




# BUYER'S GUIDE

COMPANY location, country, website	Technology				Infrastructure								Operations						Bought-in services						Ancilliaries				VAS platforms			
	Cellular	Fixed wireless	Satellite	PMR/Tetra	Radio access networks	Masts & Towers	Antennas & access points	Optical fibre	Power supply & cabling	Test & measurement	Physical security	Logical security	Churn management & CRM	Billing, OSS/BSS	Fraud detection	Traffic analysis & management	Network planning & optimisation	Inventory management	Network build	Managed network services	Data centre management	Hosted services	Software development	Consultancy & training	SIM cards	End user devices	Accessories	Micro/home power generators	Mobile money	App (including music, ringtones, etc)	Social media	Music/sport/entertainment
<b>Comverse</b> Wakefield, MA, USA www.comverse.com	✓												✓	✓		✓																
<b>Controllis Limited</b> Trinity House Cambridge Business Park Cambridge, UK sales@controllis.com www.controllis.com +44 1223 393 516 +44 1223 771 604	✓	✓	✓	✓					✓																							
					Controllis manufactures high-efficiency DC hybrid diesel-generators for the telecoms sector. Controllis manufactures its own branded products in the UK and provides complete OEM kits to local generator manufacturers in Africa,								Europe, Asia and South America. Controllis OEM DC Generator kits provide the same high-efficiency technology and remote monitoring capabilities at a fraction of the cost of Controllis' UK-branded products. In order to significantly improve generator								performance and optimise quantifiable running-costs, every Controllis generator comes with advanced internal monitoring systems that accurately control current & voltage outputs and report all filter & fluid levels and critical temperatures conditions in real-time.											
<b>Corning Optical Fiber</b> One Riverfront Plaza Corning, NY 14831, USA cofic@corning.com www.corning.com/opticalfiber +1 607 974 9000 +1 607 974 4354							✓																									
					Corning invented low-loss optical fiber, a revolutionary technology which helped launch the age of optical communications. Corning remains the worldwide industry leader in optical fiber offering a full line of products for all network applications. Corning fibers are recognized in the industry for their excellence and innovation. From the desktop to the ocean, every network application has unique needs and requirements. Corning has continuously responded with innovations that address fiber capacity, performance, and handling for all								market applications. Corning's product advancements have helped move the industry forward. Some of Corning's key fiber developments include:  ClearCurve® VSDN® optical fiber, an ultra-bendable optical fiber for consumer electronics.  ClearCurve® single-mode and multimode optical fibers, ultra bend insensitive fibers designed for today's challenging installations.								SMF-28® Ultra optical fiber, an enhanced single-mode optical fiber for improved performance in long-haul, metro, access, and FTTH networks.  SMF-28® ULL optical fiber, the lowest attenuation terrestrial fiber in the world.  LEAF® optical fiber, the most widely deployed dispersion-shifted fiber in the world.											
<b>CSG International</b> Wells Court, Albert Drive Woking, Surrey, UK nina.bosanko@csgi.com www.csgi.com +44 1483 745 800 +44 1483 745 860													✓																			
					CSG International is a market-leading business support solutions and services company serving the majority of the top 100 global communications service providers such as AT&T, Comcast, DISH, Orange, Reliance, SingTel Optus, Telecom New Zealand, Telefonica, Time Warner								Cable, T-Mobile, Verizon, Vivo, and Vodafone. With more than 30 years of experience and expertise in voice, video, data, and content services, CSG International offers a broad portfolio of licensed and Software-as-a-Service based products and solutions that help clients								compete more effectively, improve business operations and deliver a more impactful customer experience across a variety of touch points. For more information: www.csgi.com.											