



News from Glotel

A Look at our Industry, Performance and Top Talent

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[Glotel USA Launches New Website!](#) · [Industry News](#) · [Case Study: Ethernet Project](#) · [Featured Photo](#) · [Featured Article: The Future of Solutions](#) · [Featured Resume](#) · [Glotel's Social Networking](#) · [Contact Us](#)

Glotel USA Launches New Website!

Visit our new website www.glotel.com 

Dear valued customer,

We are thrilled to announce the launch of our new website! We thank all of you that gave us your feedback that helped us design this new website for you.

Customers love the new [Glotel.com](http://www.glotel.com)!

LEARN MORE ABOUT GLOTEL'S:

- **Telecom and IT Resources** - Glotel specializes in the placement of associates in contract; contract-to-hire and permanent hire positions. Our staffing services cover all levels and the complete scope of technology resources.
- **Project Management & Solutions** - Glotel also delivers managed solutions on telecom and IT projects. Our Subject Matter Experts on our Project Management Team produce results with our intelligent, efficient solutions.

MEET OUR TEAM:

- **Customer Service** - Dedicated, industry-savvy account management teams customize our delivery to meet your requirements.
- **Meet our Recruiters** - Put a face to the name and read about their individual technical recruitment experience.

SEE WHAT GLOTEL BRINGS YOU:

- **Safety and Compliance** - Glotel's OSHA-certified compliance team focuses on all relevant regulations when placing resources on your projects.
- **Executive Sponsorship** - A direct level of Executive involvement in your program.
- **Client Case Studies** - Success stories in technical areas, including Ethernet, PC migration, UMTS growth, cell site capacity expansion and EF&I expertise.

SEE WHAT GLOTEL BRINGS OUR ASSOCIATES:

- **Associate Care** - A benefits and performance incentive program. All Glotel associates are automatically enrolled in Glotel's Associate Care Program upon hire.
- **Career Portal** - Our advanced job search function is linked to our new recruitment-specific CRM.

WE CARE ABOUT YOUR COMMUNITY AND INDUSTRY

- **Community Care** - Our organizational initiatives include sponsorship, charity, environmental awareness, volunteer work and participation in "Support our Troops" and American Red Cross programs.
- **Industry News** - RSS newsfeeds from industry publications such as Staffing Industry Analysts, Workforce Management, RCR Wireless, Bureau of Labor Statistics, and more.

The new www.glotel.com demonstrates how we can serve YOU. It is our business to exceed your workforce and project expectations via customizable delivery.

Visit our new website to see what Glotel offers you!

Sincerely,



Michele Casey , CEO Glotel USA

Glotel delivers the talent your business needs to keep its technology running effectively and progressing quickly. We provide our efficient, customizable and high-quality human capital solutions to clients of all

sizes, across nearly all industries. In addition, through our state-of-the-art compliance program, we minimize risk for our clients and associates.

However, our people are what really set us apart. They are experts in their field, committed to delivering the superior customer service that makes Glotel a leader in our industry.

So, whether you need temporary recruitment services, consultancy or permanent staffing, Glotel has the solution for you.





Industry News: Wireless

Mobile broadband technologies to dominate the decade

Mobile broadband technologies, including LTE, HSPA and CDMA2000 1x EV-DO technologies, are set to dominate the mobile space over the next 10 years, though the rise is not expected to hit its stride until the middle of the current decade. Mobile broadband technologies will bridge the digital through the current decade for Internet and data communications by 2020 and will follow the lead that GSM and CDMA2000 1x achieved in the voice and text space.

[It is predicted that] LTE will mirror the success of GSM technologies, but that it won't be until 2016 before LTE accounts for more than 25% of mobile broadband device sales, and that it won't match device sales from CDMA-based technologies and HSPA/HSPA+ technologies combined until 2019.

The Asia Pacific region is expected to lead the world in mobile broadband and LTE device sales beginning next year. Device revenues from handsets, wireless modems and embedded modules is expected to peak in 2015 before being hit by falling selling prices and saturated demand. Revenue growth will then come from non-traditional devices that will see an increase in connectivity options.

[It is predicted that] the growth of the TD-LTE standard will result in the demise of WiMAX beginning in the second half of the decade.

Source: RCR Wireless



Client Case Study: Major Telecom Operator

Ethernet and Transport Project

CLIENT'S NEEDS

This Glotel client project in Maryland and Pennsylvania consists of approximately 1,000 sites ranging from Northern Virginia to Northern Pennsylvania and New Jersey. The client's challenge was to find a resource that could efficiently provide highly skilled technicians, as well as project management to deliver over 9,000 LuB T1s to the UMTS network. In addition to this, the client was in need of a solution to provide accurate Ethernet project site survey and installation services for delivery of Ethernet fiber to their cell sites. The objective is to be able to shed costly legacy T1s by replacing many of them on site with one Ethernet connection.

THE PROJECT

In 2009, the client agreed to use Glotel's in-market resources that had been successfully performing all aspects of 2G work to execute the UMTS LuB Growth, as well as perform survey and installation solution services to deliver and execute the Ethernet initiative. The project required:

- Project Management
- Field Technicians
- Provisioning/Transport Engineers

THE SCOPE OF WORK

- Scope 1: Extend the circuit from the local exchange carrier's network interface unit to the Node B location and terminate fully through to the Node B in preparation for integration. This scope has also grown into the installation of UCUIII cards which are responsible for pooling traffic and signaling which is directly associated with adding to the LuB capacity.
- Scope 2: Install the Tellabs SIAD and groom the T1s to it to dynamically route the traffic from the site to the network.
- Scope 3: Perform site surveys to assess the feasibility of extending Ethernet fiber from the Fiber mux to the cell site location. This includes photo documenting challenges and paths as well as proposing the path to take to get the fiber delivered.

RESOURCES

As a part of the solution, Glotel selected talented resources and subject matter experts for this project and all projects.

PROJECT MANAGERS

Glotel provided a Project Manager to manage each project which ensures that every aspect is covered from a customer and scheduling standpoint. The projects are still in progress and have been an ongoing success. In addition to an onsite PM to oversee the projects, Glotel assigned an internal Regional Project Manager to oversee the macro on project deliveries and ensure that resources, budgets and timeline obligations are being met.

GLOTEL DELIVERY

Glotel has been engaged in activities related to these projects for the last year. Our deliverables are IAW budgets and customer requested timelines. We have stayed flexible and adapted to many changes along the way to ensure that a win-win relationship is created between Glotel and our customers.



Featured Glotel Team Photo



Here [Rachel Petschel](#), Glotel Sales Executive, is pictured on her first day in Glotel's Dallas office in 2004.

In good humor, Rachel was told they were low on space and that this would be her new work station!



The Future of Solutions

A Glotel Perspective

Today's wireless and wireline networks have both adopted a migration strategy towards multi-service convergence. Glotel is on the forefront of the overall trend in the industry towards modular, compact, scalable offerings that provide flexibility to meet each service operator's need.

As the world of voice, data and video converge; the opportunities for Glotel are amazing. Glotel can leverage our strong skills in many disciplines and help our clients gain efficiency and therefore distinguish Glotel as a premier partner.

Wireless networks are required to support all three generations of products. Wireless service providers have 2G equipment still being widely deployed while; in parallel, new 3G networks are being built. In addition, equipment that can interface to a future 4G network is required and is also being installed. Glotel has experts in 2G network commissioning and decommissioning all the while Glotel is supporting 3G and 4G roll outs in multiple areas with multiple carriers.

The multi-protocol convergence for wireline networks has been driven by the need for a single network element to support various legacy services. Glotel specializes in both legacy network support and in new and exciting areas of the telecom world.



Featured Resume

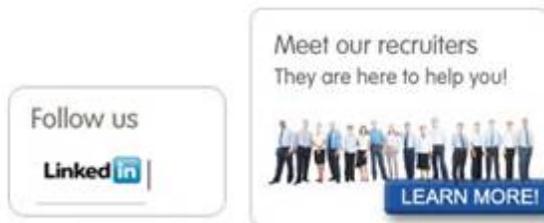
Telecom Project Manager

Attached please find our featured Telecom professional resume. We deliver top talent!



Glotel and Social Networking

Glotel is pleased to announce the launch of our new [Glotel USA Linked In](#) social networking group. The Glotel USA Group is a forum and company news source for employees, associates and former associates to connect. This Group is part of our Associate Care program, as well as a bonus recruiting resource. Our recruiters also utilize this new Group to attract industry's top talent for your requirements!



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