

We change the shape of the world



NovaTec – The Innovators

NovaTec Kommunikationstechnik GmbH

welcomes

You

to this presentation



Contents of this presentation

1. Company Overview
 - Our Vision
 - Our Target
 - Our Position
 - Short Profile
2. The Market
3. Project Planning
4. Offers
5. Logistics
6. Schooling and Training
7. Customers
8. Partners
9. Company Information





Our Vision

As a leading worldwide operational solutions and technology provider in the telecommunications field we would like to be always the first choice for our customers.

The orientation lies in the consultation, implementation, production and completion as well as the enterprise of technology platforms and applications which will always lead the way.



Our Target

- Expansion supported by the highest customer satisfaction.
- Long term customer connection through high quality.
- Excellent Time-to-Market and After-Sales-Service.



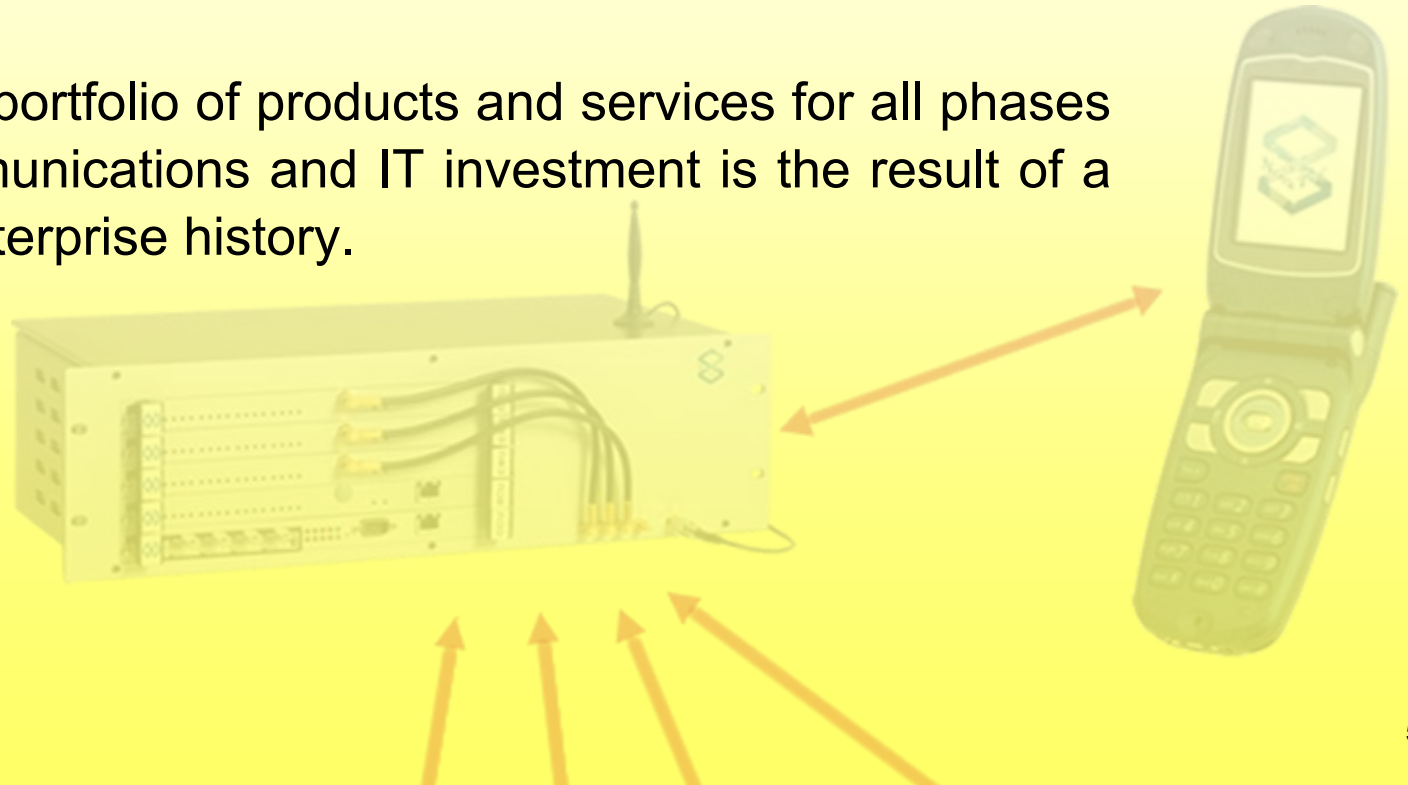
1. The Company



Our Position

As an innovative and competent company in telecommunications since 1990 NovaTec has achieved a very good name in the industry.

An extensive portfolio of products and services for all phases of a telecommunications and IT investment is the result of a successful enterprise history.





Our Position

NovaTec is a manufacturer of niche products. We offer our customers products that solve networking problems and also offer large savings in their telecommunications costs.

Hereby we fulfil complete business requirements and use our authority in technology and service as well as strong partnerships with other prominent technology manufacturers.



1. The Company



Our Position

We work together hand in hand with the IT department of our customers and support these with our vast experiences, expertise and resources in countless solutions.





Our Position

The Business activities of NovaTec are divided into four divisions:

- Project planning and requirement analysis (also for tenders).
- Offers and quotes.
- Delivery and completion of all logistical tasks including customs declarations for international business.
- Training, support and problem analysis under the foundation of service level agreements.



Short Profile

NovaTec GmbH was founded in 1990 in Paderborn and is completely owned and managed by Mr Michael Keyhani.

The changeover of the company from a purely development and supplier company of soft and hardware for large enterprises such as Ericsson and Nortel, to a product manufacturer under its own name was a hard but nevertheless worthwhile step which was accomplished in 1999.





Short Profile

Through the invention of the wide-band GSM gateways in the year 2000 NovaTec made a large contribution to the price reductions in the mobile communications segment, and thereby made its name and products known internationally in this field.

Since the year 2004 we have made it our target to further extend our international sales and distribution channels through distribution agreements in various lands, these already include: Great Britain, Austria, Holland, Belgium, Brazil, Hungary, Switzerland, Iceland, South Africa, Australia, United Arab Emirates etc.





Short Profile

In the coming years the relationships with the existing customers and distributors and new prospective candidates for these will be strengthened and developed further.

Also in the future, together with our partners, projects are to be tackled which are now coming to light in large enterprises due to the technology changes into the IP telephony world.





The Market

NovaTec has positioned itself in the international market as a technology engine working on the concept of business orientated telecommunications and IT.

NovaTec reaches the market and its target groups through a good internet presence and direct and purposeful international trade fairs





Project Planning and Demands Analysis

The strength of NovaTec within project planning and demands analysis is based on the experience of our employees in all complex IT- and telecommunications-technical questions.

The expertise in numerous key technologies during adaptation of large-scale projects, provides powerful foundations for NovaTec, with the result that NovaTec has been accepted in the international market as a leader in this field.



Offers and Quotes

The low after sales costs of the NovaTec products and the good price/performance ratios are a particular emphasis.

All offers are customarily combined with a service level agreement and culminated with technical and installation training.

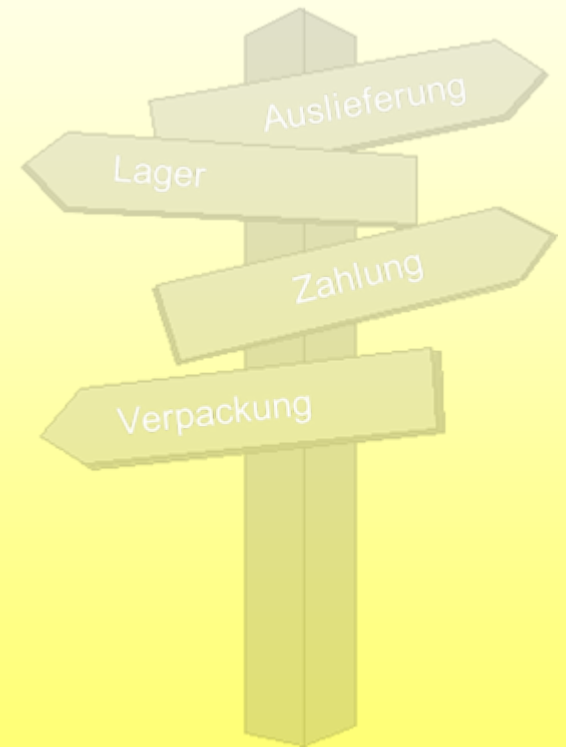




Logistics

From smooth completion of payments all the way to the delivery of the commodity over international borders with clarification of all legal, custom and technical requirements are all part of our service.

The use of non-polluting and re-usable packaging ensures damage-free transportation even in harsh conditions.





Training, Support and Problem Analysis in the Framework of a Service Level Agreement

Extensive documentation and training course methods help us to transfer the know how of our products as efficiently and fast as possible.

Training courses are held depending upon customer's request locally or in the class rooms from NovaTec.





Our Motto is:

“What the technician has learnt well in the training will contribute to customer satisfaction and more turnover in the field!”

A web based platform enables our partners to efficiently represent any problems from wherever they are in the field and then receive an immediate qualified reaction and solution.





Our Customers

As an internationally active enterprise we are in the position, to offer multinational customers continuous support in: Germany, Great Britain, Austria, Switzerland, South Africa, Australia, United Emirates. Further countries will follow soon.

Due to our firm's structure we are in the situation, to react fast and flexibly to the respective market requirements

SIEMENS



Microsoft®

ERICSSON ≡

AVAYA



Our Customers

Our customers are prominent large and medium-size enterprises in the financial, insurance and telecommunications industry, as well as the public sector, industry leaders from the areas of logistics/transport and industrial manufacturing.

SIEMENS



Microsoft®

ERICSSON ≡

AVAYA

7. Customers



Some of these include:

Siemens

Microsoft

Cisco Systems

T-Systems

Vodafone

Avaya

Ericsson

Telekom Austria

Nortel

Scottish Police

Standard Bank South Africa

Fraunhofer Institut

Barlow World SA

SIEMENS



Microsoft

AVAYA

ERICSSON



Our Partners

Our customers trust us, because we focus on strong and reliable partners. We only work with partners, with which we feel safe knowing that we can offer our customers first-class solutions.

For each product and solution range we endeavour to achieve appropriate technical abilities, a profound integration know-how as well as the highest certification and training course degrees of our partners.



Our Partners:

For this reason we have consciously set our focus and cooperation on partners such as:

Siemens
T-Systems
Cisco Systems
Dimension Data
CentraTel / CentraCell SA



Company Profile

NovaTec Kommunikationstechnik GmbH

Legal Form:

Gesellschaft mit beschränkter Haftung (GmbH)

Managing Director:

Michael Keyhani

Company Headquarters:

NovaTec Kommunikationstechnik GmbH

Technologiepark 9

D-33100 Paderborn



Company Profile

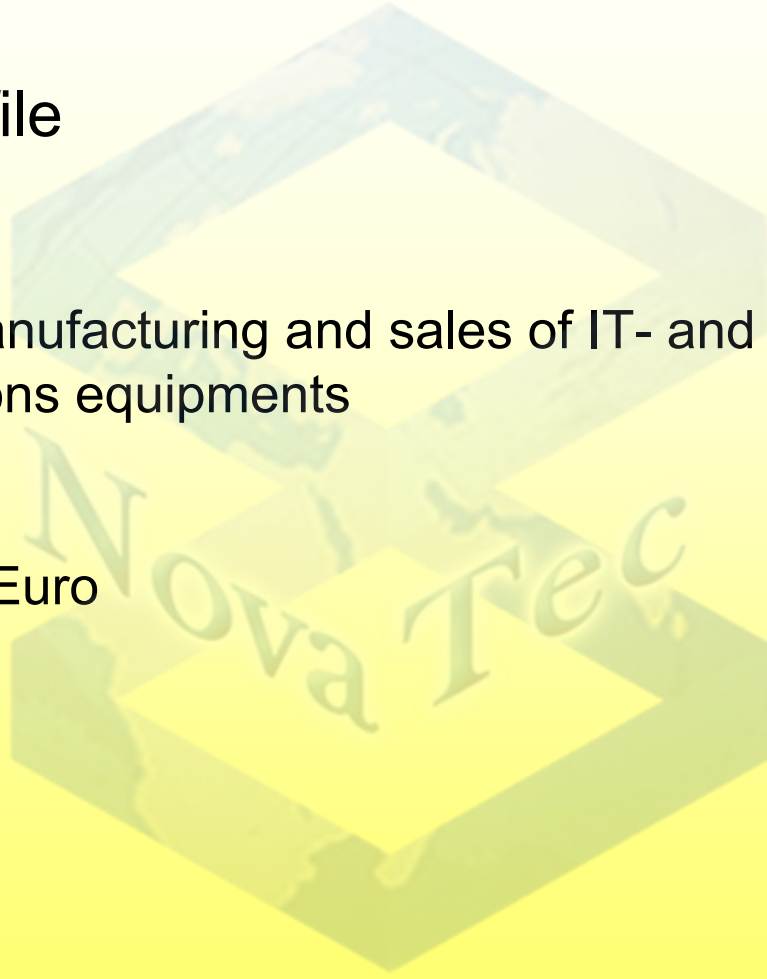
Fields of Activity:

Development, manufacturing and sales of IT- and telecommunications equipments

Turnover:

Around 3 Million Euro

Employees: 15





Contact us

If you would like to find out more about NovaTec,
please contact us at the following address:

info@novatec.de

or on the following number:

+49 (0)5251 1589 610

Thank you!