



## Information Technology Services

We thrive on complex requirements, impossible deadlines  
and exotic technologies!



- International company headquartered in London with a Development Center in Ukraine
- 15 years of experience with IT projects for telecommunications and other branches (since 1998)
- Experience of multi-vendor and multi-site international projects
- ISO certified processes (since 2006), high corporate culture
- Two Strategic Business Units:
  - Product Line - own telecom BSS products family
  - Custom Solutions - more than 200 successful IT projects for more than 50 customers around the world
- More than 100 highly-qualified software engineers, analysts, designers and project managers
- Ukrainian Silicon Valley - educational, scientific and industrial centre founded by Telesens and National Technical University «Kharkov Polytechnical Institute»
- Potential for rapid growth (own business centre premises, broad resource base)



- **Application Development**
  - Software Solutions
  - Software Products
  - Software Reengineering
  - Mobile Applications
- **Professional Services**
  - Integration and Implementation Services
  - Support Services
- **IT Resourcing**
  - Dedicated Project Teams
  - Dedicated Quality Assurance Teams
- **IT Consulting**
  - Management Consultancy
  - Technical Consultancy



## ■ Solutions Development

- Ad-hoc business support solutions according to customer's requirements



## ■ Products Development

- Commercial-off-the-shelf (COTS) products and components according to customer's business vision



## ■ Solutions Reengineering

- Legacy systems re-engineering and migration to new technologies, if necessary



## ■ Mobile Applications

- Business applications for smart phones

Present in the market since 1998, we have performed more than 100 successful development projects. Project information available upon request.



## ■ Integration and Implementation Services

- On-site integration and implementation of complex software and hardware solutions



## ■ Support Services

- Remote technical support in line with any service agreement including 24/7 operation

Our biggest customer for integration services is Nokia Siemens Networks. Since 2007 we have performed more than 20 successful projects of NSN Mediation and Provisioning platforms integration for different end-clients. Now we are supporting not only Telesens-integrated products, but also several 3rd-party solutions at more than 20 customers.



## ■ Dedicated Project Team

- Dedicated team for specific purposes like Research & Development, Product/Technology Competence Center, Customer Support and Maintenance Center, etc.



## ■ Dedicated Quality Assurance Centre

- Remote applications testing, incl. functional, performance, load tests

### Samples of successful ODC:

1. a team of integration engineers for TTI Telecom (Israel)
2. a team of Microsoft .Net developers for AVOLogic (USA)
3. a team of test engineers for Bestence GmbH (Germany)



## ■ Management Consultancy

- IT business processes reorganization; Quality Management Systems implementation; Project Management



## ■ Technical Consultancy

- Complex technical problems resolving, e.g. appropriate IT-solution choice, bottlenecks discovering and optimization, research of perspective solution architectures, etc.

Samples of successful consulting projects:

1. Quality Management procedures implementation at MTS Ukraine
2. On-site technical consulting at MTS Ukraine



- Working with us, you can do more with less
  - Ability to meet changing business demands due to our innovative services
  - Cost-efficiency due to highly-qualified Ukrainian IT-specialists
  - Security and resilience due to our policy of risk sharing
- Our customers have chosen Telesens for many reasons
  - Highly professional team
  - Deep understanding of business
  - Responsibility for results
  - Good communications
  - Confidentiality
  - Competitive prices

Our aim is Value Based Services when each party profits from the partnership.





## ■ Telecoms

- Deutsche Telekom AG (Germany)
- MTS (Ukraine)
- MTS (Belorussia)
- Kyivstar GSM (Ukraine)
- Ukrtelecom (Ukraine)
- Astelit (Ukraine)
- UCell (Uzbekistan)
- Kazakhtelecom (Kazakhstan)

## ■ System Integrators and BSS/OSS Suppliers

- Nokia Siemens Networks (Finland)
- T-Systems (Germany)
- Bestence GmbH (Germany)
- Digital Route (Sweden)

## ■ Service Companies

- AVOLogic (USA)
- Acoreus AG (Germany)



- **Competence**
  - Strong competence in all commonly-used telecom IT technologies: variety of UNIX-platforms, J2EE frameworks and application servers, Web-services, Oracle DB and Oracle Business Solutions, Visualization and Reporting frameworks
- **Quality**
  - ISO 9001:2008 certified Quality Management System
- **Reliability**
  - Deep respect for, and appreciation of, the level of confidentiality required by any customer
- **Flexibility**
  - Providing IT-services in any format and scope
- **Excellence**
  - Striving for excellence in large and small things
- **Synergy**
  - Concentrating on Customer's business objectives and contribution to achievement of their goals



- Broad telecom experience allows us to manage
  - Complex business rules and data processing models
  - Large data volumes
  - 24\*7 operability
  - Increased security level
  - Variety of application types and technologies
- High corporate culture ensures
  - Participation in complex multi-vendors projects
  - Alignment with Client's internal processes
  - Good communications
- Optimal geographical configuration enables
  - UK - quality and security guarantee of an European Company «Telesens International Ltd»
  - Ukraine - access to a wide pool of high-qualified and low-cost IT-specialists in our development center «Telesens LLC»



## ■ Hardware platforms and OS

- Sun Sparc (Solaris), HP (Unix), Intel (Windows, Linux)
- Mobile: iPhone, Android, Windows Mobile, Symbian

## ■ Software development platforms

- Java EE, Microsoft .NET (2.0, 3.5, 4.0)

## ■ DBMS

- Oracle, MS SQL Server, DB2, Sybase, MySQL

## ■ Programming languages

- Java, Java ME, C#, C/C++, VB, SQL, PL/SQL, TSQL, P
- Python, M(MUMPS), ERLANG, OCaml

## ■ Technologies and frameworks

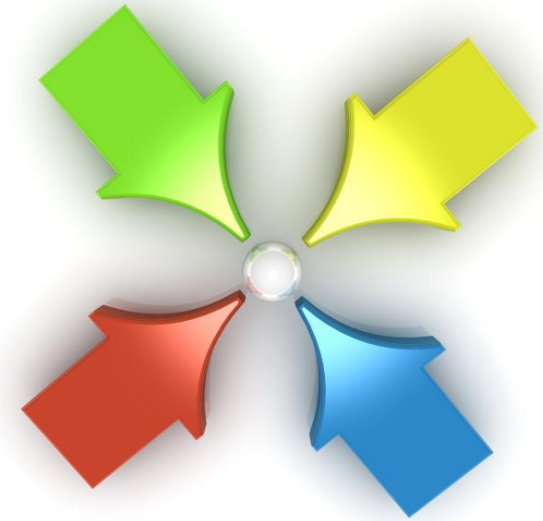
- CORBA
- ASP.NET (2.0, 3.5, 4.0), ASP.NET MVC
- Spring, OSGi, EJB, Hibernate, iBatis, Swing, GWT/Smart-GWT, JSP, JSF, Struts/Tiles
- Ajax, HTML, DHTML, XML, XSLT, JavaScript, JQuery, CSS, Iron Speed Designer, MOSS/Sharepoint 2007, 2010

## ■ Application servers

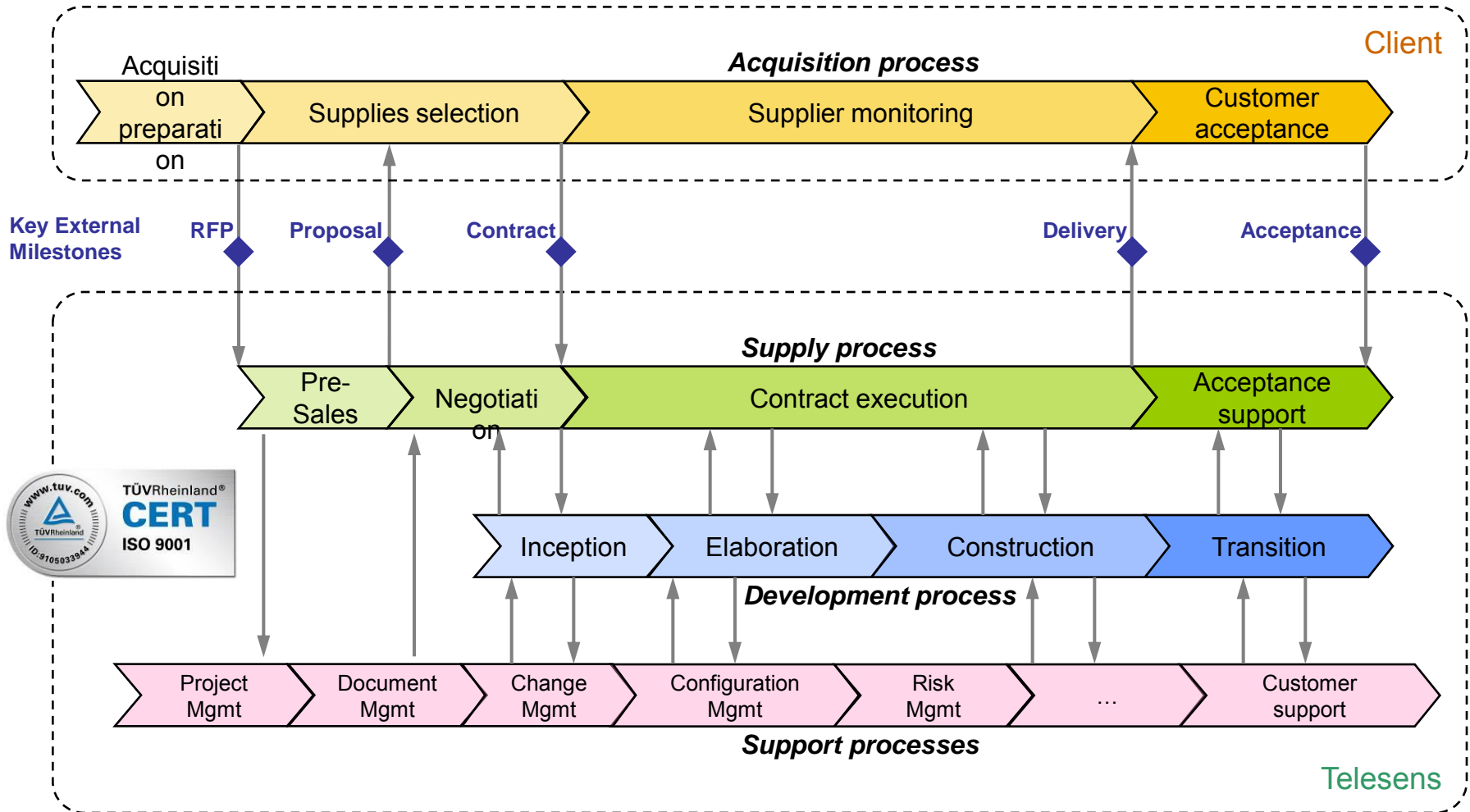
- Oracle Weblogic, IBM WebSphere, JBoss, Resin, Apache Tomcat, MS IIS

## ■ ERP solutions

- SAP, Oracle E-Business Suite



- Telesens uses its own ISO 9001:2008 certified Company Quality Management System, which describes more than 60 processes:





- Telesens has developed watertight methods and practices to ensure that every part of a customer's data is kept under the most stringent security
- Premises security
  - Access control key cards; high-level alarm and fire extinguishing systems; AVR-switched redundant power supply
- Information security
  - NDA signed with each employee; Security and Confidentiality trainings; Separate LAN access for every ODC team
- IT-security
  - Daily back-up policy; MS AD Security Group Policy; Linux 2.6.10 kernel based firewall; SSH tunnel and MS Windows Terminal Services based remote access; SSL secured Outlook web access



- Depending on project specifics and customer preference, the most appropriate delivery model will be chosen
  - Project-based services or
  - Offshore Development Centre (ODC) or
  - a meaningful combination of the above
- The comparison table of the roles and responsibilities

	Project-based	ODC
Telesens Responsibility	Project/task planning, monitoring and control Deliverables quality and on-time delivery Warranty obligations	HR Management Infrastructure management
Customer Responsibility	Scope of work assessment / agreement Acceptance of deliverables	In-team work distribution Progress control and monitoring Quality management
Management	On project or task level	On personal or team level
Remuneration	At agreed milestones	Monthly



- Telesens offers a wide range of IT-services
  - Application Development
  - Professional Services
  - Dedicated Nearshore Resource Centres
  - IT-Consulting
- We are ready to provide our services in any format and scope to suit Customer's needs
- Key reasons to choose Telesens
  - Competence in modern technologies and tools
  - Experience of complex multi-site projects
  - Well-established and ISO-certified processes
  - Reliability and increased security level
  - Own resource base for rapid growth
  - High-quality services at competitive price



Working with clients we concentrate on their business objectives and contribute in achievement of their goals!





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