

The logo for Data BOX features the word "Data" in a serif font and "BOX" in a larger, bold serif font, both in a dark red color. The text is positioned to the left of a grey diamond shape. Below the text, the tagline "Your Partner For Networking Solutions" is written in a smaller, italicized sans-serif font.

Data BOX
Your Partner For Networking Solutions

A vertical red bar on the left side of the page contains a grayscale image of a server rack with various components and cables.

Your Partner for Corporate & Telecommunication Networks

www.databox.com.tn

June 2009

Company Overview

1. Created in **1996** as SARL (Limited Liability Company). Capital of **400.000 USD**.
2. Current staff of about **28 people** composed 80% technical and 20% sales and administrative support staff.
3. **\$2.2M USD** annual turnover for 2008 with more than **50%** of turnover for export services outside Tunisia
4. Export of services is projected to reach **60%** of turnover by 2009
5. **15%** average net profit over 2003-2008 period
6. Located in **Tunis-Tunisia** with 2 office locations (Centre Urbain Nord & El Ghazala Technology Park) with **500 sqm** of owned office space and in **Paris-France** through its branch office **DataBox-France**
7. Subsidiary of Telnet Group in Tunisia (www.groupe-telnet.net)
8. Telnet Group in 2008: Over **\$14M USD** turnover with staff of more than **400 persons**

Telnet Group Overview

- **Established in 1994**
- **Global provider of Offshore/Nearshore Product Development**
- **Partnering approach to servicing its customers in Europe**
- **Proven and established outsourcing models**
- **SEI CMMi Level 5 & ISO 9001:2000 certified R&D centers**
- **Partnerships with international companies such as SAFRAN, ALTRAN, VALEO, THOMSON, JCAE, TEKELEC, PATTON ELECTRONICS, DASSAULT SYSTEM**

Telnet Group Overview

TELNET SA, Holding

Telnet Consulting

France

French Subsidiary, Business Development, Sales and Marketing Support for T&M activity
20 employees

Telnet Incorporated

Tunisia

Focused on providing software & Hardware services to Product development companies
Three development Centers
335 employees

Telnet Technologies

Tunisia

DataBox

Tunisia

Leader in its core business of Infrastructure Deployment & Network Roll Out
28 employees

DataBox France

France

Leader in its core business of Mechanical R&D/MCAD
20 employees

PLM Systems

Tunisia

Joint venture that will provide a nearshore solution to ALTRAN to develop its engineering service

A.T.C

Tunisia

Telnet Group Facilities



Ennour site, Tunis
Start Date: 2002
Current Seating Capacity: 130
Maximum Seating Capacity: 130



El Ghazala site, Tunis
Start Date: 2005
Current Seating Capacity: 150
Maximum Seating Capacity: 150



Sfax site
Start Date: Q2 - 2007
Current Seating Capacity: 100
Maximum Seating Capacity: 120

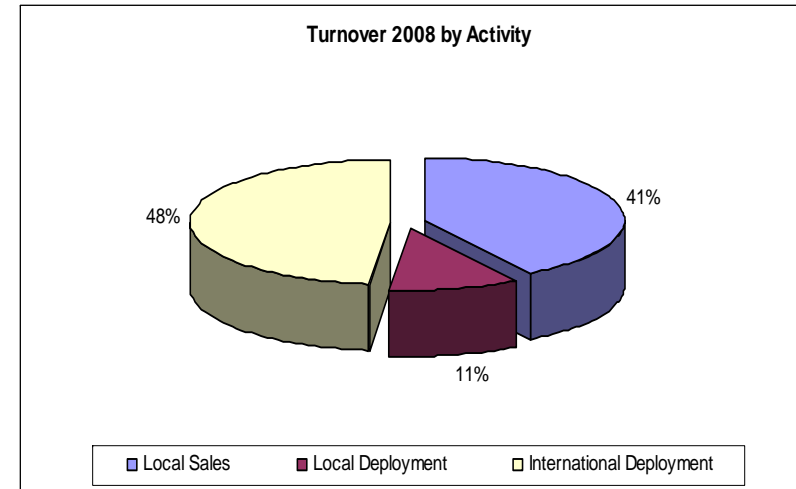
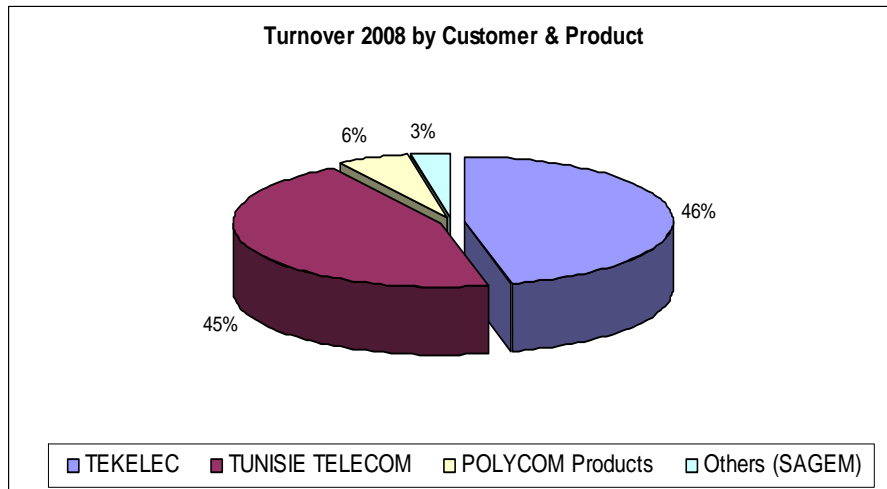
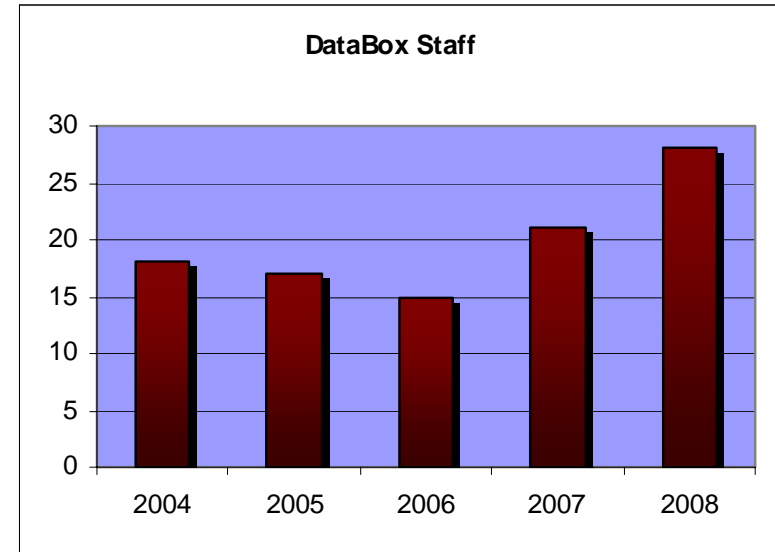
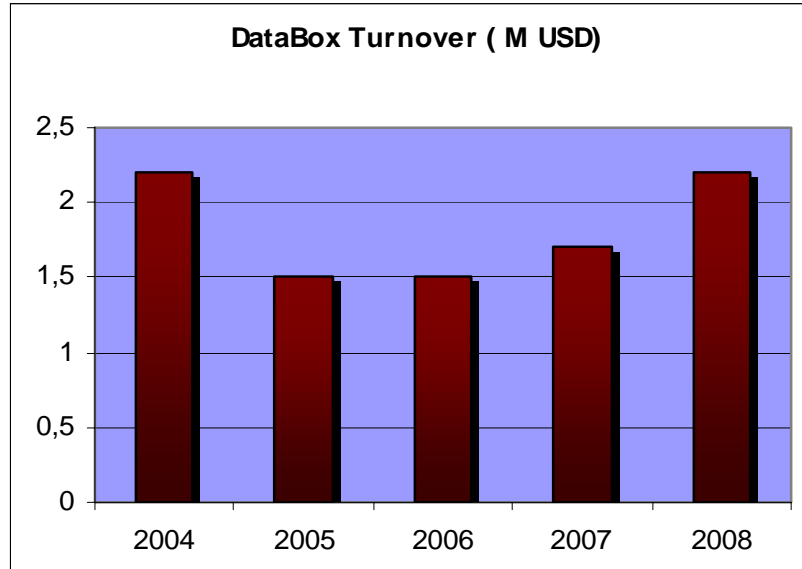


Paris site
Start Date: Q4 - 2007
Current Seating Capacity: 20
Maximum Seating Capacity: 25



Les Berges du Lac site, Tunis
Start Date: Q3 - 2009

DataBox Growth 2004 - 2008



Company Main Activities

DataBOX is an engineering & integration company that specializes in

1. Deployment of fixed and mobile Carrier networks for local and international markets.
2. Subcontracting of Telecommunication Network Deployment and Installation Services on behalf of Equipment Manufacturers
3. Turn Key Solutions for Local and Wide area Corporate networks
4. Expertise and Consulting Services for Intranet/Internet Network Solutions
5. Technical Assistance in Corporate Network Management & Distance Learning/Telemedicine Solutions
6. Training on State of the Art IT and Networking Technologies and Solutions

Human Resources

DataBox has today a Core Team of 28 persons in 2 facilities composed of:

Technical Team

- **5** Senior Telecom Engineers with 5+ years experience in Telecommunication and Computer Network
- **6** Junior Telecom Engineers with 2+ years experience in Telecommunication and Computer Network
- **6** Senior certified technicians with 7+ years of experience
- **5** Technicians with minimum of 3+ years of experience

Sales & Marketing Team

- **6** Sales and Marketing support Staff

Ennour Facility, Tunis



El Ghazala Facility, Tunis



Products and Services

- ◆ **Installation**
- ◆ **Supply**
- ◆ **Commissioning**
- ◆ **Training**

LAN/WAN Corporate Network and Telecommunications
Carriers fixed and mobile network Solutions.

DataBOX is the official local channel partner in Tunisia of
many leader in IT and Telecommunication Technologies

Our Products

- Analog and Digital modems
- Network Ethernet Switchs and Router
- Analog and Digital Access Servers
- xDSL Access Multiplexers and Cross Connect
- VoIP Access Devices and Gateways
- Fiber Optic Access Products
- Interfaces Converters
- LAN cabling and wiring Solutions
- Internet/Intranet Access Solutions
- Video and Audio Conferencing Solutions for IP and ISDN
- Network Servers Storage Solutions
- Network Access Security Solutions

Corporate Networks

DataBox proposes to its Partners and Customers:

- ◆ Expertise and Technical Assistance in Management of Corporate Network infrastructure and Call Center access solutions.
- ◆ Expertise and Technical Assistance in Deploying Local and Wide area Network Solutions for Intranet/Internet
- ◆ Expertise and Technical Assistance in Deploying Multimedia Broadband Network and Value Added Services

Training

- ◆ DataBOX has a training license delivered by Training Ministry in Tunisia in ICT
- ◆ DataBOX has a modern training facility "Data Box Training Center".
- ◆ Training in state of the art ICT technologies
 - ◆ LAN/WAN interconnection
 - ◆ Various communication protocols & applications TCP/IP, FR, ...
 - ◆ Corporate network management and security

Carrier Networks

- ◆ **DataBOX** has TD2, TF2 & TR3 licenses delivered by Telecom Ministry in Tunisia to supply, install, test and commission telecommunication voice and data solutions
- ◆ **DataBOX** conducted many Turn-Key and Subcontracting projects in telecommunications with major carriers in Africa/Middle East & Europe (Maroc Telecom, Orascom Algeria, Libyana, Tunisie Telecom, Orascom Tunisia Telecom, Mobinil, Orange, SFR, Bouygues, O2, T-Mobile, UNI2, Optimus, Mobistar, TIM, Mobilink, etc...)

Projects & References

Main Projects in Carrier Networks done in Tunisia for Tunisie Telecom

1. Installation, testing and commissioning of ISDN Multiplexers in 1998 in collaboration with **CS/Telecom** for **Tunisie Telecom** (12 sites)
2. Installation, testing and commissioning of 4000 MsDSL modems in 2000 of **Patton Electronics** for **Tunisie Telecom** (15 sites)
3. Supply, installation and commissioning of DSL multi-service access solution of 10000 G.SHDSL modems of **Patton Electronics** for **Tunisie Telecom** in **150 sites (2003, 2004 & 2005)**
4. Installation, testing and commissioning of SDH network in **180 sites** in partnership with **Sagem** for **Tunisie Telecom (2003, 2004 & 2005)**
5. Supply and Training of GSM/GPRS/UMTS protocol analyzers to **Tunisie Telecom** in in collaboration **with Elexo & SunRise Telecom (2005 & 2006)**
6. Audit of Tunisie Telecom Synchronization Network in partnership with **Oscilloquartz (2006)**
7. Installation, testing and commissioning of FlexDSL G.SHDSL products for **Tunisie Telecom** GSM network extension in collaboration with **Sagem (2006 & 2007)**
8. Supply, installation and commissioning of G.SHDSL multi-service access network of **Patton Electronics** in **100 sites** for **Tunisie Telecom (2007, 2008 & 2009)**

Projects & References

Main Projects in Carrier Networks done in Tunisia for Orascom Tunisia Telecom (Tunisia)

- Supply and installation for video conferencing system for **Orascom Tunisia Telecom (Tunisia)** in partnership with **Polycom (2004)**
- Supply and training of PDH/SDH network testing equipment for **Orascom Tunisia Telecom (Tunisia)** in partnership with **SunRise Telecom (2005 & 2006)**
- Installation of Network Synchronization Platform in seven sites for **Orascom Tunisia Telecom (Tunisia)** in partnership with **Oscilloquartz (2005 & 2006)**
- Turn Key Hardware & Commissioning and Professional Services for STP and Monitoring System installation for **Orascom Tunisia Telecom (Tunisia)** Core Network in two sites in partnership with **Tekelec (2008)**

DataBox Telecom Expertise

- xDSL Access Technology
- ISDN Access Networks
- SDH/PDH Transmission
- Synchronization PRC/SDU
- Transmission Monitoring : PDH, SDH, VoIP, DWDM, GSM & UMTS protocols
- SS7 & SIGTRAN Switching & Monitoring
- OSS/Mediation (DigitalRoute & ACECOMM)
- STP implementation
- Tekelec Eagle Health Check and Software upgrades

DataBox Professional Services

- **Telecommunication Network**
 - Engineering Design
 - Audit
 - Network Rollout
 - Technical Support and Hotline
 - Infrastructure Hosting & Management
- **CRM/BPO in partnership with Advancia Call Center**
- **TAC & Technical Hotline Support :**
 - Based on Fixed price for level 1 and level 2
 - Hotline 24/24 service offered to customers Class1 on separated order
 - KPI on system performance & customer satisfaction
 - Statistics on customer tickets (CSR)
 - Knowledge of customer environment

TEKELEC Professional Services Portfolio

- Fixed Price (FP) and Time & Materiel (T&M) business models for Hardware and Software Installation, Configuration and Commissioning for:
 - Monitoring (IAS)
 - Switching and Signaling STP (NSG)
- Fixed Price Tier 1 and Tier 2 TAC support for :
 - Hotline and TSC1 & TSC2 Technical support for IAS customers using DataBox Front office Call Center facilities in France
 - On site technical support engineer for IAS & NSG customers in North Africa and Europe
- Health Check/Software field upgrades for STP Eagle

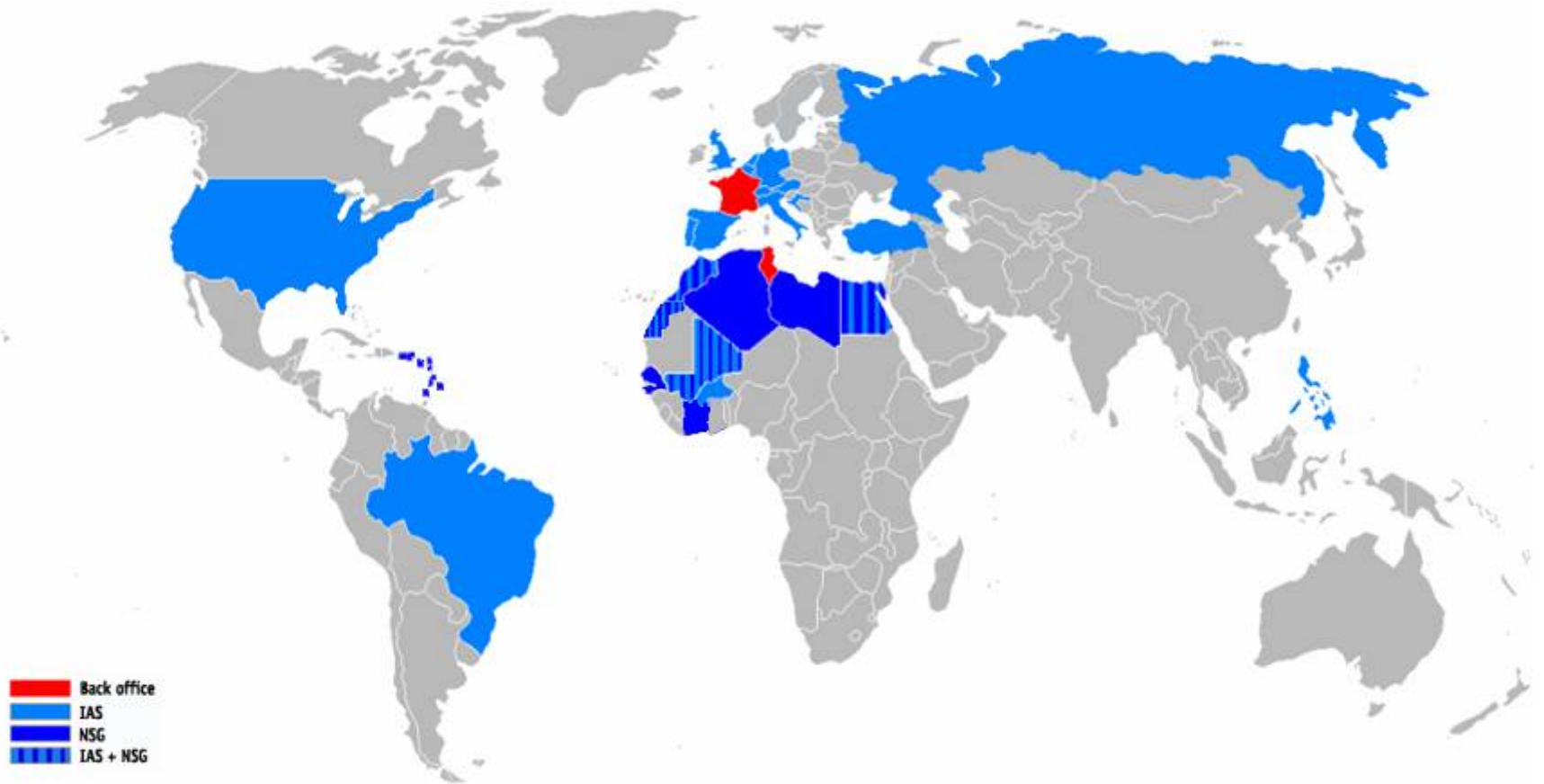
Projects & References

Main Projects in Carrier Networks done in Europe, Middle East and Africa (EMEA) in partnership with Tekelec:

Installation, testing and commissioning of network management and Monitoring for fixed and mobile 2G; 2.5G and 3G during 2003-2009 in Europe, Middle East and Africa in collaboration with **Tekelec** mainly in:

<p>Europe</p>	<ul style="list-style-type: none"> • France (Orange, SFR & Bouygues Telecom) • Monaco (Monaco Telecom) • Italy (TIM) • Spain (UNI2) • Portugal (Optimus) • Luxembourg (P&T) • Leichtenstein (Mobilkom) 	<ul style="list-style-type: none"> • Belgium (Mobistar) • Germany (T-Mobile & O2) • Austria (Colt) • Baltic (Bosnia Telecom & Iskratel) • Turkey (AVEA, Turk Telecom) • Russia (Megafone)
<p>Africa/ Middle - East</p>	<ul style="list-style-type: none"> • Tunisia (Tunisie Telecom & Orascom Tunisia Telecom) • Morocco (Maroc Telecom) • Algeria (Orascom Algeria) • Libya (Libyana) • Egypt (Mobinil) • Jordan (JTC) • Kuwait (Watanya) 	<ul style="list-style-type: none"> • Mali (Ikatel) • Ivory Coast (OCI) • Burkina Faso (Onatel) • Senegal (Sonatel) • Cameroun (Orange)
<p>America</p>	<ul style="list-style-type: none"> • Brazil (Telemig) • USA (Ericsson) • Martinique, French Territory (OMT ZTE) • Guadeloupe, French Territory (OMT ZTE) 	

DataBox References Footprint





Our Deployment and PS Partners



Our Commercial Channel Partners





Data BOX
Your Partner For Networking Solutions

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