Global Services and Partnership
Strategies Goals

Ph... Walker
A National Partnership Model

A commercial or equity relationship between Global Carrier and an incumbent or emerging PTO:

- Which provides PTO with:
  - Family of seamless global voice and data services and resources
  - Right to use global brands (or co-brand)
  - Product platforms and business systems for use in-country and with global offerings
  - Global resources and partners to address customer needs
  - Additional traffic beyond bilateral streams

- Which provides Global Carrier with:
  - Compatible in-country networks and service offerings
  - In-country marketing, sales, and support organizations
  - Licensees for Global Carrier's intellectual property
  - Additional traffic beyond bilateral streams

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Telecom Trends

- Users, particularly multinationals, are demanding global services
- Technological developments are decreasing costs
- International tariffs are decreasing
- Privatization and liberalization are occurring worldwide
- Smaller carriers are emerging to compete with incumbent players
- Shifting from traditional bilateral relationships to global consortia
- Global Carriers and Consortia will target
  - Corporations
  - Consumers
  - National Carriers