



Network Deployment Solutions

EMBARQLogistics.com
800-755-3004

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Make your network operational—and profitable—in less time than you might expect. EMBARQ™ Logistics has the resources and capabilities to help you ensure that your network avoids the costly and time-consuming pitfalls so many broadband projects face. From initial design and product procurement to final testing and turn-up, you can rely on EMBARQ Logistics' enhanced services to help you deploy your broadband network more effectively.

Effective procurement involves much more than simply acquiring materials. EMBARQ Logistics relieves you of the time and hassle required to research, select and order quality components. In addition, our strategic alliances with leading manufacturers provide you with one of the industry's most extensive inventories available. We also can help you standardize configurations for your project, which reduce engineering costs, simplify ordering, streamline installations and make maintenance and upgrading easier.

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System integration services help you speed your time to market and use your resources effectively. We connect and test the equipment to ensure components are in good working condition and ship them to your sites ready for turn-up. In addition, we create detailed engineering specifications and supply you with complete documentation. Our network deployment solutions take system integration services a step further, providing comprehensive design and installation services as well.

Full-scale project management online ensures your goals are met throughout implementation. Our experienced team coordinates all phases of the project, using an advanced materials provisioning system and best-in-class online project management systems to see that logistics are handled properly. Turn-up time is reduced significantly, meaning your investment pays off sooner, and you're kept informed with real-time, Web-based tools.

EMBARQ Logistics' commitment to your network also can extend beyond turn-up. From providing reverse logistics to supplying you with the necessary spares and parts on a

moment's notice, we'll work to stay ahead of the supply chain for you.

Meeting Goals and Exceeding Expectations

Challenge: When a leading telecommunications provider decided to enter the LEC market, it knew that the timely deployment of its broadband network was imperative to stay competitive. However, the resources required for the project were an immediate concern, because the goal was to turn-up more than 250 sites in the first year alone. The company looked to EMBARQ Logistics to provide a solution that would meet its ambitious schedule and enable it to forgo a costly investment in staff.

Solution: EMBARQ Logistics immediately began planning the most effective way to draw on its multiple areas of expertise. Through its network deployment solutions team, materials needed for each "installation package" were identified and categorized.

EMBARQ Logistics participated in project planning committees, which enabled it to anticipate product requirements and inventory key

components in order to avoid delays due to manufacturer back-orders. Many components were pre-assembled at one of EMBARQ Logistics' assemble, wire and test integration facilities, tested, and then drop-shipped to installation sites to further reduce cycle time.

EMBARQ Logistics also integrated its processes into the client's existing project management system to eliminate administrative overlap and facilitate site-specific accountability. The company's e-business capabilities enhanced communication throughout the implementation process, from Web-based monitoring of site status to paperless invoicing and financial reporting.

Result: The customer's initial goals for the network were met and exceeded. First-year build-out achieved 268 sites, a rarity in a launch year. Workload was tripled in the second year with 693 installations (against a goal of 687 sites). The number of sites for year three nearly doubled, and EMBARQ Logistics is partnering on another major project with the customer as well.

EMBARQ Logistics' network deployment solutions organization is TL 9000 certified.

"(EMBARQ Logistics has) transformed (its) organization into a fully integrated network deployment solutions provider," the client reports. "And the great thing is that they've done that without increasing a lot of costs. They've done it through process improvements and efficiency enhancements."

