



CellStream, Inc. Company Overview

Andrew M. Walding
President & Founder

Agenda/Topics to be Covered

- Introduction
- History of Company & Company Vision
- CellStream Team
- Services Summary
- Potential Benefits
- Testimonials
- Customer Base
- Summary

History of Company

- The company was founded in early 1998
- CellStream Vision:
 - Our vision at CellStream is to be a contributing force in the computing and telecommunications industry, improving and revolutionizing the way people work, communicate, learn, interact, and progress.
- CellStream mission statement:
 - Our mission at CellStream, Inc. is to become trusted advisors, trusted educators, and trusted sources to our clients to help them achieve new, exciting, world class products, methodologies and services.
- CellStream is Global Telecommunications Consulting
 - We currently numerous active team members, working a variety of projects for our clients in a number of different countries, but focused in the US.

President's Biography

- Has over 25 years experience in data and telecommunications engineering, network implementation and management, and product development of IP, ATM/Frame Relay switching, access products, transmission systems and network management products
- Industry Speaker, Author, Lecturer, and Trainer educating telecommunications professionals in emerging technologies and key issues affecting networking and computing
- Member of the National Association of Communications Systems Engineers, Cisco Certified
- Authored multiple instructor led, hands-on courses on Telecommunications, IP, Routing, MPLS, Traffic Engineering, GMPLS, MPLS L2 and L3 VPNs, and IP Optical Networking
- Led an engineering team through development and customer acceptance of one of the first production ISDN capable CDMA wireless local loop systems, based in Europe as an expatriate
- Led engineering efforts for an international FITL system utilizing V5.1/V5.2 digital concentration techniques
- A team leader for engineering design of a very large SONET/SDH broadband cross-connect system utilizing latest ASIC and optical technologies
- Has developed courses for the first VSAT satellite systems deployed in North America and instructed field operations staff for a nationwide service group
- Has four issued patents and one patent pending in telecommunications architectures and methodologies
- Directed all Field Service, Customer Service, and Network Operations activities for the North American Western Region of a major news and information provider
- Developed and implemented industry leading packet technologies, strategies and other technical implementations for private CATV Broadband network in downtown San Francisco

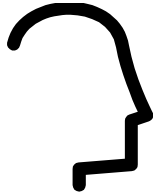


[Mr. Walding's Bio and Resume can be downloaded here.](#)

A Sample of CellStream Consultants



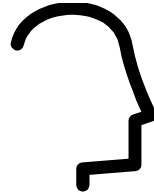
- More than 20 years experience delivering creative and successful product marketing and product management teams while still being an active, hands-on contributor and leader
- Focus on creation and delivery of winning product strategies and roadmaps for Fujitsu, DSC Communications, Honeywell, United Technologies and Intratec
- Launched new products into enterprise and carrier markets
- Solid understanding of SONET, DWDM and optical networking technologies, products, components and markets
- Direct interaction with customers at the C-level, director and engineer to discuss requirements, solutions, product applications and technologies



- Frequent speaker at industry conferences in North America, including Canadian Business Telecommunications Alliance (CBTA), Comdex, ComNet, International Communications Association (ICA) Summer Program, ICA/SUPERCOMM Conference, IEEE Conference on Computer Networks, and LATINET
- Past and current participant in numerous standards activities, including those related to FDDI, frame relay, local and metropolitan area networks, packet networks/X.25, secure LANs, site security, and Switched Multi-megabit Data Service (SMDS).



- More than 30 years' experience
- Focus on strategic planning, marketing, R&D, business development, financial analysis, and administration, as well as in legal and regulatory issues
- Former strategic planner at AT&T Corporate Headquarters, and worked on the development and review of post-divestiture business plans as well as on the resolution of strategic issues.
- As Technology Director in a Lucent Technologies Wireless Networks business unit



- Involved in the high tech and communications industries for the past 25 years.
- Founded, developed and lead three successful companies and co-founded a fourth. These companies range in scope from a manufacturer and distributor ground support equipment for aircraft and missile systems to a datacom/telecom company supplying central office equipment to Telecommunication Service Providers.
- Key strengths in sales team development, national and international strategic alliances, customer relationships, and superior product quality have resulted in achieving leading market share for both product and service companies.

For more details on these and other CellStream Consultants, visit
www.cellstream.com/biograph.htm

CellStream Services Overview

- CellStream Inc. provides a diverse range of computing and telecommunications consulting and training services
- Our primary clients are the service providers, enterprises, network administrators and computing/networking equipment manufacturers
- Our knowledge strengths are in reliable, secure, cost-effective converged voice and data services over large, complex, high bandwidth networks and network solutions
- Our services enable our clients to master technologies and processes in products and services with minimized lead times while maintaining cost control
- From Optical to Wireless, from hardware to software, our flexibility, knowledge and experience base can help in all aspects of our clients needs.

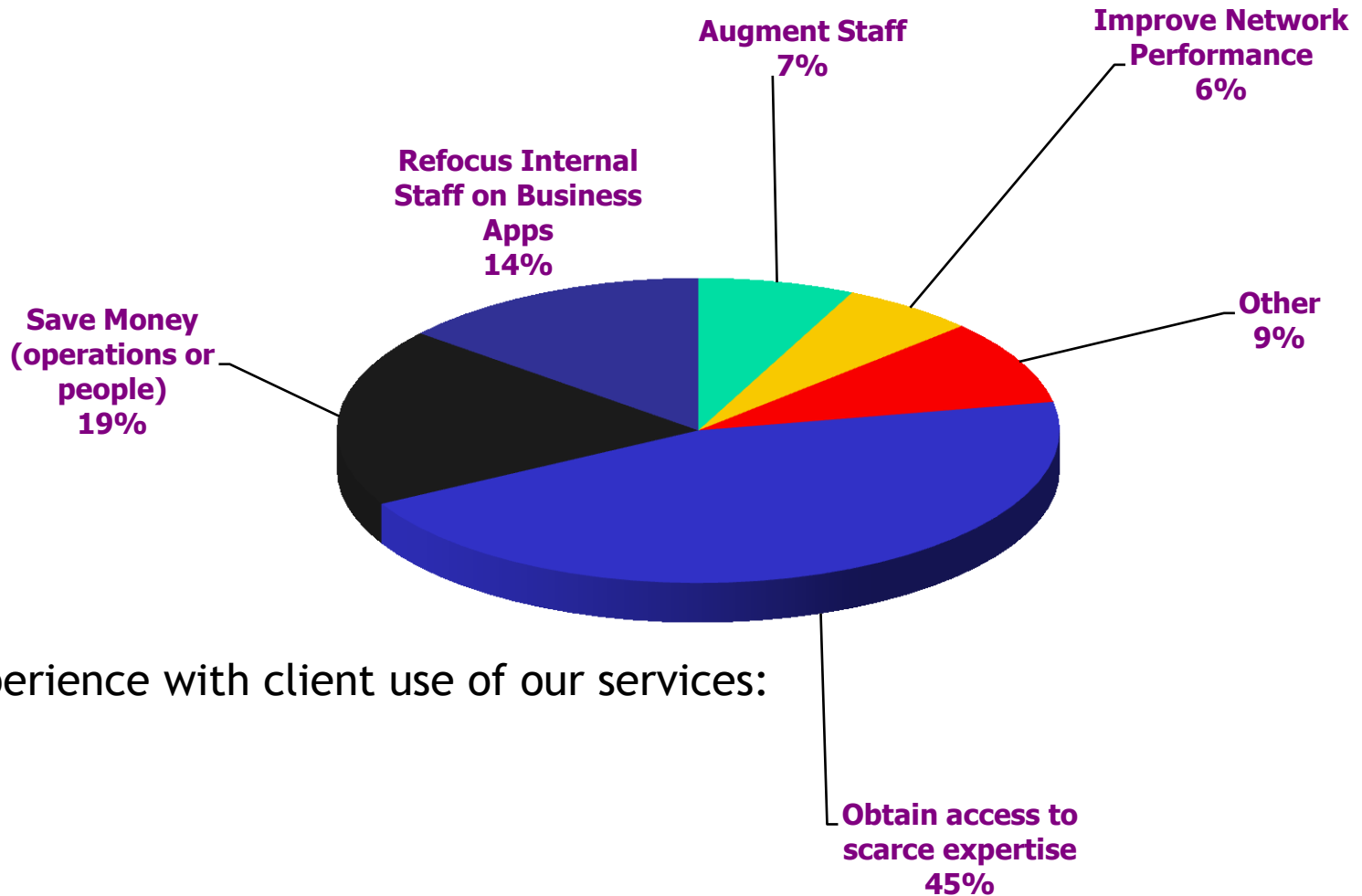
Sample CellStream Services List

- Technology Implementation Analysis
- Business Case Development
- Competitive Analysis
- Requirements/Architecture Definition
- Expert Witness Consulting & Testimony
- Network and Systems Design and Support
- RFP Creation and Response support
- Sales Force and Engineering Skills Building
- Technical Knowledge Capital Building
- Computer/network security and forensics
- Solutions Brainstorming
- White Paper, Documentation, and Collateral creation/review
- Telecommunications Graphics and Animation

CellStream Services Benefits

- Engaging our CellStream Consulting and Training Services will
 - build a “trusted advisor” relationship that you can count on
 - bring in knowledge not necessarily on-staff
 - save money and time
 - cross-pollinate your employees with expertise
- Draw from, and leverage, a broad knowledge and experience base
- Utilize our multifaceted expertise that is continually exposed to the leading edge technologies
- Performance of a dedicated, creative, and committed staff of industry leaders

How we can help....



Our experience with client use of our services:

CellStream Project Portals/Webs

- Provide a Common Information Sharing Homebase for a project team
 - Access for our clients and improved collaboration
 - Privacy and Security
- Focus is on information exchange, collaboration, communication and trust building
 - Private, project specific email and Discussions
 - Task Sharing
 - Calendar Sharing
 - Document storage and Revision Control
 - On-line meetings and contacts
- “I”nternet based solution
 - Accessible anywhere, any time
 - Managed by CellStream for simplicity

Testimonials

- **Data Industry Fluent** - "uniquely aware of new trends and developments in the data industry, and able to systematically use this skill to solve business problems, improve productivity, and impart knowledge..."
- **Delivery on Commitments** - "a very strong sense of ownership and passion to drive and deliver...especially when short deadlines or complex situations pose a challenge."
- **Telecom Industry Expertise** - "...a thorough understanding of the telecoms industry infrastructure, the value and impact of emerging technologies, and the market dynamics. Can readily use this expertise to develop new product and business opportunities for the business entity."
- **Problem Solvers** - "Innate ability to quickly identify latent issues in complex situations, develop required course of action, and execute (independently as well as with teams)."
- **Expertise & Vision** - "my experience is that [Mr. Walding] has an extensive technical understanding and experience of complex communications systems. He is able to combine this with a global business view to create a compelling vision for the next solution and beyond."
- **Leadership & Approach** - "...[Mr. Walding] is an inspirational, results-oriented leader with high energy, self starting leadership style. He is honest, enthusiastic and creates excitement in his team to produce a 'best in class' product solution that is compelling, timely and profitable."

➤ Note: The excerpts above are from signed letters. All this information is available upon request to individuals or organizations with whom CellStream is/may be doing business.

Companies Attending CellStream Courses (1 of 3)

- 3M
- Ace Communications Group
- ACM Inc.
- ADC
- Allied Telesis
- Alpha Telecom
- Amino
- ARCON Construction & Management Services Inc.
- Arthur Telephone
- AT&T
- Atlantic Solutions Group
- Auroras
- Authur Mutual Telephone Company
- Berry, Denn, McNeil & Parker
- Bevcomm
- Bismarck State College
- Blackduck Telephone Company
- Bourns Inc.
- Calix
- Cal-Ore Telephone
- Caltel
- Cambridge Telephone
- CamNet Inc.
- Canby Telcom
- Cascade Telephone Company
- Cascade Utilities, Inc.
- CenturyTel
- Champlain Telephone Company
- CHR Solutions
- Cimarron Telephone Company
- Cisco Systems
- Clarence Telephone Company Inc
- Clear Creek Mutual Telephone
- Clifford of Vermont
- Cobbosseecontee Tel - TDS
- Colo Telephone Company
- Columbus Grove Telephone
- ComNet Inc.
- Conklin Intracom
- Consolidated Telcom
- Coon Valley Cooperative Telephone Association
- Cooperative Telephone Company
- CopperCom
- Corning Cable Systems
- Creative Support Solutions
- Cross Telephone
- Crown Point Telephone Corporation
- CRST Telephone
- CT Communications
- Custer Telephone
- CVIN LLC
- DataEast
- Delhi Telephone
- Devine, Millimet & Branch, PA
- DFT Communications
- Dickey Rural Telephone
- Direct Communications
- Dixville Telephone Company
- Ducor Telephone
- Dunbarton Telephone
- Embarq Logistics
- Emerson Network Power
- Empire Telephone Company
- FairPoint New England
- Falcon Communications
- Farmers Cooperative Telephone Company
- Farmers Mutual Cooperative Telephone Company
- Farmers Mutual Telephone Company
- Filer Tel
- Finley Engineering Company, Inc.
- FISC Solutions
- FMTC
- Fort Jennings Telephone
- Franklin Telephone Co. Inc.
- Frontier Communications
- Frontier Telephone of Rochester
- Fused Solutions Inc.

Companies Attending CellStream Courses (2 of 3)

- Germantown Communications Group
- Germantown Telephone Company
- Glandorf Telephone Company
- Golden West Telecom
- Goldfield Telecom, L.C.
- Granite State Telephone
- GVNW Consulting, Inc.
- Halstadt Telephone
- Hancock Telephone
- HEADNetworks LLC
- Heart of Iowa Communications Cooperative
- Homisco Inc.
- Infinite Video Corp.
- Innovative Systems
- Interstate 35 Telephone Company
- Interstate Communications
- Iowa Network Services (INS)
- ITPA - New England Chapter
- JDC
- Jefferson Telephone Company
- Kalida Telephone Company
- Kerman Telephone
- Lincolnville Telephone & Tidewater Telecom
- Lost Nation-Elwood Telephone Company
- Lucent Technologies
- Maine Printing Company / MPX
- Mapcom Systems
- Marne and Elkhorn Telephone
- Martin Group
- MetaSwitch
- Mid America Computer Corp (MACC)
- Middle Point Telephone Company
- Mid-Maine Communications - a Division of Otelco
- Midvale Telephone
- MOUNTAIN LTD.
- Mt. Angel Telephone
- Mudlake Telephone
- Murray Plumb & Murray
- ND Telephone
- NECA
- Nehalem Telecommunications
- Nemont
- New Hampshire Telephone Museum
- New Knoxville Telephone Company
- New York State Telecommunications Association
- Nortel
- North Penn Telephone Company
- Northland Software
- NRTC
- NTCNet/Newport Telephone Company
- NWDP
- Occam Networks
- Oklahoma University - Tulsa
- Oklahoma Western Telephone
- Oneida Rural Telephone Company
- Onieda County Rural Telephone
- Ontario Telephone Company
- OPASTCO
- Optelian Accesses Networks
- OPUC
- Oxford Networks
- Pannaway Technologies
- Panora Cooperative Telephone Association
- Partner Communications Cooperative
- Patterson Telephone Co.
- Pattersonville Telephone Company
- PICS Telecom
- Pimmadus Telephone
- Pine Tree Networks
- Pinnacle Telephone
- Pioneer Telephone Cooperative
- Polartel
- Ponderosa Telephone
- Ponderosa Internet
- Power & Telephone Supply Co. Inc.

Companies Attending CellStream Courses (3 of 3)

- Prairieburg Telephone Company Inc
- PrimeLink
- Primmer, Piper, Eggleston & Cramer PC
- Project Mutual Telephone
- Quintrex Data Systems
- Radcliffe Telephone Company
- Ransmeier & Spellman
- Red River Telephone
- Reservation Telephone
- Ritter Telephone Company
- RTFC
- Rural Networks
- Rural Telephone Service Company
- Schaller Telephone Company
- Scio Mutual Telephone
- Sharon Telephone Company
- Shoreham Telephone Company
- Sierra Telephone
- Sigma Technologies
- SilverStar Telephone
- Siskiyou Telephone
- South Slope Cooperative Communications, Inc.
- Springville Cooperative Telephone Association
- Stayton Cooperative Telephone
- Steve Bennett Auctions
- Superior Essex
- Syringa Networks
- TCA - Telcom Consulting Associates
- TD Banknorth
- TDS Telecom
- Tekelec
- Telcom Insurance Group
- Tele-Media Solutions
- Telephone Association of Maine
- Telephone Association of New England
- Telstrat
- Teton Telecom
- The Champlain Telephone Company
- The Middleburgh Telephone Company
- The Sage Group
- Topsham Telephone Company
- TransCOR Information Technologies
- Tut Systems
- Union Communications
- UniTel Inc.
- Valley Telephone Cooperative
- Vermont Telephone Company
- Volcano Communications
- Waitsfield & Champlain Valley Telecom
- Waitsfield & Champlain Valley Telephone
- Wellman Cooperative Telephone Association
- West River Communications
- Western Independent Networks
- Westphalia Telephone
- Windstream Supply Inc.
- WTC Communications
- Yell County Telephone
- Zhone Technologies

CellStream Uses a Better Training Model

- Traditional training models no longer serve the needs of business, nor do they make use of appropriate tools
 - Tested and graded students
 - Institutional, memorization-based, teacher-focused
 - All slides, notes, texts, with no student/learner focus
- CellStream Model uses latest tools, teaching methods
 - Assessment through participation, contribution
 - Student/Learner focus, sponsoring creative thinking
 - Resources and content appropriate to course
 - Learning by doing, through labs and experiences

Contacting Us

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- **By Mail:**
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 - 9812 Zembriski Drive
 - Plano, TX 75025
- **By the Internet (24x7)**
 - <http://www.cellstream.com>

Summary

- History of Company & Company Vision
- The CellStream Team
 - Technical expertise and leadership
 - Tenure in the industry across many platforms and areas
- Services Summary
 - Broad Range of capabilities and Services
 - Telecom Technology focus
 - Lifecycle-wide contribution to success
- Potential Benefits of CellStream Services: speed, cost, expertise
- Testimonials and Growing Customer Base

Thank You!