



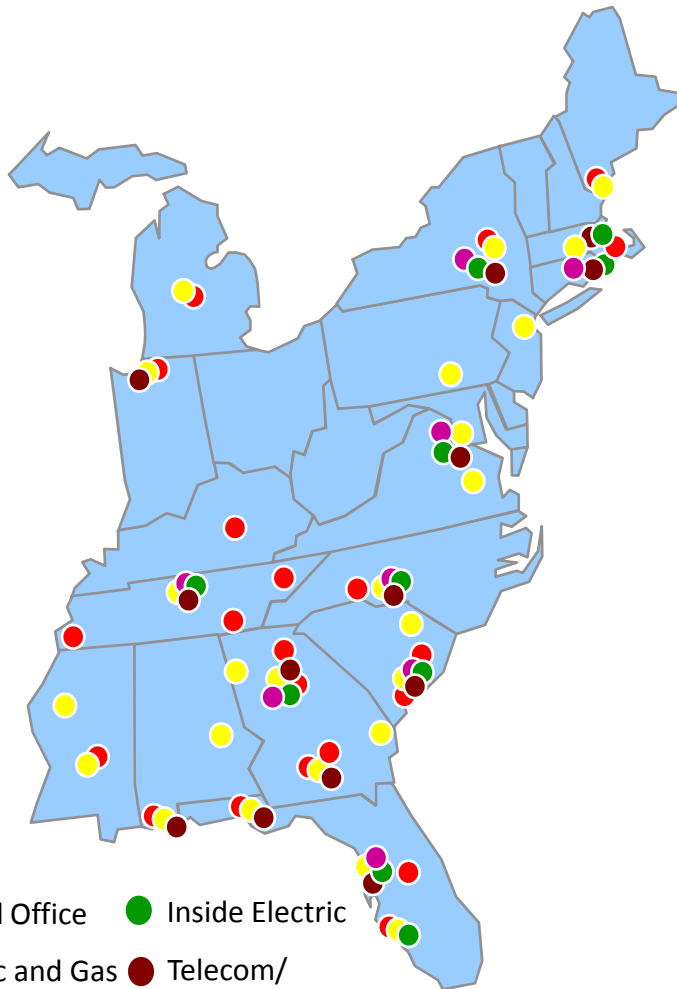
QUANTA
WIRELESS SOLUTIONS

QUANTA WIRELESS OVERVIEW

- 30+ Years of Comprehensive Telecom Experience
- Nationwide Experience
- Very Broad Service delivery capabilities
 - Site Acquisition
 - A&E Services
 - Wireless Construction & Civil Works
 - Installation, Commission & Integrate (EF&I)
 - Network Operation & Maintenance
 - Microwave/Point-to-Point
 - Indoor Wireless, DAS & Microcells
 - Wi-Fi Networks
 - Backhaul/Circuit Provisioning
 - Core Network (OSS Layer)
- Partnering for shared risk and cost savings
- Recipient of 2001 Excellence in Business Awards
“Best Safety Track Record” in telecommunications industry



EASTERN REGION LOCATIONS



- Central Office
- Electric and Gas
- Outside Plant
- Inside Electric
- Telecom/Wireless

Electric and Gas:

- 14 subsidiaries and 28 offices
- Hi/Low Voltage
- Conduit & Infrastructure

Outside Plant:

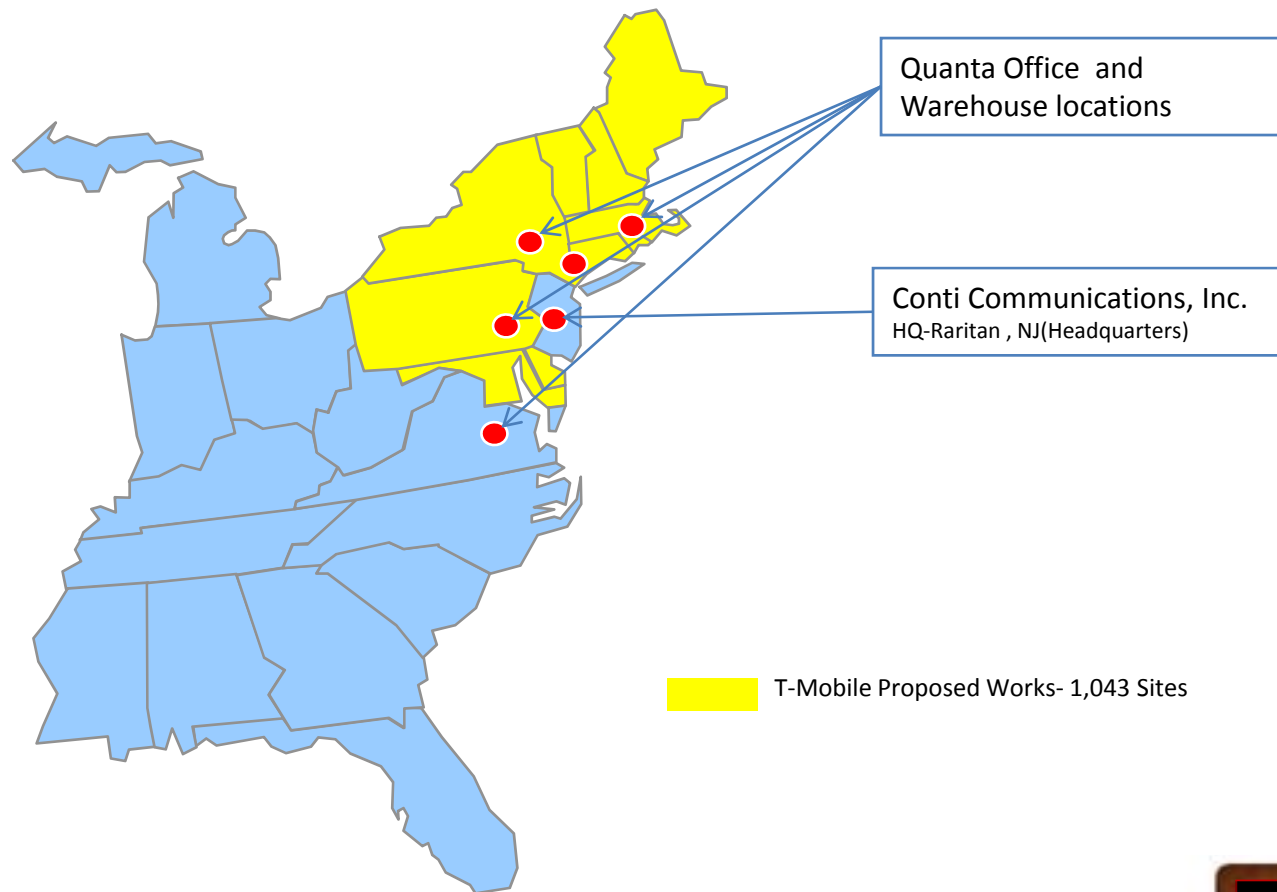
- 11 subsidiaries and 32 offices
- Copper
- Fiber & Copper Trenching
- Fiber & Copper to the premise

Telecom/Wireless

- Voice, Video & Data:
- 6 subsidiaries and 15 offices
- Fiber
- Design
- Lightmeter OTDR
- EIA/TIA installation
- RCCD BICSI Installation Standards
- I,C & I Wireless Technologies BTS
- I,C & I Switching MSC, BSC, IP Switching & RNC
- Wireless Design & Dimensioning
- Central Office



QWS PRESENCE T-MOBILE EASTERN REGION



QWS PRESENCE T-MOBILE EASTERN REGION DETAILS

Conti Communications (QWS):

Total Resources For All Locations/Branches

420+ employees

Office Locations and Addresses:

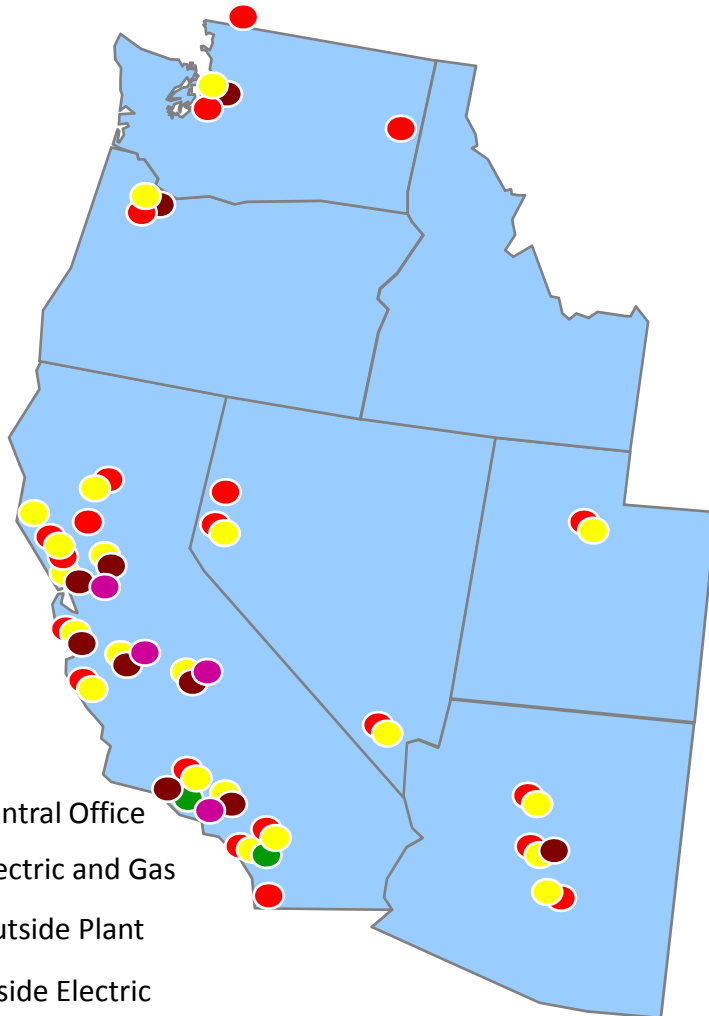
1. Raritan, NJ (headquarters and warehouse)
2. Fredericksburg, VA (office and warehouse)
3. Richmond, Virginia (office and warehouse)
4. Upstate New York (office and warehouse)
5. Nordberg, CT (office and warehouse)
6. Massachusetts (office and warehouse)

Warehouse Availability and Square Footage

Approx. 10,000 available sq. ft of warehouse space available at each of the above locations.



QUANTA-WESTERN REGION LOCATIONS



- Central Office
- Electric and Gas
- Outside Plant
- Inside Electric
- Telecom/Wireless

Electric and Gas:

- 5 subsidiaries and 18 offices
- Hi/Low Voltage
- Conduit & Infrastructure

Outside Plant:

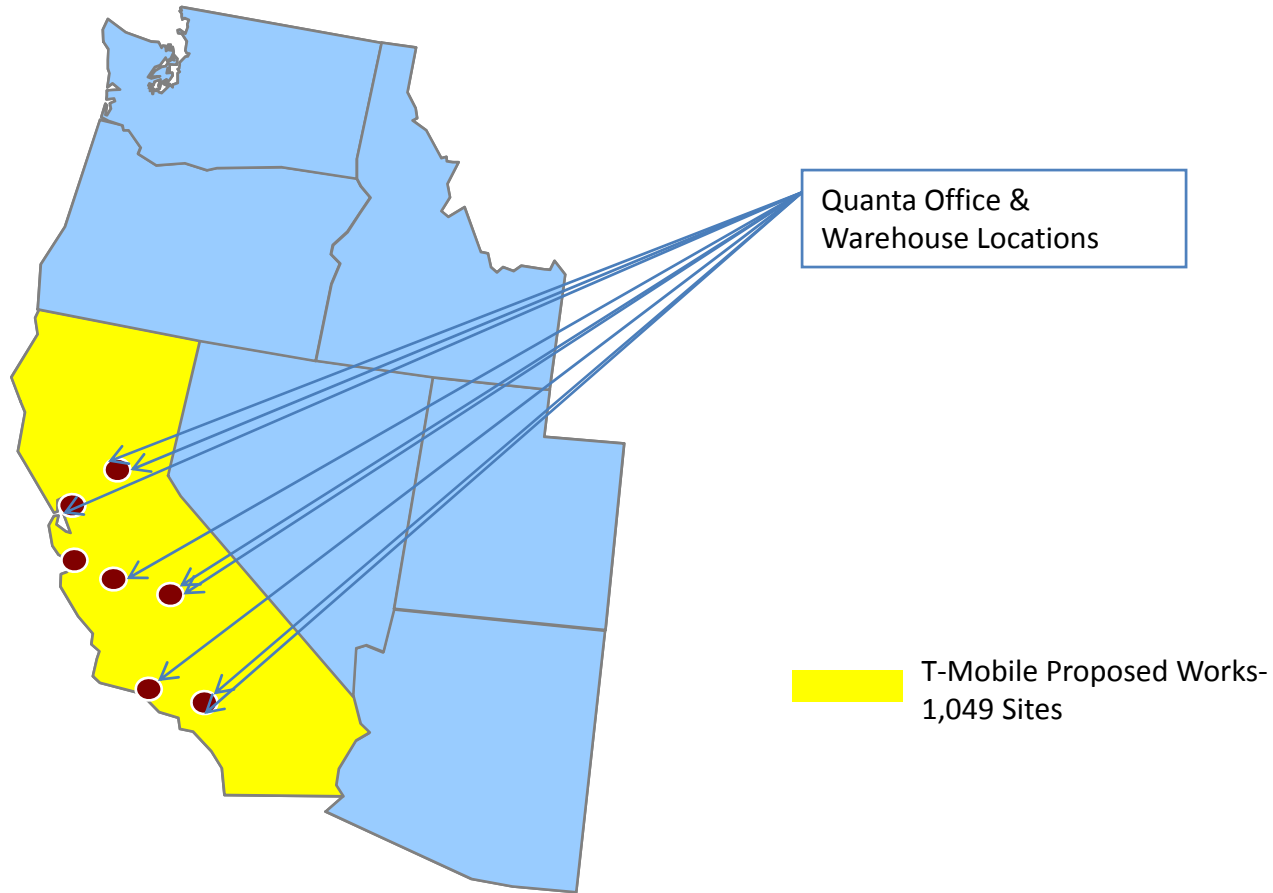
- 8 subsidiaries and 28 offices
- Copper
- Fiber & Copper Trenching
- Fiber & Copper to the premise

Telecom/Wireless

- Voice, Video & Data:
- 5 subsidiaries and 12 offices
- Fiber
- Design
- Lightmeter OTDR
- EIA/TIA installation
- RCCD BICSI Installation Standards
- I,C & I Wireless Technologies BTS
- I,C & I Switching MSC, BSC, IP Switching & RNC
- Wireless Design & Dimensioning
- Central Office



QWS PRESENCE T-MOBILE CALIFORNIA



QWS PRESENCE T-MOBILE

CALIFORNIA-DETAILS

Conti Communications (QWS): Region 1

Total Resources For All Locations
100+ employees

Office Locations and Addresses:

1. Upland, CA
2. San Bernardino, CA.
3. Orange, CA
4. Sun Valley, CA
5. Palmdale, CA
6. San Marcos, CA
7. Gardena, CA

Warehouse Availability and Square Footage

Approx. 10,000 available sq. ft of warehouse space available at each of the above locations.

Conti Communications (QWS): Region 2

Total Resources For All Locations
100+ employees

Office Locations and Addresses:

1. Grass Valley, CA
2. Sacramento, CA
3. Los Angeles, CA
4. Hayward, CA
5. Valencia, CA

Warehouse Availability and Square Footage

Approx. 10,000 available sq. ft of warehouse space available at each of the above locations.

Conti Communications (QWS): Region 3

Total Resources For All Locations
200+ employees

Office Locations and Addresses:

1. Benicia, CA
2. San Leandro, CA
3. Santa Rosa, CA
4. San Jose, CA
5. Fairfield, CA

Warehouse Availability and Square Footage

Approx. 10,000 available sq. ft of warehouse space available at each of the above locations.



QUALITY PROGRAM

- Business operations compliant with the ISO 9001:2000/TL9000 requirements
- Documented Quality Processes - including customers and subcontracting partners
- Extensive Competence Certification processes
- In-House training and certification facilities
- Providing unmatched Quality services to clients!
- Sarbanes Oxley compliant
- OSHA Compliant

CORE VALUES

The following shared values will guide us on the path to success:

- **Passion to succeed.**
 - Passion, through professionalism and pride, is a key indicator when measuring success. Passion drives us to succeed in meeting our commitments and exceeding our customers' expectations.
- **Respect, Honesty and Trust.**
 - Our winning team relies upon individuals that live by respect, honesty and trust.
- **Success with communication.**
 - Clear and concise communication will ensure our success in being the partner of choice for our customers and alliance partners.
- **Guided by these values, we will ensure that we fulfill our philosophy of "Done Once ... Done Right!"**



T-MOBILE EXPERIENCE (1 OF 2)

Northeast Region-Turnkey-Collocation, Construction & Maintenance Works:

- 1,397-Sites-New Build, Collocations
- 458-Sites- UMTS Site Upgrades
- 1,280-Site Maintenance Tickets resolved
- 300 Sites-UMTS IC&I BTS Implementation

Central Region-Turnkey-Site Acquisition to Construction & Implementation:

- 600 Sites-Chicago
- 100 Sites-Minneapolis
- 185 Sites-Detroit
- 170 Sites-Kansas City



T-MOBILE EXPERIENCE (2 OF 2)

South-Turnkey-Site Acquisition to Construction & Installation Commission & Integration

- 750 Sites-Houston
- 300 Sites-San Antonio/Austin

Northwest Markets-Base Station-IC&I Only

- 600 Sites-GSM capacity expansion-BTS implementation
- 200 Sites-Site upgrades-light civil work

Northern California-UMTS BTS IC&I-Implementation

- 700 Sites-UMTS

Miscellaneous Works-44 Sites-upgrades

Disaster Recovery

- 500+ Sites-Hurricane IKE recovery-currently in progress

7,500 Sites-Total-Nationwide IC&I/Core & Ancillary-Activities



TELECOMMUNICATIONS CUSTOMERS



Thank You!

The following slides are for reference only



Site Acquisition Services



SITE ACQUISITION PHILOSOPHY

- Think outside the box
 - Use Technology based Solutions
 - Examine all possibilities
- Understand local political climate
 - Powerful Mayor or Council?
 - Inspectors tightly controlled or flexible
 - Meet n' Greet the relevant associations and groups
- Know the Rules!
 - Will just an electrical permit do the trick?
 - Will a move up the street get the permit overnight?
 - Always think aesthetically!
 - Local permit offices often don't know the ordinances
- Use Locally Experienced PCS Real Estate Professionals
- Coordinate, Communicate and Coach
 - Facilitate TEAM mentality
 - Coordinate efforts with RF, A&E, Construction and Operations
 - Solutions that work for everyone
- “Methodology that WORKS”



SITE ACQUISITION SERVICES

- Candidate identification and evaluation
- Site Audits & Inspections
- Site Walks
- Feasibility Studies
- Lease negotiations, exhibits and finalization
- Planning & Zoning, filings and hearings
- Photo simulation
- Regulatory coordination and appeals
- Coordinate Construction & Zoning Drawings
- Coordinate Environmental Services:
 - *Survey*
 - *Geotechnical*
 - *Environmental (NEPA, Phase I & II)*



A&E Services



A&E PHILOSOPHY

- Work conducted by staff knowledgeable in construction
- Think outside the box
 - What would make it work?
 - How could we do it faster?
- Speed & Quality are paramount
 - Driven by dedicated team lead
 - Each job milestone tracked on detailed schedule
 - All activities coordinated with other TEAM members
 - Daily re-prioritization and schedule reconciliation
- Leverage experience on over 21,000 PCS Sites
- Learning from over 11,000 Structural Analysis reports on how to do it better, cheaper and faster.



A&E SERVICES

- Lease Exhibits
- Zoning Drawings
- Construction Drawings
- Structural Analysis
- Phase I & II Surveys
- NEPA Surveys and Reports
- Geotechnical Surveys
- Tower Mapping
- Tower Analysis
- Structural Reinforcement Design

Construction Services



CONSTRUCTION PHILOSOPHY

- We will act and respond with a sense of urgency and ownership in everything we do.
- Top Priorities:
 1. Safety
 2. Quality
 3. Value
 4. Speed to Market
 5. Manage to Customer expectations
- Maintain 3 levels of quality control
 1. On-Site Supervision (Safety/QA/QC)
 2. Local Project Management and oversight
 3. Corporate standards and Best-Practices
- Be good citizens in communities where we work
- Participate in industry standards and best practices



CONSTRUCTION SERVICES

- New Site construction
 - Self Support Towers
 - Guyed Towers
 - Monopoles
 - Water tanks and towers
- Co-location Installations
 - Self Support Towers
 - Guyed Towers
 - Monopoles
 - Water Tanks and towers
 - Rooftop and Building installations
 - Power and Utility sites
 - Stealth Engineered site locations
- Ground and compound
 - Pads
 - Generators
 - Utilities
 - Shelter installation
- Switch Facility
 - Switch expansion
 - Isolated Power system
 - Redundant utilities
 - Generator
 - Raised flooring
 - Overhead cable raceways
- Emergency Service Restoration
 - Lightning and wind damage
 - Mechanical and electrical failures
 - Cell-on-wheels (COW)
 - Switch-on-wheels (SOW)
 - Temporary/portable tower erections



EF&I Services



EF&I TECHNOLOGY EXPERTISE

- **AMPS**
 - Certified Ericsson Core Network BTS & Switch
- **D-AMPS**
 - Certified Ericsson Core Network BTS & Switch
- **GSM-2G- Global System for Mobile**
 - Certified Ericsson & Nokia Core Network BTS & Switch
- **EDGE-2.5G-Enhanced Data Rates for Global Evolution**
 - Certified Ericsson & Nokia Core Network BTS & Switch
- **UMTS-3G- Universal Mobile Telecommunication System**
 - Certified Ericsson Core Network BTS & Switch
 - Completed the first UMTS deployments in Tier 1 markets across the US
 - Certified Nokia (NSN) Flexi technology
- **CDMA-Code Division Multiple Access**
- **WiMAX**
- **Microwave Technologies**
 - Ericsson Mini-link, NSN and other microwave solutions
- **MCPA**
 - Ericsson, NSN, Andrew, PowerWave, CCI & Hitachi Telecom
- **In-Building Solutions**
 - Certified Powerwave (formerly LGP Allgon) Distributed Antenna Systems



O&M Services



OPERATIONS & MAINTENANCE

- **Radio Base Station Operation and Maintenance**

- Preventative Maintenance
- Diagnostics and troubleshooting
- Capacity expansion and contraction
- Site Re-Homing and grooming
- Restoration of service
- Line sweeps and verification
- Backup verification and testing (power, telco, etc)

- **Switch Operations and Maintenance**

- Diagnostics and troubleshooting
- Level 3 Tech support
- Capacity expansion and contraction
- Board, card, shelf, rack and subsystem maintenance
- Backup verification and testing (power, telco, etc)

- **Site Operations and Maintenance**

- Compound management
- Electrical System Maintenance and upgrades
- Tower lighting and structural reinforcement
- Weed/Pest control
- HVAC Repair and Preventative Maintenance
- Backup power system maintenance and testing
- Line and Antenna Adds and repair

- **Nationwide coverage – 50 states, Puerto Rico & US Virgin Islands**

- **Daily, weekly, ,monthly, quarterly, semi-annual and annual schedules**

- **Available 24/7 emergency service restoration services available**



Total Solution Services



TOTAL SOLUTION VALUE PROPOSITION

- One stop shop – Eliminate the Middle-man
- Reduced Client overhead and oversight
- Allow the Client to focus on core competencies
- Provide improvements in time, cost and quality
- Single source speed to market
- Build synergies among non-similar functions
- Distributes risk of cost overages and delays
- Consolidation of scope and complexity
- Better time-to-market and project initiation
- Faster RFP/RFQ responses
- Increase cross-training opportunities



TOTAL SOLUTION SERVICES

- New network deployment
- Network upgrades
- Network expansion projects
- Equipment decommissioning
- Network consolidation
- Rapid deployment projects
- Emergency service restoration
- Disaster recovery
- Regulatory compliance

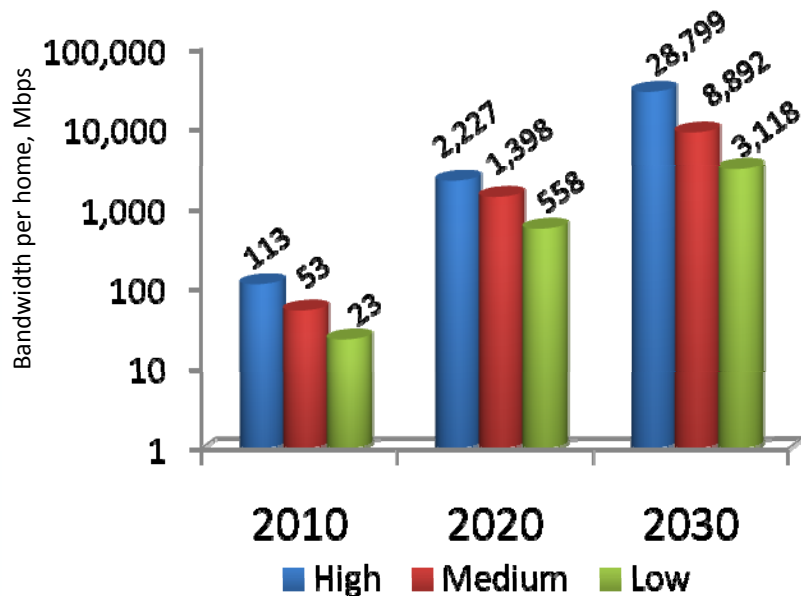


*Quanta Services
Telecom Division*



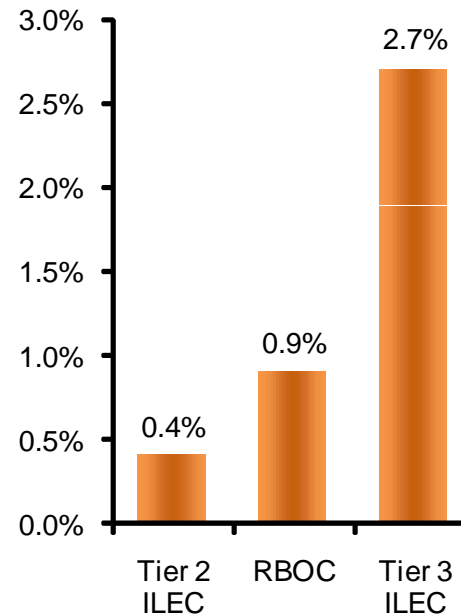
BANDWIDTH DEMAND TO RISE

Symmetrical Bandwidth Forecast Per Home, 2010-2030



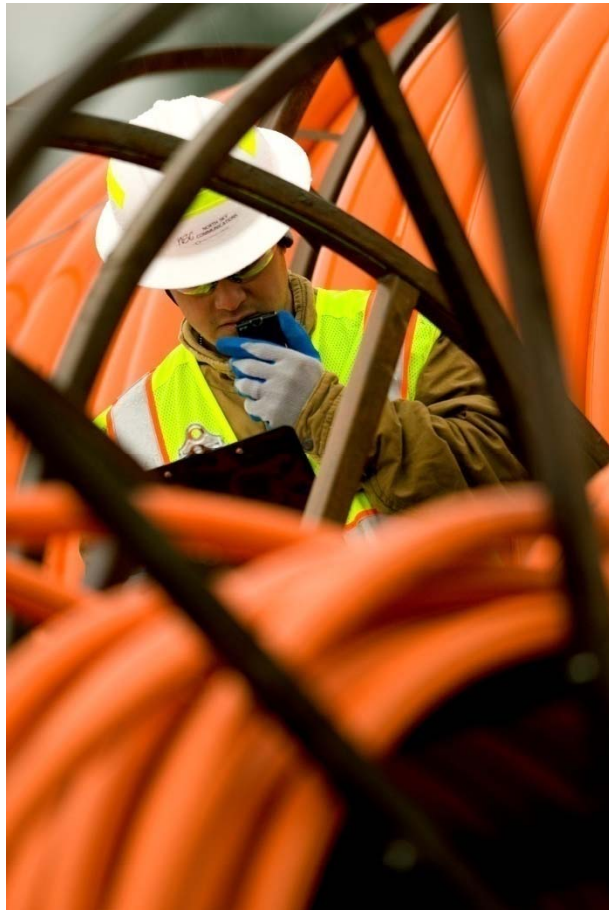
Source: *Broadband Properties Magazine*

Percent of Customers Served by FTTH



Source: *Render Vanderslice Associates*

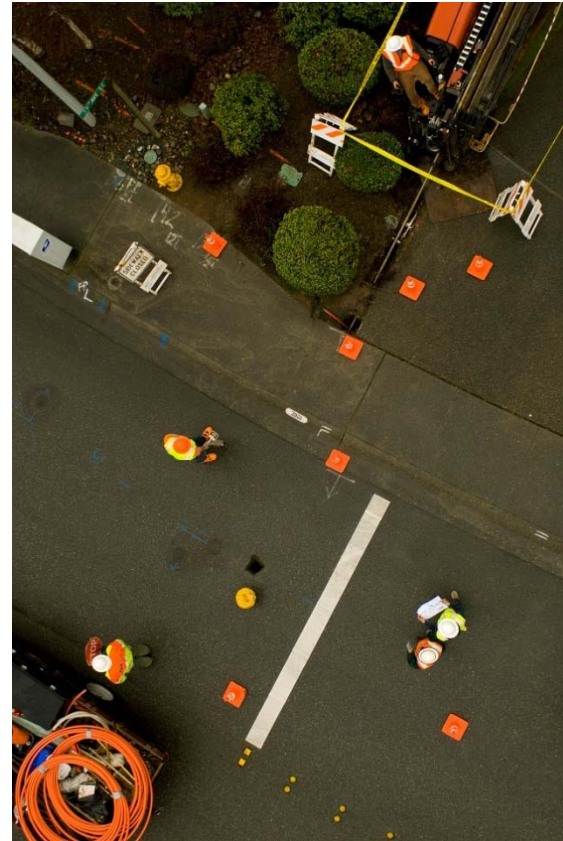
TELECOMMUNICATIONS & BROADBAND CABLE



- Quanta laid the groundwork for much of the U.S. telecommunications network
- More than 20 years experience in telephony, data and video network services
- Long standing relationships and contracts within highly competitive industry demonstrate continued reliability and capability

TELECOMMUNICATIONS & BROADBAND CABLE

- Outside Plant Services
 - Aerial and underground installation, maintenance and repair of fiber optic, copper and coaxial cable
 - Splicing and activation
- Inside Plant & Central Office Services
 - Plant design, construction drawings and permitting
 - Evaluation and component selection
 - Riser installation, pathway construction and ongoing maintenance
 - Cable splicing and material procurement

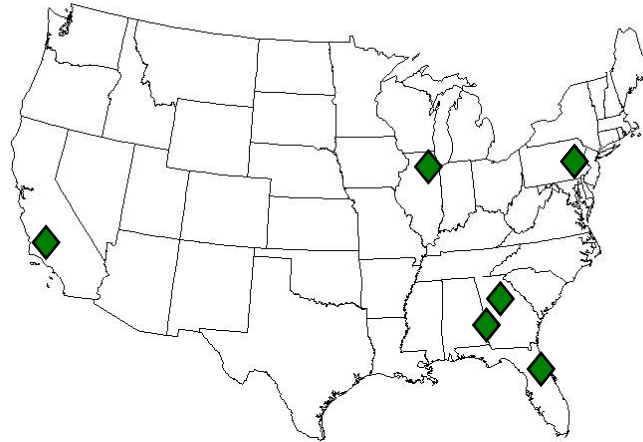


TELECOMMUNICATIONS & BROADBAND CABLE

- Wireless
 - Cellular, digital, PCS, microwave and other towers
 - Satellite radio infrastructures
 - Next generation (3G, 4G) network infrastructure for high-speed multimedia access
 - “Stealth” towers
- Broadband cable networks
 - Analog and digital technology
 - Coaxial, fiber optic and hybrid systems
 - DSL, ADSL and HDSL to video-on-demand, voice over IP or full head-end facility
 - Advanced technology including frame relay, SONET, dense wave division multiplexing (DWDM) and MPEG

UNIQUE DARK FIBER LEASING

- Leader in providing
- affordable, high-speed dedicated fiber optic network
 - Serving business enterprise, education and health care customers nationwide
 - Reliable, scalable, high-speed fiber optic network capabilities
 - Private fiber optic network with virtually unlimited throughput
 - More efficient network management with complete control of protocol, platform and bandwidth
 - Converged wide area network ready for implementation of voice, video and data
 - Dedicated customer support



◆ Fiber network locations

SUMMARY

- Quanta holds a strong market position in the industries we serve
- History of successful strategy implementation
 - Acquisitions
 - Outsourcing
 - Proprietary Energized Services
- Markets positively impacted by economic conditions, increased capital spending
- Quanta is well positioned with the management, services and resources to meet customer requirements when spending returns





QUANTA
WIRELESS SOLUTIONS