



Technology focused, independent
professional services for the convergence of
voice video and data over public and private,
fixed and wireless networks

The changing landscape

With the rapid pace of change taking place in communications technology today, business decision-makers face both compelling opportunities and potentially costly pitfalls.

'Convergence' - whereby multimedia traffic, voice/video/data/fax, are transmitted over a single multipurpose network - is an issue that generates much debate and can be widely misunderstood and misrepresented.

The business and technological advantages of combining a company's various types of communication over a common infrastructure are appealing and can reap some very real rewards. Potential rewards include producing network transport efficiencies, reducing capital outlay and introducing the ability to rapidly launch traditional and innovative margin generating services.

Conversely, business and technology professionals are concerned with issues such as the lack of a true 'killer app' aside from voice, customer and network migration, network quality of service, standards fluidity and vendor interoperability.

A lack of expertise and specialised experience with this technology is also preventing many organisations from independently evaluating or taking most tentative first steps into the world of converged networking.

Fortunately, with the right expertise, strategy & technical architecture, business and technology decision makers don't have to postpone their exploration of convergence indefinitely.

Who we are

L1 associates are a centre of excellence for the next wave of communications infrastructure providing independent professional services for the convergence of voice, video, and data over public and private, fixed and wireless networks.

Built on real industry experience and successful delivery of complex projects the company prides itself on a progressive philosophy and innovative thinking.

L1 associates have brought together industry leading specialists to create a customer focused dynamic knowledge based team. All have the real implementation experience that is necessary on many advanced platforms and deployments in many diverse markets.

L1 associates tailor services that ensure our clients' business goals are met. Our contribution is particularly powerful when our clients are:

- Performing strategic reviews of current and planned service set against current infrastructure capabilities.
- Delivering time sensitive, business critical or high value services to address today's market requirements and customer demands
- Developing and evolving infrastructure to ensure efficient use of resources whilst supporting the required service growth
- Evaluating and selecting equipment vendors to support infrastructure development
- Ensuring service set and supporting infrastructure take advantage of next generation opportunities

Supporting your business

L1 associates offer a range of professional, delivery-focused services that can be packaged or tailored to suit the needs of your organisation. We can seamlessly integrate into your current team or take full ownership of specific projects through to successful completion.

Technical Consultancy

Strategic thinking and technology selection against business and service strategies providing for a higher and longer return on assets, a reduction in operating costs, whilst creating a clear competitive advantage through service differentiation. This includes the definition of a target solution or architecture, technology choice and timing, migration options, upgrade strategies or technical due diligence.

End-to-End Network Architecture and Design

Managing or supporting the production of network high & low level designs that refocus core business, evolve current infrastructure, extend customer reach, and enable the delivery of new applications and services.

Supplier Selection & Management Services

Complete technical management or support of equipment supplier selection initiatives such as Request for Information (RFI) or Request for Quote (RFQ), from inception and adjudication through to vendor negotiation and contract placement.

Project Management

Technically aware project or programme management offering delivery focused managers capable of doing what it takes to successfully deliver the required solution within budget, on time, and to quality standards agreed in advance with the client.

Our experience

Our team has gained, through successfully delivering on projects, some of the most up to date industry experience and skills that any potential client can benefit from.

Some exceptional deliveries include:

- Delivering the world's first and largest IP Telephony PSTN replacement network for BT in Spain that included the management of the vendor selection, network & systems design, and integration
- Managed vendor selection for and design of a Voice and Video Gateway providing conversational video calling between 3G handsets and IP networks such as the internet
- Vendor due diligence and selection, technical system specification and design of a 3G media streaming platform for a 3G operator in the UK
- Production of detailed VoIP network and systems designs for various new operators and service providers throughout Europe
- Production of Network Strategy for a Dutch service provider that defined service drivers, specified a target architecture, and identified a migration path using technology enablers
- Design & design validation of advanced IP architectures (virtual ISP, VPNs, IP overlays, IP quality of service mechanisms and MPLS)
- Consultancy to sales and marketing groups on service and revenue opportunities in unified messaging, call centres, soft PBXs, PC clients & soft phones, video on demand, and conferencing
- Capacity planning and cost modelling of European VoIP solutions addressing whole life-cycle costs for the production and submission of business cases



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