

TLC Services & Networks

Smart mgmt



HGM S.p.A.

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HGM is a holding company that controls a number of companies operating throughout the national territory.

The Group's **Mission** is to be a reference point for the customer, through integrated solutions in the field of sustainable services for Technologies - TLC, ICT, BB and network infrastructure.

- **Group Employees:** 300 units
- **Turnover:** 40 Mio EUR
- **Overall industrial area committed:** > 100.000 sqm
- **National headquarters & branches:** 9 (MI, RM, TO, PV, VR, MO, RE, NA, SA)

Gruppo
Mercantile
Servizi S.r.l.

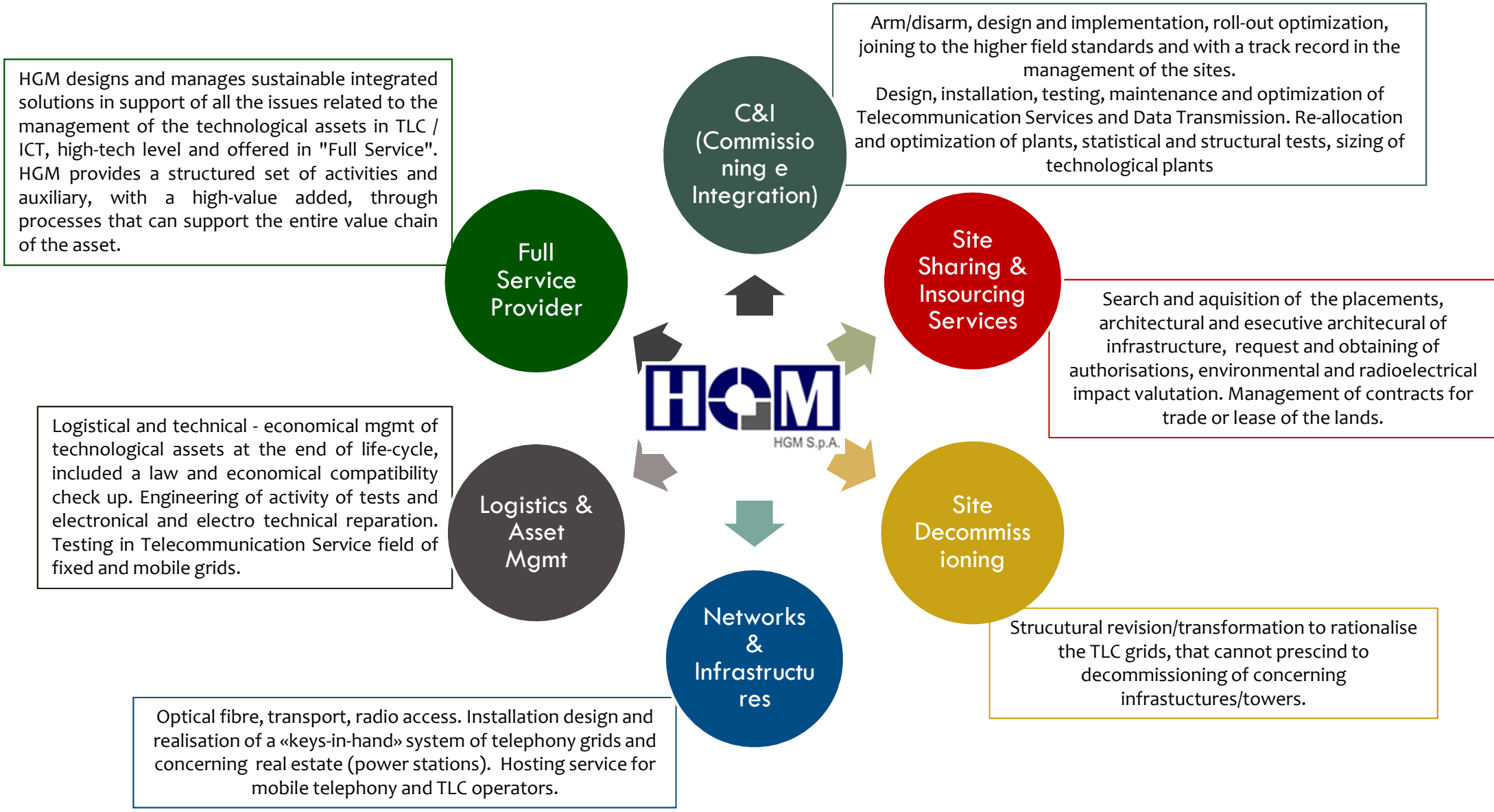
TOM
S.r.l.

PBM Impianti
S.r.l.

Gruppo
Mercantile
Tecnologie
S.r.l.

Ecotech
S.r.l.

Ultraset
S.r.l.



C&I Activities (Commissioning e Integration)

HGM is proposed as Main Contractor for the operations of C&I and Decommissioning, working with competence and reliability in all aspects of service delivery arm/disarm, acquisition, planning and design through implementation and optimization of the roll-out, adhering to the highest standards in the industry and with a track record in the management of the sites.

The integrated technological solutions are carried out with a high degree of engineering, reliability and flexibility, allowing the use in the most varied fields of application with high performance potential, with the aim of constantly improving the technological development, in order to offer solutions always more advanced, also maintaining the best quality / price ratio.

Our specialist teams are able to operate effectively on structures of any technology, regardless of the geographical and logistical challenges with full compatibility with the interests of our customers in the area of buildability, quality, value and network requirements.

Telecommunication Networks and Data Transmission

- Installation, testing and maintenance of ADSL systems (DSALM or CPE)
- Installation, testing and maintenance systems SDH WDM
- Installation and maintenance Nodes Multifunction (ATM, MPLS, IP)
- Design and construction of all types of telecommunications infrastructure
- Interventions of telephone exchanges in operation

Radio Base Stations

Construction and maintenance of Radio Base Stations:

- Design, Setting up the site, Installation and equipment, Testing



Site Sharing & Insourcing Services

Service provided by HGM in support of Sharing "passive" or "active" covers the management of all applications and includes:

- Search Sites
- Site Acquisition
- Re-negotiation of contracts
- Planning and Design
- Civil Construction
- Rigging
- Project Management
- Program Management
- Administrative Support

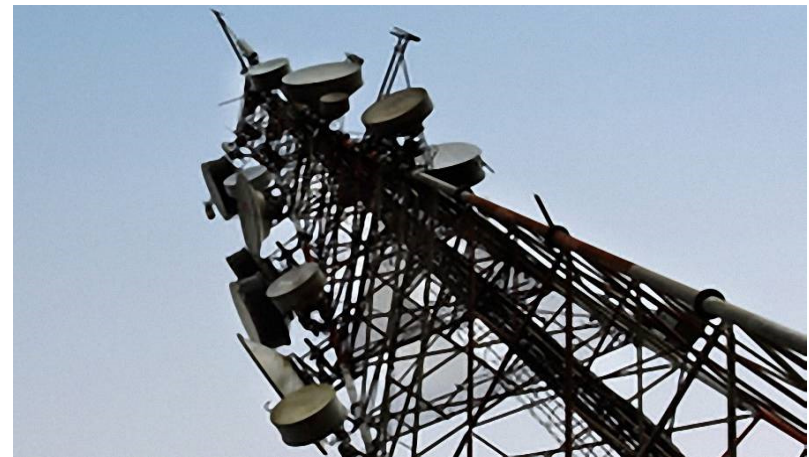
RF Design, for the provision and / or improvement of mobile phone service, including design of cellular coverage and possible routes connecting Radio Link.

Implementation activities

- execution of construction jobs of the new infrastructure necessary to host another operator on its SRB and installation / integration of the proposed technology;
- commissioning and integration of the equipments installed and upgraded

Testing and the administrative implementation of the work performed;

Compliance with safety regulations.



Site Decommissioning

The process of implementation of the Plan of Telephony Service requests to the telecommunication operators the reduction of technological infrastructures of services installed on urban properties or in rural areas, otherwise to the sharing of existing or future sites.

The ventures put into practice the guide lines present inside the Electronical Communications Codex, that simplifies the sharing of the sites as a vehicle to use more efficient and eco-compatible the resources:

- ✓ Minor number of base station in al the Country (realizing the objective of urban and rural planning)
- ✓ Energy saving
- ✓ Protection of environment and of public health

*Dismissioning can preview in addition to the assignment of the emplacement (technological infrastructure) also the **taking charge of Lease Contracts** and the related legal relationships accessories:*

- ❖ The TLC operator actives a proposal for the dismissing of emplacement and the assignment of concerning lease contract.
- ❖ HGM supplants in the lease contract, relieving the TLC operator from the management and from any juridical appurtenance report.
- ❖ HGM provides to disposal giving evidence to the TLC operator about the total reactivation of the places;

The modeling of the organizational structure, **the automation of the work flows and the creation of dynamic procedure processes** don't prescind from the ability to manage the increasing flows of information, as a fundamental key for the operational management

Thanks to this process, **the management solutions are developed obtaining sure decisions whit a faster impact.** The middle time distribution of production and the requirement to **promote smart actions** are a fundamental base for a simple management and without return impacts for the Costumer.

Competitiveness

Knowledge about process, management phases and financial availability for the realization of the economic channel that supports the work phases.

Smart mgmt

Analyze the knowledge of each operative phases, not only through the use of technologies, but even with the analysis of the information to build a smart and efficient management system.

Problem solving

Supporting to any phase of the management permitting the automatic generation of problem solving processes for the resolution of each aberration.

✓ **ACCESS TO THE OPTICAL FIBER NATIONAL NETWORK**

- Long distance application
- Provincial / regional / metropolitan Link - backbone broadband services to enterprise users, broadband applications,

✓ **HOSTING SERVICE, TRASMISSION STRUCTURES AND DIFFUSION ANTENNAS**

- Accommodation of indoor/outdoor equipment
- Installation of radiate systems above the current structures (connected buildings)

✓ **INTERMEDIATE SITES FOR DIFFERENT APPLICATIONS**

- ✓ Relaunch Radio Ponte, long distance optical Regeneration, Realization of possible optical links to connect other sites, Wireless applications for LTE, WLL network, television Signal

ULTRANET is owner of “Building Set”, composed by 800 buildings (Electrical Boxes) and linking cable ducts between these buildings («**long distance**» grid in optic fiber) available in the urban/extrurban backbone of italian territory, for more than 9000 km.

opportunity

business opportunity linked to the management and diffusion of new telecommunication technologies for the Operators that want to build or complete their own access network

capacity

Another choice towards ponte radio link with optic fiber (unlimited broadcast capacity) taking into account of new technologies LTE too.

hospitality

chance to offer to the own costumers not only the hospitality on infrastructure of property/avaibility but also the link in optic fiber between sites/offices.



Example of buildings - mini plants - located across the national network of state and provincial roads



"Turning a cost center into a profit center" through the design and implementation of reliable and innovative solutions for the management of TLC & ICT Life Cycle and refurbishing management.

- ✓ Optimization of the operational and financial management of the technological assets through the extension of the life cycle and the maximization of economic value.
- ✓ Focus on innovation and change in the relationship with the customer: modular solutions, decision-making chain quick and short, skills and capabilities to create "value" in supply management.
- ✓ Improved logistics efficiency through information technology for the efficient management of the progress.
- ✓ Process optimization of the assets, having a single point of contact for all phases: planning, dismantling and disposal.



The investment in logistics infrastructure "intelligent", the organization and management structure, allow HGM to operate on the market with a very competitive cost structure, ensuring the achievement of "saving" compared to traditional management.

"Best-in-class" in Life Cycle Assessment and eco-Logistics management implements solutions "turnkey", identifying the best management solution customized to the business needs of the customer.

Particular attention is paid to the logistics of "transformation", that through monitoring, testing, inspection and reconditioning certificate, feeds considerably the amount of reusable products.

Application of Supply Chain Management enables optimal coordination of all processes IN & OUT of the product, and offers a number of synergies complementary to traditional logistics that ensure a stream approach, physical, and financial information across the entire supply chain the supply and distribution.

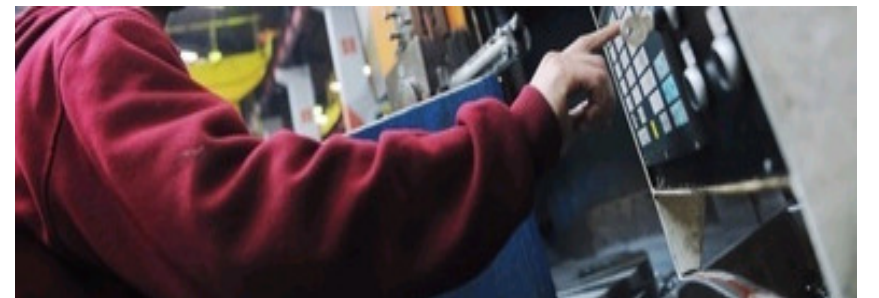
Restoring and testing devices

Main equipment managed and tested

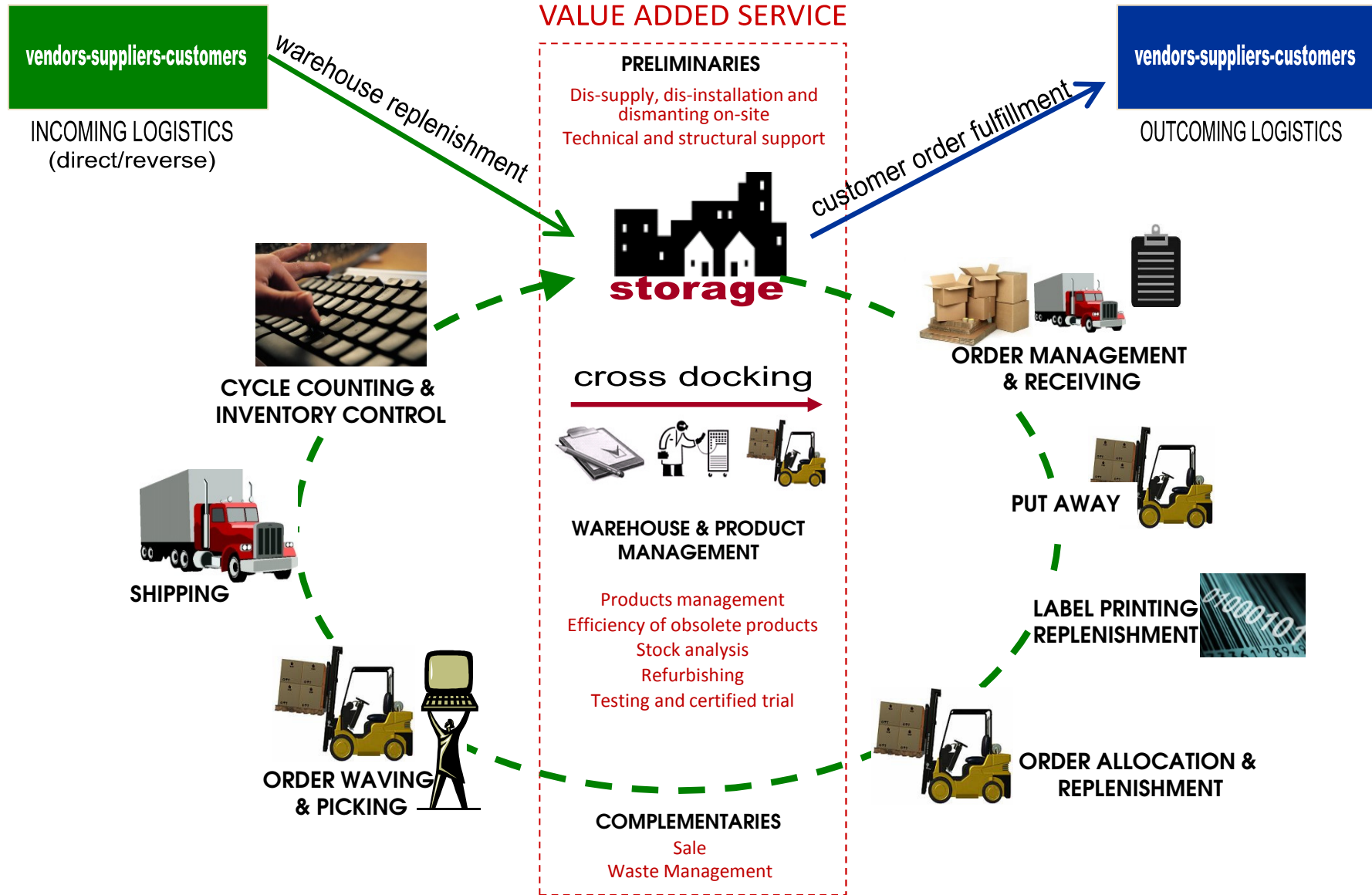
- BTS (Indoor, Outdoor, Cabinet, Modules, Microcab GSM/UMTS)
- Radio bridges. All typologies (ie. SIAE: RT, AL, BEP), SIAE, Siemens, Nokia, NEC, E///..., frequencies (from 7 to 38 GHz).
- MHA (GSM e UMTS)
- Antennas (frequency bands: from 900 MHz to 2100 MHz, GSM, UMTS, LTE)
- Energy Stations
- Conditioning
- Batteries

Main BTS

- GSM (900/1800 MHz):
 - Basic Cabinet with PLUG-IN;
 - Basic Module (also with Ext.)
 - RF Modules (configuration on request)
- UMTS (2100 MHz):
 - Basic Cabinet with RF Power Boards and Traffic Management NODE B;
 - basic Module (also with Ext.)
 - RF Modules (configuration on request)
- E///, NSN, ALU, HUAWEI, MOTOROLA, NORTEL, RTL, ...



Asset Management Complete Flow



- ISO 9001:2008
- ISO 14001: 2004
- OHSAS 18001:2007
- Permissions installation, testing, connection and maintenance of Telecommunication, **First Class Degree Installers**
- **SOA** for the following categories and their rankings:
 - OG11 Class. I
 - OS3 Class. I
 - OS17 Class. IV
 - OS19 Class. V
 - OS28 Class. III
 - OS30 Class. III

Qualification for the provision of DESIGN AND CONSTRUCTION until the Class. V



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