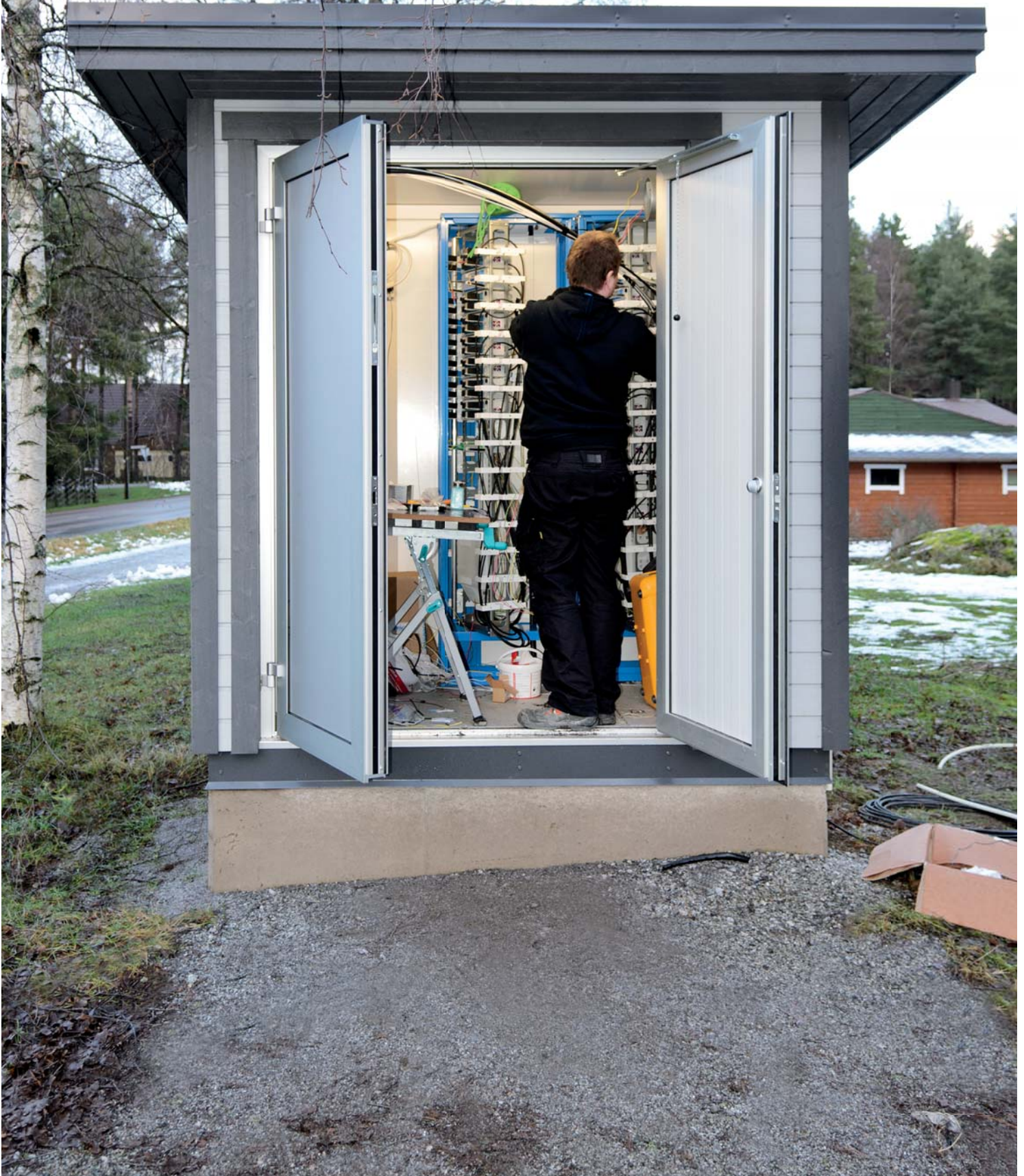


# Delivering a higher level of service - together

As your local partner we understand your reality. We offer network services and solutions that lower your infrastructure lifespan costs and make your business grow. We believe in close collaboration with our customers. Are you looking for a long-lasting partnership? We are.







“Flomatik (a member of Teleste Group) understand our needs. They are resourceful and innovative when putting together bespoke and effective end-to-end packages for us. Their personnel are results-oriented, technically and commercially aware, and their turn-key approach helps to reduce our overheads and continue to deliver successful programmes.” – Mark Lamden, senior Programme Manager at Virgin Media.

“The Flomatik service is second-to-none. We consistently turn to them to deliver straightforward solutions, to our increasingly complex needs.” – Gavin Lumb, Project Manager at Virgin Media.

## Teleste Network Services

Teleste Network Services is the leading network service provider and a trusted partner for European Cable and FttX operators. With a unique combination of highly skilled and motivated field force, close cooperation with our product unit, and second-to-none technical knowhow in cable TV and broadband applications, we help customers design, build and operate their networks. We believe in the power of collaboration. By working closely together with our customers, we can understand their needs, support their processes and help them meet future challenges.

Teleste Network Services supports customers throughout the network lifecycle.



### Design and planning services

We help our customers design cable broadband and TV networks that adapt to future challenges. With more than 80 highly qualified design and planning personnel, Teleste Network Services provides operators with the skilled resources they need to carry out any network-design related project on time. Our experts work directly with customer network planning and technical work-stream management projects. Our design services include:

- Fibre network design
- Backbone networks
- Access network planning
- HFC Segmentation
- House network upgrades

### Network upgrades

Teleste provides network upgrade services for both infrastructure and in-home installations. Often, the main problem in network upgrades is that capacity needs are difficult to predict: changing market conditions, product launches and marketing campaigns can affect demand almost overnight. Finding competent installation teams with sufficient understanding of local regulations and the necessary skills is key to carrying out network roll-outs on schedule.

Teleste has a broad network of trained, motivated and skilled HFC/ CATV technicians across Europe to carry out network upgrade projects. We understand what it means to reduce node sizes from 1000 down to 150 in the street cabinets and the regional head end. We also know what it takes to roll out an additional broadband package at the rate of over 20.000 installations per month. Our in-depth technical and process

management knowhow makes us a reliable partner in all network maintenance and extension projects.

## Field services

Teleste has extensive experience in maintaining large network areas with high number of subscribers. Maintaining modern HFC and Cable TV networks requires understanding issues such as ingress, and especially how these issues can be solved quickly. Our highly skilled and motivated field service experts make sure that unplanned network outages are quickly fixed and end user service does not suffer.

Teleste has a broad network of field service professionals and partners across Europe. We believe success comes from collaboration. We take care of field service activities as a partner for a number of operators and housing associations in Europe, both for access and distribution networks.

Our teams strive to guarantee reliable network connections for the subscribers. Meeting agreed service level is our top priority. This is achieved by a well-managed network of partners, close collaboration with customers, and strong knowhow on technical investigations and rectifying issues on-site.

## Turn-key projects

Due to the fast changing business environment, regulatory changes and competition, project life cycles from an investment decision to completion have become shorter. European operators are often looking to streamline resources and need partners that are capable of delivering a wider scope of services than before.

Teleste works closely with its customers to deliver complete FttX-projects, all the way from pre-studies to connecting subscribers to the network. Projects are tailored to meet customers' specifications, budgets and timelines. Our references include large scale backbone projects, mobile backhaul applications, FttB, and pure FttH. Whether the project is a metropolitan area or a rural landscape, we understand local regulations and can deliver successful network projects - together with our customers.



Successful realisation of FttX projects requires coordination and management of civil works teams, an integral part of Teleste's service offering.



We provide all services required for carrying out successful network projects – from network design right down to measuring and documenting signal levels at end user premises..



Teleste is an international technology group founded in 1954, which is specialised in broadband video and data communication systems and services. The group is active in two business segments, Video and Broadband Solutions and Network Services; in both fields, we are among the global leaders. Video is at the core of our business activities, with a focus on the processing, transmission and management of video and data for operators and public authorities. In 2011 the group's net sales totalled almost EUR 184 million. The company has nearly 30 offices world-wide and over 90% of Teleste's net sales are generated outside Finland. The company is listed on the NASDAQ OMX Helsinki Ltd. Visit [www.teleste.com](http://www.teleste.com) for more information.

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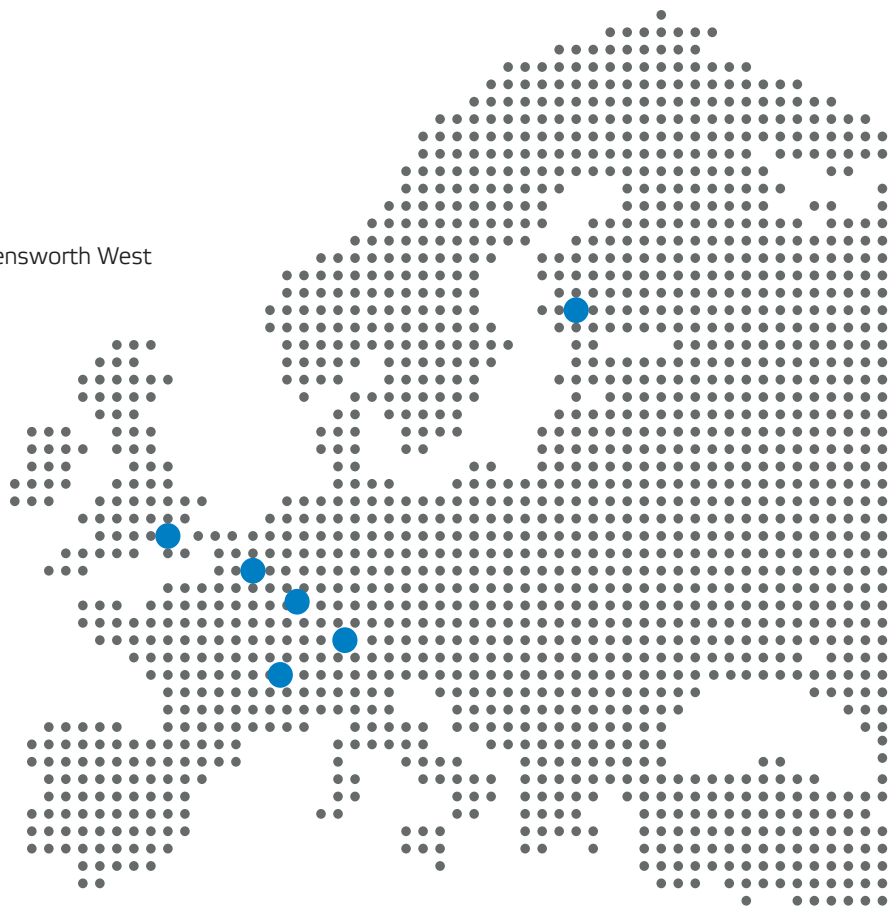
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