

Capabilities Presentation

Global-i Consulting & Contracting Services

Practice Area: Cable MSO (Multi-Service Operator) Practice

Client: Cox Business

Solution Areas: Communications Infrastructure, Services & Sourcing - Full-Lifecycle, Strategy, Product Development, Marketing, Implementation, Pre-Sales, Engineering & Post-Sales Solutions



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, (Placeholder)**
- **Q&A**
- **Next Steps**

Introductions



- Global-i Team
 - Client Account Leader
 - Solutions & Delivery Leader
 - Practice Management Team for Cable MSO-based Services & Solutions
 - Global-i Delivery Associates: Consultants and Contractors at Client Sites, Global-i Delivery Centers (Offices) 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 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
- Fortune 5000 and Global 10,000 Clients
- Markets Served in the US, Canada, Europe, Asia, Latin America

Global-i Capabilities

What We Do

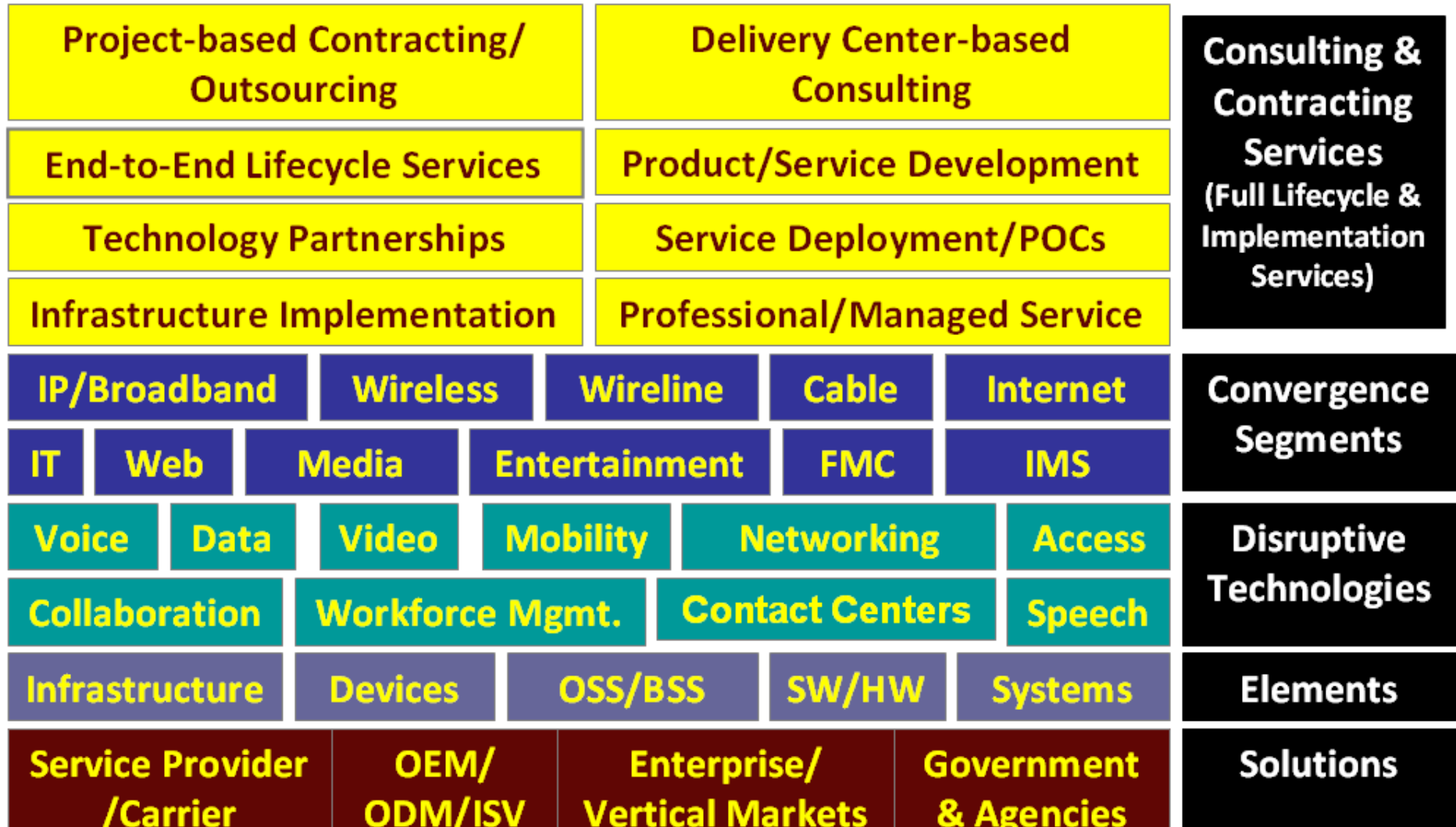


Using our services we help clients around the world:

- Evaluate new Technologies, Systems & Infrastructure Vendors
- Create Prototypes, Pilots and Proof-of-Concepts
- Develop and Launch New Products and Services
- Market Expansion of New and Existing Services
- Reposition and Sustain Existing Offerings
- Implement New Deployment/Major Upgrades of Systems and Infrastructure
- Improve operational excellence from existing services and systems
- Pre-Sales, Solutions Architecture & Sales Engineering Services
- 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
- History of Business and Technology Innovation
- Targeted, End-to-End and Evolving Service Offerings
- Commitment to Long-Term Development of our Customers, Employees and Partners
- Proven and Determined Leadership

Global-i Capabilities

Industry Focus



- Communications Infrastructure (Hardware, Software, Services - Telephony, Data, Video, UC and Apps)
- Enterprise Networks, Carrier Networks
- Managed Service Providers (MSPs)/Systems Integrators
- Wireline (IP-based and TDM-based Telecommunications)
- Wireless (3G and 4G Wireless, FMC)
- Cable MSOs
- Satellite
- Devices (Smart Devices, Soft Clients, IP Desktops)
- IT/Software/OSS/BSS/Protocols/APIs
- Networking/Servers/Desktops/Devices/Platforms/Tools
- Internet Service Providers
- Content Providers, E-Commerce, Media/Entertainment
- SAAS (Software as a Service), CAAS (Communications as a Service)
- Developer Programs, Fusion Programs, Alliances
- Semi-Conductors, Chip sets, 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
 - Cable Multi Service Operators (MSOs)
 - Satellite Service Provider and Carriers
 - Hosted Service Providers (HSPs)
 - Internet Service Providers (ISPs)
 - Managed Service Providers (MSPs)
 - Systems Integrators (SIs)
- **Manufacturer & Developer Solutions**
 - OEMs, ODMs, ISVs
- **Enterprise, Government and Vertical Market Clients**
 - Large Enterprise
 - Federal/State/Local Governments
 - Global-i Government Solutions
 - Vertical Markets (Financial/Insurance/Banking, Education, Healthcare, Hospitality, Manufacturing, Energy, Transportation/Logistics, Services)

Global-i Capabilities Our Services



- **Global-i LifecycleDrive™**
 - 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 ProductDevelopment™**
 - Product Development, Management and Marketing Services based Contracting and Consulting Service
 - Product Strategy, Product Planning, Requirements and Roadmapping, Technology Partnerships, Product Development, Product Launch ([Learn more](#))
- **Global-i ReStrat™**
 - Assessments and Proof-of-Concept (POC) Services
 - Evaluation, Strategy and Ideation Services for Next-Generation Products POCs
 - Assessment, Pilot and Trial Services for Systems Integration POCs ([Learn more](#))

Global-i Capabilities

Our Services



- **Global-i GTM™**
 - **Go-To-Market Services** based Contracting and Consulting Services
 - **New/Enhanced Products and Services Launch Planning/Execution to Customer Acquisitions to Partner Development to Pre-Sales** ([Learn more](#))
- **Global-i PMO™**
 - **Program and Project Management based PMO Services**
 - 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 D2IS™ (Decision-to-Implement Services)**
 - **Implementation, Deployment and Integration Services for Communications & IT Infrastructure and Systems**
 - Service Deployment/Market Expansion for Carrier-based Service Deployments
 - Infrastructure Implementation and Systems Integration for MSPs and SIs
 - SMB, Enterprise, Government and Vertical Market Customer Infrastructure/CPE Implementations ([Learn more](#))

Global-i Capabilities

Our Services



- **Global-i LEAPS™**

- **Lab, Engineering And Partner Services**
- Engineering Services: Pre-Sales & Sales Engineering, Solutions Engineering, Architects, Network Engineering, Systems Engineering, Applications Engineering, Software Engineers, Business Analyst, Technical Project Managers
- Lab Services: Test Engineering, Systems Engineering
- Partner Services: 3rd party Testing, Strategic Alliances, Technology Partnerships ([Learn more](#))

- **Global-i IntelScape™**

- **Intelligence and Thought-Leadership-based Services**
- Market Research Services, Assessment Services, Strategy Services, Planning Services, Thought-Leadership Services
- 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 LABS™**
 - 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, Joint-Testing, Interoperability Testing ([Learn more](#))
- **Global-i ExpertConsultant™**
 - Project-based Contracting Service
 - 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

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
- Web Services, SOA, SAAS, E/M-Commerce, IT Strategy, IT Compliance, IT Governance, IT Program & Project Management
- Utilizes Global-i Services and Solutions under this Practice ([Learn more](#))

- **Global-i Business Process Integration (BPI) Practice**

- Focused on Business Process Integration-based Consulting Services
- Automation, Self-Service, Human Integration, Productivity Enhancements, Cost Savings, Revenue Generation ([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 Extended Practice Areas



Global-i Lifecycle Services Covers All Activities



Cable MSO Practice

Cable MSO Practice

Our Focus



- **Provide Consulting and Contracting Resources**
 - Marketing, Strategy, Development, Proof-of-Concepts, Implementation
 - Product Management, Service Management, Service Delivery
 - Architecture & Design, Network Planning, Operations, IT
 - Pre-Sales, Engineering, Sales, Post-Sales
 - Large/Medium/Small Enterprise-based New Infrastructure & Services Projects, Large-Scale Upgrades & Migrations
 - Campus-wide Solutions, Distributed-Office Solutions, Branch-Office Solutions, Teleworker Solutions
 - Managed, Hosted and Bundled Solutions
 - Enterprise Convergence, Hardware, Software, Services
 - Onsite Contracting Resources at Client Locations & Global-i Delivery Center-based Consulting

Cable MSO Practice

Our Focus



- **Provide Services Across Technology Areas**
 - Voice, Data, Internet, Video, Mobility, UC and Other Applications
 - Metro Area Networks, Ethernet, VoIP, SIP Trunks, IP Video, MPLS, Inter-Carrier, Wholesale
 - Bundled Services
 - Hosted Services
 - Managed Services: CPE, Endpoints, Devices, Access, Services
 - Productivity Applications
 - Vertical Applications
 - Integrated Applications: 3rd Party Applications
 - Infrastructure, Endpoints and Services

Cable MSO Practice

Our Focus



- **Provide Solutions Across Solution Areas**
 - **Carrier-based Services**
 - Dedicated Circuits
 - Point-to-Point, Point-to-MultiPoint, Ethernet, WAN
 - Carrier-Hosted
 - Centrex (Analog, TDM)
 - IP (IP Centrex, Hosted PBX)
 - Hybrid (Mixed Dedicated Circuits to Premise-based with Carrier-Hosted Services from the Cloud/Cluster)
 - **IT Services (ITS)**
 - Account and Provisioning Services
 - Ordering, Activation, Provisioning, Billing, Customer Service
 - Helpdesk Services

Cable MSO Practice

Our Focus



- **Provide Solutions Across Solution Areas**
 - **CPE-based Services**
 - Enterprise and Premise-based Networks
 - IP-based Networks
 - » IP-PBX, MPLS, IP-Video, IP-Messaging
 - TDM-based Legacy Networks
 - » TDM-PBX, QSIG, Legacy Proprietary PBX Networks
 - Voice, Data, Video, Unified Collaboration, Messaging, Mobility, Contact Centers, Conferencing (Audio, Video, Web)
 - Server, Gateway, Integrated Services, Integrated Clients
 - Connectivity/Trunking/Networking
 - Ethernet, MPLS, Integrated T1, SIP T1, DS3, ATM, Centrex, SONET

Cable MSO Practice

Our Cable Expertise



- **Strong Familiarity of National and Regional Cable MSO Providers**
 - **National:** Time Warner Cable, Comcast, Cox, Charter
 - **Regional:** RCN and most Leading Regional Cable MSOs
- **Strong Familiarity of National and Regional Alternate Service Providers**
 - **Wireline:** RBOCs, CLECs, ILECs, LECs
 - **Wireless:** 3G and 4G
 - **IP:** Hosted Service Providers, Satellite
 - **Managed Service Providers (MSPs)**

Cable MSO Practice

Our Cable Technology Expertise



- **HFC**
 - Hybrid Fiber Coaxial, Packet Cable
- **Fiber**
 - Fiber to the Premise (FTTP)
 - Fiber to the Curb (FTTC)
- **DOCSIS**
 - 3.0
- **Wireless Integration with VAS**
 - Messaging, Mobile UC, FMC

Cable MSO Practice

Our Focus



- **Services Across Practice Areas**
 - Assessments and Proof-of-Concepts
 - Needs, Solution, Technology, Product, Vendor, Partner
 - Assessments, Pre-Concepts, Prototypes, Proof-of-Concepts
 - Strategy
 - Business Case, Technology Strategy, Business Strategy
 - Product & Service Strategy,
 - Strategy Paper, Architecture & Design, Use Cases
 - Architecture & Design
 - IP Evolutions, Network Design
 - Vendor and Partner Selection, Architecture Design Document

Cable MSO Practice

Our Focus



- **Services Across Practice Areas**
 - Requirements and Service Planning
 - 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, Requirements Document
 - Product & Service Development
 - Feature Development, Application Development, Product Development, Service Development, Back-end IT Support System Development, 3rd Party Joint-Development
 - Software Development, IT Services Sourcing
 - Hardware Sourcing, Application Development Sourcing

Cable MSO Practice

Our Focus



- **Services Across Practice Areas**
 - Product & Service Engineering
 - Proof-of-Concepts, In-house Testing and Field Trials
 - Systems & Test Engineering
 - Product & Service Rollout & Management
 - Assessments, Competitive, Vendor & Partner Analysis
 - Solution Delivery and Rollout 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
 - Engineering & Sales Support

Cable MSO Practice

Our Focus



- **Services Across Practice Areas**
 - Program and Project Management
 - Program Planning and Management
 - Project Planning and Management
 - Vendor and Partner Management
 - Work stream Planning and Management
 - Milestone Planning and Management
 - Risk and Impact Assessments
 - Mitigations
 - Dashboards

Cable MSO Practice

Our Focus



- **Channel Partner Services Across Pre-Sales, Post-Sales, Sales Support, Sales Engineering**
 - Pre-Sales, Channel Support and Post-Sales Support
 - Solution Engineering, Sales Engineering
 - RFIs, RFPs, Sales Support
 - Channel Marketing Support
 - Training & Solution Demo
 - Pricing & Configuration
 - Deployment and Implementation
 - Acquisition Services
 - Customer Acquisitions, Partner Acquisitions



Identification of Needs

Client Identification of Needs

Client Business Review



COX Business Review

- Third largest Cable and Broadband Services Provider in the Nation
- Known for Bundling of Voice, Data, Internet, Video, TV
- Excellence in Customer Care
- 6 Million Cable Customers, 22000+ Employees
- Commitment to Diversity and Inclusion
- Since 1996 Invested more than \$16 billion in Infrastructure Upgrade to deliver Multi-Communications Services

Client Identification of Needs Client Business Review

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Business: [Voice](#) [Data](#) [Video](#) [Industries](#) [My Account](#) [Pricing & Special Offers](#) [Support](#) | [About Us](#) [Residential](#)

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Ready for more calls?

Find out what Cox Business Voice can do for your company

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Voice

Our flexible services make your phone work harder.



[Let's start talking](#)



Data

Bigger bandwidth makes a big difference to your business.



[Select your speed](#)



Video

Bring the power of TV to your company and your customers.



[Tune in now](#)



Industries

See how Cox helps specialized industries grow



[See who counts on Cox](#)

Let's get down to business

Know what you need? Just check the products you'd like to discuss

- VoiceManagerSM
- Digital Phone & Voice Mail
- Cox Long Distance & Toll Free
- Business Internet
- Internet Wireless LAN
- Optical Internet

[Let's discuss my list](#)

Let's talk.

To order or get the latest deals, email us or call:

866-456-9944

Have questions?

[Data, Voice, and Video](#)

[Printable User Guides](#)

Internet

100%

Client Identification of Needs

Client Solution Review



Provide Global-i Services and Solutions Across Most Service Areas within Cox Business

- Voice Services – Bundled Services, Hosted VoIP
- Data Services – Ethernet, Optical Internet, Metro, WLAN, Carrier Access
- Video Services
- Industries
 - Government
 - Education, Hospitality, Financial and more

Client Identification of Needs Client Solution Review



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Business: **Voice** Data Video Industries My Account Pricing & Special Offers Support About Us Residential

VoiceManager Cox Digital Telephone® Centrex Converged Access LD and Toll Free Pricing & Plans

You are here: Business Home > Voice

Business Voice Services

Let's find a phone service that fits your business

- VoiceManagerSM
- Digital Phone & Voice Mail
- Cox Long Distance & Toll Free
- Business Internet
- Internet Wireless LAN
- Optical Internet

[Let's discuss my list](#)

Digital Phone

A flexible service for most business needs.

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Converged Access

A voice service with Internet access added.

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Additional features

Completes your voice services options.

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Quick Links

Client Identification of Needs Client Solution Review

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Cox Business VoiceManagerSM

Your desk phone on your desktop

Imagine placing your desk phone right on your desktop, so you can enjoy complete control and customization of all your calling needs. The technology is big, and so are the benefits: Enhanced productivity. Complete mobility. Streamlined administration. And system-wide reliability. Cut the cord today.

How your business can benefit

Sophisticated technology made simple – Here's how Cox Business

VoiceManagerSM works: Simply log on and activate your voice service with a mouse click. You start with a simple user interface accessible from any Internet connection. This platform provides features at your fingertips, organized the same way real people think, so you can use any feature on any phone and manage it all intuitively.

Personalized service that you design – This fully hosted communications solution includes all maintenance and upkeep. Your administrator retains business-level control, while you get all of the real-time functionality you want—and none of the day-to-day management you don't.



Cox Business
VoiceManagerSM Demo

[▶ Click Here to View Demo](#)

Let's get down to business

Know what you need?
Just check the products
you'd like to discuss

- VoiceManagerSM
- Digital Phone & Voice Mail
- Cox Long Distance & Toll Free
- Business Internet
- Internet Wireless LAN
- Optical Internet

[Let's discuss my list](#)

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Client Identification of Needs Client Solution Review



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Business: Voice **Data** Video Industries My Account Pricing & Special Offers Support About Us Residential

Business Internet Optical Internet Metro Ethernet Private Line VPN Wireless LAN Carrier Access Pricing

You are here: Business Home > Data

Business Internet & Data Services

Now enhanced with Online Backup.
Let's find a connection that fits your business

Let's get down to business

Know what you need? Just check the products you'd like to discuss

- VoiceManagerSM
- Digital Phone & Voice Mail
- Cox Long Distance & Toll Free
- Business Internet
- Internet Wireless LAN
- Optical Internet

[Let's discuss my list](#)

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Quick Links

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Client Identification of Needs Client Solution Review



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Business: Voice Data Video **Industries** My Account Pricing & Special Offers Support About Us Residential

Real Estate Residential Communities Education Government Healthcare Hospitality

You are here: Business Home > Industries

Ready for better Real Estate foundations?

Find out about Cox's Real Estate expertise

[See Our Case Studies](#)

Let's get down to business

Know what you need? Just check the products you'd like to discuss

- VoiceManagerSM
- Digital Phone & Voice Mail
- Cox Long Distance & Toll Free
- Business Internet
- Internet Wireless LAN
- Optical Internet

[Let's discuss my list](#)

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Find It Fast

Real Estate
Building better technology to attract tenants and increase property values.
[Explore Real Estate](#)

Residential Communities
Attracting and retaining residents with trusted solutions.
[Explore Communities](#)

Education
We're busy making sure all levels of Education achieve better results.
[Explore Education](#)

Government
Helping Government organizations better serve value to their citizens.
[Explore Government](#)

[Show more Industries](#)

Client Identification of Needs Client Solution Review



- **Global-i can meet and support Consulting and Contracting Requirements under several key areas within the Client Solutions Portfolio and Ongoing/Upcoming Initiatives:**
 - Client Activities
 - TBD

Client Identification of Needs Scope, Commitment, Timeline



Engagement Scope

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

Proposed Services Cable MSO Solutions



Global-i

- Home
- About Us
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- Solutions & Practice Areas
- Global-i Labs
- Partners
- News and Events
- Join Our Team
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Cable MSO (Multi-Service Operator) 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 **Full-Lifecycle Consulting and Contracting Services needs** (including Full-Lifecycle Services, Product Development & Management, Proof-of-Concept Services, Customer and Partner Assessments, Pre-Sales & Proposals, Solutions & Sales Engineering, Channel Marketing Support, Training, Solution Demonstration, Acquisition Services, etc.) of

Contact ::
Global-i Cable MSO Client Practice



Email us at: CableMSOPractice@globaliconsulting.com



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



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

Download

Cable MSO Practice - Capabilities Presentation ([Click here to download file](#))



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 Strategy, Product Development, Engineering, Go-To-Market, Channel, Market Expansion and Implementation Activities
- Client's Strategic Resource Acquisition, Retention, Alignment Resulting in:
 - Significant savings
 - Meeting Speed-to-Market Metrics
 - Flexible Structure

Competitive Advantages

- Strong Industry Expertise in
 - Service Provider, OEM, 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 Services



Team Qualifications

- Strong Expertise
 - in End-to-End Communications Customers Business Cycle
 - Business Strategy
 - Marketing, Product Development, Product/Service Management
 - Service Deployment
 - Service Delivery
 - Company Operations
 - Partner Ecosystem
 - Business Continuity and Sustenance
 - in Communications Customers Convergence Needs and Evolutions
- Global-i Methodologies™ based services and solutions
 - Full-Lifecycle
 - Product Development and Proof-of-Concepts
 - Implementation
 - Next-generation Services

Why Global-i Success Stories



- **RCN Business and RCN Metro**
 - SMB, Enterprise , Vertical, Government and Wholesale Solutions for Talkware VoIP (Hosted PBX, IP Centrex, SIP Trunks) and Ethernet Solutions
- **Sprint-Nextel**
 - SMB, Enterprise and Wholesale Solutions over Communications and IT Services
- **XO Communications and XO One Managed Services**
 - XO Flex Services for Managed Network Services, Hosted PBX Services, SIP Trunking and MPLS
- **BT Commercial Services**
 - Fortune 500 Implementations over Cisco and Broadsoft Converged Communications Solutions
- **NEC and NEC Business Network Services**
 - OEM, Enterprise and Government Solutions over Enterprise Voice/Data Network Solutions
- **Time Warner Cable Business Services**
 - Dedicated Internet Access, Metro Networks, VoIP, Solutions over HFC-based Network
- **AT&T**
 - SMB, Enterprise , Government and Service Provider Solutions over Communications and IT Infrastructure and Services

Global-i Resources



- **Case Study**

- Case Study: Global-i Full-Lifecycle-based Consulting and Contracting Services helped Service Provider to Develop and Deploy SIP-based Hosted Services (**View by [clicking here](#)**)
- Case Study: RCN Business Ramps up on Hosted-PBX and SIP Trunking with Global-i Marketing Services (**View by [clicking here](#)**)

- **Whitepapers**

- IP Telephony & VoIP Enterprise Implementation Excellence (**View by [clicking here](#)**)
- Enterprise Unified Communications Deployment (**View by [clicking here](#)**)
- Best Practices for Video Services Deployment (**View by [clicking here](#)**)

- **Presentations**

- Adopting Unified Communications and Drive UC into your Next-Generation Communications Infrastructure (**View by [clicking here](#)**)

- **Webinars**

- Unified Communications Webinar with Nortel Global Services on VoIP News (**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](#)**)



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 Professional Services Solution |
| 3. Setup | Resource Planning |
| | Resource Acquisition |
| 4. Deploy | Resource Management |
| | Delivery |
| | 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

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
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