



LTC Research, Analysis, Commentary

LTC International brings its industry experience to decision-makers with a range of research and analysis services. With deep subject matter expertise in the telecommunications, media and IT industries, we continuously evaluate service provider strategies and operations, service offerings, network technologies and Operational Support Systems (OSS). Our work with service providers, hardware vendors and software vendors enables us to maintain a current base of insights about issues, challenges and opportunities in the Tech Telecom sector.

DIRECTED RESEARCH

LTC's directed research is commissioned by hardware and software vendors, investors, analysts and service providers. All of our projects are customized to find the current answers to specific questions of importance to our clients.

Unlike most market research companies, our studies are based exclusively on expert-to-expert conversations. Our extensive network of colleagues in service provider companies around the world enables us to reach the right person in the right company quickly and have an informed conversation about the directed research topic.

INDUSTRY PERSPECTIVES

LTC provides briefings...

By conference call, or in-person session, LTC subject matter experts are available to provide informed insights. Topics can include any of the following:

- General updates on technology and telecommunications industry issues and opportunities.
- Company updates: communications service providers, network element vendors, hardware vendors, or software vendors.
- Analysis of specific products and services: how they work, who buys them and why, how they stack up against competitor's offerings.

On-call support can be purchased on a subscription basis, providing our clients with a simple mechanism to request a call whenever needed. The charge for each call includes participation by at least one LTC partner and, if required, one additional subject matter expert. For maximum benefit, we suggest that clients provide advance notice of their requirements before each call, so we can schedule the participation of the appropriate subject matter experts.

LTC subject matter experts are also available to attend client events as speakers on specific topics of interest, or as participants in working sessions or round table discussions in a more informal setting.

ARTICLES, WHITE PAPERS AND PRESENTATIONS

LTC writes for several industry leading journals and e-zines. In addition to these public-domain articles, we are commissioned to write:

- Market positioning articles for our vendor clients, clearly linking their strengths with priority customer needs.
- White papers to provide insights on industry trends and complex technologies.
- Presentations for delivery at industry events, either by LTC experts or by our client.

ADDITIONAL SERVICES

LTC provides additional services such as Due Diligence Support, Merger & Acquisition Operational Impact Assessment, Recovery Planning, Interim Management, Market

Opportunity Analysis, Technical Evaluation, and detailed Competitive Assessments. A specific statement of work and associated fee will be provided for each of these services.



<http://www.ltcinternational.com>