New Service Deployments
- Deploy New and Major Upgrades of Infrastructure/Systems
- Improve Operational Excellence from Existing Services and Systems
- Market Expansion of New and Existing Services
- Reposition and Sustain Existing Offerings
- Create the Best-of-Breed Customers and Partners

Global-i Capabilities

Our Approach



Global-i Capabilities

Our Expertise



“Critical-Value Relationships” with World’s Leading Converged Communications & IT Companies. Many Strengths that distinguish Global-i in the Converged Communications & IT Marketplace:

- Extensive Converged Communications and IT Industry Expertise
- Services Offered in:
 - Lifecycle Services, Development, Engineering, Go-to-Market, Program/Project Management and Technology Services Consulting
 - Products, Services, Infrastructure and Systems Implementation and Deployment
- Capabilities in Project-based Contracting and Delivery Center-based Consulting
- Focus on Project Leadership and Project Turnaround
- Targeted, End-to-End and Evolving Service Offerings
- Commitment to Long-Term Development of our Customers, Employees and Partners
- History of Business and Technology Innovation
- Proven and Determined Leadership

Global-i Capabilities

Industry Focus



- Communications & IT Infrastructure (Telephony, Data, Video and Apps)
- Wireline (IP-based and TDM-based Telecommunications)
- Wireless (3G and 4G Wireless, FMC, Devices)
- Satellite (IP, Hybrid)
- Cable MSOs
- Internet Service Providers
- E-Commerce/M-Commerce/M-Payments
- Content Providers/Media/Entertainment
- Managed Service Providers (MSPs)
- Systems Integrators (SIs)
- Devices (Smart Devices, Soft Clients, IP Desktops)
- OSS, BSS and Service Delivery
- IT, Software, Protocols and APIs
- Networking/Servers/Desktops/Devices/Platforms/Tools
- Cloud Services, Hosted Services, Smart Grids, Data Center Technologies
- SAAS, CAAS, PAAS (Software/Communications/Platform-as-a-Service)
- Developer Programs, Fusion Programs, Alliances
- Semi Conductors, Chipsets, Boards, Open Source

Global-i Capabilities Sector Expertise



- **Carrier and Service Provider Solutions**

- Wireless Service Providers and Carriers
- Wireline/Fixed/IP/Broadband Service Provider and Carriers
- Satellite Service Provider and Carriers
- Cable Multi Service Operators (MSOs)
- Managed Service Providers (MSPs)
- Systems Integrators (SIs)
- Hosted Service Providers (HSPs)
- Internet Service Providers (ISPs)

- **Manufacturer & Developer Solutions**

- OEMs
- ODMs
- ISVs

- **Enterprise, Government and Vertical Market Clients**

- Large Enterprise
- Vertical Markets (Financial/Insurance/Banking, Education, Healthcare, Hospitality, Manufacturing, Energy, Transportation/Logistics, Services)
- Federal/State/Local Governments (Global-i Government Solutions)

Global-i Capabilities

Our Services



- **Global-i LifecycleDrive™ (Full-Lifecycle)**
 - **Full-Lifecycle Services** based Contracting and Consulting Service
 - Next Generation & Enhancement Products & Services Lifecycle Management
 - Pre-Concept through Launch, Implementation and Sustaining ([Learn more](#))
- **Global-i AssessEval™ (Assessments and Evaluations)**
 - **IT Assessments & Evaluations Services** based Contracting and Consulting Service
 - Assessments for Legacy, Existing and Next-Generation Communications and IT Products, Services, Infrastructure, Devices and Systems ([Learn more](#))
- **Global-i ReStrat™ (Strategy and Pilots)**
 - **Strategy and Pilot Services** based Contracting and Consulting Service
 - Strategy, Business Case and Ideation Services for Next-Generation Products
 - Pre-Concept, Pilot and Trial Services for Product Prototyping and Systems Integration POCs ([Learn more](#))

Global-i Capabilities

Our Services



- **Global-i ArchitectureDesign™ (Architecture and Design)**
 - **Architecture and Design Services** based Contracting and Consulting Service
 - Technology Architecture and Technology Strategy
 - Product Architecture, Product Design, Product Engineering
 - Service Architecture, Service Design, Service Engineering
 - Systems Architecture, Systems Design, Systems Engineering
 - Joint-Application Development, Strategic Alliances, Technology Partnerships, 3rd party Integration ([Learn more](#))
- **Global-i ProductDevelopment™ (Product Development)**
 - **Product Development, Management and Marketing Services** based Contracting and Consulting Service
 - Product Strategy, Product Planning, Requirements Management
 - Roadmapping, Feature-Phasing, Release Planning
 - Product Development, Technology Partnerships, Partner Management, Vendor Management, P&L Management
 - Product Management, Product Launch, Global-i Labs ([Learn more](#))

Global-i Capabilities

Our Services



- **Global-i LEAPS™ (Lab, Engineering And Partner Services)**
 - **Lab, Engineering and Partner Services** based Contracting and Consulting Service
 - Engineering Services: Solutions Engineering, Systems Architects, Network Engineering, Systems Engineering, Applications Engineering, Business Analyst, Technical Project Managers
 - Lab Services: Test Engineering, Systems Engineering
 - Partner Services: 3rd party Testing, Strategic Alliances, Technology Partnerships ([Learn more](#))
- **Global-i D2IS™ (Decision-to-Implement Services)**
 - **Implementation, Deployment and Integration Services for Communications & IT Infrastructure and Systems** based Contracting and Consulting Service
 - Service Deployment and Market Expansion for Carrier-based Service Deployments
 - Infrastructure Implementation and Systems Integration for MSPs and SIs
 - Enterprise, Government and Vertical Market Customer Infrastructure Implementations ([Learn more](#))

Global-i Capabilities

Our Services



- **Global-i GTM™ (Go-to-Market and Launches)**

- Go-To-Market Services based Contracting and Consulting Services
- New/Enhanced Products and Services Go-to-Market and Launch Planning/Execution
- Customer Acquisitions
- Partner Development
- Pre-Sales ([Learn more](#))

- **Global-i LABS™ (Innovations and Improvements)**

- Technology Partnerships, New Business Models, Innovation, Strategic Alliances
- Technology Research & Strategy, Business Research & Strategy, Industry Positioning, Brand & Market Advisory, Business Process Integration Studies
- Application & Feature Development, Requirements, Architecture and Design, Product Planning, Testing Services, Joint-Testing, Interoperability Testing ([Learn more](#))

Global-i Capabilities

Our Services



- **Global-i PMO™ (Program and Project Management)**
 - Program and Project Management based PMO Services based Contracting and Consulting Service
 - Product/Service Development Projects, Enterprise Development Projects (EDP), Vendor Management, Partner Management, Change Management, Organizational Development, IT Assurance, Infrastructure Implementation, Systems Integration, Process Improvements
 - Global-i Contractors Embed in the Client PMO Teams using Client Tools
 - Global-i Turnkey Consultants create the PMO as an External Team from our Delivery Centers, using Global-i Tools and PMO Methodologies™ ([Learn more](#))
- **Global-i Channel Partner™ (Channel Services)**
 - Pre-Sales and Channel Partner-based Services based Contracting and Consulting Service
 - Pre-Sales, Sales Engineering, Solutions Architecture
 - Channel Development and Marketing Services ([Learn more](#))

Global-i Capabilities

Our Services



- **Global-i IntelScape™ (Thought-Leadership)**

- Intelligence and Thought-Leadership-based Services
- Market Research Services
- Assessment Services
- Strategy Services
- Planning Services
- Thought-Leadership Services ([Learn more](#))

- **Global-i MarketExpand™ (Market Expansion)**

- Marketing-based Services based Contracting and Consulting Service
- Full-Marketing Services to support and expand Market footprint
- Included: Customer Assessment and Acquisition Services, Channel Partner Assessment and Acquisition Services, Vendor Assessment Services, Training Services([Learn more](#))

Global-i Capabilities

Our Services



- **Global-i ExpertConsultant™ (Project Leadership)**
 - Project-based Contracting Service
 - Guarantees Targeted, Timely and Meeting all requirements project-based contracting service
 - Procures Consultants & Contractors with Industry-specific and Functional-expertise, including trained on Global-i Methodologies
 - Reduces staffing cycle-time from skills assessments through onboarding
 - Ensures top project-based talent acquisition and retention over the project time-frame
 - Global-i Consultants provide **Project Leadership and Project Turnarounds** ([Learn more](#))
- **Global-i D2OS™ (Decision-to-Outsource Services)**
 - **Outsourced/Managed Services**, Including one or more Global-i Services ([Learn more](#))

Global-i Capabilities

Technology Focus Areas



• Technology Areas

- IP Convergence
- Next-Gen Proof-of-Concepts
- Next-Gen Full-Scale Development Projects
- Enhancements
- AGILE & SDLC
- Enterprise & SMB Communications Infrastructure & Services
- Voice, VoIP, HD Voice, Legacy/TDM Voice
- Data, MPLS, Ethernet, MANs
- Trunking, Connectivity & Access – SIP Trunks, Integrated T-1s, ISDNs
- Video, Telepresence, Desktop Video, Mobile Video
- Unified Communications
- Messaging & Presence
- Real-Time Communications
- Real-Time Collaboration
- Conferencing: Audio, Video, Web
- Speech-based Services
- Campus-based Communications
- Disparate Communications
- Teleworker and Virtual Agents
- Global MPLS
- Hybrid CPE and Cluster-based Networks for Global Operations

Global-i Capabilities

Technology Focus Areas



• **Technology Areas**

- IP-PBX, Campus Networks, Branch Office, Teleworker, Key Systems
- IP & TDM Gateways
- Contact Centers, Chat Centers, IVRs
- Managed Network Services
- Hosted Services
- Virtualization
- SAAS
- Data Center & Cloud-based Services
- Open Source Communications
- Mobile Services (3G, 4G, WiMax, LTE, 5G, IMS)
- Desktops, Servers, Endpoints, LAN, WAN
- Mobile Voice, Push-to-Talk, Push-to-X, Direct Connect
- Mobility Services, Fixed Mobile Convergence (FMC), Wi-Fi, WLANs
- Mobile Data
- Mobile Video
- Mobile Unified Communications
- Mobile Messaging
- Intelligent Networks, Smart Networks

Global-i Capabilities

Technology Focus Areas



• Technology Areas

- Mobile Applications (Vertical Apps)
- Location-Based Services
- Automated Directory Services
- Productivity Applications
- Hosted Services, Virtualization, SAAS
- Data Center & Cloud-based Services
- Open Source & Hybrid Communications
- Mobile Services (3G, 4G, WiMax, LTE, 5G, IMS)
- Connected Devices, M2M
- CPE-based IP Endpoints (IP Desk Phones, Soft Clients, Conference Clients, Browser-based Clients)
- Mobile Handsets, Smartphones
- IMS
- Devices, Connected Devices
- Handset & Device Platforms
- Mobile OS
- Business Process Integration
- Security Services & Network Management
- Web Services, SOA & SAAS
- Operations Support Systems (OSS)

Global-i Capabilities

Our Practices



- **Global-i Enterprise Communications Practice**
 - Focused on Enterprise Communications Infrastructure and IT Services
 - Full Lifecycle and Implementation Consulting Practice
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))
- **Global-i Fixed/Wireline Carrier Communications Practice**
 - Focused on Fixed and Wireline Communications Infrastructure and IT Services
 - Full Lifecycle and Implementation Consulting Practice
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))
- **Global-i Wireless Carrier Communications Practice**
 - Focused on Wireless Communications Infrastructure and IT Services
 - Full Lifecycle and Implementation Consulting Practice
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

Global-i Capabilities

Our Practices



- **Global-i Cable MSO Practice**

- Focused on Cable MSO-based Infrastructure and IT Services
- Full Lifecycle and Implementation Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i Satellite Communications (Satcom) Practice**

- Focused on Satellite Communications-based Infrastructure and IT Services
- Full Lifecycle and Implementation Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i Endpoints, Handsets, Devices, Embedded Devices and Device Platforms Practice**

- Focused on Communications Endpoints, Devices, OS and Embedded Services
- Full Lifecycle and Implementation Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

Global-i Capabilities

Our Practices



- **Global-i OSS-BSS Practice**

- Focused on Operations Support Systems (OSS), Business Support Systems (BSS)
- Full Lifecycle and Implementation Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i Information Technology (IT) Practice**

- Focused on IT Services
- Full Lifecycle and Implementation Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i Business Process Integration Practice**

- Focused on Business Process Integration-based Consulting Services
- Full Lifecycle and Implementation Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

Global-i Capabilities

Our Practices



- **Global-i Broadband and Internet Services Practice**
 - Focused on Broadband and Internet-based Infrastructure and IT Services
 - Full Lifecycle and Implementation Consulting Practice
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))
- **Global-i Contents and Media Practice**
 - Focused on Contents and Media-based Infrastructure and IT Services
 - Full Lifecycle and Implementation Consulting Practice
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))
- **Global-i Emerging Technologies Practice**
 - Focused on Emerging Technologies across many Critical Sectors (Unified Communications, Datacenter, Smart Grid, etc based Technologies)
 - Across all Communications and IT Sectors Consulting Practice
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

Global-i Capabilities

Our Practices



- **Global-i Government Solutions Practice**

- Focused on Government Solutions-based Infrastructure and IT Services
- Full Lifecycle and Implementation Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i LABS Practice**

- Focused on Innovation-based Services and Solutions
- Across all Communications and IT Sectors Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i Strategy & Thought-Leadership Practice**

- Focused on Strategy-based Consulting Services and Solutions (Market/Brand/Product/Service/Architecture/Operations/Service- Delivery/ Partnerships/ Distribution/Channels/Sourcing based Strategies)
- Strategy & Business Case Development & Execution-based Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

Global-i Capabilities

Our Practices



- **Global-i Product Lifecycle Management Services Practice**
 - Focused on PLM Services across all phases from Pre-Concept to Sustaining
 - Full Lifecycle Consulting Practice. Works with C-Suite, Development Boards and EDP Committees
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))
- **Global-i Marketing Services Practice**
 - Focused on Marketing Services
 - Full Marketing Services Consulting Practice
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))
- **Global-i Channel Partner Practice**
 - Focused on Channel Partner Services
 - Channel Partner-based Consulting Practice
 - Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

Global-i Capabilities

Our Practices



- **Global-i Managed Services**

- Focused on Managed Infrastructure and Network Services
- Full Managed Service Development and Integration Consulting Practice.
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i Communications Wholesale Services Practice**

- Focused on Communications Industry Wholesale Service Providers
- Full Wholesale Services Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i Cloud Computing and Hosted Communications Practice**

- Focused on Cloud Computing and Hosted Communications Services
- Cloud Infrastructure-based Development and Integration Consulting Practice
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

Global-i Capabilities Extended Practice Areas



Global-i Lifecycle Services Covers All Activities



IT Infrastructure & IT Services Practice

IT Practice Our Focus



- **Provide Consulting and Contracting Services and Solutions**
 - Service Provider Solution
 - Enterprise Solutions
 - Government Solutions
 - Vertical Market Solutions – Financial, Education, Healthcare, Manufacturing
 - IT Solutions
 - IT Converged Services Infrastructure
 - IT Assessments, Readiness, Planning
 - IT Outsourcing
 - IT Management – Program/Project Management, Compliance, Governance

IT Practice Solution Areas



- **Solution Areas**
- **IT Assessments & Audits**
- **IT Strategy**
- **Critical IT Infrastructure & Services Planning**
- **Next-Generation IT Infrastructure Planning**
- **IT Outsourcing**

IT Practice Solution Areas



- **IT Systems Analysis**
- **IT Business Readiness & Continuity**
- **IT Risk Assessment & Planning**
- **IT Organizational Restructuring & Planning**
- **IT Compliance**
- **IT Governance**
- **IT Program and Project Management**

IT Practice Solution Areas



- **IT Disaster Preparedness**
- **IT Convergence**
- **Business Intelligence**
- **Data Warehousing**
- **Mobile Services - Voice, Data, Video, Messaging, FMC, WiFi, Applications, Devices**

IT Practice Solution Areas



- **Enterprise Communications**
Infrastructure & Services - Voice, Data,
Video, UC, Messaging, Contact
Centers, Conferencing, IP-PBX Campus
Networking, Branch Office,
Teleworkers, MPLS, IP Trunking,
Managed Network Services, Hosted
Services, Communications Endpoints

IT Practice Solution Areas



- **Security Services**
- **Web Services**
- **Networking Management - Hardware, Software**
- **SOA & SAAS Services**
- **Strategy & Proof-of-Concept Services**
- **Infrastructure, Handsets & Devices - Platforms, OS, Devices, Applications**

IT Practice Solution Areas



- **Vertical Applications - Financial, Healthcare, Retail, Warehousing, Communications, Education, Manufacturing, Transportation, Logistics**
- **Emerging Applications - Managed Services, Hosted Services, IMS, M2M, VoIP, MPLS, IPTV**
- **Government IT**

IT Practice Solution Areas



- **Health IT**
- **Technical Services (Engineering, Architecture, Design, Requirements)**
- **Program and Project Management Services**
- **Product Development and Management Services**
- **Marketing and Channel Services**

IT Practice

Information Tech Services



- **IT Services (ITS)**
 - Assessments and Pre-Concept
 - Needs, Solution, Technology, Product, Vendor, Partner
 - Assessments, Pre-Concept, Prototypes, Proof-of-Concepts
 - Strategy
 - Business Case, Technology Strategy, Business Strategy, Strategy Paper, Architecture & Design, Use Cases
 - Requirements
 - CPE Hardware/Software/Endpoints/Maintenance, Ports, Circuits, Wiring/Cabling, 3rd Party Integrations
 - Service Provider Network, Partner Network, Applications , Devices and Device Platforms
 - Product Planning, Roadmaps, Release Management

IT Practice

Information Tech Services



- **IT Services (ITS)**
 - Architecture & Design
 - IP Evolutions
 - Network Design
 - Vendor and Partner Selection
 - Architecture Design Document
 - Product & Service Development
 - Feature Development, Application Development, Product Development, Service Development, Back-end IT Support System Development, 3rd Party Joint-Development
 - Software Development
 - Hardware Sourcing, Application Development Sourcing
 - IT Services Sourcing

IT Practice

Information Tech Services



- **IT Services (ITS)**
 - Product & Service Engineering
 - In-house Testing and Field Trials
 - Test Engineering
 - Product & Service Launch & Management
 - Assessments, Competitive, Vendor & Partner Analysis
 - Product Delivery and Launch Planning
 - Release Management, Portfolio/Product Line Management
 - Product Packaging, BOMs, Pricing, Product Promotions, Channel Support, Product Availability, Training
 - Technical & Product Marketing – Collaterals, Content, Events Planning and Delivery
 - Application Engineering & Sales Support

IT Practice

Information Tech Services



- **IT Services (ITS)**
 - Program and Project Management
 - Program Management
 - Project Planning and Management
 - Vendor and Partner Management
 - Work stream Planning and Management
 - Milestone Planning and Management
 - Impact Assessments
 - Mitigations

IT Practice

Information Tech Services



- **IT Services (ITS)**
 - IT Governance
 - IT Compliance
 - IT Assurance
 - IT Transformation
 - Business-Technology Risk Analysis and Mitigations
 - IT Business Alignment and Planning
 - IT Best-Practices and Governance
 - Organization Development
 - Change Management
 - Performance Management
 - Interim Staffing
 - Mergers & Acquisitions

IT Practice

Information Tech Services



- **IT Services (ITS)**
 - IT Other
 - IT Operations and Support
 - Billing Consulting Services (OSS-BSS)
 - Application Consulting Services
 - Business Process Outsourcing
 - Enabling Technologies
 - Information Management
 - Datawarehousing
 - CRM and Contact Centers
 - Business Intelligence
 - Training Services

Global-i Capabilities

Our Solutions



• **Technology Areas**

- Business Support Systems (BSS)
- Customer Relationships Management (CRM)
- Carrier Revenue Management
- Carrier Service Management
- Self-Service Portals
- Next-Gen IVRs, Speech Services
- Embedded Devices
- Vertical Applications - Financial, Healthcare, Retail, Warehousing, Communications, Education, Manufacturing, Transportation, Logistics
- Government Communications/IT
- Emerging Applications –
 - Managed Services
 - Policy-based Services
 - Cloud/Hosted Services
 - IMS, M2M, Connected Devices, M-Commerce
 - Mash-ups, Web 2.0
 - Enterprise 2.0
 - IPTV, M-Payments
 - App Store, Development Community
 - CAAS, PAAS, Knowledge Systems



Identification of Needs

Client Identification of Needs Client Business Review



- TBD

Client Identification of Needs Solutions Review



- TBD

Client Identification of Needs Client Requirements



- **Global-i can meet and support Consulting and Contracting Requirements under several key areas within the Client IT Solutions Portfolio and ongoing IT initiatives:**
 - Client Activities
 - TBD

Client Identification of Needs Scope, Commitment, Timeline



Engagement Scope

- Number of Solutions, Number of Deployments, Number of End-Clients, Number of Resources, etc

Contract Commitment

- Contract Engagements
 - Specified Timeframe, Ongoing, Billed Hour Resources, Fixed-fee Projects

Delivery Timeline

- Delivery Timelines meeting Quarterly Objectives
- Deliverables - Resource Planning, Resource Acquisition, Resource Deployment, Delivery, Delivery Management



Proposed Services



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Information Technology & Services Practice

Global-i, Inc. (www.globaliconsulting.com) is a technology and business consulting, integration and contracting services company based in Northern Virginia serving our clients nationally and globally.

We are focused on meeting Communications and IT **Consulting and Contracting Services needs** (including IT Services, Full-Lifecycle Services, Product Development & Management, Proof-of-Concept Services, Customer and Partner Assessments, Pre-Sales & Proposals, Solutions & Sales Engineering, Channel Marketing Support, Training, etc.) of **clients across Enterprise Networking** (LAN/WAN Applications Servers

Contact ::
Global-i Information Technology & Services Practice



Email us at: ITSPpractice@globaliconsulting.com



Call us at: 703-574-2917 or 1-888-931-1117



Complete and Send our Request for Service Form: [Request for Service](#)

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IT Practice - Capabilities Presentation ([click here to download file](#))

Client Proposed Solutions Solutions



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Global-i Government Solutions

Full-Portfolio IT Services and Solutions for the Government IT Sector (Federal, State, Local and International)

What is Global-i Government Solutions?

Global-i Government Solutions offers full suite of Global-i Telecommunications and IT Services and Solutions benefiting Government clients with planning services, management services, engineering and design services, development services, implementation and deployment services, integration services; and operations and maintenance services of Government Telecommunications and IT Infrastructure, Systems and Services.

What are the Service Benefits?

Utilizing the Global-i Government Solutions and Services, Federal, State, Local Government Agencies in the US and International Government Agencies can get focused services and support for their IT Services and Operations.

How are the Services Delivered?

Global-i delivers these services directly under Government Contracts as well as in Partnerships with Government Prime Contractors.

Global-i Government Solutions :: News

(December 22, 2009) Press Release & Site Launched: Global-i Consulting Services & Network Solutions Launched

Contact :: Global-i Government Solutions

Email

Email us at: gigovsolutions@globaliconsulting.com



Call us at: 703-574-2917 or 1-888-931-1117



Complete and Send our Request for Service Form: [Request for Service](#)

Global-i Government Solutions :: Events

[Global-i Discusses its Government Solutions at FOSE 2009](#)

[Global-i's Founder and President's Webinar with Nortel Global Services on Adoption of Unified Communications in the Enterprise \(Launch VoIP News Webinar\)](#)

[\(August 5, 2009\): Global-i Founder and President Says "Satellite, Wireless and SAAS to Emerge as](#)



Internet



100%

Client Proposed Solutions Solutions



(November 23, 2009) Press Release & Site Launched: Global-i Consulting Services & Broadband Solutions Launched to Support Broadband Stimulus Act USA

(August 5, 2009): Global-i Founder and President Says "Satellite, Wireless and SAAS to Emerge as Winners for Broadband Stimulus" in an Interview with TMCNET.com.

(March 12th 2009): Global-i (Gi) Launches its Government Solutions Practice for Federal, State and Local Government Clients Offering Communications and IT Consulting and Contracting Services

Global-i Resources

Enterprise & Government Communications & IT Practice - Capabilities Presentation ([click here to download file](#))

Global-i Services

Global-i LifecycleDrive Services (Full-Lifecycle) – Site
<http://www.globaliconsulting.com/id112.html>

Global-i ReStrat Services (Proof-of-Concept) – Site
<http://www.globaliconsulting.com/id111.html>

Global-i IntelScape Services – Site
<http://www.globaliconsulting.com/id130.html>

Global-i Assessments (Assessment Services) – Site
<http://www.globaliconsulting.com/id167.html>

Global-i D2IS Services (Infrastructure Implementation, Service Deployment and Systems Integration) – Site
<http://www.globaliconsulting.com/id126.html>

Global-i LEAPS Services (Engineering Services) – Site

Global-i Government Solutions

Networx (Contact: GSA-Networx@globaliconsulting.com)

Broadband Stimulus Act (American Recovery and Reinvestment Act of 2009) (Contact: broadbandstimulusactusa@globaliconsulting.com)

EAGLE (Contact: DHS-Eagle@globaliconsulting.com)

CONNECTIONS (Contact: GSA-Connections@globaliconsulting.com)

ALLIANT (Contact: GSA-Alliant@globaliconsulting.com)

MILLENNIA (Contact: GSA-Millenia@globaliconsulting.com)

MILLENNIA LITE (Contact: GSA-MilleniaLite@globaliconsulting.com)

ANSWER (Contact: GSA-Answer@globaliconsulting.com)



Client Proposed Solutions Enterprise Solutions



Global-i



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- Global-i Government Solutions

Enterprise & Wireline Carrier/Service Provider Communications Practice

(Global-i, Inc. www.globaliconsulting.com) is a technology and business consulting, integration and contracting services company based in Northern Virginia serving our clients nationally and globally. The company is focused on meeting **Full-Lifecycle and Implementation Consulting and Contracting Services** needs of clients across Telecom (PBX, VoIP, UC, Contact Centers, Managed Services, Hosted Services), **Wireless** (FMC, Mobility Applications, Devices), **IT, Professional Support Services, etc areas on Enterprise and Carrier Communications sides.**

Checkout our Capabilities Presentation (PDF link available on the right side of this page) and visit our services and solutions on the links below:

Global-i Services

<http://www.globaliconsulting.com/id122.html>

Global-i Solutions

<http://www.globaliconsulting.com/id105.html>

Global-i Labs

<http://www.globaliconsulting.com/id159.html>

Additionally, below is information on our Global-i LifecycleDrive (Full-Lifecycle Services), Global-i ReStrat (Proof-of-Concept Services), Global-i IntelScape (Assessments, Planning and Intelligence Services), Global-i ProductDevelopment Services, Global-i D2IS (Decision to Implement Services), Global-i LEAPS (Lab, Engineering And Partner Services) and Global-i PMO (Program/Project Management Services).

Our heavy focus is in custom developing, managing and delivering our

Contact :: Global-i Enterprise & Carrier Communications Practice

Email

Email us at: EnterpriseandSPCommPractice@globaliconsulting.com



Call us at: 703-574-2917 or 1-888-931-1117



**Complete and Send our Request for Service Form:
Request for Service**

Enterprise Communications Practice - Capabilities
Presentation ([click here to download file](#))

Client Proposed Solutions Wireless Solutions



Global-i



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Wireless Carrier/Service Provider Communications Practice

Global-i, Inc. (www.globaliconsulting.com) is a technology and business consulting, integration and contracting services company based in Northern Virginia serving our clients nationally and globally.

The company is focused on meeting **Full-Lifecycle and Implementation Consulting and Contracting Services** needs of clients across **Wireless (3G and 4G Networks, Applications, Devices), Wireless Enterprise (FMC, Mobility Applications, Devices), IT, Professional Support Services, etc areas on Wireless Carrier Communications** sides.

Checkout our Capabilities Presentation (PDF link available on the right side of this page) and visit our services and solutions on the links below:

Global-i Services

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Contact :: Global-i Wireless Carrier & Service Provider Communications Practice



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Why Global-i

Why Global-i

Benefits of our Proposed Services



Benefits of our Proposed Services

- Strategic Partnering for Domain-based Consulting and Contracting Solutions
- Boost to Client's IT Strategy, Solution Development, Solution Engineering, Solution Deployment, Go-To-Market, Channel, Market Expansion and Implementation Activities
- Client's Strategic Resource Acquisition, Retention, Alignment Resulting in:
 - Significant annual savings
 - Meeting Speed-to-Market Metrics
 - Flexible Structure

Competitive Advantages

- Strong Industry Expertise in
 - OEM, Service Provider, Enterprise and Government Convergence Solutions Portfolio
 - Overall Convergence Infrastructure, Networks, Platforms, Applications & Services Landscape
- Quick Resource Acquisition and Deployment
- Immediate Revenue Generation Service
 - with a window of extension of current and evolving Global-i Services

Why Global-i

Benefits of our Proposed Service



Team Qualifications

- Strong understanding
 - of end-to-end communications customers business cycle
 - Business Strategy
 - Product Development and Emerging Solutions
 - Engineering Services
 - Service Deployment and Service Delivery
 - Company Operations
 - Partner Ecosystem
 - Business Continuity and Sustenance
 - of Communications Customers Convergence needs and Competition
- Global-i Methodologies™ based services and solutions
 - Full-Lifecycle
 - Implementation
 - Next-generation Services

Why Global-i

Benefits of our Proposed Services (Success Stories)



- **Sprint-Nextel**
 - Enterprise and Service Provider Solutions over Communications and IT Infrastructure and Services
- **T-Mobile/T-Systems**
 - Voice, Data, Messaging, Web, Mobility, Collaboration, OSS-BSS, Devices and Platforms
- **Nextel**
 - Enterprise and Service Provider Solutions over Voice, Data, IM, Chat, Presence, WLAN, FMC, LMR
- **Motorola**
 - Handsets, 3G/4G Infrastructure, WLAN, FMC Solutions
- **NEC**
 - Enterprise and Government Implementations over NEAX PBX Enterprise Network Solutions
- **BT Global Services**
 - Fortune 500 Implementations over Cisco Converged Communications Solutions
- **XO Communications**
 - Managed Network Services, Hosted PBX Services, SIP Trunking, MPLS
- **Time Warner Cable**
 - Voice Services integrated with Cisco Solutions, DIA, WAN/MAN, Internet Services
- **Primus Telecommunications**
 - Managed Services, Hosted PBX Services, IP Centrex Services

Global-i Resources



- **Case Study**

- Case Study: Global-i Infrastructure-based Consulting and Contracting Services helped Service Provider to Develop and Deploy SIP-based Hosted Services (**View by [clicking here](#)**)
- Case Study: Global-i Enterprise Communications Infrastructure-based Consulting and Contracting Services helped IP Infrastructure Deployment at a Fortune 100 Company (**Read by [clicking here](#)**)

- **Whitepapers**

- Ten Steps to Development and Delivery of WiMax Services (**View by [clicking here](#)**), Best Practices for Video Services Deployment (**View by [clicking here](#)**), Wireless Service Provider Implementation Excellence (**View by [clicking here](#)**), Wireless OEM Implementation Excellence (**View by [clicking here](#)**)

- **Brochures**

- Proof-of-Concept Services (**View by [clicking here](#)**), Full-Lifecycle Services (**View by [clicking here](#)**), Global-i Labs (**View by [clicking here](#)**)

- **Presentations**

- Presentations in the Next-Gen Communications & IT Infrastructure & Services areas (**View by [clicking here](#)**)

- **Webinars**

- Unified Communications Webinar with Nortel Global Services on VoIP News (View by [clicking here](#))

- **Corporate Website, Office Locations, Press Release & News, Blog**

- Website (View by [clicking here](#)), Office Locations (View by [clicking here](#)), Press Release (View by [clicking here](#)), Global-i Blog (View by [clicking here](#))



Implementation Plan

Implementation Plan (Sample) Methodology



Methodology Phases	Methodology Processes
1. Analyze	Client Initiative, Client Business Processes, Client Offerings, Client Customers, Client Requirements
2. Design	Consulting and Outsourced Solution
3. Setup	Resource Planning
	Resource Acquisition
4. Deploy	Resource Management
	Delivery Management
	Performance Management
	Resource Alignment
5. Goal Planning	Set Subsequent Objectives, Targets and Budgets

Implementation Plan (Sample) Implementation Schedule



Schedule	
Timeframe	Milestones
Week 1 (Upon Contract Signing and Retainer Paid)	Project Kick-off and Resource Allocation
Week 2 -4	Detailed Design and Planning
	Acquisition Phase - Start Resourcing
Week 5	Delivery Phase – Start Delivering



Pricing, Terms and Contract Framework

Pricing & Payment Terms



- TBD

Q&A



- Be Candid

Next Steps



- Business Goals Assessment
- Scope and Requirements Capture
- Solution Agreement
- Proposal Presentation
- Contract Development
- Contract Execution
- Solution Kick-Off



Thank you
Global-i, Inc.

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