



Statement of Qualifications

*Consequi Group Inc.
Telecom Strategy & Management Consultants*

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In the telecommunications marketplace, great products and technology are invented by companies everyday. Some of these companies are just sound bites in a weekly trade publication; other companies are never even a blip on the radar screen – but one in maybe a hundred companies is fortunate enough to reach the eyes and ears of their target audience – the service provider.



Thank you for the opportunity to submit to you our Statement of Qualifications.

Consequi Group Inc. is a premier provider of strategy and management consulting services to the telecommunications industry. We are dedicated to meeting and exceeding our clients' expectations in each and every professional services engagement. Our clients reap the benefits of our focused and proactive approach to strategic and tactical development.

Founded in 2000, Consequi Group's roots are based in decades of experience in consulting, sales, marketing, business development, engineering, technology development and operations with and for manufacturers, suppliers and service providers throughout the telecommunications industry.

Our company provides a full spectrum of services to meet our customers' needs. Utilizing a network of telecom professionals and a team of key principals, Consequi Group offers a comprehensive suite of program and service offerings organized around the company's five core competencies:

- Business Advisory & Acceleration
- Marketing & Brand Development
- Operations, Project Management & Billing
- Quality Systems & Customer Care
- Engineering, Design & Technology

The company's programs and services range include lead generation, financial planning, customer acquisition and retention strategy, billing systems development and quality systems development; as well as, a full suite of engineering, test and build-out services (see page7).

In every project, Consequi Group provides professionals who are experienced leaders in the telecommunications industry. Our professionals' past experience includes working with leading companies such as AT&T Wireless Services, Sprint PCS, Verizon, Nextel, Cingular, Voicestream Wireless, Rogers AT&T, Ericsson, Nortel Networks, Motorola, Nokia, Alcatel, Lucent, InfoSpace, Openwave, AOL, Yahoo, Prodigy and others.

Consequi Group welcomes the opportunity to bring our considerable talents and energies to work for your company and its success. We look forward to discussing specific issues or needs your company is faced with and how we can help.

Sincerely,



Scott Barretto
Managing Director



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Meeting the Challenge

Introduction

Where are the opportunities in telecom today?

How can I adapt my product to a new market?

Is there demand for my product?

How do I generate interest for my product?

What segments and which companies should I to look to for partners?

What is the most effective strategy given my organization and its resources?

Like in most exciting industries around the world, the competitive bar in the telecom industry is always being raised. What were once leading edge technologies and services have now become “commodities.” The challenge is to develop a product that is differentiated and innovative that meets a need and can come to market before “something new” or the “promise of something new” from a competitor or an incumbent supplier shuts the window of opportunity.

The good news is that there is always a way to figure out how to be better than the competitor; in other words, somebody has got to be on top. How to get there is yet another question.

Our Company

Consequi Group offers the right solutions to succeed in highly competitive, telecommunications industry. From helping a client to find best customers and opening doors at a Tier 1 carrier to managing and deploying trial system and negotiating commercial contracts, Consequi Group can help.

Our engagements focus on the specific project objectives of our clients. Deliverables include specific strategic or tactical plans as well as the possibility of an implementation team to complement or supplement the client team. Teams can be composed of either Consequi Group business-focused or technology-focused professional experts or both depending on the needs and requirements of an engagement. Expert consultants can work on-site or remotely in coordination with client management. Our consulting teams involve the participation of various client personnel; including, Executive Management, Operations, Engineering, Sales & Marketing, External Affairs/Regulatory, IT and Finance.

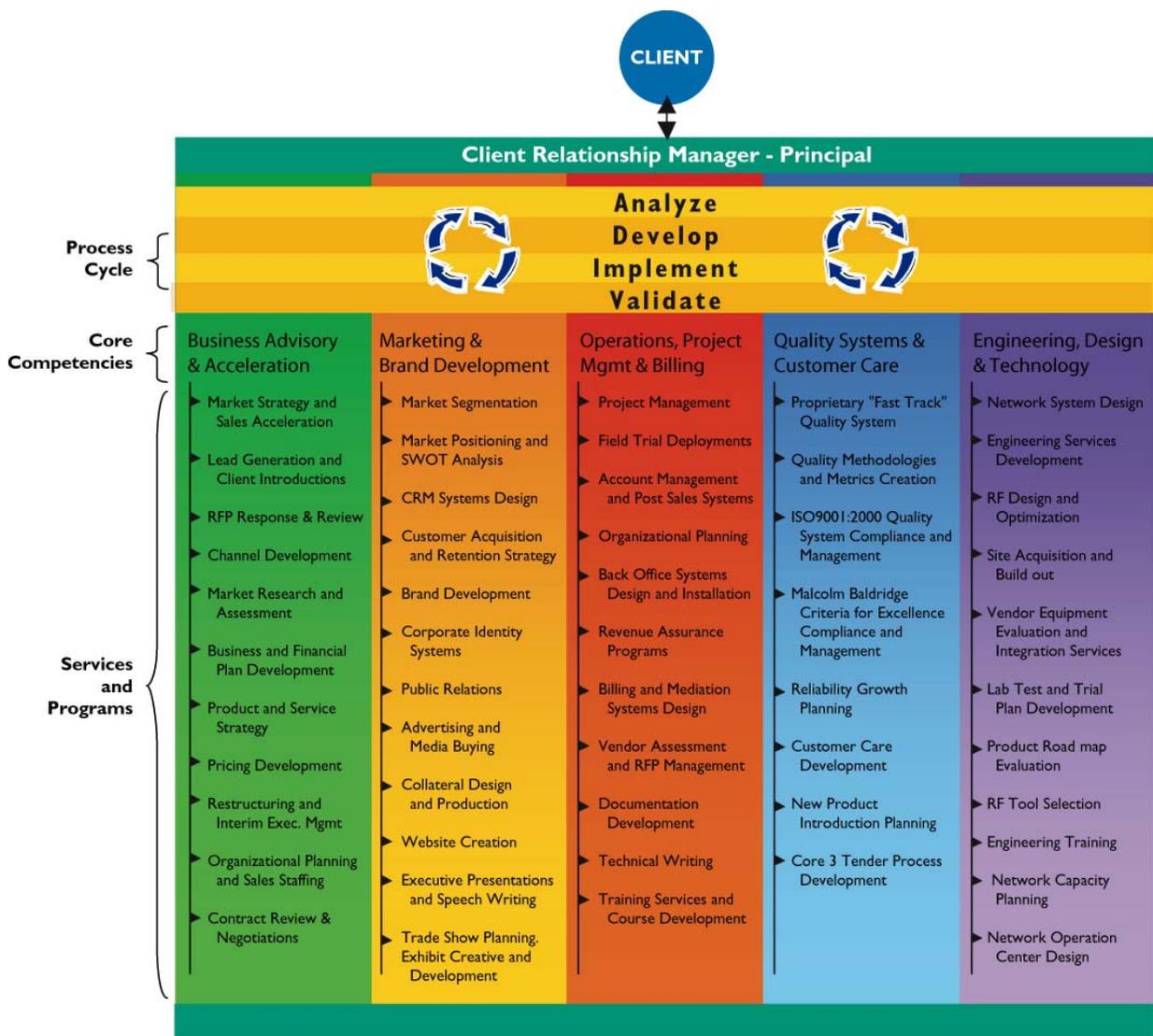
The company's commitment to best practices is reflected in the process cycle we employ. This cycle is best illustrated as four key tasks that result in continuous improvement, feedback and refinement – resulting in the highest quality levels for both output and client satisfaction.



The key tasks can be considered chronologically as: Analyze, Develop, Implement and Validate. While these tasks logically fall in order, depending on the client's situation, an engagement might begin at any point in the process cycle. During “Analyze”, we gather the relevant client data, market data and input from client stakeholders; including, the overall objective of the client as a basis in which to organize and analyze all information. During “Develop”, we create strategic and tactical plans to achieve the client's goal with objective outcomes on which to later measure the project's success. During “Implement”, the client executes on the tactical plan, which might include marketing communications activities, pricing/product changes, client customer meetings, channel development activities, etc. Depending on the client's need, Consequi Group can take an active or passive role; for example, our consultants can work hand-in-hand with a client's sales team to secure customer meetings with vendors or service providers. During “Validate”, the success of the strategic and tactical plans is assessed based on the client-agreed-to objectives. Changes and enhancements to these plans are made as required and the cycle starts over.

Program & Service Offerings

Consequi offers a comprehensive suite of program and service offerings. These offerings are organized in to the company's five core competency areas: 1) Business Advisory & Acceleration, 2) Marketing & Brand Development, 3) Operations, Project Management & Billing, 4) Quality Systems & Customer Care and 5) Engineering, Design & Technology.



CONSEQUI GROUP INC. PROPRIETARY & CONFIDENTIAL

To help illustrate the custom solutions that Consequi Group can deliver, the following client scenario examples are offered. These examples show the various entry points where a client engagement might commence in our process cycle.

Scenario 1: Product Line Extension



A network infrastructure company has developed and is actively marketing a hardware/software platform to wireline service providers. The company would like to determine whether this platform is a viable wireless solution.

Consequi Group Solution:

The Consequi Group Client team (CGC) would assemble the appropriate subject matter experts in network engineering, wireless standards, product marketing and market development. The CGC would have a technical and marketing review of the existing platform. The CGC would assess whether the value proposition remains consistent in the wireless marketplace and what, if any, changes/additions to the market message must be made. The CGC would in parallel analyze the platform against current wireless standards, interfaces and benchmarks to determine what, if any, technical requirements would need to be added to the product specification. The CGC would then take existing platform pricing against general wireless pricing norms, denominators, etc. The CGC would then compile the cost factors, market size and revenue assumptions to develop a business forecast and ROI analysis.

Scenario 2: Validate Market Strategy

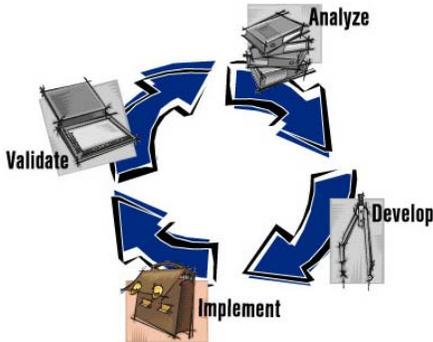


A software manufacturer has developed an innovative wireless data application but has been unable to secure carrier interest.

Consequi Group Solution:

A CGC team would be assembled of primarily sales, marketing communications and product marketing specialists who would meet with the client's sales, product management and market communications departments for a review of the data application and all sales/marketing activity around it to date. The CGC would analyze the value proposition, pricing and market focus currently employed by the client against comparable/competing products. The CGC would provide a comprehensive SWOT report of the SWOT along with specific targeted recommendations consistent with the client's current market strategy.

Scenario 3: Business Acceleration



A venture incubator or venture capital firm has a number of wireless telecommunications-related companies within its portfolio. As part of its ongoing investment in its portfolio, the VC/incubator would like jump-start, energize or reorganize the sales efforts of these telecommunications firms.

Consequi Group Solution:

A CGC team of sales, business development and marketing consultants would review and compile product, sales and client data across the portfolio for a broad SWOT assessment of the companies. Based on current sales efforts, the CGC would compile a short list of target clients and specific individuals (influencers, recommenders, and decision makers) within each target client. The CGC could also assess the specific sales teams and make recommendations on their organization and staffing. Additionally, the CGC could develop RFP boilerplate, alternative pricing structures and legal agreements to help expedite the selling process.

Scenario 4: Business Advisory Services

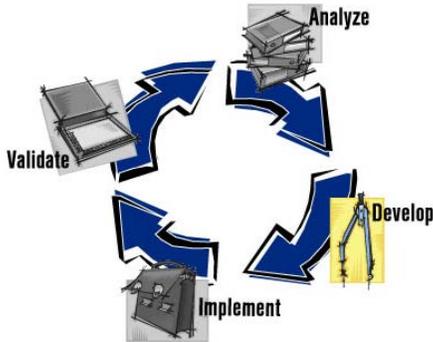


An investment group/bidding entity is preparing to participate in a spectrum auction or an existing operator is evaluating strategic opportunities (upgrade, roaming agreement, technology overlay) and needs a comprehensive understanding of all the financial, legal and business issues.

Consequi Group Solution:

In both cases, these clients will require a CGC composed of regulatory, legal, engineering and business planning experts. The CGC would provide an array of Business Advisory Services so that the client has the necessary regulatory, competitive, network, and operational information necessary to build a fully funded business plan before significant capital is employed or the spectrum auction is completed. Consequi Group can also act as public representative for “discreet” investment entities throughout the application or RFP process.

Scenario 5: Develop Go-To-Market Plan



A technology company is focused on the development of a new product and needs to move beyond product concept marketing to commercial market launch.

Consequi Group Solution:

In this instance, a CGC team would be assembled of primarily sales, product marketing and marketing communications specialists who develop a 6,12 or 18 month market plan including brand and tradeshow marketing development, commercial price development, contract boilerplate development, collateral development, PR strategy, sales organization/ staffing recommendations and sales planning. Consequi Group could also provide interim executive management in sales, marketing communications and product management as well as coordinate executive recruiting efforts.

Scenario 6: Field Deployment



An infrastructure company has introduced a new platform to the market and is pursuing several key accounts for beta/field trials but does not have the staff to manage multiple client sites simultaneously.

Consequi Group Solution:

Comprised primarily of engineering and operations specialists, the CGC can deploy multiple teams to project manage field trial implementations from start to finish. The CGC can serve as primary client interface to the trial customer as well as gather feedback and perform/gather test results. If needed, the CGC can also develop trial documentation and legal agreement boilerplate.



The Company

Background

Consequi Group Inc. is a privately held corporation based in Dallas, Texas, that provides full-service telecommunications strategy and management consulting services; as well as, systems integration services, negotiation services, marketing communications and interim executive personnel.

Consequi Group was founded in 2000 on the premise that success in the telecommunications marketplace can only be achieved with the right combination of technology, dynamic business development techniques and proven industry relationships

Consequi Group is in the business of assisting organizations worldwide in competing in their traditional and emerging markets. Consequi Group's consultants are focused on driving market share and profitability through a structured consulting approach and the application of best practices.

Management

The company's management team consists of an experienced group of industry professionals from leading wireless companies; including, Ericsson, Nortel Networks, Motorola, Openwave, InfoSpace and i3Mobile. With over 30 years of combined telecommunications experiences in the fields of wireless, wireline, broadband, ATM, IP and soft switching, the management team of Consequi Group bring a history of accomplishment and experience in the communications industry.

Scott Barretto – Managing Director

As co-founder of the company, Barretto brings an extensive background of 11+ years experience in sales, marketing and business development across the telecommunications industry. Before founding Consequi Group, Barretto was Vice President, Sales for i3Mobile (NASDAQ: IIM) where he lead sales and marketing of private and consumer-branded products to Tier 1 and 2 carriers in the U.S. and Canada. Prior to i3Mobile, Barretto was VP, Sales & Business Development of GiantBear before its acquisition by InfoSpace. Earlier in his career, Barretto held senior sales and marketing positions with such companies as TeraBridge Technologies (a Newbridge Networks venture), DSC Communications (now Alcatel) Ericsson, Nortel Networks and Motorola. Barretto currently serves on the advisory board of Vision Forge Venture Development company. Barretto earned both undergraduate and graduate degrees from Southern Methodist University; including, an M.B.A.



Principals & Advisors

Consequi Group principals are some of the best and brightest in the industry with capabilities that have evolved from many years of experience in telecommunications. The company offers professionals who have talent, insight and experiences that will uniquely position your organization to build momentum in the marketplace and capture market share.

Joseph J. Campisi, Principal Quality Management Systems and Customer Care

With over 15 years experience with Fortune 500 companies, Campisi brings a demonstrated track record in the Quality Systems and Customer Care to our clients. Campisi draws on vast senior level experience in the telecommunications industry including wireless, broadband, and IP-based ULH transport technologies with companies like Ericsson, Siemens and AT&T. Most recently, Campisi has focused on emerging start-ups to define critical methodologies, metrics and strategies for success in the marketplace. Campisi has developed a proprietary “Fast Track” system for quickly implementing needed processes and metrics aimed at both internal effectiveness and more outwardly focused Customer Satisfaction measures; his expertise also extends to ISO 9001:2000 Quality System, Malcolm Baldrige Criteria for Excellence, Customer Care, Reliability Growth Planning, and New Product Introduction. A former president of Toastmasters International, Campisi is a graduate of Louisiana State University.

Murray Smith, Principal Marketing Programs and Brand Development

With over 20 years experience in both B2B and B2C market segments, Smith serves as principal responsible for the company's marketing, advertising and communications programs. Nominated for “Marketer of the Year” by the American Marketing Association, Smith has held executive level positions with major “household” name companies such as Pepsi-Cola, Kraft General Foods, Burger King, Scotiabank and Rogers/AT&T Wireless. For the past 5 years, Smith has been an active consultant in both the US and Canada in the areas of telecommunications and software marketing; including, a fixed-wireless broadband start-up in Colorado, a wireless youth-focused advertising and market research concern in Canada and a leading developer of wireless “smart skin” technology in Washington. Smith holds a BA, a B Ed and a MBA from the University of Toronto, Canada as well as a Diplome D’Etudes Francaises from the University of Nice, France.



Mark Dilcom, Advisor

With over 16 years experience in operations, IT and sales management in the software and wireless telecom industries, Dilcom serves as principal responsible for the company's project management, business operations and revenue assurance programs. Dilcom most recently founded Untethered Media Inc., a developer of digital media server software. Prior to that, Dilcom was VP – Carrier Services for GiantBear (now InfoSpace) where he was responsible for all aspects of project management, post-sales operations and client account management. Earlier in his career, he was Executive Director – IT for Triton Cellular (now Rural Cellular) and Director of Market Development for PriCellular (now American Cellular); as well as, holding operations and sales positions with Southwestern Bell Wireless (now Cingular) and General Cellular that grew to become Western Wireless. Mark holds a B.S. in Business Administration from Lindenwood University.

John Greathouse, Advisor

With over 13 years of experience in all aspects of design, implementation and launch of large scale, communications networks, Greathouse serves as advisor to the company in the areas of engineering, network design and technology commercialization. Greathouse is EVP and CTO of leading wireless broadband provider, Kite Networks. Prior to Kite, Greathouse was SVP and CTO for Tritel (now AT&T Wireless) where he was responsible for all technical operations; including, the launch of Tritel's multi-state PCS network; as well as, vendor evaluations and contracts. Earlier in his career, Greathouse held senior engineering positions with Western Wireless and Ericsson where he was oversaw the development and implementation of best practices in all areas of RF Engineering; as well as, RF tool selection and engineering training. Greathouse holds a B.S.E.E. from Texas Tech University.