



M* WARE™ SOLUTIONS
Connecting Systems, Networks and Carriers

M*WARE

In today's telecom marketplace every minute counts – and so does every dollar. Carriers, equipment manufacturers, system integrators and large enterprise businesses rely on **Vertel®** for their software solutions.

The Vertel M*Ware software suite *increases customer retention and revenue* by eliminating integration problems between network elements and fulfillment or assurance applications.

- M*Ware *reduces time-to-market* for equipment manufacturers and integrators by up to nine months through the use of re-usable components that dramatically simplify the development process.
 - M*Ware *enhances efficiencies* for our customers, including carriers, equipment manufacturers, large-scale enterprises, and system integrators.
 - M*Ware *improves the bottom line* for operators by providing real-time analysis and intelligence of the impact networks have on their customers.
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- M*Ware increases the return on investment (ROI) of existing network and Operations Support Systems (OSS) investments for the world's top communications companies, global enterprise businesses, and their network and software vendors.
 - All solution components are powered by the M*Ware platform, a powerful development environment, and solutions including: Agents, Management Systems, Simulators, TicketExchange, and Custom Solutions.
 - Allows carriers and large enterprise customers to provide real-time consolidated network and service information, including configuration, operating and performance data, to the business.

M*WARE CAPABILITIES

M*Ware Platform: *An integrated mediation and OSS application server platform targeted at the seamless integration of network devices and service fulfillment and assurance applications.*

M*Ware Development Environment: *Gives Vertel, its customers and its partners the ability to build embedded communications solutions, integrate service fulfillment and assurance applications and processes, and build scalable standards based applications.*

M*Ware Solutions: *Built to highlight the value and capabilities of the M*Ware technology, M*Ware Solutions have also expanded Vertel's product line from element and network management to solutions that help our customers manage higher-value, higher-margin services, customers, and partners.*



TIME

Time-to-market is critical for all companies. After all, lost time equals lost revenue. M*Ware reduces time-to-market for equipment manufacturers and systems integrators by providing a well-integrated suite of applications, lowering development costs and delivering against aggressive schedule constraints.

M*Ware reduces the development cycle for equipment manufacturers and integrators, greatly reducing their development costs and allowing them to generate revenues sooner. In fact, Vertel has shaved off more than six months of development time for management systems for industry leaders such as Alcatel and Lucent Technologies. And saved time equals savings for Vertel customers and their end users.

ELEMENT MANAGEMENT
NETWORK MANAGEMENT
SERVICE MANAGEMENT
CONFIGURATION MANAGEMENT
TICKETEXCHANGE

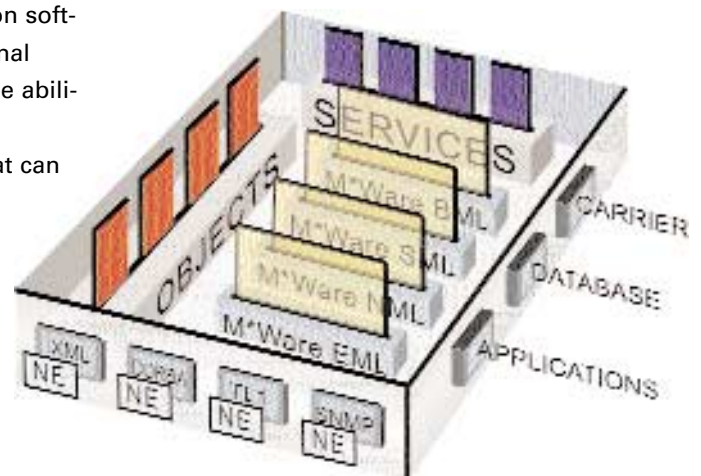
DYNAMIC RECONFIGURATION

Telecommunications infrastructures cannot be changed or replaced overnight – additions and maintenance of mediation software need to occur without any interruption to the operational environment. That's why all of Vertel's software provides the ability to modify or upgrade running systems, preventing service outages that can negatively affect the bottom line.

THE NEED FOR SPEED

Unlike many solutions that promise to reduce deployment time, Vertel has built a global reputation by helping customers beat the clock:

- New interfaces and protocols introduced in days instead of months
- Modification to existing interfaces and protocols ready in days instead of weeks
- Additional interfaces in days instead of months
- 30 days to develop multi-protocol mediation
- 50% reduction in time required to design/develop integration solutions
- Dynamic reconfiguration and on-the-fly upgrades
- Nine month reduction in development time of management systems
- Twelve weeks to develop an Element Management System



INTEGRATION

Voice and data communications services often fall short of consumer expectations because of integration problems between systems. Carriers often end up compromising on the depth of integration and the breadth of solutions they are offering due to the complexity of integrating many devices, applications, processes, and standards. M*Ware integrates devices and applications enhancing the automation of customers' fulfillment and assurance processes, resulting in increased customer retention and revenue.

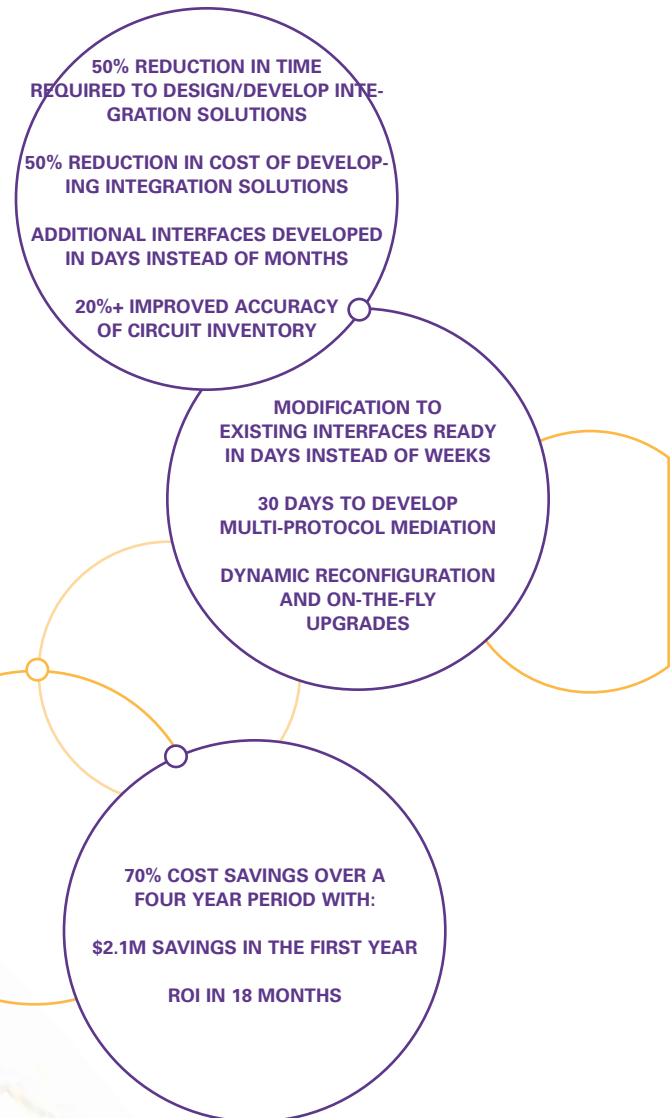
Vertel M*Ware provides integrated communications, connectivity, and integration capabilities, preconfigured with communications specific interfaces/protocols, objects, and services.



THE EVOLVING NETWORK

In the telecom industry, networks and equipment are constantly added, removed, changed and upgraded – and that's the easy part! Making sure that new and existing systems can communicate with each other is another story. If software and hardware can't talk to each other service suffers, and customers look elsewhere for companies that *can* get the job done. For more than 16 years, Vertel has been the industry leader in developing solution components that allow *seamless integration* of fulfillment and assurance applications, resulting in increased customer retention and revenue.

Vertel M*Ware products allow for incremental evolution of networks and services, rather than total replacement, saving money and time for operators by eliminating the need to discard older systems or spend months developing new interfaces and patches.



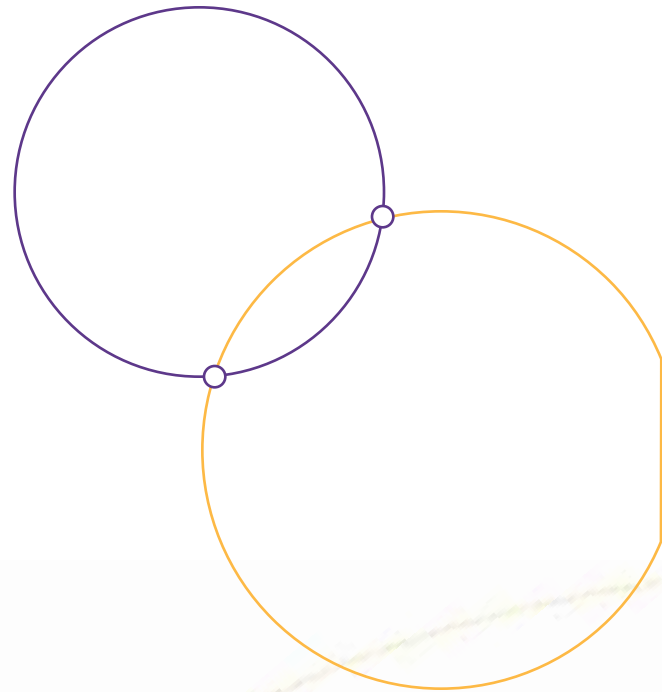
IMPACT ANALYSIS

Unfortunately, most telecom operators don't have effective software that translates network and system data into understanding of service behavior and the business values of their customers. In fact, the majority of them rely on predictions and models – rather than actual analysis of the impact the network has on their customers – to run their businesses. This lack of knowledge has a direct effect on the bottom line, as frustrated end users look elsewhere for service.

M*Ware improves the bottom line for equipment manufacturers and operators with integration solutions that provide real-time impact analysis on their customers, allowing them to provide the highest level of service fulfillment and quality assurance.

In addition to generating higher ROI for networks and OSS, and creating a faster time-to-market for new services, M*Ware offers carriers an easy and cost-effective way to improve their management of customers and assets. For high-value customers, operators can implement service monitoring and management that allows them to identify problems and potential problems before quality of service is eroded. For high-value assets, M*Ware solutions can increase the accuracy of circuit inventory systems from 70% to 95%.

What does impact analysis look like on a balance sheet? Delivering dynamic reconfiguration and a customer management solution, Vertel can provide 70% cost savings over a four-year period with a \$2.1M savings in the first year; ROI in 18 months.



Vertel Corporation is a strong company with 16 years of communications expertise and a management team with unparalleled carrier, equipment, and software experience. The company's 300+ global customers include Lucent Technologies, Alcatel, AT&T, NTT, Nokia, and Motorola.

M*Ware, Vertel's newly branded suite of products, increases the ROI of existing network and OSS investments, saving money and time for operators by eliminating the need to discard older systems or develop new interfaces and patches. The products improve the bottom line for operators by providing real-time analysis of network impact on their high-revenue services and customers, and deliver high value to telecom equipment manufacturers and integrators by substantially reducing their time-to-market and facilitating communication between disparate systems.



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