



## Hosted Mobile Telephony Services

New cellular standards, cellular spectrum bands, and cellular markets are being introduced at an unprecedented rate around the world. Whether it's communications needs for educational and medical purposes in the rural areas of third world countries or the desire to deliver profitable new services in untapped developed regions, Vanu and Globecomm Systems are dedicated to providing a technically sound and cost effective cellular solution.

### The Vanu/Globecomm Solution

Vanu, Inc. and Globecomm Systems, Inc. (GSI) have partnered to provide operators with a highly flexible, cost-effective end-to-end network solution that significantly lowers upfront CAPEX and OPEX typically associated with legacy network deployments. The solution is offered through GSI's SatCell group and is backed by their world class integration services and support organization. The solution was developed to sidestep the need for a dedicated, single-purpose, infrastructure associated with each wireless standard in an operator's network. To do this, GSI pairs their own SatCell hosted Mobile Switching Center (MSC) service with Vanu's Anywave Software RAN technology to provide operators the world's most flexible cellular network offering.

Until now, it was impossible to avoid the barrier of a large upfront investment in an MSC. GSI does this by allowing carriers to pay on a per-subscriber, per-month basis for use of the SatCell Hosted MSC service. The solution provides operators with unprecedented levels of investment protection and future proofing of the network. The flexibility of the multi-standard (GSM and CDMA) SatCell service paired with the multi-standard Anywave Software RAN mitigates near and long-term standards decisions. Deploy what is generating revenue today with the peace of mind that you can easily and cost effectively migrate to new revenue opportunities down the road.

### Vanu's Anywave Software Radio Access Network (RAN)

The Anywave Software RAN is an integrated suite of products and technologies that span from the antenna site to the telecom switch interface. At the core of the BTS and BSC is Vanu's Anywave® software which implements each wireless communications standard (including the physical layer signal processing) entirely in software instead of costly, single-purpose hardware such as DSPs and FPGAs. In doing so, an Anywave base station can operate multiple standards simultaneously with each wireless standard being a simple software download, not a hardware upgrade.

The Anywave BTS is the first cellular software radio to receive FCC certification and the first solution of its kind to be deployed in commercial networks. The Anywave software sits on general purpose, IT grade or NEBS-compliant servers running a Linux OS. This open standards approach to the BTS and BSC delivers two important advantages:

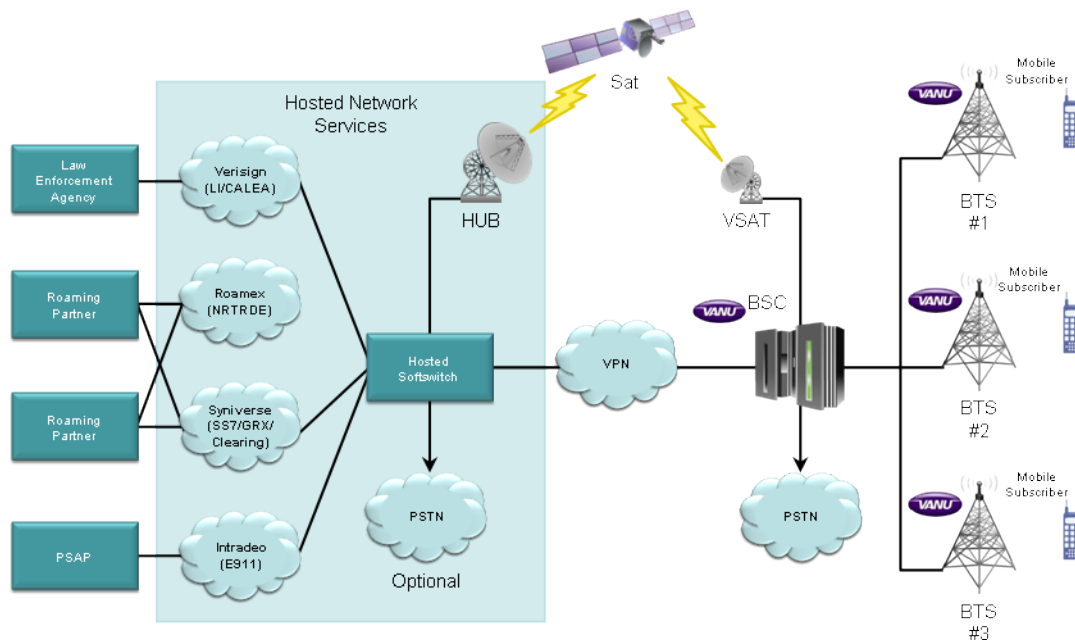
- Computing platforms are doubling in processing capacity every two years (Moore's Law), so the Anywave architecture presents ongoing improvements in cost performance over time.
- Use of commercial off-the-shelf (COTS) processors ensures that there's always a wide selection of hardware solutions and that infrastructure equipment is always introducing the latest and greatest computer processing capabilities, not product that's generations old by the time it's installed.

The Anywave BTS can accommodate a full range of capacity requirements, utilizing a traditional server or blade center chassis to house the Anywave software.

### Hosted Core Services

Globecomm provides the core services of a mobile network on a hosted basis from our own Mobile Switching Center (MSC). Carriers benefit from single-source access to the complete range of GSM and CDMA subscriber services including:

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| <ul style="list-style-type: none"><li>• Voice</li><li>• Voicemail</li><li>• SMS &amp; MMS</li><li>• UMTS with migration to LTE</li></ul> | <ul style="list-style-type: none"><li>• GPRS/EDGE</li><li>• 1xRTT/EV-DO</li><li>• SS7 Clearinghouse</li><li>• CALEA</li></ul> | <ul style="list-style-type: none"><li>• Prepaid and post-paid service</li><li>• E911 Phase 2</li><li>• Least-cost long-distance</li><li>• Integration with OSS/BSS of all major vendors</li></ul> |
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Globecomm’s MSC is located at our secure headquarters facility. Call control and subscriber traffic is backhauled via terrestrial circuits or satellite to our Kenneth A. Miller International Teleport. All backhaul circuits are monitored 24x7 from our onsite Network Operations Center. Globecomm has completed interoperability testing of its MSC with the major roaming carriers, which can drastically reduce time-to-market for new services, and can facilitate roaming agreements with them.

## Applications

Hosted core services are the ideal solution for service providers seeking to:

- Launch or grow a network in low-density markets quickly and inexpensively
- Connect geographically isolated “telecom islands” into a regional or national network
- Overlay advanced services or roaming capabilities onto an existing legacy network without major capital investment

## Benefits

**Reduced Business Risk.** Hosted core services offer carriers a predictable monthly cost instead of a high-risk upfront capital investment. As your subscriber base grows, operating costs scale with revenue to maintain profitability.

**Freedom from Obsolescence.** Globecomm invests continually in its MSC to ensure that it delivers the state of the art in core switching and advanced services. These investments, and our network of carrier and vendor relationships, ensure that service to your subscribers keeps up with fast-paced evolution in technology.

**Making it Work No Matter What.** When you buy systems or services from Globecomm, you benefit from the vast experience of our engineers, who include some of the pioneers of the communications industry. You also benefit from Globecomm’s substantial intellectual capital: computerized tools, designs, patents, methodologies and processes developed over the years by our engineering staff. This combination of experience, skills and knowledge allows us to guarantee that your services work, with no excuses, no finger-pointing, no matter what.

To learn more about Globecomm’s Hosted Services, call your Globecomm sales representative or visit us online at [www.globecomm.com](http://www.globecomm.com).

To learn more about Vanu’s Anywave Software RAN solutions, call your Vanu sales representative or visit us online at [www.vanu.com](http://www.vanu.com).