

The logo for EMISFERA Sistemi, featuring the word "EMISFERA" in a bold, black, sans-serif font, with "Sistemi" in a smaller, blue, cursive font below it. To the right of the text is a dark blue semi-circle.

**EMISFERA**

*Sistemi*

# Company Network Presentation

## Emisfera Sistemi and Partner Network Company

Ver.1\_0\_05

17/06/2005

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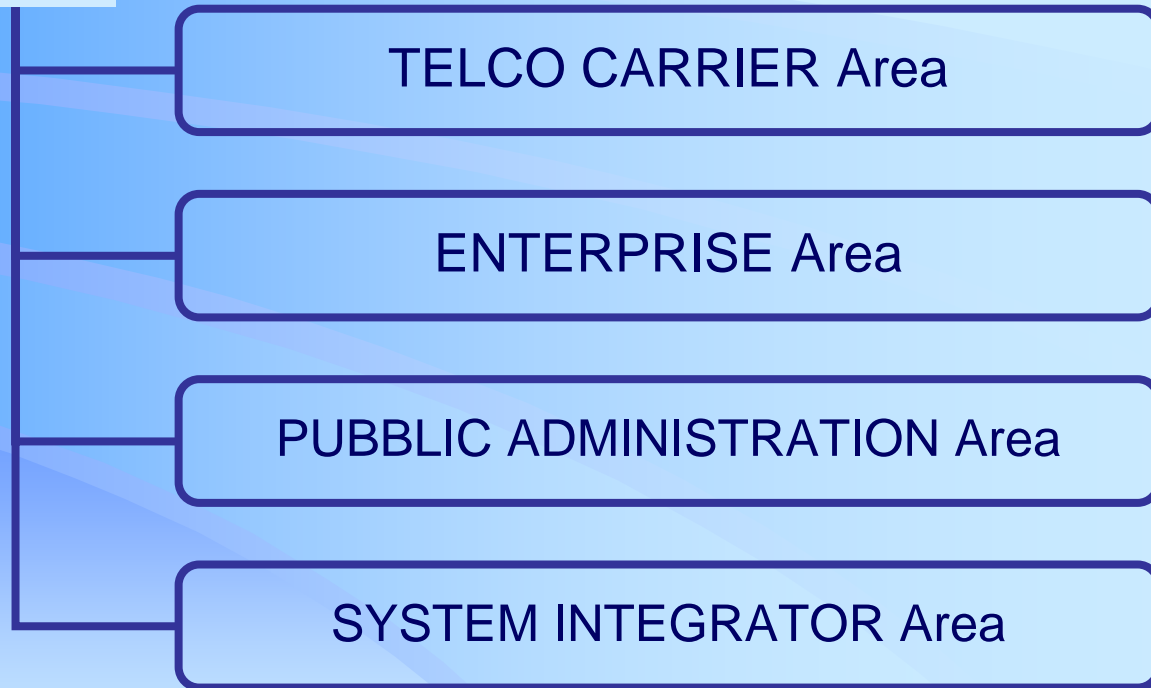
# Company Mission



- EMISFERA SISTEMI born as wireless engineering company dedicated on planning and deployment of radio telecommunication systems, with the scope of geographical voice video data transport.
- Emisfera has the goal of satisfy small-medium TELCO, public administration, system integrator internetworking and communication needing



# Business Areas



# Business Model



**SUPPLIER**

**CUSTOMER**

- **HARDWARE SUPPLIER**
- **CONSTRUCTOR AND VENDOR**

**DIRECT SELL**

- **TELCO and TLC CARRIERS**
- **BIG SYSTEM INTEGRATORS**

**TECHNICAL SUPPORT,  
COURSES AND  
RESELLING AGREEMENT**

**SERVICES**



**PRODUCT AND  
SERVICES**

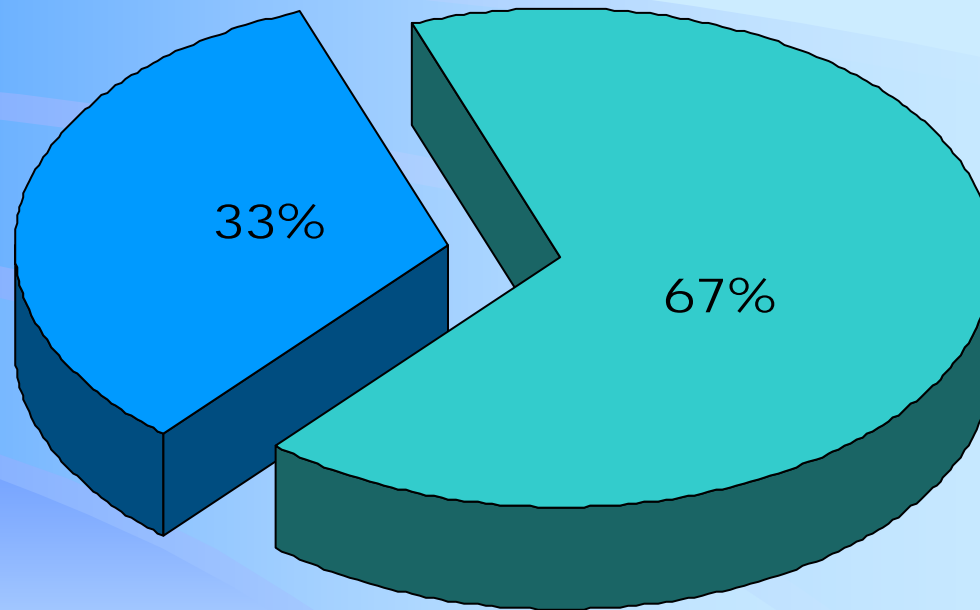
- **PUBLIC ADMINISTRATION**
- **SMALL and MEDIUM SYSTEM INTEGRATOR**
- **ENTREPRRISE MARKET**

# Emisfera Revenue



Q3-Q4 2004 Revenues

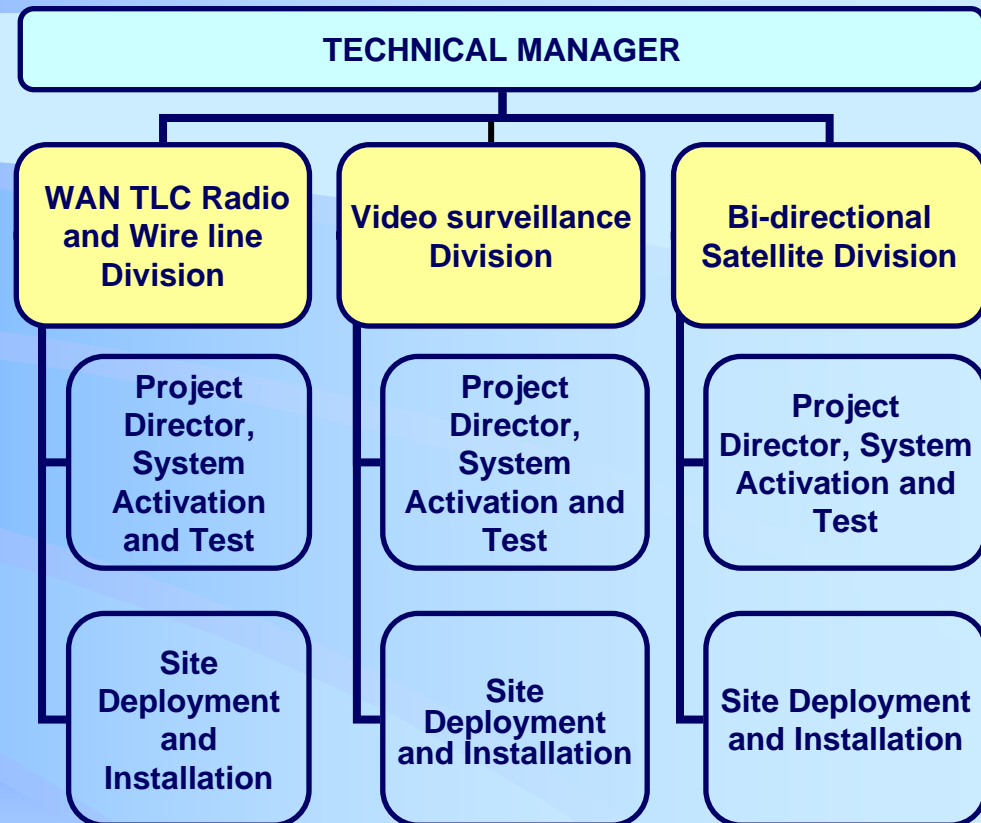
- Total Revenues from Services only
- Total revenues form reselling Hardware only



# Company Profile

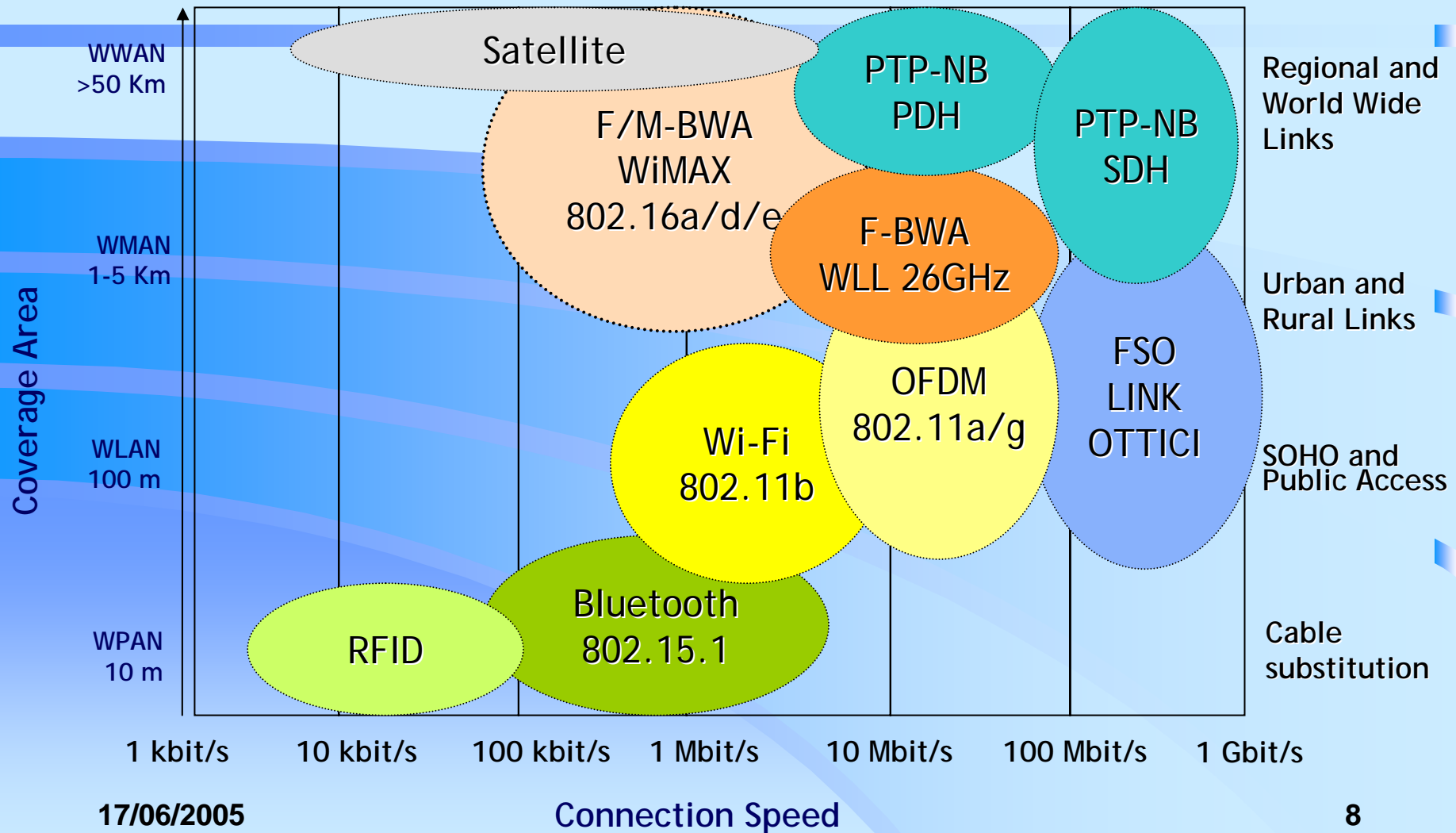


- EMISFERA SISTEMI is structured with a team of wireless skilled engineers and TLC system expertise technicians in order to define specialized and evolved solution in multimedia and triple-play communication system.
- Thanks to his technical and commercial structure, Emisfera is able to cover the whole national area



# Service Offers and Business Areas

# Voice Video and Data Radio Solutions



# Carrier and TELCO Area



- Emisfera Sistemi appears to TELCO and Carrier customer as a Carrier Class wireless engineering company, oriented to MAN and WAN TLC system.
- Emisfera can provide wireless (optical and radio) and wire line (copper and fiber) infrastructures, whatever is need high level skills in radio planning or strong geographical advanced solution in optical, copper or radio systems.

# Wireless Offer in Carrier Class



- Point-to-point transport systems
  - Radio Wireless system for geographical networks WAN in standard PDH and SDH with ATM, IPoE e TDM protocols
  - Optical Wireless FSO, PDH, SDH, ATM, Ethernet e Gbit-Ethernet
- Point-to-Multi-Point access radio systems
  - WLL-LMDS (Wireless Local Loop-Local Multipoint Distribution System) technologies PDH or ATM on the air
  - Innovative TDM technologies for voice and data, as WiMAX solutions or pre-WiMAX solution in mobile, nomadic and fixed access environment.

# Wire line Offer in Carrier Class



- xDSL (Digital Subscriber Line) or LRE (Long Reach Ethernet) access systems
- IAD equipment as IP, TDM or xDSL uplink, delivering data services and analog (POTS) or digital (ISDN) voice services.
- Advanced Ethernet over passive optical fiber system (E-PON) access systems.
- ATM-based and IP-based switching and routing network for access and transport system

# Enterprise Area and Public Administration



- Emisfera Sistemi is able to provide to private companies and Public Administrations, specific TLC communication system, both in geographical context and territorial circumstance.
- Emisfera is mostly skilled where expertise and specific know-how is requested in radio frequencies planning and point-to-point or point-to-multi-point systems

# Enterprise Class Offer



- Radio transmission integration system:
  - Spread Spectrum/OFDM (Hot-Spot e Wi-Fi) technology on unlicensed ISM band, with the scope of voice, video and data high capacity transport (triple play)
  - Narrow Band (Authority licensed band) in Gigabit Ethernet architecture or PDH, SDH architecture, with the scope of voice, video and very high capacity data transport (triple play)
- Point-to-point wireless transport system as optical link FSO, PDH, SDH, ATM, Ethernet and Gigabit-Ethernet
- Advanced Ethernet over passive optical fiber system (E-PON) access systems.
- Bidirectional Satellite point-to-point and point-to-multi-point (VSAT) system

# Video Surveillance Area



- Request of security is growing up very fast during last years then Emisfera Sistemi can provide a qualified and professional answer.
- Private companies and Public Administrations can implement wireless (optical and radio) and wire line solution, in order to achieve high quality and secure video and voice services.
- Emisfera Sistemi represent a competitive and complete partner, able to plan and deploy a wide video-surveillance and control network, in metropolitan areas and geographical context

# Service and Solutions/1



- Site survey and field analysis of the radio-propagation quality link, measurement of the noise back-ground, interference analysis and definition of the specification in a wireless network planning
- Planning of a complete carrier class wireless (Frequency and Radio Planning) and optical solution in complex network architectures (Network Planning), with particular care to the traffic engineering plan.
- Operation, Administration and Maintenance of deployed network with remote, or on-site, Help Desk services

# Service and Solutions/2



- Network planning, project management, engineering of TLC infrastructures building and site identification (site planning), in conformity with National and International recommendations
- On-site implementation, hosting and housing maintenance of integrated carrier class NOCs (Network Operation Center)



# Emisfera References



- Coverage engineering, frequency planning, network planning and system activation (start-up) of the transport and access network ATM over SDH, of the main Italian 26GHz WLL private carrier.
- Radio planning and infrastructure deployment in a part of a regional network, of an municipalized data carrier company.
- Planning, deployment and start-up of an access and transport network, in a metropolitan video-surveillance network.
- Radio analysis, site survey, and network planning in a GSM-R Italian project, tendered by RFI (Rete Ferroviaria Italiana)

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# Emisfera Sistemi Partner Network

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# Partner Network



- Behind communication transport systems, network planning, deployment and TLC infrastructure building, Emisfera Sistemi can also provide a reliable management of entire project, performing solution in complex scenarios, supported by a partner network:
  - Partner dedicated to software engineering development in open-source (Linux based) context, concentrated on the production of help desk software, network management system, intranet and company management product software as enhanced work-flow.
  - Partner dedicated and structured as telecommunication system installer, particularly specialized in electrical and electronic system for TLC applications. Physical implementation and site infrastructure building in geographical wireless and wire-line networks.
  - WISP (Wireless Internet Service Provider) dedicated to the implementation of Wi-Fi metropolitan and private cells. Core services of this partners are Internet connectivity on mobile PC and internal/metropolitan VoIP applications.

# Partner Network Solution



**1- Network planning, activation  
pre and post sales consulting,  
in TLC wireless and  
wire line system**

**2 – Installation and  
electronic maintenance in  
TLC wireless and wire line  
implementation**

***NETWORK  
CUSTOMER***

**4 – Software engineering  
dedicated to TLC open-source  
application and to enterprise  
management software**

**3 - WISP (National License) as  
end-user carrier of wireless  
broad-band and  
wireless VoIP**

# Software Engineering



- Software house born to help business companies to evolve the own core business, taking advantage themselves of a suitable information technology ad-hoc solution.
- This partner understands customer needing. It wish to propose a whole technological vision to take the customers into this choices, helping them to realize a harmonized architecture of its own informative systems, in order to achieve a complete solution or a customization of an existing one.
- To develop, to sell, to promote and to assist the customer products, to permit an affordable and accessible internal information, to communicate with own suppliers, to make the companies more productive and more efficient.

# Software engineering product and services



- WILDCARD is the ideal solution in order to simplify the management of documents. Integrating itself with the business system informative and most modern input output peripherals, wildcard is a complete solution for the recording, the realization and the sharing of documents for small, medium and large companies.
- HELP DESK is an advanced solution for trouble-ticketing management. Help Desk allows detailed analysis of performance parameters (e.g. ticket end-time analysis), timesheet procedure and internal documentation (e.g. offers generation and management). The system access is simple, instantaneous and user-friendly. HELP DESK solution can integrate pre-existent intranet business solutions and customer can personalizes various and specific requirements. The solution allows a dialogue with sale force, marketing staff and administrative management instruments.
- SERVICES
  - planning and building web oriented software application on specific requirements of the Customer
  - installation, configuration, integration and tuning on Linux and Microsoft context
  - planning and deployment of software communication systems
  - emergency analysis and security test in complex information technology systems
  - Remote computer network and information technology systems management

# TLC system installation partner



- Dedicated to the deployment and installation of infrastructure of TLC systems, it is mostly skilled to directly serve major mobile carrier GSM or major vendor (as system integrator) of mobile technologies. Contemporaneously it can provide small and medium installation of wireless and wire-line to enterprise context
- Development of installation business, is the electrical and energy integration, taking care of the whole solution in terms of planning, management and implementation of electrical environment on telecommunication system.
- Typical structure: about 40 people where about 25 operative technician on the field. National wide capability in operation, installation and maintenance.

# WISP (Wireless Internet Service Provider) partner



- WISP partner solution allow customer a wireless connection to internet, using their own portable PC or PDA
  - Hotels, Bar e restaurants, congress and course halls, libraries, university, tourist port, airport and metroplitan public areas.
- Internet access is fast, safe and easy using pre-paid cards with temporary or permanent username and password authentication.
- Possibility of VoIP application in the hot-spot areas
- Customer do not need any dedicated software plug-in and any modification of the computer setting.
- Reselling of advertising spaces.

# Network Partner Quality Certification



- EN ISO 9001:2000
- SOA: OS19 category 4, from Euro 2.500.000,00
- Italian TLC Installation authorization (Autorizzazione Primo Grado Installatori secondo il DM314/92)
- National WISP license (Licenza ministeriale Nazionale di rivendita del servizio WiFi in ambito Pubblico)

# Partner Network Technical Certification



- Certification Course ALVARION “CASE-BN-DS Certified Alvarion System Engineer” BreezeNET B, DS11, BreezeACCESS VL certification program.
- Certification Course ONE ACCESS “*OneOS Basic and Advanced Training*”
- Lucent Certification Course “*FastTrack Pre and Post Training on MSS Access (PSAX) Solutions*”
- Ceragon Certification Course “Ceragon FA Family SDH radio bridge, configuration, management, Diagnostic and troubleshooting”
- Witcom Certification Course “Witlink 2000 Family, PDH radio bridge”
- Netro-SRTelecom Certification Course “WLL Airstar Technical Training Program”
- Lucent Certification Course “SDH Design and Engineering – SDH-DE-001”
- Lucent Certification Course “DSL Design and Engineering – DSL-DE-001”

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Thanks ...

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