



# Wireless. Convergence. Data Communications.

## **Aricent: Co-Creating the World's Most Innovative Communications Products and Services**

Aricent is a global innovation, technology and outsourcing company focused exclusively on communications. Aricent is a strategic supplier to the world's leading application, infrastructure and service providers in the communications industry, providing a broad range of products and services.

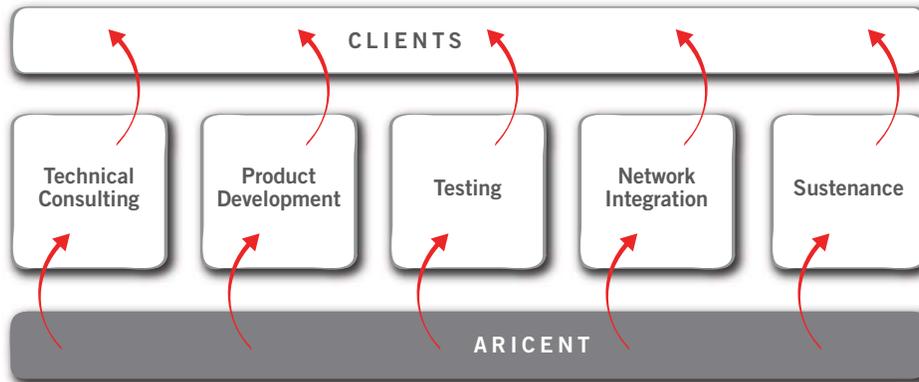
## Wireless, Convergence and Data Communications Practice

Aricent's Wireless, Convergence and Data Communications practice is at the leading edge of communications today, solving some of the most challenging technical and product lifecycle issues in areas such as Switching and Routing, IP Backhaul, Carrier Ethernet, and Security / DPI (L4-L7 Services). Broad capabilities support every phase of the product lifecycle from innovation and technical consulting to research and development, and on through testing, implementation, and product sustenance.

### VALUE

- Proactive investments for creating IP that reduces TTM and total cost of ownership
- Pre-Integrated frameworks to reduce risk, time and cost

### ARICENT'S PRODUCT LIFECYCLE ORIENTATION



Aricent's solutions address key customer challenges, including speeding development, optimizing R&D resources, gaining new market and technology knowledge and reducing costs and risks.

**The time to market advantage:** On-demand access to Aricent's consulting and deep domain expertise, licensable intellectual property, ready-to-use frameworks and sophisticated global delivery model demonstrably shortens product development cycles. This proven approach speeds time to market – a critical competitive advantage for communications products and services.

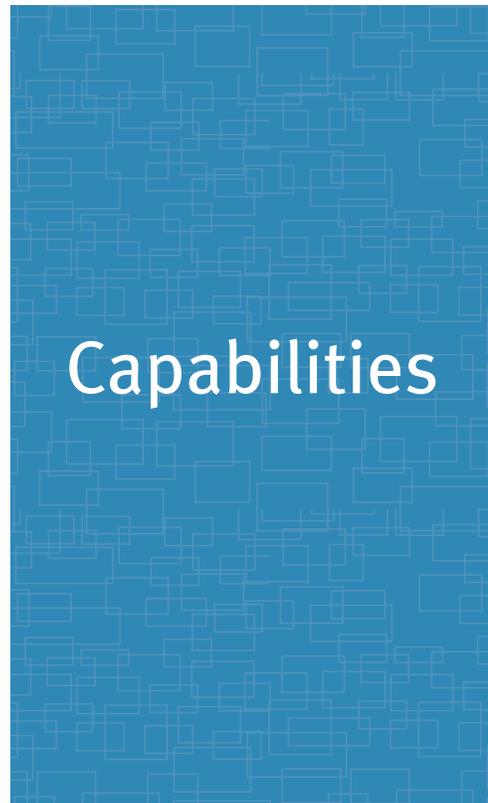
**Optimizing R&D efficiency:** Aricent can take complete ownership of mature product lines, freeing up customer's R&D resources for developing new products and entering new markets. Aricent's sustenance and field support capabilities enable our customers to strike the ideal R&D balance in a highly customized way – including the shift from a fixed R&D model to a flexible cost-based approach.

**Expertise with scale:** Aricent's exclusive focus on the communications industry, combined with approximately 8000 consultants and engineers globally, create a highly effective, on-demand solution for our customers. This dedicated and focused workforce enables Aricent to quickly ramp up teams of hundreds in a period of weeks to meet our customer's objectives. Our deep domain expertise speeds knowledge transfer to further reduce costs and time to market.

**Contemporary, flexible business relationships:** Aricent tailors its business relationships based on modern market dynamics and the individual needs of its customers, ranging from large offshore development centers to virtual R&D labs for newly funded companies. Options include fixed-price projects offering "zero cost risk", outcome-based business models and "back to back" SLA commitments for appropriate projects.

Working out of ten international design centers or with customers at their locations, **Aricent delivers** highly trained technical teams of virtually any size. Our broad skill sets deliver crucial benefits **at every phase** of the product/service lifecycle.

CAPABILITY	SKILL SET	BENEFITS
2.5 / 3G & NGN Lab	<ul style="list-style-type: none"> <li>Carrier grade (SGSN, GGSN, MSC) captive mobile network</li> <li>NGN / IMS Convergence Lab</li> </ul>	<ul style="list-style-type: none"> <li>Robust IOT and end to end wireless infrastructure and CPE testing</li> <li>Seamless delivery of legacy and next-generation applications such as presence, location-based services, and IPTV</li> <li>Heterogeneous access scenarios</li> </ul>
Technical Consulting	<ul style="list-style-type: none"> <li>Define product design and architecture</li> <li>Interpret emerging specifications for new technologies</li> </ul>	<ul style="list-style-type: none"> <li>Reduced time to market</li> <li>Reduced risk in bringing out emerging technologies</li> <li>Leverage global experience of consultants</li> </ul>
Turnkey Product Development	<ul style="list-style-type: none"> <li>Create new product requirements</li> <li>System design and development</li> <li>Integration of various modules</li> </ul>	<ul style="list-style-type: none"> <li>Reduced time to market</li> <li>Reduced cost risk</li> </ul>
Testing	<ul style="list-style-type: none"> <li>End-to-end, system level and application/service level</li> <li>Functional level</li> <li>Interoperability</li> <li>Compliance</li> </ul>	<ul style="list-style-type: none"> <li>Reduced costs</li> <li>Quality delivery</li> </ul>
Network Integration, testing and deployment	<ul style="list-style-type: none"> <li>Lab, user and field trials</li> <li>Deployment in Greenfield or existing networks</li> <li>Tier 3 support for network nodes</li> </ul>	<ul style="list-style-type: none"> <li>Reduced risk</li> <li>Independent/alternate view</li> <li>Lower training effort</li> </ul>
Product Sustenance	<ul style="list-style-type: none"> <li>Transition of lab and product knowledge support for mature products</li> <li>Complete ownership for entire product lines</li> </ul>	<ul style="list-style-type: none"> <li>R&amp;D resource optimization</li> <li>Frees in-house resources for new product development</li> <li>Enables variable-cost model</li> </ul>



## SUCCESS

Aricent's customers represent 9 of the top 10 telecommunications equipment suppliers, 8 of the top 10 mobile phone manufacturers, and many of the world's major global service providers. Aricent teams have been instrumental in designing and delivering some of the industry's most important innovations, and Aricent technology powers emerging and legacy products and services that support most of the world's citizens.

- Co-developed the world's first commercially available Femtocell solution
- Sustaining the market-leading IP media gateway, supporting 70% of the world's IP traffic
- Aricent-developed software supports 85% of global DSLAM ports and routing solutions
- Aricent technology powers functionality in all major satellite networks, including Inmarsat and Thuraya
- Aricent teams help sustain more than 50% of North American wireline telephone services

CAPABILITIES
<ul style="list-style-type: none"> <li>Ready-to-use 3G Test Lab/ Infrastructure</li> <li>State-of-the-art Convergence Lab</li> <li>Carrier Ethernet Lab</li> <li>DPI Lab – Signature analysis</li> </ul>

# Success Stories

## Offshore development for leading telecommunications equipment vendor

– A large equipment vendor chose Aricent to assume the operations, maintenance and support for their GSM infrastructure. Aricent signed back-to-back SLAs, quickly scaled to establish a multi-shore offsite development center and assumed staff members in multiple locations in Europe and India. Today, Aricent supports a network of 12,000 BTSs and 450 BSCs in more than 30 countries with a team of more than 200 GSM experts.

**Managed testing services** – Aricent was selected to provide managed testing services for the largest mobile operator in the world. This involved complete responsibility of “end-to-end” testing from the handset, to applications to network infrastructure – before the service rolled out into the network. The customer dramatically reduced overall costs by deploying common processes across domains, improving testing quality, and minimizing service roll out times.

**In-flight telecommunications solution** – Airborne broadband wireless Internet access has emerged as a compelling new way for airlines to boost revenues and achieve greater differentiation. Working with Aircell on an aggressive time to market objective, Aricent designed and developed the first in-flight broadband systems, which are now in deployment on American Airlines and Virgin America Airlines.

**Industry’s first Femtocell solution** – Newly funded company selected Aricent for turnkey development of one of the industry’s first Femtocell gateways. The combination of Aricent’s 100+ 3G experts and established licensable products slashed costs and time to market – a critical advantage for start-ups. The company went on to get future investments from Cisco.

**WiMAX pioneer** – Aricent co-developed one of the industry’s first and most successful base station solutions for a leading WiMAX equipment manufacturer. Aricent’s R&D teams working for the customer accelerated development and time to market by more than 50%.

**DPI leader** – Aricent worked with a leading Deep Packet Inspection (DPI) vendor to develop new security/DPI signatures akin to the territory-specific usage patterns in Asia, opening up new markets and revenue opportunities.

**R&D optimization for wireline equipment manufacturer** – A leading North American wireline equipment provider needed to reduce R&D costs of its mature, deployed products while launching new development initiatives. Aricent set up a large offshore development center with more than 200 engineers focusing on product sustenance, thus freeing up customers resources for new projects.

## Aricent Practices/Launch Dates

### WIRELESS

- LTE – 2007
- WiMAX – 2005
- Femto/Picocells – 2005
- Wireless (2.5G and 3G) – 1996
- Switching/intelligent networks – 1994

### CONVERGENCE

- Network Migration Consultancy – 2007
- Convergence Test Lab – 2006
- IP Multimedia Subsystems (IMS) – 2004
- Voice Over IP – 1997

### DATA COMMUNICATIONS

- L4-L7 Services (DPI) – 2006
- Network Security – 2003
- IP Mobile Backhaul/  
Metro Ethernet – 1998
- Optical Networking – 1997
- L2/L3 – 1985

### SCALE/PRACTICES

- 2500+ Wireless consultants
- 1500+ Convergence engineers
- 1000+ Datacom specialists
- 1000+ Test engineers

## CORPORATE LOCATION

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