

“Managing the balance between Quality of Service and Price over the most cost effective telecommunications route.”

Cobalt

Managed Telecommunications Routing Services

Introduction

Telecommunications are a vital business function, but for most enterprises, managing and operating their telecommunications services is not a “core” business activity. Hence, there is a need for a capable and trusted partner specialising in the provision and management of all aspects of telecommunications in an independent, transparent and professional manner. This will allow the business to:

- Take maximum advantage of appropriate technology and managed services to reduce the cost of telecommunications.
- Minimise reliance on skilled and expensive internal human resources to manage and control non-core business activities.
- Ensure the highest level of availability and quality of telecommunications services, even in the face of unanticipated events and outages.
- Manage and minimise risk by partnering with a provider who has a proven track record and is recognised as a market leader.

Value proposition

Huge Telecom’s Cobalt offering has been designed to address the very powerful business requirement for real-time managed voice solutions and full pricing transparency. Through this your business can unlock significant cost and usage efficiencies.

Cobalt is a best-of-breed managed telecommunications routing solution focused on delivering:

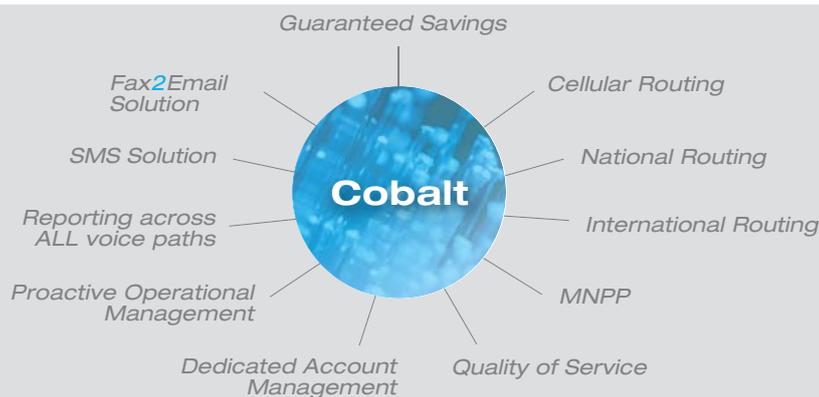
- Significant price reductions in the cost of business communications
- Specialised audit and solution crafting capabilities
- Monthly analysis of the telephony communications routing infrastructure across all providers
- Exceptional voice quality delivered by South Africa’s premier network operators
- Complementary communication technologies such as SMS and Fax2Email which are included as part of the solution
- Exceptional service agreements
- Continual review and optimisation of the solution
- No hidden costs

Cobalt offering

Huge Telecom is redefining the provision of managed telecommunications in South Africa to provide customers with solutions that meet their needs in this ever-changing environment. In addition to the quality voice solution proposed, Cobalt provides customers with the following value-added services:

- Pre-installation call routing and traffic audit across the entire telecommunications routing infrastructure to identify immediate areas of potential savings and efficiency improvements
- SMS software to replace voice calls where appropriate
- **“An SMS is 82% cheaper than a 1 minute Telkom to mobile call!”**
- A company-wide Fax2Email solution
- Monthly status meetings
- Rental and maintenance of routing equipment included in the management fee
- **No capital expenditure required**
- Suite of telephony reports across all voice paths
- **Technology Evolution Guarantee**
- Call rates are offered as a “pass through cost” from the networks and a fixed management fee is applied per voice channel
- **No Hidden Costs!**

Solution benefits

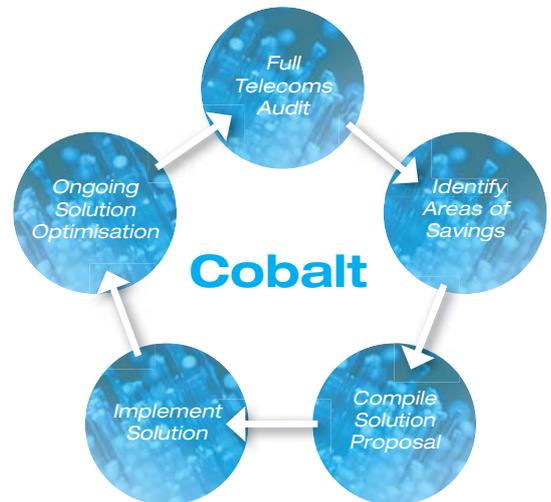


Savings

- Savings guarantees
- Detailed reporting, proving savings figures
- Full “Mobile Number Portability Protection”
- Savings provided on Mobile, National and International calls

Price

- Exceptionally competitive per minute rates (billed per second) on GSM calls **“GSM calls typically constitute at least 65% of the average company’s phone bill!”**
- Our long-term relationships with the network providers and volume based buying power, enable us to secure the very best rates
- Lower Pricing Guarantee: Should the wholesale price of routed calls reduce, Huge Telecom will adjust the call rates proportionally – ensuring that our customers are always benefiting from the best rates in the industry



Service

- Dedicated Account Managers provide a single point of contact across all solutions
- In-house operational personnel provide fast and effective resolution to any irregularities identified
- Daily monitoring of the solution
- Perfect routing guarantee
- Ongoing solution optimisation

Quality of service

- Voice traffic is carried directly within and across the GSM networks – no third party points of potential failure, network interconnect, protocol translation or quality degradation
- All equipment is ICASA licensed

Value added services

- Suite of reports on ALL call traffic
- SMS
- Fax2Email
- Service Level Agreement
- Guaranteed savings