

Client Presentation –

Global-i Consulting & Contracting Services for Sprint Convergence and Wireless Integration (SWI) Solutions

March 27, 2009

Global-i[©]

Value Driven Solutions Delivered

Consulting ▪ Contracting ▪ Technology

Agenda

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

Introductions

- Global-i Team for Sprint Convergence and SWI Projects
 - Dave Roy
 - Founder & President, droy@globaliconsulting.com
 - Bill Hieatt
 - Account, Solutions and Delivery Leader – Commercial Side, bhieatt@globaliconsulting.com
 - Greg McCormick
 - Account, Solutions and Delivery Leader – Government Side, gmcormick@globaliconsulting.com
 - Practice Management Team for Convergence
 - Dave Roy, droy@globaliconsulting.com
 - Global-i Consultants and Contractors at Sprint Site and Remote (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 Converged 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 emerging/current/legacy technologies and outsourcing models to help clients achieve "Value-Driven Solutions" so they in turn can "**Deliver**" on "**Consistently-Growing**" values for their customers and all stakeholders.

Global-i Capabilities

Corporate Profile

- Incorporated 2006
- Headquartered in Northern Virginia in the U.S. with Nationwide/Global Presence
- Corporate Structure
 - Business Model
 - Full-Lifecycle, Development, Go-to-Market, Thought-Leadership and Implementation Consulting and Contracting Services across the Technology space
 - Organization Structure
 - Company Management at the Headquarters, Associates (Account Leaders & Solution Leaders, Practice Leaders, Delivery Leaders, others) geographically dispersed, 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 500 and Global 10,000 Clients
- Markets Served in the US, Europe, Asia

Global-i Capabilities

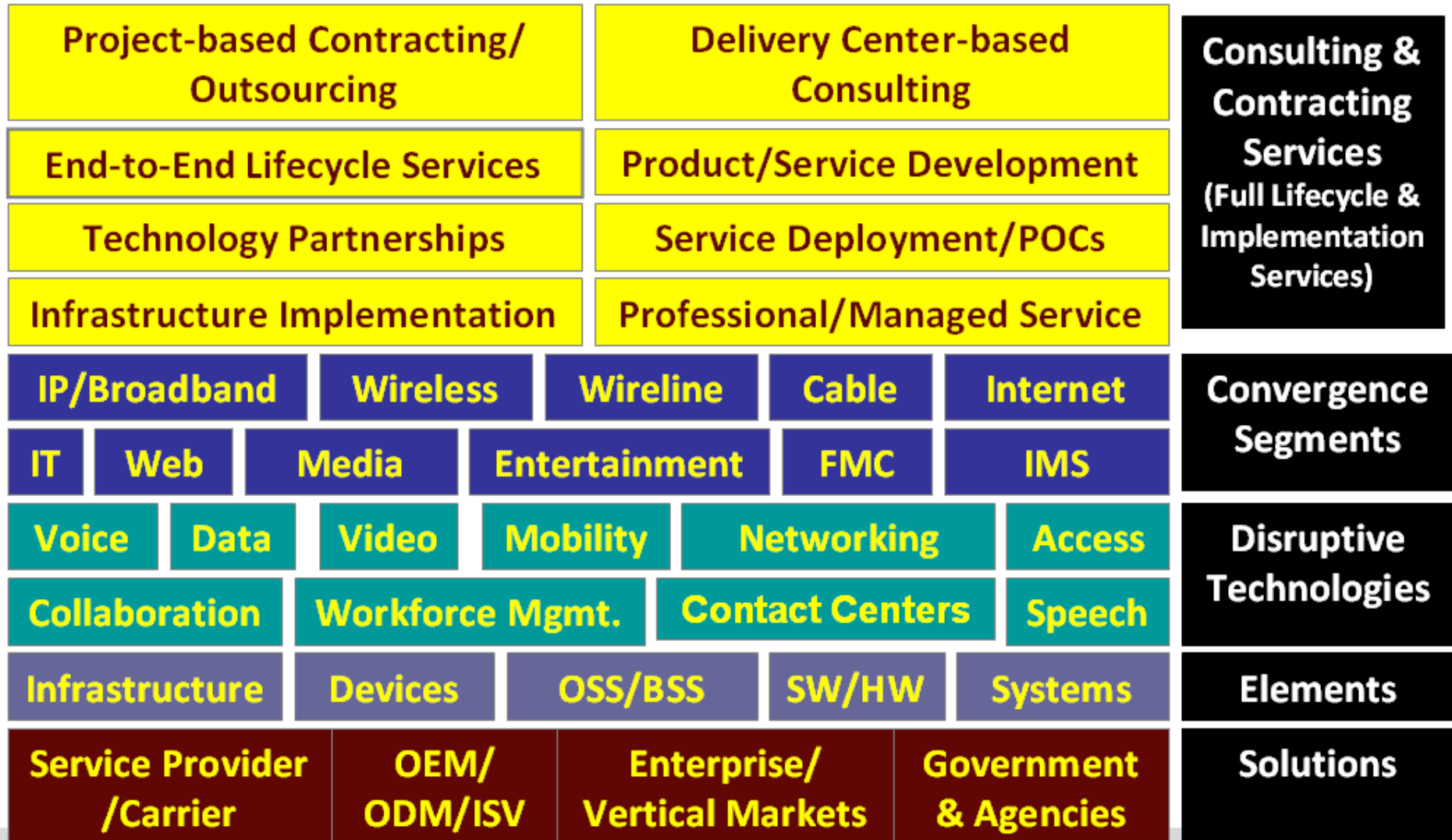
What We Do

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 and services
- Market Expansion of new and existing services
- Reposition and Sustain existing offerings
- Implement new/major upgrades of systems and Infrastructure
- Improve operational excellence from existing services and systems
- Create the best-of-breed customers and partners

Global-i Capabilities

Our Approach



Global-i Capabilities

Our Expertise

"**Critical-Value-Relationships**" with the world's leading Converged Communications/IT companies.

Many strengths that distinguishes Global-i in the Converged Communications & IT marketplace:

- Extensive Converged Communications & IT industry expertise
- Services offered in:
 - Lifecycle, Strategy, Development, Engineering, Go-to-Market, Program/Project Management and Technology Services Consulting
 - Product/Infrastructure/Systems Implementation and Service Deployment services
- Solutions offered to:
 - OEMs, Service Providers/Carriers, Enterprise, Verticals, Government
- Capabilities in Project-based Contracting and Delivery Center-based Consulting
- Focus on Project Leadership and Project Turnaround
- History of Business and Technology Innovation and Service Expertise
- Targeted, End-to-End and Evolving service offerings
- Commitment to the Long-term development of our customers, employees and partners
- Proven and determined leadership team

Global-i Capabilities

Industry Focus

- Communications Hardware/Infrastructure (Telephony, Data, Video, UC and Apps)
- Wireline (IP-based and TDM-based Telecommunications)
- Wireless (3G and 4G Wireless, FMC)
- Devices (Smart Devices, Soft Clients, IP Desktops)
- Managed Service Providers (MSPs)/Systems Integrators
- IT/Software/OSS/BSS/Protocols/APIs
- Networking/Servers/Desktops/Devices/Platforms/Tools
- Cable MSOs
- Satellite
- 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

Global-i Capabilities Solution Expertise

- **Carrier and Service Provider Solutions**
 - Wireless and Satellite
 - Wireline/IP/Broadband
 - Cable MSOs
 - ISPs
 - Managed Service Providers
 - Hosted Service Providers
- **Manufacturer & Developer Solutions**
 - OEMs
 - ODMs
 - ISVs
- **Enterprise, Government and Vertical Market Clients**
 - Large Enterprise
 - Vertical Markets (Financial/Insurance/Banking, Education, Healthcare, Hospitality, Manufacturing, Energy, TransportationLogistics, Services)
 - Federal/State/Local Governments

Global-i Capabilities

Our Services

- **Global-i LifecycleDrive™**
 - **Full-Lifecycle Services** based Contracting and Consulting Service
 - Next Generation & Enhancement Products & Services Lifecycle Management
- **Global-i D2IS™**
 - **Implementation and Deployment Services**
 - Service Deployment and Market Expansion
 - Infrastructure Implementation, Systems Integration
- **Global-i D2OS™**
 - **Outsourced and Managed Services**
 - Including one or more Global-i Services

Global-i Capabilities

Our Services

- **Global-i ReStrat™**
 - Assessments and Proof-of-Concept (POC) Service
 - Professional and Managed Service-based Contracting Service
 - Delivery-center based Consulting Service
- **Global-i ExpertConsultant™**
 - Project-based Contracting Service
 - Global-i Consultants provide Project Leadership and Project Turnarounds
- **Global-i LAPS™**
 - Lab and Partner Services
 - Technology Partnerships
- **Global-i IntelScape™**
 - Intelligence and Thought-Leadership-based Services
 - Research and Strategy

Identification of Needs

Sprint Identification of Needs

Client Business Review

- Communications Leader with a comprehensive range of Wireless and Wireline Communications Services
- Aggressive Growth and been at the Forefront of Communications Services to Enterprise, Government, Wholesale and Consumers.
- Overview of Business
 - Recognized for Developing, Engineering and Deploying Innovative Technologies
 - Including two wireless networks
 - Industry-leading Services
 - Mobile Data Services
 - Instant National and International Push-to-Talk Capabilities
 - Global Tier 1 Internet Backbone
 - In the Fore-front of Converged Solutions

Sprint Identification of Needs

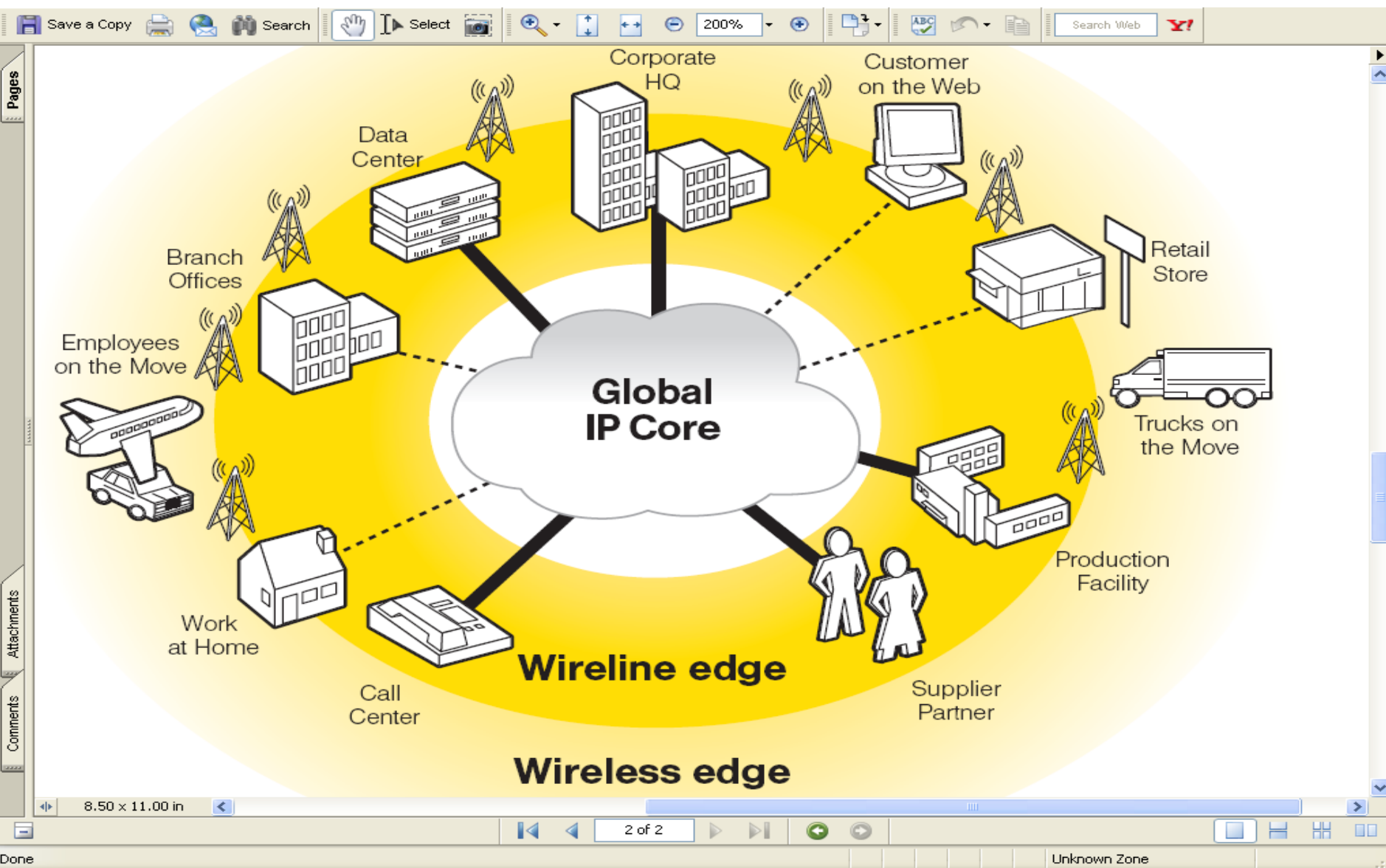
Converged Solutions Product Review

- **Convergence from Sprint**

- Taps into Sprint's Industry-Leading Wireless Network, and Award-Winning Wireline Network with its flexible IP core.
- Four Main Areas of Convergence
 - Transport
 - Sprint Global MPLS set an industry standard when it became the first U.S. service to earn Cisco IP-VPN Multiservice QoS certification
 - MPLS VPN solution enables real-time, business-critical applications on end-to-end SLAs
 - Telephony
 - Offers Managed IP-PBX solutions with customized pricing and feature packages
 - Mobility
 - Sprint Fixed Mobile Convergence extends PBX functionality to mobile devices
 - » Provides one number, common voice mail, free on-net calling, etc.
 - Connectivity
 - Sprint SIP Trunking builds upon MPLS Technology as an enabler for VoIP
 - » Allows IP-PBXs to deliver local LEC and LD provider services with COS support
 - » Enables Unified Communications with a single point of access

Sprint Identification of Needs

Converged Solutions Architecture Review



Sprint Identification of Needs Unified Communications Review

Business Benefits

Industry Solutions

Unified Communications has its advantages across multiple industries

Healthcare
Allows collaboration and review of treatment options in a variety of mediums, resulting in better patient care



Financial Services
Improves customer service through enhanced levels of communication to high net-worth clients

Insurance
Streamlines communication with clients, allowing claims and coverage to be processed quickly



Manufacturing
Employees in large facilities instantly coordinate changes and fix problems quickly

Professional Services
Enhanced collaboration with clients using the tools they prefer most – helping increase retention and service

Sprint Identification of Needs IP Convergence Portfolio Review

Shop

My Sprint

Digital Lounge

Support

Packages | Phones | Plans | Services | Accessories | Promotions | Coverage Maps | Shopping Cart | En Español

IP Convergence

Any-to-any connectivity. Now available on the Sprint global IP backbone.

Power
Has Its
Perks.

The convergence of voice, video and data on a common, flexible IP core has arrived. Complete with fixed and wireless connectivity options, Sprint-managed support, robust VoIP solutions and the flexibility to evolve with your business needs, Sprint's IP Convergence solutions can help connect all your users and locations. Plus, if you need to migrate to an all IP-based solution, we'll make the transition a smooth one.

IP Networking



Converged voice, video and data access for all your users and locations.

VoIP



Enterprise-wide voice, data and messaging over a single IP connection.

Fixed Mobile Convergence



Keep your workforce productive whether they're on-site, remote or both.

Managed Services & Security



Leverage Sprint's security expertise and best-in-class partnerships.

Unified Communications



Enjoy a common experience for your voice, data, email, IM and conferencing.

Next Steps

See it in action: Converged IP, mobile and wireline from Sprint.

[Launch video»](#)

Endorsements



Stratecast, a division of Frost & Sullivan, details Sprint's approach to true convergence.

[Learn more»](#)



Forrester Research recognizes Sprint as a strong performer for Global WAN Services.

[Learn more»](#)



Network World Advertorial: IP convergence that knows no boundaries

[Learn more»](#)

Sprint Identification of Needs Client Requirements

- **Global-i can meet and support Consulting and Contracting Requirements under three areas within the Sprint Convergence and SWI Solutions Portfolio and ongoing initiatives:**
 - Sprint Global and Managed Services Activities
 - Tied to Managed Network Services Offerings and Global IP/MPLS
 - Provide Tier 1, pre-sales qualification, definition, design, engineering, costing and pricing support for Premise and Hosted IP Telephony, MPLS, Wireless Integration, IP Trunking and more to the Global Services/Consulting Professional Services Channel
 - Perform the full range of pre-sales consulting and deployment activities
 - Assessments, Readiness
 - Proof-of-Concepts
 - Solution Strategy
 - Investment (TCO) Justification
 - Solution Requirements
 - Solution Architecture and Design
 - Product Positioning, Demo, Configuration, Quote, Proposal, Post-sale
 - Deployment and Implementation
 - Program and Project Management

Sprint Identification of Needs

Client Requirements

- Sprint Product Development Activities
 - Tied to Product Development and Management
 - Infrastructure
 - » Carrier-side
 - » Enterprise-side
 - 3rd Party Applications and Platforms
 - Devices and End-points
 - Managed Services – Security, Monitoring, etc.
 - All Cross-functional Activities including:
 - Product Strategy, Product Business Cases, Thought Leadership
 - Architecture, Design, Core Teaming, JADs
 - Product and Requirements Planning/Management
 - Vendor/Partner Evaluation and Management
 - Program/Project Management, Project Turnarounds, Project Leadership
 - Engineering Services - Lab Testing/Field Trials
 - Network Services – Market Expansion
 - IT Services – including all ITO Services, OSS/BSS/Billing, etc. activities

Sprint Identification of Needs

Client Requirements

- Sprint Go-to-Market Activities
 - Launch Planning and Execution
 - Service plans
 - Feature/Packages
 - Pricing
 - Promotions
 - Channel components
 - Thought Leadership
 - Collateral Development
 - Partner Program/Alliances
 - Marketing Programs
 - Event Marketing
 - Training
 - Field Marketing

Sprint Identification of Needs

Scope, Commitment, Timeline

Engagement Scope

- Number of Solutions, Number of Markets, Number of Resources, etc

Contract Commitment

- Minimum Number of Full-Lifecycle Product Implementation/Deployment Customer Engagements
 - 12 Months, Ongoing, Billed Hour Resources, Fixed-fee Projects
- Minimum Number of Full-Lifecycle Product Development/Go-to-Market Engagements
 - 12 Months, Ongoing, Billed Hour Resources, Fixed-fee Projects

Delivery Timeline

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

Proposed Services

Sprint Proposed Services Objectives

- Provide Managed Services-based Consulting and Contracting Resources
 - for Customer Adoption and Deployment Activities of Convergence/SWI Solutions
 - Global-i Consultants will Plug into Sprint Professional Services Work flows & SKUs
- Provide Managed Services-based Consulting and Contracting Resources
 - for Go-to-Market and Sustaining Activities of Convergence/SWI Services
 - for Product Development Activities of Convergence/SWI Products
- Provide Resource Fulfillment for all Sprint regions
 - U.S.
- Global-i Consultants represent Sprint
 - and adopt Sprint Business Processes, Methodologies and Tools while engaged on customer projects And/OR
- Global-i Consultants represent Global-i

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 Sprint's Go-To-Market and Market Expansion Activities
- Sprint Strategic Resource Acquisition, Retention, Alignment Resulting in:
 - Significant annual savings
 - Meeting Speed-to-Market Metrics
 - Flexible Structure

Competitive Advantages

- Strong Industry Expertise in
 - Enterprise and Service Provider Convergence Solutions Portfolio
 - Overall Convergence Infrastructure, Applications and Devices Landscape
- Quick Resource Acquisition and Deployment
- Immediate Revenue Generation Service

Why Global-i

Benefits of our Proposed Services

Team Qualifications

- Strong understanding
 - of end-to-end communications customers business cycle
 - Business Strategy
 - Product Development
 - Product Deployment
 - Company Operations
 - Partner Ecosystem
 - Business Continuity and Sustenance
 - of Communications customer Convergence needs
- 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 Wireless Services Implementations**
 - Across Voice, Data, Video, WiMax, OSS-BSS and other Applications
- **BT Global Services Implementations for Enterprise Customers**
 - Fortune 500 Implementations over Cisco Solutions
- **Nextel PTT, LMR and Enterprise PBX Implementations for IDEN Services**
 - Voice Messaging, SMS, MMS, Push-to-Talk (Direct Connect) Services, PTX
- **NEC BNS/Channel Implementations for Enterprise Customers**
 - Enterprise/Vertical/Government Customer Implementations over NEAX Solutions
- **T-Mobile/T-Systems Enterprise Implementations**
- **XO Communications Implementations for Enterprise Customers**
 - XO Managed and Hosted Services with Avaya and Cisco Implementations
- **Time Warner Cable Implementations for Enterprise Customers**
 - IP-Voice, WAN/MAN
- **Ameritech (now AT&T) Global Services Implementations for Enterprise Customers**

Implementation Plan

Implementation Plan Methodology

Methodology Phases	Methodology Processes
1. Analyze	Client Initiative, Client Business Processes, Client Offerings, Client Customers, Client Requirements & Scope
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

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 Managing

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 (Global-i, Inc. is a Registered Sprint Vendor)
- Solution Kick-Off

Thank you

Global-i, Inc.

1-888-931-1117

info@globaliconsulting.com

www.globaliconsulting.com