LeadingQuest LLC

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LeadingQuest, leader in advanced voice and data telecommunications and technology, provides corporate telephony systems, such as telephone exchange and Call Center solutions; M2M data management platforms; backup and infrastructure to MVNO carriers.

Founded in 2004 in Virginia, USA, by Brazilian Clovis Lacerda, LeadingQuest takes on its global expertise to provide high tech services.

In Brazil, LeadingQuest works with its affiliates **Parlacom LTDA**, an M2M services provider, and **Datelo LTDA**, an STFC and SCM company at mobile and landline telephony, through MVNO.

Investments over US$ 3 millions

Projected revenue 2014 of R$ 1.400.000

Growing 50%/year

Teams in Brazil and abroad

- Engineers at UK, India, Canada, Poland, China
- Sales teams at Brazil
- Operations and R&D at USA, India and the Philippines

Sales channels

- VAR in Brazil (Value Added Resellers)

Presence in Brazil

- Telephony and Central IPBX customers – LQ2000
- Over 200 mil chips M2M
- Two Data Centers (USA) with 30 dedicated servers
- Over 40 Terabytes of monthly data
- Over 100 millions of monthly connections
- Over 5 thousand customers, direct and indirect
- Connection with Brazilian and International carriers
    - VIVO (includes SmartCenter)
    - Claro
    - TIM
    - OI
    - CTBC
    - Optimus/Jasper (International)
    - Vodafone

Opportunities

- MVNO Market
- Big M2M companies
- Multinationals entering Brazil (Europe and USA)
- Joint Ventures with international companies

Competitive Advantages

- Single platform integrated with Telephony, M2M, MVNO, VoIP
- Single platform integrated to various carriers, including Vivo, SmartCenter, Jasper system, as well as Gemalto's SensorLogic management system.
- Engineering and R&D teams in developed markets. MVNO's in the USA
- Module platform, available in the cloud or in dedicated servers

Products and Services

Parla VoIP
Call Center and PBX IP solutions

Products and services to IP telephony solutions

- Digital PBX, LQ2000 model
- Virtual PBX & Virtual Call Center
- Public numbers from 60 countries
- Pre-paid Phone card
- SEGUALI - Intelligent Follow Me
- Phone conferences
- Broadcast
- Special projects: Call Centers, intelligent IVRs
- Consultancy

Parla MVNO
Virtual carrier of mobile phone

Parla M2M
Full chip management 3G/4G/GPRS of M2M

- Dedicated and shared APN support VPN with every Brazilian carrier
- Bandwidth and firewall traffic management
- Static, private IPs in safe environment, with VPN corporate intranet

- 100% web-based system for online management of SIM chips and equipments
- APIs for integration with applications (CRM, ERP, E-commerce)
- Revenue guaranteed to carriers and customers, eliminating fraud and waste

Mercurius
Operational backup to VoIP, MVNO's, M2M operator providers

Operational Backup System

Target

- VoIP Providers
- M2M Providers
- MVNO's

Advantages

- 100% web-based
- Modular, API-rich interfaces
- Multi-company, multi-reselling
- Easily available in White Label or co-branding
- MVNO's support
- E-Commerce

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Competitive Advantages

Global Operation

- Cloud-based platform. No need for customer equipment or infrastructure
- Management through web portal, highly customizable and easy to ingrate through APIs
- Carriers support anywhere in the world – L2TP Tunnels, GRE, IP Sec
- Highly skilled engineers in centers of excellent in USA, UK, India, China and Brazil
- 24x7 Technical Support
- Over 20 years of experience in American and Brazilian telecommunication markets
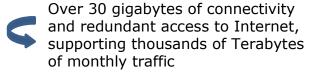
Strong presence in Brazil

- Dedicated connectivity with major carriers: Telefonica/Vivo, Claro, OI and TIM
- Over 200 mil M2M devices, operating across the country, serving thousands of SMB
- VPN Connections with payment inter-mediators and corporate networks
- Terabytes of data monthly managed
- Over 100 millions of monthly accessions

Infraestructure

Operating major Data Centers, supporting....

- 11 thousand square meters of facilities; 5 environments with a capacity over 40.000 servers
- Over 30 gigabytes of connectivity and redundant access to Internet, supporting thousands of Terabytes of monthly traffic
- Electric generators, no-breaks and electric redundancy for 24x7 access, in a safe and controlled environment
- 2 Data Centers operating for critical mission and high availability

Contact Us

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