



**MGI AnteleSystems**

Intelligent Telecom Systems

## MGI Profile

TELECOMMUNICATIONS NETWORK DEVELOPMENT

# MGI Intelesystems

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Telecommunications Solutions Provider



A Mardec Group Inc Company.

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# An Introduction to



MGI Intelesystems is a Canadian Multidisciplinary Telecommunications Solutions Provider.

We offer a wide range of goods and services to meet the needs of our clients; specializing in servicing organizations in the Data and Telecommunications Industry. The two most prominent aspects of our business are in the manufacturing and supplying of wireless telecommunication materials and accessories, and the installation and servicing of telecommunications equipment. We aim to provide a superior quality of business through a remarkable level of customer satisfaction.

## Telecom Accessories Manufacturing and Supplies

### 1.1 Goods Overview

We carry a wide variety of wireless telecommunication materials and accessories. Through the processes that we have implemented and the knowledge we have gained through our experiences in this industry, we are able to ensure a high standard of quality in our products whilst being able to offer very competitive prices, as well as providing excellent Customer Service.

### 1.2 Relevant Experience

MGI Intelesystems has years of experience in the Telecom Manufacturing and Supply Industry. We have worked with several authorized distributors and carriers throughout North America.

### 1.3 Geographic Reach

The majority of the company's products are sold throughout Canada and the U.S. We have various locations throughout North America to serve customers within the geographic area. To meet the demand that will come with our growing supply needs, we are continuously expanding our manufacturing operations throughout North America, Asia and Europe.

## Approach and Methodology

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### 1.4 Product Diversity

We understand that customers require Wireless Telecommunications Materials and Accessories. MGI Intelesystems offers a diverse and extensive range of telecommunication solution products to meet customer needs; shown below are a few specific items we carry.



#### Cable Block Hangers

Double cuff cable support block hangers for 1/2" coaxial cable

Lock stackable, double cuff 1/2" cable support block hanger with 3/8" or M10 through. Stackable with other double cuff hangers. Made of long glass black polypropylene, UV resistant and designed to withstand temperatures of - 40° to 185° F.

Other sizes available: 5/8" and 7/8"



#### Mini Cable Block Hangers

Mini cable block hanger for 6-8mm cables

Calibrated mini dual cable saddle hanger block. Designed for 6-8mm RF, RG, and FO type cables. Consists of two calibrated half saddles that snap down on dual run of cables.

Other sizes available: 9-12mm



## 1.5 Quality Management System

Our goal is to provide the best quality of product possible and we are able to do so by implementing certain strategies:

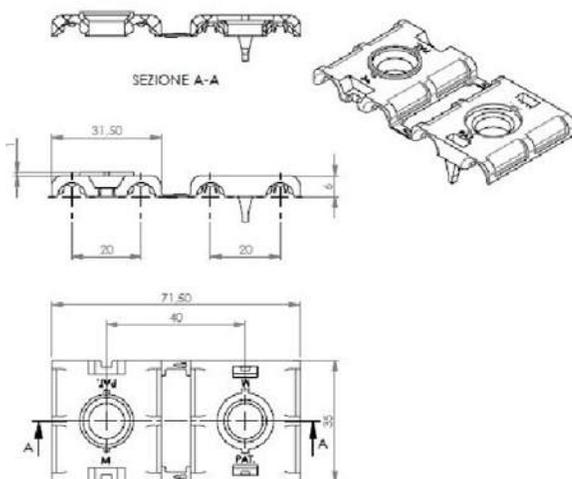
- Product testing is done before the manufacturing process begins to ensure that all required standards are met.
- We work very closely with the fabricators of our products in order to keep up to date on the manufacturing process. In doing so, we are able to discern which aspects of the process can be removed, remain the same, or be improved upon to maintain or increase the quality of our products.
- Additional randomized checks are performed on all shipments. This strategy provides us with another way to determine whether our current processing ensures the whole batch of products will meet our high standards. Multiple items are taken from various points of the shipments and are tested to ensure they are in good working order. With these additional verifications, we can provide a high level of assurance to customers that we will only provide the best quality of product.

## 1.6 Research and Development

MGI Intelesystems is always looking for ways to build a better product. Through the work of our Research and Development Team, we continue to improve upon our designs and deliver a higher standard of product. In addition, our team enables us to provide customers with product customizations to fit their exact needs. Below illustrates one of MGI Intelesystem's customized 6-8mm cable block hanger designs.

## 1.7 Customer Service

We not only strive to produce a high quality of product but also believe that a high quality of Customer Service is essential. Our Customer Service Team is always ready and eager to assist. They provide regular updates on the status of your orders and are available to assist you with any of your questions and concerns.



### 6-8mm cable block hangers

The new and smaller mini, dual cable, saddle hanger block for 6-8mm cables. Designed for RF, RG, and FO type cables.

As opposed to the old design, the newer design of 6-8mm mini cable block hanger was manufactured to be physically smaller. The customer requested for a smaller "footprint" to address Canada's harsh weather conditions. Icing is a common problem in installation. This is when snow and/or water gets inside components of the product then form ice chunks due to the freezing weather. Bigger "footprint" items will grab more ice, thus a smaller item is more desirable. As shown in the above illustration, MGI Intelesystems successfully designed the new 6-8mm block hanger to meet our customer's needs to minimize icing without compromising quality or performance.

# Fees, Terms and Conditions

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## 1.8 Fee Schedule

You will find that we offer very competitive pricing and provide free price quotations upon request. A formal Purchase Order is required before an order can be processed and an Invoice will be issued once you order has been shipped.

Notice will be given if any changes in pricing occur.

## 1.9 Payment Terms

Payment terms are open to negotiation but we generally offer 2/15 n/30. Payment is due in 30 days of the Invoice issue date and if payment is made within 15 days, a 2% discount on the related invoice is given.

## 1.10 Privacy Guarantee

All information shared between the Customer and MGI Intelesystems will remain confidential between the two parties. It is strictly prohibited to share information with other parties or use the information for any other unintended purposes.

### Quality is a Priority

A network build that jeopardizes quality creates a long-term operational burden which is difficult to correct. The implementation of quality, without sacrificing schedule, is an essential deployment objective. Our qualified project team will utilize their know-how to ensure core standards are met, if not exceeded.

# 2

## Installation

### Pricing

Although schedule and quality are a priority, it is important to acknowledge the fiscal realities of project budgets. As such, we execute our work with you as cost effective and efficient as possible and profitable to you our clients. Our experienced project team is aware of the importance of price competitiveness in business to business. We are capable of doing so because we have been involved in numerous data and telecommunication projects. We are up to date in today's technology changes minimizing learning time spent, hence cost effective and efficient while maintaining quality standards.

### 2.1 Project Understanding

We understand that you require Telecommunication/ Tower Work and/ or Electrical Contractors to help in the Installation, Programming, Commissioning and/or Troubleshooting of Telecom Technical Equipment or Power needs which requires Certified and Licensed professionals.

We are confident that MGI Intelesystems' Network Development Team is well positioned to deliver these projects, as we have extensive Telecom experience, including a strong history of delivering successful projects for Wireless Telecom Providers, Data Centres, Telecom Contractors and the likes. To ensure our continued success, we will still draw upon many of the same expertise that has delivered sustainable solutions for Carrier's, Contractor's and Sub-Contractor clients throughout Canada.

### 2.2 Services Overview

Our current areas of service include the Industrial, Project Management, Telecommunications Engineering, Furnishing and Installation (EFI), Network Equipment Programming, Tower Work, Testing and Turn-Up. From each division's inception, MGI's Network Development Team has consistently maintained its reputation of customer satisfaction and brilliance amongst its clients. We bring a team of highly trained and experienced Engineers, Project Managers and Technicians to the process, with the corresponding benefits:

- Track record of success and associated industry credibility;
- Continuous learning attitude to stay at the forefront of the industry, which is a business challenge in light of rapid changes in technology, installation techniques and connectivity solutions;
- Project Management Services geared towards ensuring reliable infrastructure installation;

### 2.3 Our Key Project Objectives

To ensure that this initiative is a success for your projects, our team is always focused on three primary objectives, each of which is outlined below:

#### Meet the Schedule

We have always established aggressive and achievable schedule. Our experienced project team is extremely effective in driving schedules by implementing the following tactics:

- Anticipating potential delays from past project experience and acting to mitigate them early on in the project.
- Utilizing our effective deployment protocols and wealth of experience to efficiently perform the work; and
- Drawing upon the depth and breadth of our multi-disciplinary team to staff up to required levels throughout projects to satisfy peaks in demand.

## 2.4 Relevant Experience

Our team has extensive experience in a lot of today's ongoing new equipment implementation and upgrades in the Wireless Providers Network and intensive Data Centres today. To name a few, our team is trained and certified in Harris, Ceragon, Ericsson, Alcatel, Optima T:LAN, Cisco, Nortel, Fujitsu, Andrew, DCI cabinets and the list goes on. Some samples of our completed projects are shown below:



### Ericsson MiniLink Rogers Wireless Dual Polarity Protected.

#### HSPA Roll-out Access Transmission

MGI Intelesystems was sub-contracted for the Technical work to Install, Program, Align and Test a Dual Polarity Ericsson MiniLink hop. Protected Horizontal and Protected Vertical on a single link was implemented for Rogers Wireless Brockville RBS to DT as per RWI Engineering Specs and Upgrade change. Original Project was unprotected Hop but was later upgraded due to bandwidth needs for the link.



### Cisco 7604 Rogers Wireless

#### Capacity Upgrade Access Transmission

MGI Intelesystems was contracted for the Cisco 7604 and 3308 roll-out campaign. Pictured on the right is the completed installation of the new Rack, Cisco 7604 A1 switch and Emerson MHA Power Converter and not shown in the picture on top of Rack Breaker Split Panel.



### Optima T:LAN Rogers Wireless

Installation, test and Turn-up of Optima T:LAN for Rogers Wireless remote monitoring.



Our tower crews are all certified and experienced in all types of structures.  
Above are some of the different types of structures we've worked on.



#### **Global Live (Wind Mobile)**

Installation of Cabinet, Conduit, Framing and AC electrical feed to the Cabinet. BBU Alarm Termination,  
Installation of DC Breakers and Wiring, Battery Install and Termination, OVP install and wiring in BBU and Hoffman box, All AC and DC install and terminations.  
All grounding as per Specifications



**Ericsson Remote Radio Units (RRU), DCI Cabinet Ground installation.**

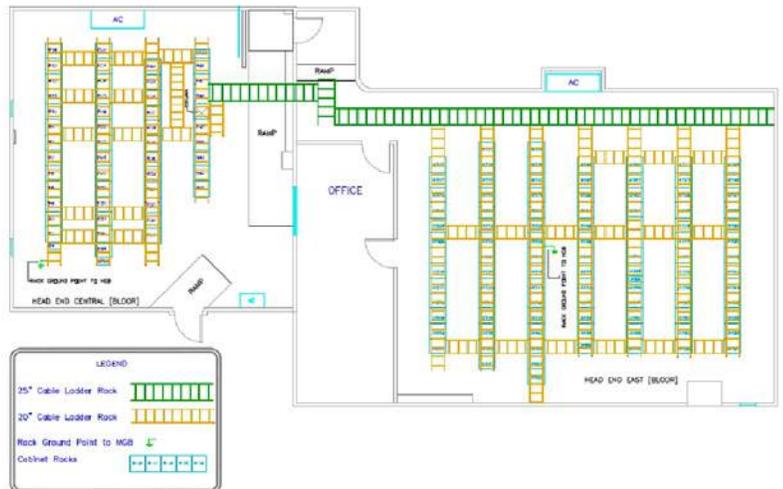


**Pinwheel Ericsson Remote Radio Units (RRU) installation.**

### Rogers Cable -Cable Tray Implementation

#### Head End Cooling Project

MGI Intelesystems was subcontracted to Design and Project Manage the implementation of Over-Head Cable Trays for Rogers Cable Head End in York Mills and their location in Bloor. The purpose of the Over-Head Cable Tray Solution was to help cool the Data Centre's by rerouting the cables from under the Raised flooring to the Over-Head Racks which will allow better air flow to the equipment and throughout the Head End.



## Approach and Methodology

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### 2.5 Project Team

MGI Intelesystems' Network Development Team has extensive experience in the Telecommunication Industry. These numerous projects allow our specialists to gain and maintain the experience necessary to stay at the forefront of a fast moving industry delivering the best in network development today.

The team we have is a diverse mix of skill sets including Electrical, Data and Telecom networking, and Management Personnel – all with background in data and Telecommunications Networking. This team is balanced and well positioned to bring together a comprehensive design that will incorporate efficiencies across these functional areas. These individuals already have an in-depth understanding of mission critical facilities and how to best integrate new installations with the existing live infrastructure.

### 2.6 Risk Management System

For project purposes, Risk is defined as “an uncertain event or condition that, if it occurs, has a positive or negative impact on a project objective” Risk management is fundamental to the successful delivery of projects. The Risk Management process employed by our team will ensure that each project risk is identified, quantified, documented, prioritized and responded to in a proactive manner.

#### Introduction

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#### Risk Response

The risk to the project plan is evaluated in terms of additional time, cost or resource requirements. The risk response process involves deciding whether to avoid, mitigate, transfer or accept the risk. After consultation with the appropriate Stakeholders, the Project Manager will either close the risk, if there are no outstanding risk actions and the risk is no longer likely to impact the project, or mitigate or transfer the risk.



#### Control of Risk Response

This process involves the implementation of all actions assigned by the Project Manager and advising the client of the planned resolution. The Project manager will coordinate the schedule, implement, and monitor and control each risk response. The outcome of each response will be communicated to the client and the project team involved.

## 2.7 Change Process

An effective Change Process will be key to the successful implementation of the project. The Change Process will ensure that each change introduced to the project is defined, evaluated and resolved prior to implementation.

- The five key processes:
- Identify change requests;
- Record change requests;
- Evaluating the feasibility of change requests;
- Ruling on change requests; and
- Controlling implementation of change requests.

# Fees, Terms and Conditions

## 2.9 Fee Schedule

Our fee structures are dependent on the skill set and technical work required. We also follow proper business practices and regulations in accordance with Ontario Provincial Law. We provide free quotations but will request Purchase Orders if possible or any proper documentation and/or agreement of payment before any of our work commences.

## 2.10 Payment Terms

The fees for our services are bound by terms in agreement with the client before any work commences.

We have 2 types of Flexible Payment Terms; Turn Key and Progressive Billing.

Our Turn Key Billing is when we submit our invoice only when the work requested is completed and approved. In the event of order changes charges will be adjusted accordingly. Our Turn Key payment term is Net 30 and if overdue past 30 Days Net, a 2 percent charge per month will accrue.

Our Progressive Billing Terms are invoiced every 30 Days. Invoices will be issued monthly based on the amount of work completed to date. Invoice terms are Net 30 and if overdue past 30 Days Net, a 2 percent charge per month will accrue.

Other payment term suggestions are also welcomed.

## 2.8. Quality Management System

Quality is often described as “conformance to requirements”. This is our Quality Protocol where “Quality: defined by our clients and delivered by us”.

Commitment to quality is a core value of each member of our team and will guide them through the successful execution of their tasks. Our team achieves quality through the implementation of our key strategies:

- The process of reviewing all final deliverables;
- Management System processes and techniques and periodic review of project to ensure proper application;
- The provision of appropriately skilled professionals to support the project.

Our Quality Policy is to provide the highest level of customer satisfaction possible and our objective is distinction of our excellence. The implementation of our quality structure has given us the method to promptly deal, and to effectively resolve, any matter that comes to pass.

The benefits realized in implementing and utilizing our quality management system includes:

- Enhanced client satisfaction
- Enhanced team satisfaction
- Formalized and improved processes to enhance the quality and consistency of our services;
- Focus placed on common continuous improvement goals.

Our team has designed, acquired and implemented thousands of communication and electrical projects in Canada and abroad. We are confident that our team is well positioned to provide the best professional goods and services for your projects and other technical needs for the following reasons;

#### **Minimal Learning Curve**

We've done it all before – many times over. This is probably the most significant value that we bring to our projects. Our extensive experience matched with our historic track record and local presence means our team can hit the ground running. Start-up times are minimized and a clear direction is already in place for the duration of your project. This experience will result in an efficient and expedited delivery.

#### **Long Term Planning**

Our team's infrastructure with an eye on efficient operations; we will work with your team during the phase to capture any critical features. Operational efficiency issues should not be planned at the end of the project, but rather in the beginning, and our extensive experience allows us to anticipate problems and offer realistic proven solutions.

#### **Integrated, Industry-Focused and Diverse**

Our team is a dynamic group of individuals capable of developing unique approaches to overcome challenges. By gathering a team with diverse industry experiences and constantly reviewing our approach through our quality management plan, our team is capable of anticipating problems and presenting practical and workable solutions. We have developed many "firsts" in the industry and intend to develop many more.

#### **Well Respected**

MGI Intelesystems is well respected by clients, contractors and carriers, which results in the efficient and quick execution of the project tasks.

It is difficult to measure the tangible benefits associated with having the knowledge to make the right decisions for your projects. With our experience in delivering our quality goods and services to the communication industry, we are confident that MGI Intelesystems' Network Development Team will provide pre-eminent service to your projects.

# 3

## The MGI Advantage



# 4

## Closing

MGI Intelesystems believes that our team can provide premium goods and service for your projects and a go forward basis. As we have not had the pleasure of working with you to date, we have endeavoured to provide a comprehensive outline of our capabilities and past success in this profile. If further information regarding our firm would be beneficial, please do not hesitate to contact us, as we can immediately arrange for more information to be provided, or maybe schedule a meeting with you in person.

We appreciate your review of our submission. If you have any questions regarding our goods and services or if there is anything else that our team can assist with, please do not hesitate to contact us.

Yours truly,

MGI Intelesystems  
Network Development Team



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