

Daitan Labs Overview

Augusto Savio Cavalcanti, CEO

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daitanLabs

Where Innovation Sparks Opportunity

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- What we are
 - 20+ years experts in **Telecom & IT** (ex-Vendors, ex-Service Providers)
 - With extensive background on **developing, deploying and maintaining carrier grade, highly reliable solutions (6 9s)**
 - Central Offices, PBXs, SoftSwitches, Media Gateways, Wireless, Messaging, Billing, Web Portals, etc
 - To Service Providers around the world

- What we are
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- What we offer
 - **Product R&D** (full products, country adaptations, features, legacy)
 - **Product Professional Services** (pre- and post-sales)
 - **Consulting**
 - Support **positioning your products world-wide** (in USA, Europe, CALA, Asia, Africa)

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- Currently
 - *Offices in USA, Brazil*
 - *Solid success in USA, Europe and Japan*
 - *Solutions deployed in 40+ countries*
 - *Customers are world-wide leaders in VoIP, Mobile, Optical, Messaging, Billing, Web Portals, Stacks*



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Founders' History



Augusto S. Cavalcanti
CEO



Fabio Matsumoto
CTO



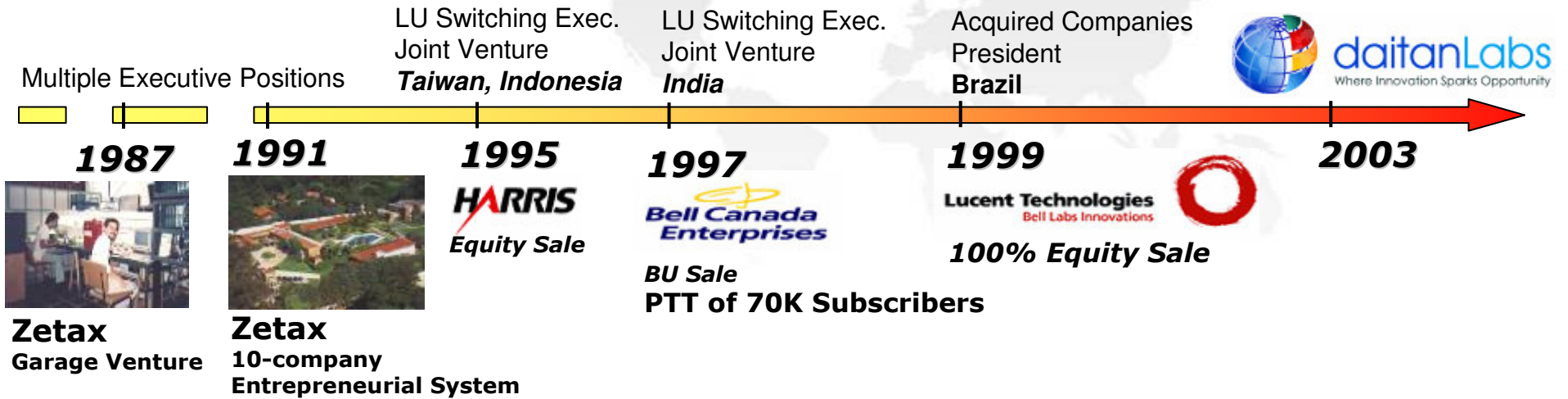
James S. Bergamini
**President, Sales
USA Offices**



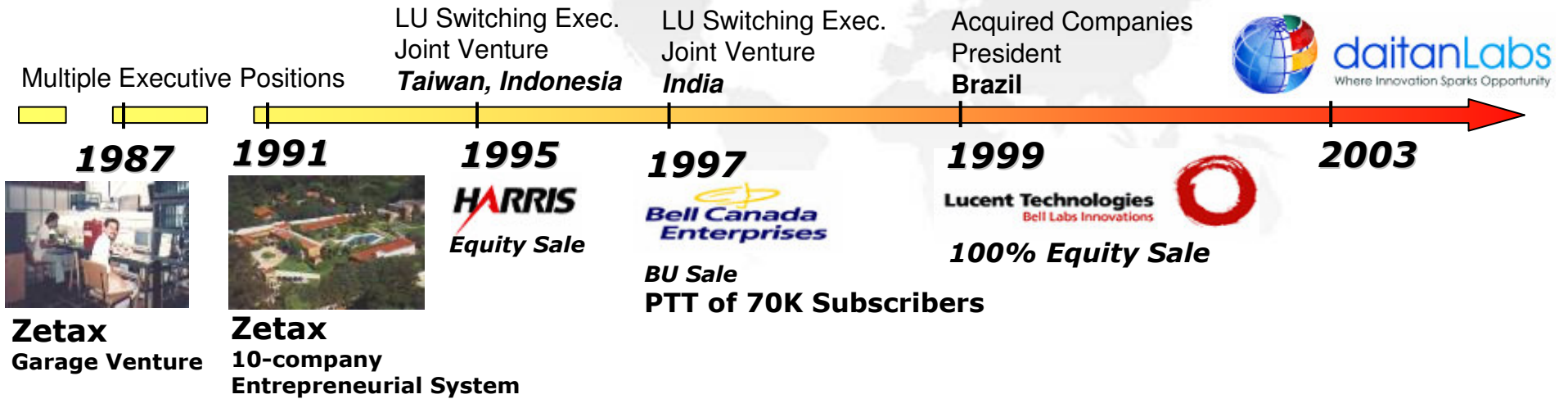
Helio Kinoshita
**Corporate
Development Director**

100+ Years of Telecom/IT Experience
Former Bell Labs Executives

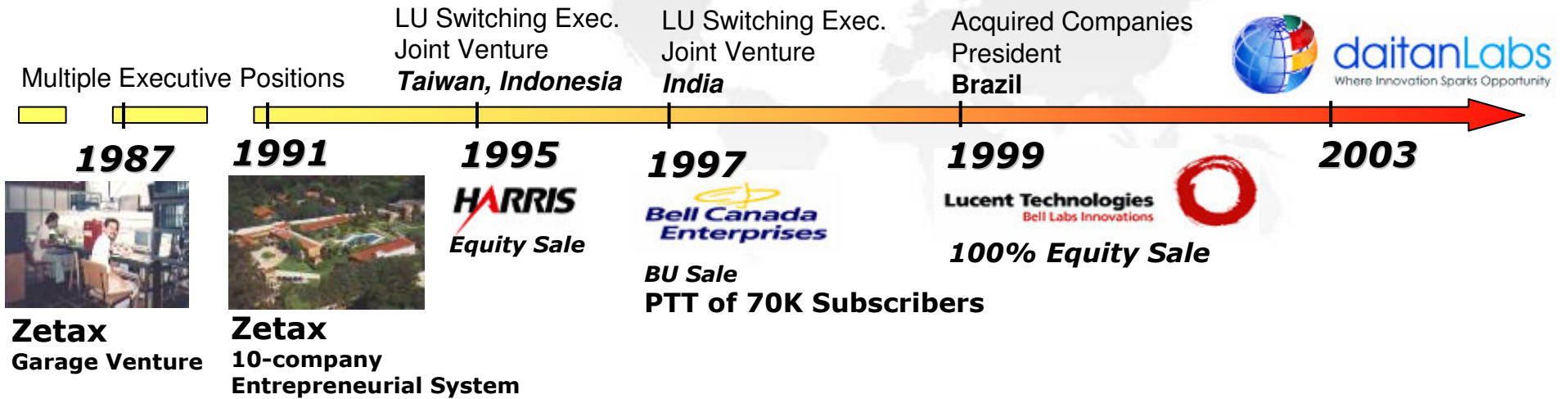
Daitan Labs History Summary



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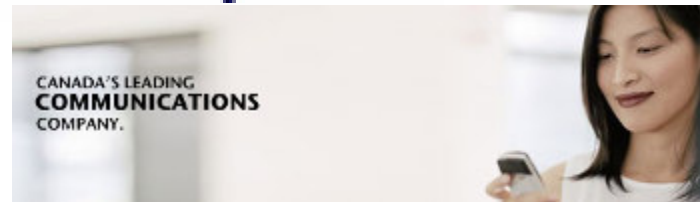
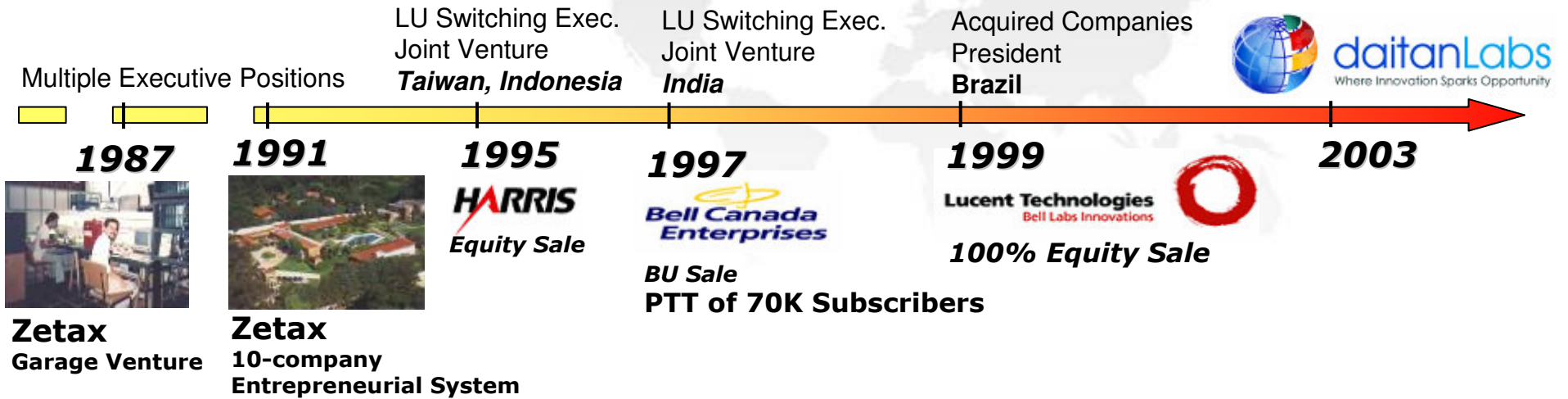
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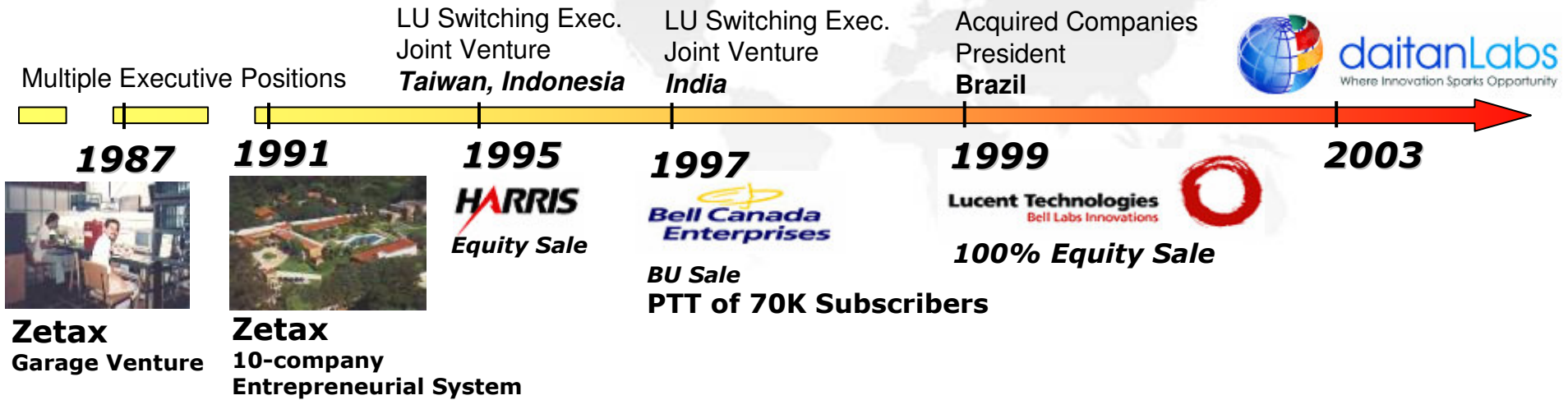
HARRIS



Daitan Labs History Summary

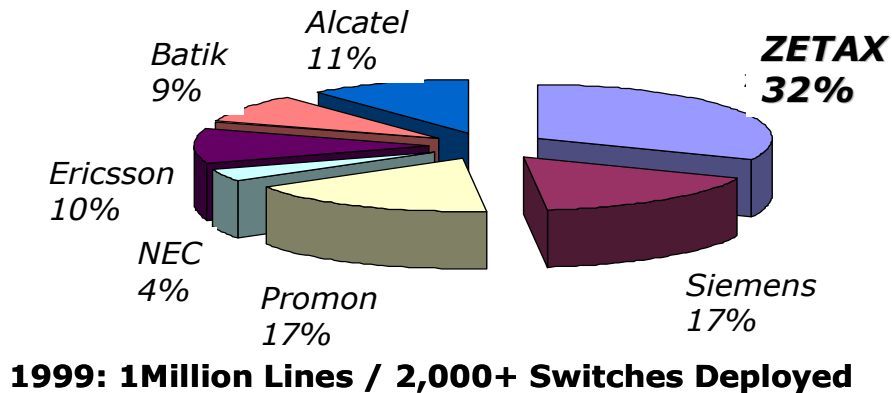


Daitan Labs History Summary

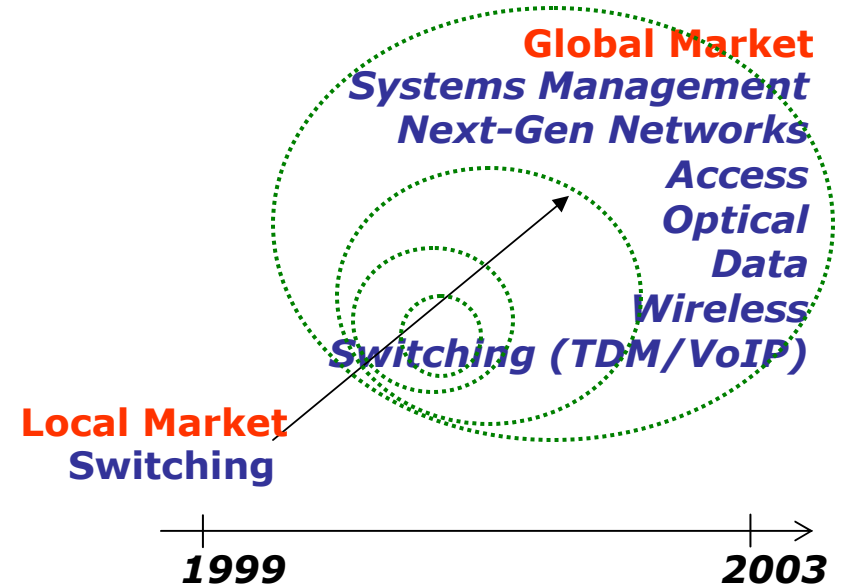
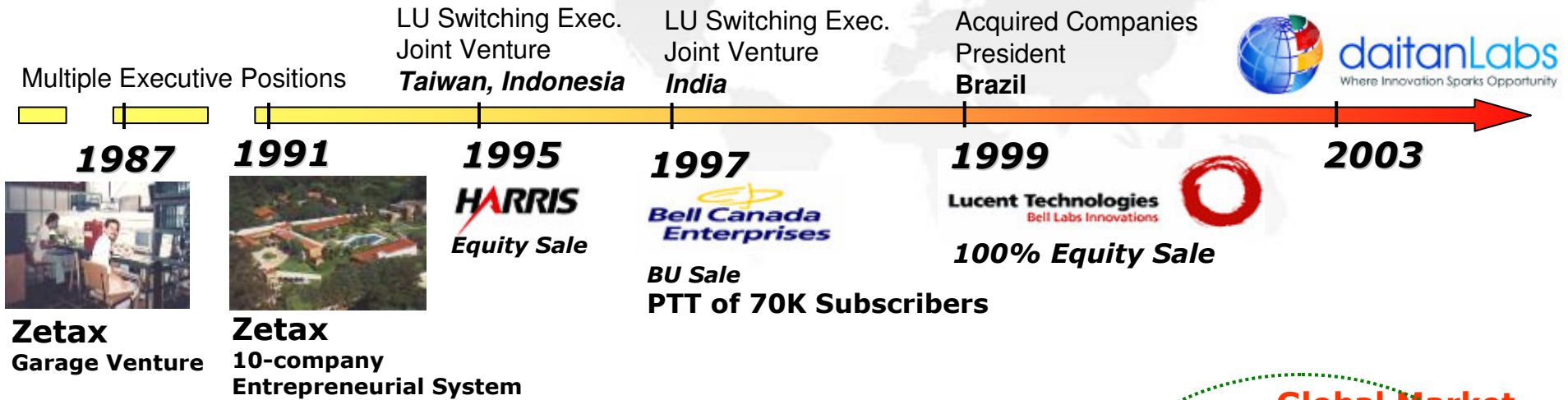


Market Leadership

Small to Medium Central Office Switching Systems



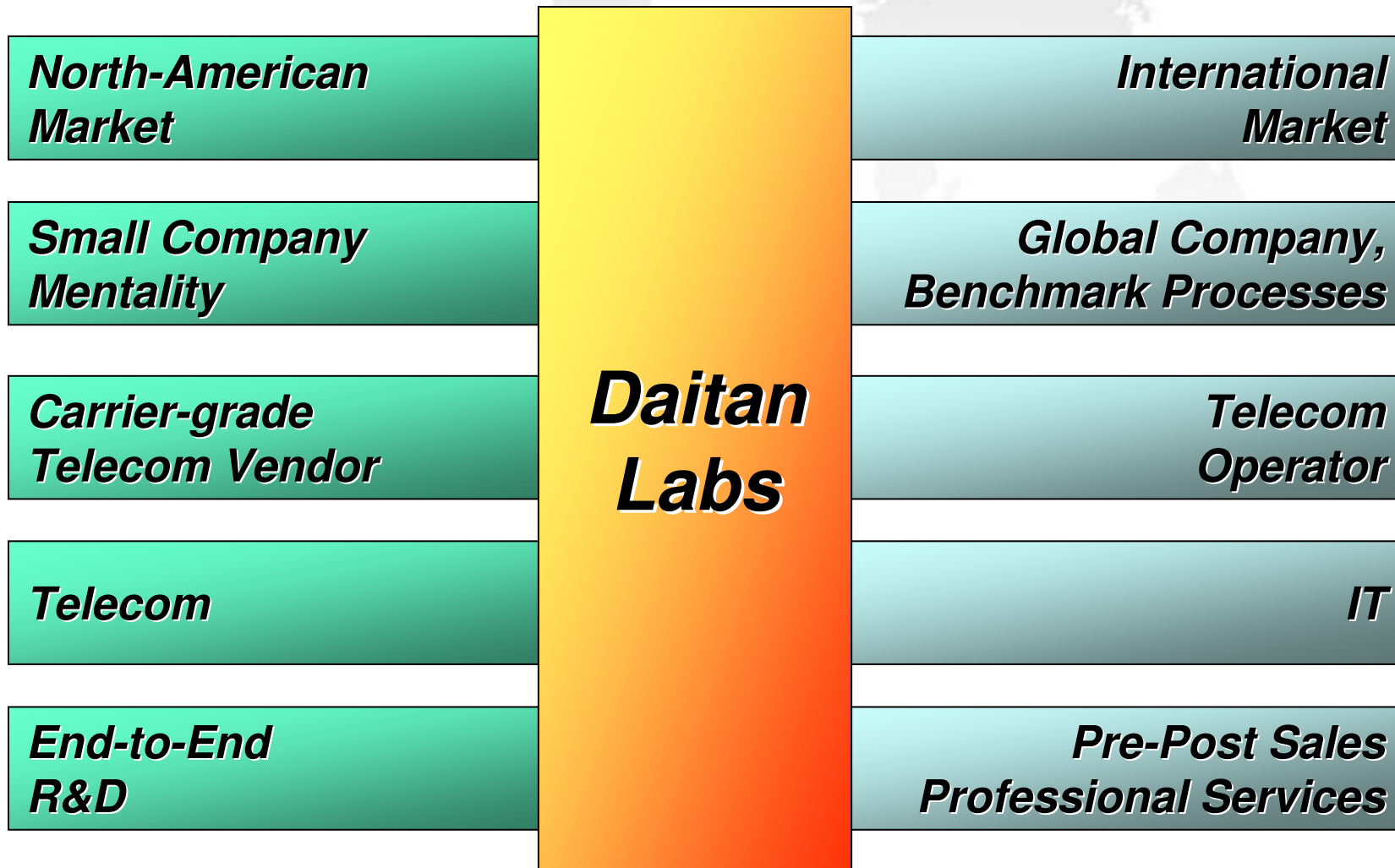
Daitan Labs History Summary



Ex-vendors with long experience of developing revenue generating solutions and successful productization of ideas



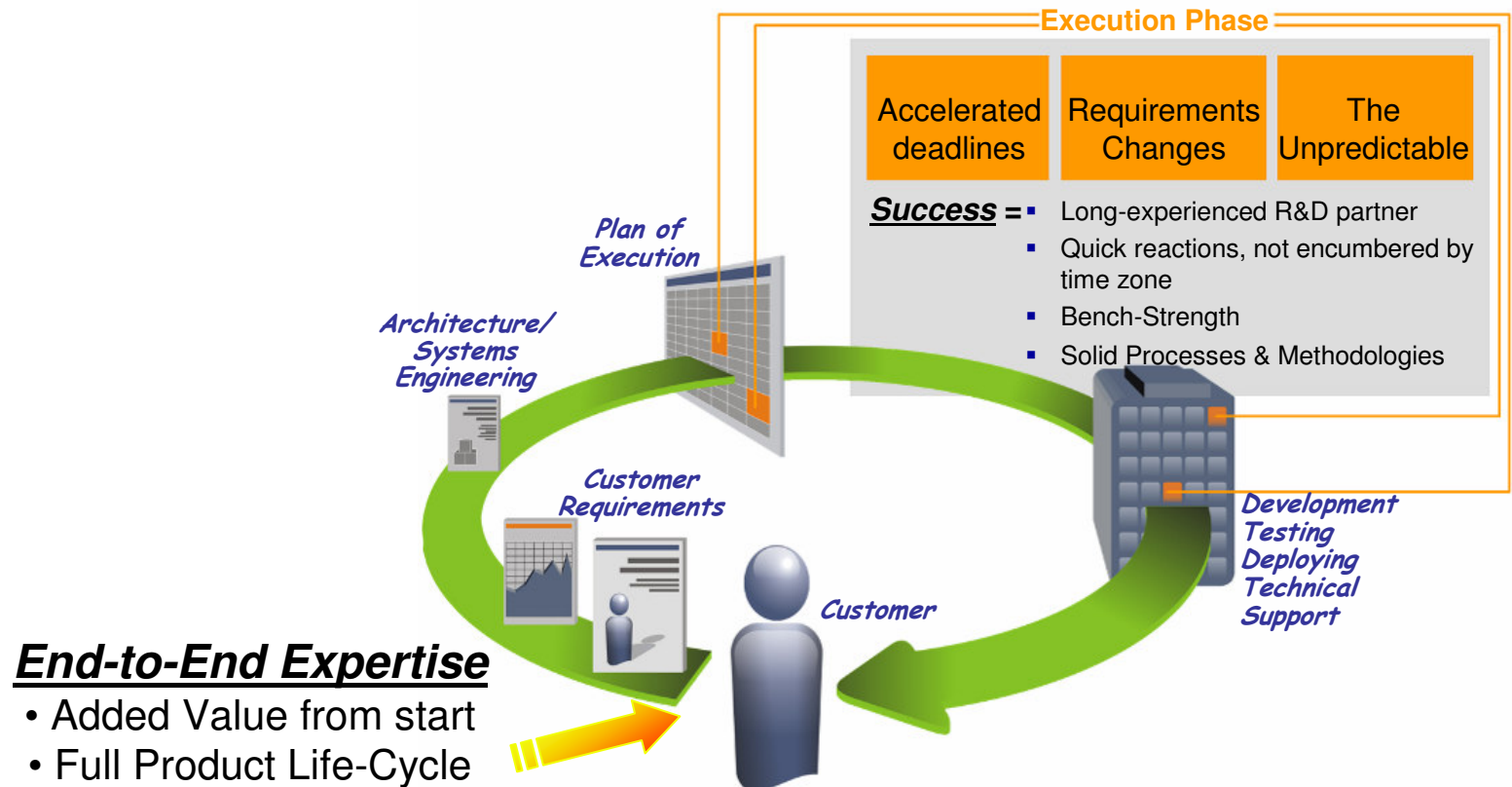
***Daitan Labs founded in 2003 –
offering R&D & Professional Services
to leading Telecom/IT Companies***



Technologies

TCP-IP, SIP, H.248, NCS/MGCP, H.323, SIGTRAN, SS7, R1/R2, GR-303, V5.2, ISDN, IN signaling, INAP, CAMEL, IS-41x, OSA Parlay, CORBA, Diameter, HTTP, J2EE, XML, SNMP, as well as most of legacy signaling

- Current team formed of executives/developers from leading telecom/IT companies
 - Lucent, Avaya, Nortel, Motorola, LRE, Alcatel, IBM, Accenture, Convergys, OpenWave, Operators
- Retention track-record of 99% - Protection of IP



■ R&D/Engineering:

- Development
- Core/Feature Development
- Country Adaptations
- Customization/Adaptation
- Testing & Quality Assurance

■ Consulting:

- Architecture Reviews
- Processes: Telecom, IT, PPB

■ Professional Services:

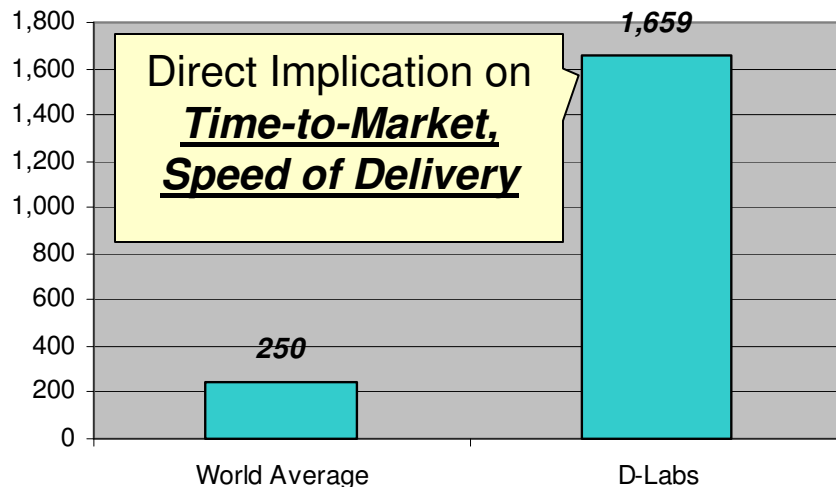
- **Engineering:** Requirements, Architecture, Design
- **Application & Integration:** Development & Test
- **Implementation:** End-to-End
- **Operation:** Remote, On-Site, NOC
- **Support:** Help Desk & Maintenance
- **Pre-Sales Support:** New Country or Region
- **Homologation/Certification Support**

End-to-End - "One-stop-shop" for our customers

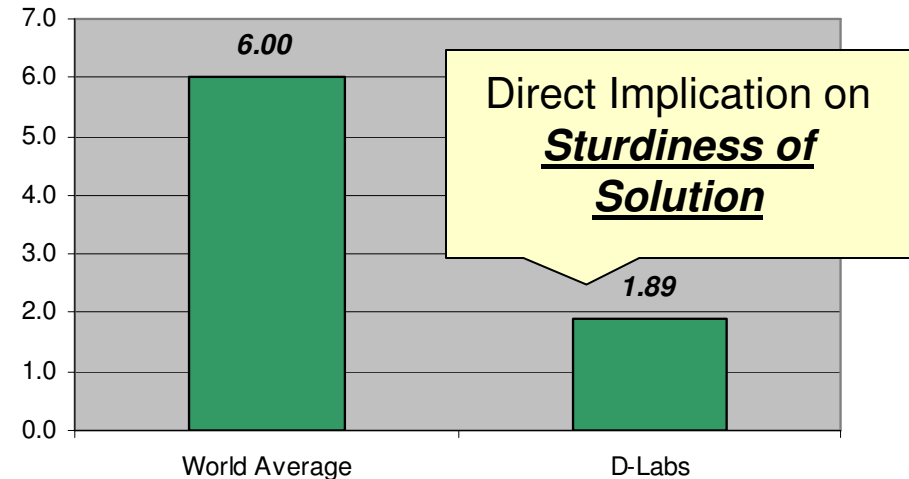
- Processes, Metrics, Quality-oriented mindset
- Strong Project Management (PMI Certified PjM)
- Resulting in Quality, Time-to-Market solutions

Performance Metrics

Productivity
(Lines of Code/Prof/Mth)



Quality
(Bugs/1,000 Lines of Code)

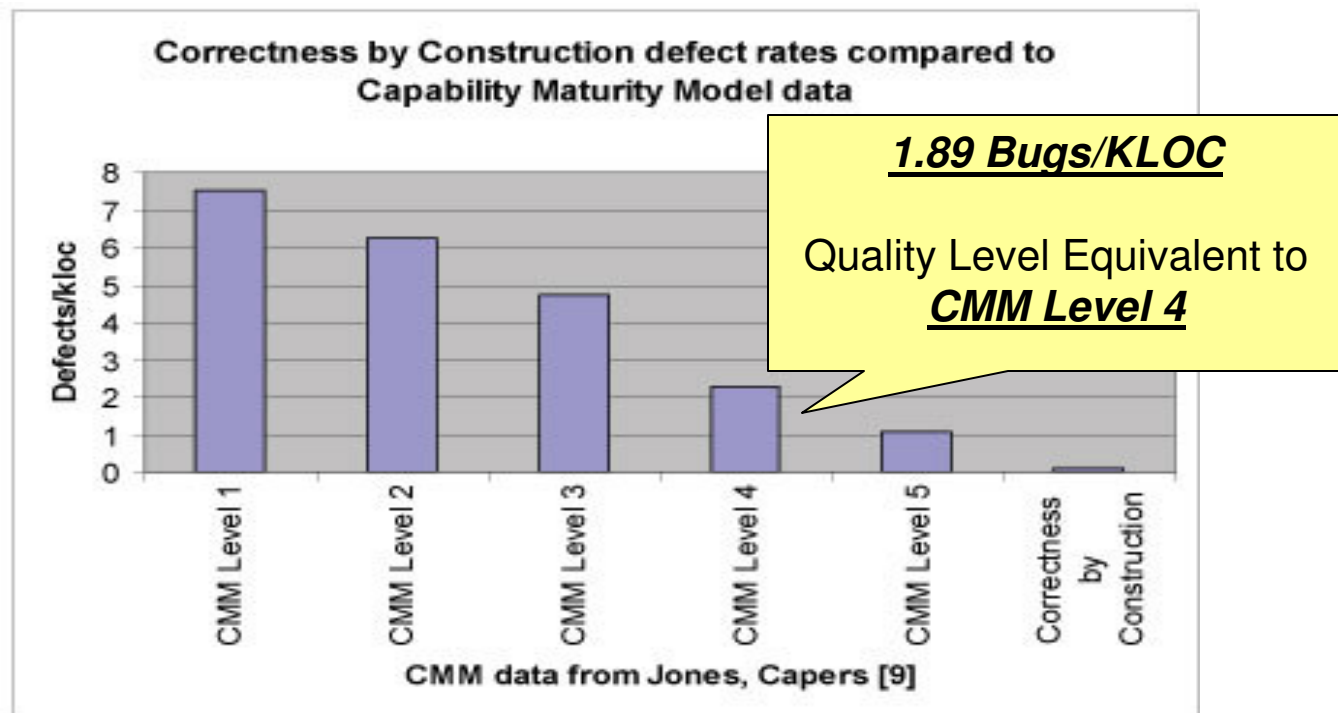


Overall 3x better Quality and 6x Productivity than World Average

Source: <http://www.softwaretchnews.com/stn7-2/reifer.html>

- Processes, Metrics, Quality-oriented mindset
- Strong Project Management (PMI Certified PjM)
- Resulting in Quality, Time-to-Market solutions

Performance Metrics



Source: <http://www.softwaretechnews.com/stn8-2/praxis.html>

CUSTOMERS (CALA, EMEA, APAC)

SALES
(Customer)
• Relationships
• Proposals
• Negotiations
• Closing Deals

Pre Sales

- Sales Engineering
- Technical Bid Analysis
- Requirements Gathering
- Requirements Gap Analysis
- Proof of Concepts – Trials
- Trade Shows Support

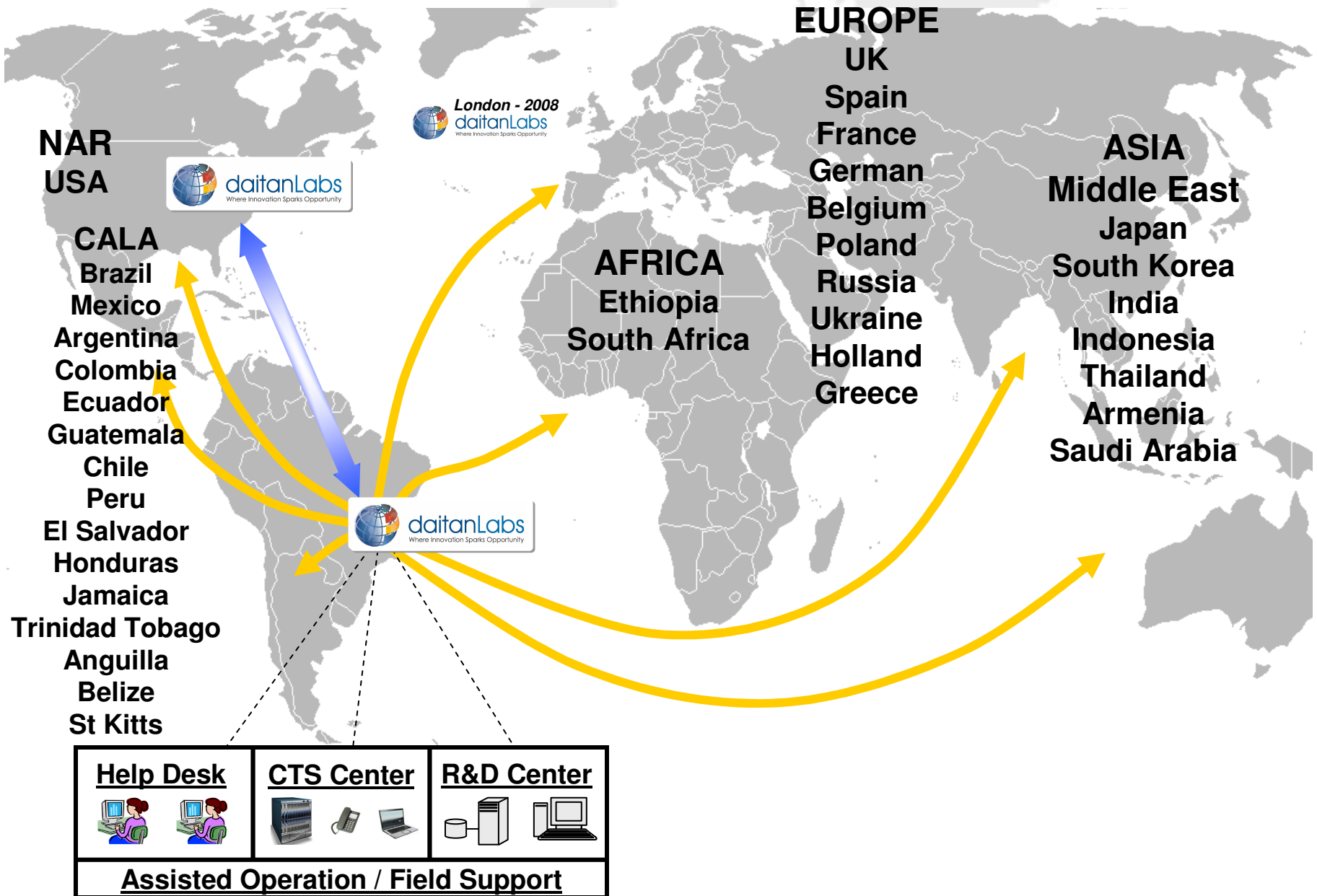
Product Adaptation

- Requirements Gathering
- Requirements Prioritization
- Product Gap Analysis
- Certification Entities Establishment & Mgmt
- Homologation/Certification
- Certification Lab Implementation Support
- Tests Planning, Execution and Conclusion
- Product Adaptation
- Customization
- Service Creation
- BOSS Integration

Post Sales

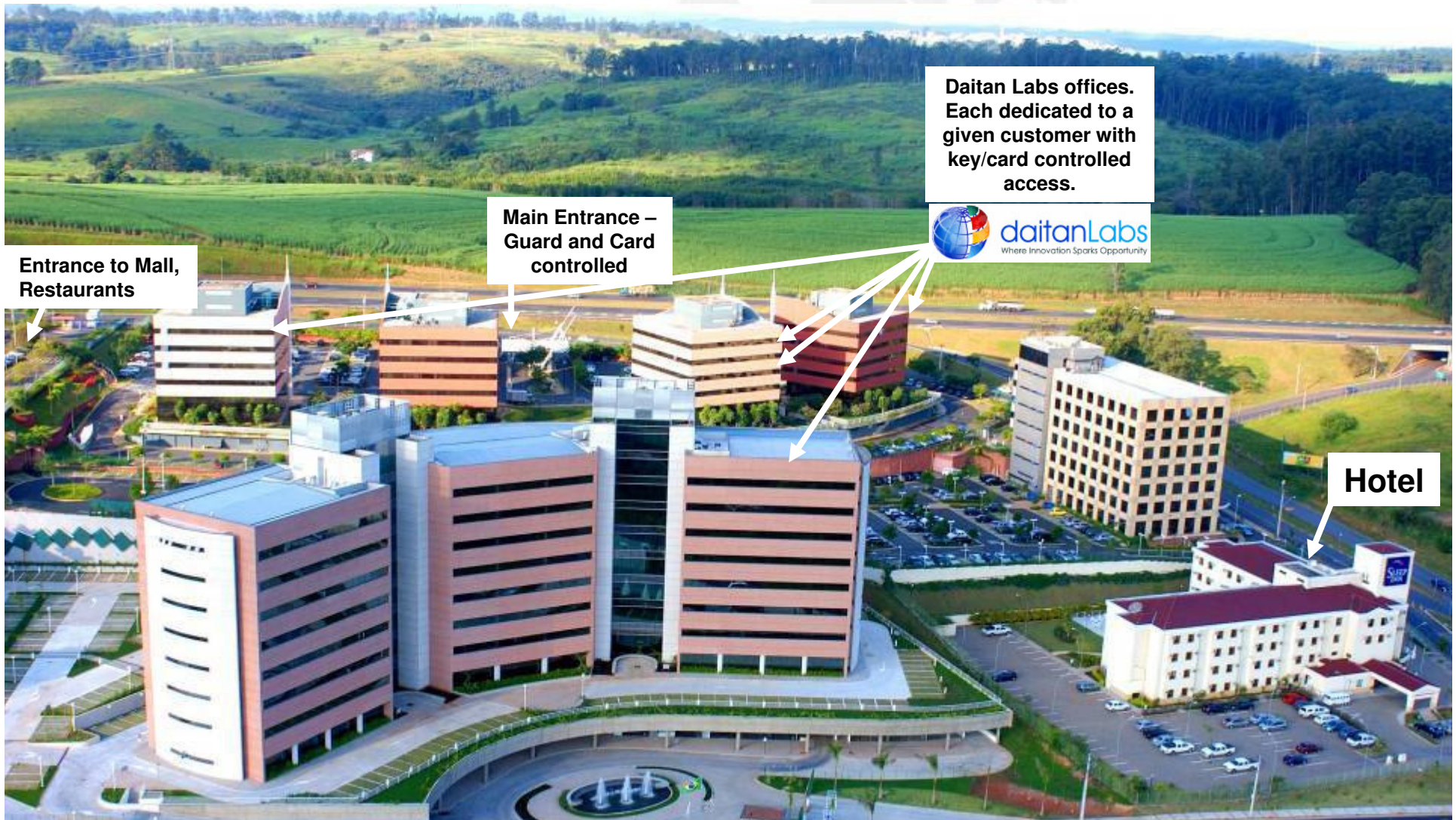
- Implementation
- 7x24 Tiered Operations & Maintenance
- 7x24 Multilingual Help Desk
- OnSite/Remote Assisted Operation
- Training
- Consulting

Daitan Labs Ownership



Daitan Labs Center of Excellence

Daitan Labs values your IP. Our facilities are designed as “fully contained” areas which are exclusively dedicated for each customer. Each area is key/card controlled. Only Daitan Labs employees that are exclusive to each Customer have access to its area.





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Case Studies

Case	Description
Media Gateways	Full Product Conception, Implementation, Tests, Deployment, Technical Support. Development of Multiple Features: SIGTRAN, MGCP R2 Package, V5.2, Survivability, etc.
Softswitch & Media Gateway Solutions – (Mexico, Argentina, Brazil, Jamaica, Bahamas, Spain, Portugal, Russia, etc.)	Requirements Gathering, Homologation/Certification, Design, Implementation, Tests, Deployment and Technical Support Covering: Calling Features, Digit Analysis and Call Routing, Billing/Charging, Regulatory Requirements (e.g., LNP), Environmental Requirements, Physical Interfaces.
TDM Switching Systems – Case I	Full Product Conception, Implementation, Tests, Deployment, Technical Support.
TDM Switching Systems – Case II	Country Adaptation Program Management, Market System Engineering (e.g., Product Gap Analysis), Homologation/ Certification, Ad-hoc Certification (e.g., Network Interconnection Tests), System Engineering, Country Adaptation Implementation and Tests, Deployment, Technical Support.
Protocol Converter – India, China	Market System Engineering (e.g., Product Gap Analysis), System Engineering, Implementation, Tests, Deployment, Technical Support.
Broadband Access Equipment (DSLAM)	System Engineering, Implementation, Tests, Technical Support.
TDM Remote Access Unit (V5.2 AN)	Full Product Conception, Implementation, Tests, Deployment, Technical Support.
TDM Remote Access Unit Survivability	Full Product Conception, Implementation, Tests, Deployment, Technical Support.

Case	Description
Mobile Network EMS (TDMA, CDMA)	System Engineering, Implementation, Tests, Technical Support.
Radio Frequency Plan Optimization Tool	Full Product Conception, Implementation, Tests, Deployment, Technical Support.
NMS (Ethernet, FDDI, Token Ring)	System Engineering, Implementation, Tests, Technical Support.
Integrated EMS for Multiple Switching Equipment	Full Product Conception, Implementation, Tests, Deployment, Technical Support.
Mobile Network Quality Monitoring System Deployment	Planning, Installation, Configuration and Technical Support for Deployment of Mobile Network Quality Monitoring system.
Mobile Network Management Tools Deployment	Planning, Installation, Configuration and Technical Support for Deployment of Tools for Traffic Supervision, Fraud Detection, Network Element Supervision (e.g., processor load), etc.
Mobile Network Planning & Deployment – Case I	Network Planning: MSC, HLR, EIR, Trunk Groups Dimensioning, Numbering/ Routing Plan Definition, Signaling Links Connection Topology, Interconnection Topology to Other Operators' Network, etc. Installation/Configuration, Interconnection Tests Specification and Execution, Interfacing to Other Operators for Solving Interconnection Issues, Technical Support.
OSS	Requirements Gathering for ADSL Provisioning.
BTSs Deployment	Installation, Configuration and Technical Support for BTS Deployment.

Case	Description
Mobile Network Planning & Deployment – Case II	<p>Network Planning: Equipment (MSC, HLR, Voice-mail Server, IVR Server, Pre-paid Server, etc.) Dimensioning, Trunk Groups Dimensioning, Numbering/Routing Plan Definition, Signaling Links Connection Topology, Interconnection Topology to Other Operators' Network, etc.</p> <p>Equipment Installation/Configuration, Interconnection Tests Specification and Execution, Interfacing to Other Operators for Solving Interconnection Issues, Technical Support, Specification and Implementation of Network Quality Reports, Analysis of Network Quality Indicators and Elaboration of Network Improvement Plan, Prediction of Traffic Growth, CDR Generation Rules Definition.</p>
International Roaming Interconnection Procedures	Planning and Execution of Interconnection Procedures – based on IR.21 of the International Roaming Expert Group (IREG) of the GSM Association – with more than 120 Operators.
SMS Server, WAP Gateway	Market System Engineering (e.g., Product Gap Analysis).
Revenue Assurance Solution	Deployment Planning, Installation, Configuration, Technical Support for Multiple Sites throughout the Country.
Pre-paid, VPN & 800 Services Deployment	Planning, Installation, Configuration and Technical Support for Deployment of pre-paid, VPN & 800 Services.
GSM Handsets	Country Adaptation Implementation and Tests.
SS7 STP	Deployment Planning, Installation, Configuration, Technical Support for Multiple Sites throughout the Country.

Case	Description
SDH/PDH Network Management System Deployment	Planning, Installation, Configuration and Technical Support for Deployment of HP OpenView to Manage Faults in an SDH/PDH Network.
SONET/SDH, DWDM Equipment OAM&P	Maintenance of SONET/SDH, DWDM Equipment OAM&P Software.
OSS Deployment	Planning, Customization, Installation, Configuration and Technical Support for Deployment of an OSS to Manage a 6,000-Router Network (Postal Service Network). Among others, the Following Areas/Functionalities Were Covered: Fault Severity, Events Correlation, Postal Service Agencies' Address Database, Performance Monitoring, Network Topology, Adaptations to Customer's Specific Needs.
Satellite Broadband (VSAT) Network Planning	Planning of VSAT Network for Transport of Data and Video – Network Topology Definition, Network Elements Definition (Routers, Switches, Multiplexers/Modulators, Servers, Hub (Master Earth Station), VSAT Earth Stations, etc.), Interconnection Topology to Other Networks, etc.

Case	Description
Service Creation – Brazil	Requirements Gathering, Design, Implementation, Test, Deployment and Technical Support for: Brazilian AICE Service – Fixed Subscriber Pre-paid Service –, Mobile Subscriber Pre-paid Service, Unique Voucher for Calling Cards and Fixed/Mobile Pre-paid Subscriber, INAP and CAMEL Interoperability Tests with Multiple Vendors' Equipment (Nokia, Tekelec, Huawei, etc.), VPN Service.
Post-paid Solution – Brazil	Requirements Gathering for: Centralized Mediation, Collection, Co-billing. Requirements Gathering, Design, Implementation, Test, Deployment and Technical Support for Post-paid Billing.
Post-paid Solution – Brazil	Requirements Gathering, Design, Implementation, Tests, Deployment and Technical Support for: Corporate Subscriber Post-paid Billing, Mobile Subscriber Post-paid Billing, Residential Subscriber Post-paid billing, Invoice Processing, Post-mediation, Pre and Post-paid Billing Integration (Tecnomen, LogicaCMG, Alcatel and Comverse).
Post-paid Solution – Brazil, Mexico	Requirements Gathering for Post-paid Billing.
Billing System	Full Product Conception, Implementation, Tests, Deployment, Technical Support
Pre-paid Solution – Paraguay	Requirements Gathering for Post-paid Billing, Convergent Pre and Post-paid Billing.
Pre-paid Solution – Argentina	Requirements Gathering for Pre and Post-paid Billing for Cable Telephony/NGN.
Pre-paid Solution – Uruguay	Requirements Gathering for Convergent Pre and Post-paid Billing, Fixed and Mobile Subscriber Billing.

Case	Description
Enhanced Business Services	<p>The whole Lucent's Enhanced Business Services (EBS) project was under the responsibility of the team managed by professionals who are currently in the Daitan Labs core management team.</p> <p>Activities on this project included full technology transfer of the EBS project to the R&D center in Brazil, which became the team responsible for specifying and implementing the 3rd Party Call Control interface to the Call Manager and for the full product maintenance/support. Lucent's EBS was part of a solution to provide Centrex users with features such as click-to-dial, click-to-conference, call log, find-me/follow-me based on time of day or availability, unified messaging (email, voicemail, fax), calendar and contact management, all through a web-based interface.</p>
Web-based Subscriber Services Programming	<p>Requirements engineering, architecture, design and implementation of a solution to provide a web-based interface for subscribers to program their supplementary services (call forwarding, speed dial, do not disturb, etc.).</p>
Business Group Services Management Web Portal	<p>Requirements engineering (including screen prototyping), design and implementation of the user interface for Business Group users and administrators. The Business Group user interface includes features such as contact management, services configuration (follow-me, do not disturb, etc.), call log (missed calls, originated calls, terminated calls), voicemail indication and retrieval, and click-to-call. The Business Group administrator interface includes features such as configuration of MLHG, account codes and call pickup groups.</p>

Case	Description
Enterprise Resource Planning Solution	Full Conception, Implementation, Tests, Deployment and Technical Support of a web-based ERP solution for managing all activities of a 300-person R&D team.
Enhancements to IP Centrex User and Administrator Interface	Requirements engineering and design of enhancements to the User and Administrator interface of IP Centrex groups. The enhancements included features such as customization of the interface (logos, font, background color, icons) according to configurable parameters, presentation of missed calls and voicemail existence in the call history screen, and presentation of reports with statistics on service usage.
PBX	Full Product Conception, Implementation, Tests, Deployment, Technical Support.
Call Center Solution Deployment	Network Planning, Installation, Configuration and Technical Support for Deployment of Call Center Solutions in Multiple Customers (Telecom Operators, Airline Companies, Banks, etc.).

Case	Description
Unified Communications Solution	Requirements engineering (including screen prototyping), design, implementation and automated testing of a solution to provide a variety of services such as voice-mail, e-mail, fax, services configuration (follow-me, do not disturb, etc.), etc.
Meeting Server Solution	Testing/Validation of the full set of functionalities of a Meeting Server solution (data conferencing, audio conferencing, video conferencing, application sharing, etc.).
SS7 STP, EMS, Service Management System, Service Control System.	Project management, field technical support, field engineering, 24x7 NOC and onsite assisted operation in multiple customers/countries – Telemar (Brazil), Telemig (Brazil), Claro (Brazil), TIM (Brazil), Orange (UK), SFR (France), Bouygues (France), KPN (Holland).



Thanks!



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