



## Company Overview



Sincere People. Serious Savings.

# Organization Profile

- **Privately held Corporation with operations based in Lakeland Florida**
  - Repair Lab
  - Certified Resale and Procurement Offices
  - Logistics and Warehouse Operations
- **17 years of successfully servicing the Telecommunications Industry**
- **Proven Financial Performance**
- **Institutional Knowledge**
  - Reverse Engineering
- **Platform for Significant Growth in the Electronic Services Outsourcing Industry**
  - Existing Customers
  - New Customers
  - Adjacent Industries
- **Unique Industry Position**
  - Success in a Weak Economy / Telecom Industry Slump
  - History as Non-Warranty Repair Company
  - Trend of OEM Outsourcing



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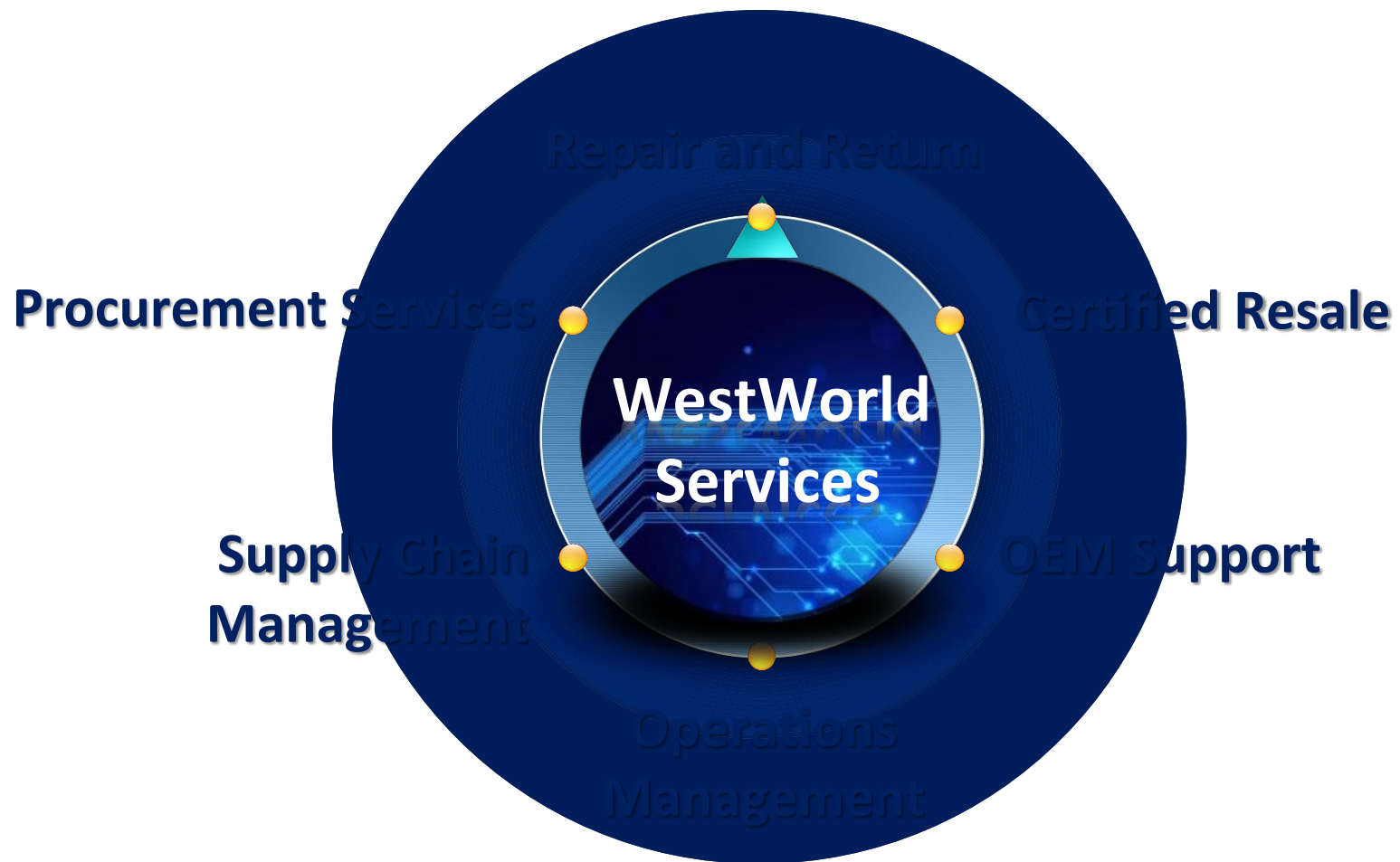
# WestWorld Business Summary

## BUSINESS SUMMARY



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# Our Services







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# Service Divisions

- **Repair and Return**
- **Certified Resale**
- **OEM Support**
- **Operations Management**
- **Supply Chain Management**
- **Procurement Services**





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# Services continued

- **Repair and Return**

- Programs

- Certified Resale
- OEM Support
- Operations Management
- Supply Chain Management
- Procurement Services

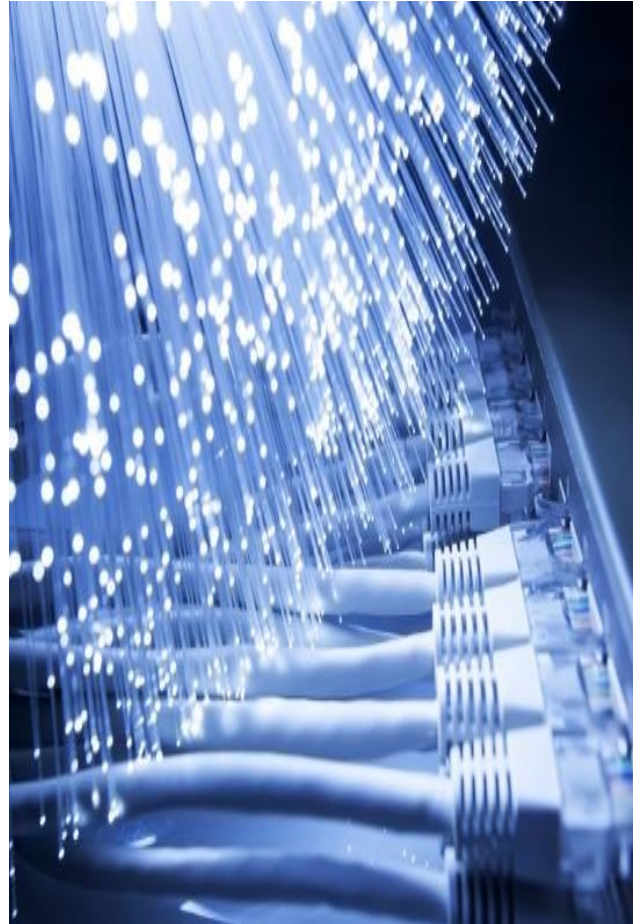


- Customized Customer Programs
- R & R Management Program
- Emergency Advance Replacements
- Advanced Exchange Program
- Standard R&R Program
- Certified Vendor Outsourcing



# Services continued

- **Repair and Return**
  - Processes
- Certified Resale
- OEM Support
- Operations Management
- Supply Chain Management
- Procurement Services



- Maintain OEM Specifications
- OEM Workmanship Standards
- Standardized Procedures
- Certified Technical Personnel
- Technical Support
- Research & Development
- ICT Test Development
- Test Stand Development
- Live Testing Environment
- Component Level Troubleshooting





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# Services continued

- **Repair and Return**  
– Foundation Platforms
- Certified Resale
- OEM Support
- Operations Management
- Supply Chain Management
- Procurement Services

<u>MFG.</u>	<u>FOUNDATION PLATFORM</u>	<u>MFG.</u>	<u>FOUNDATION PLATFORM</u>
ADTRAN	ISDN TOTAL REACH, TA1200	LORAIN	POWER & RING
ALCATEL-LUCENT	5ESS, 7450-ESS, 7750-SR12, AMAS,CBX500, DDM2000, FT-2000, GX-550,METROPOLIS DMX - -DMXtend, POWER & RING, SLC5,WAVESTAR	LUCENT	FANS
APC	POWER & RING	MARCONI	POWER & RING
ARGUS	POWER, POWER & RING	MCLEAN	FANS
ASTEC	CANDEO	MISC. OEM	FAN TRAYS, TEST EQUIPMENT
AT&T	POWER & RING	NEC	POWER
C&D TECH	POWER	NORTEL	DMS-100 SDM S/DMS, POWER & RING
CALIX	B6 & ONT, C7 & ONT, E5,E7, POWER & RING	NORTEL/CIENA	OM3400, OM3500, OM5100, OM5200,OM6500
CANOGA		OCCAM	BLC6000
PRODUCTS	EDGE ACCESS	PCP	POWER
CARRIER ACCESS	NAVIGATOR, WIDEBANK 28	PICO II	POWER
CIENA	CORE DIRECTOR	POWER CONV.	
CISCO	ON15327, ON15454	PROD	POWER
CISCO NETWORKS	ONS 15327, ONS15454, ROUTERS	TELCO SYSTEMS	EDGELINK100
CONKLIN	C8000	TELECOM	DCD-400
CRAY COMM	42000	SOLUTIONS	
ELGIN	POWER & RING	TELLABS	POWER & RING, TITAN5500
FUJITSU	FLASH-192, FLM-150,FLM-600, FLM-2400, FW4100, FW4300, FW4500, FW7500 FW9500	TELLABS (AFC)	ACCESSMAX , UMC1000
GODIGITAL	GDSSL8, XCEL-4A, XCEL-8, XCEL-12	TELSTRAT	INTELEFLEX, LTD
INFINERA	DTN	TURIN/FORCE	
JUNIPER	T320	10/DELL	TRAVERSE EDGE
		TYCO	POWER & RING
		VALERE	POWER
		VERILINK	AS2000
		WECO	REPEATERS

***\*Foundation Platforms** are our core-specialty lines. Don't see your network elements listed- call us, our reach and proficiency extend well beyond the above review.*

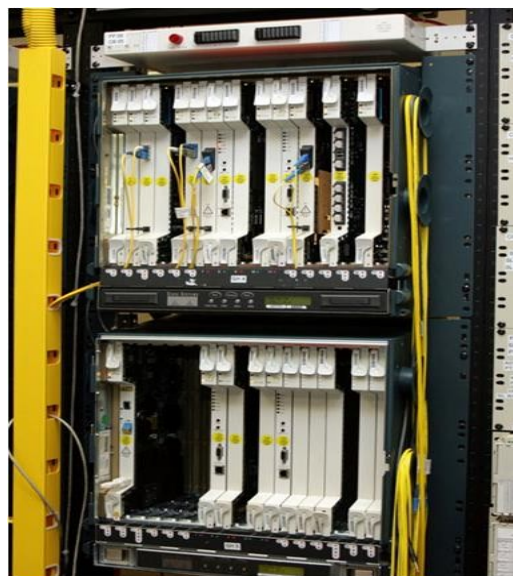




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# Services continued

- Repair and Return
- **Certified Resale**
- OEM Support
- Operations Management
- Inventory Management
- Procurement Services



- Supply of New & Remanufactured Products
- MFG Discontinued Products
- Cosmetic Refurbishment
- Standard 1 Year Warranty
- EF&I – Engineering, Furnish & Installation
- Hard to Find / Obsolete Units
- Cost Savings vs. New Units



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# Services continued

- Repair and Return
- Certified Resale
- **OEM Support**
  - Product Support
- Operations Management
- Supply Chain Management
- Procurement Services



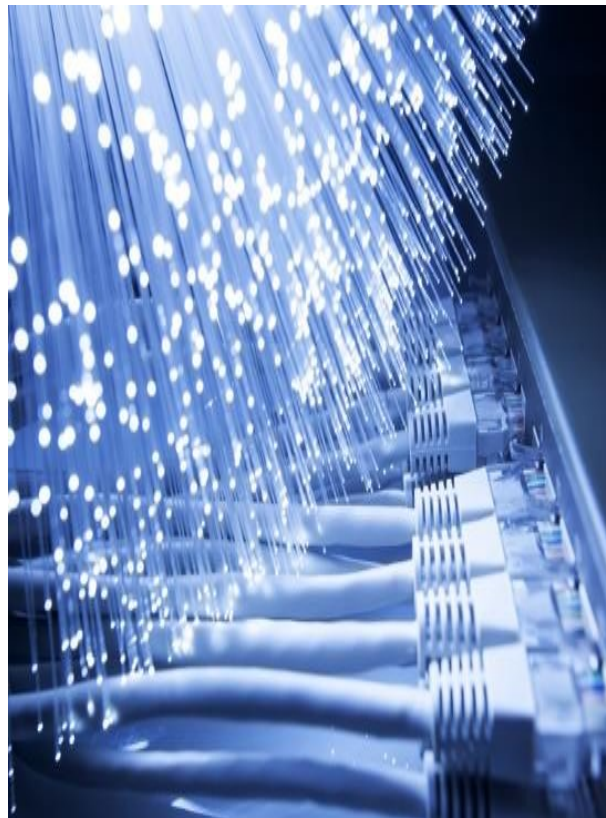
- Current Production Products
- End of Life Products
- MFG Discontinued Products
- Front Line Visibility
- Transparent Visibility
- Warranty / Non-Warranty Support



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# Services continued

- Repair and Return
- Certified Resale
- **OEM Support**
  - Service Support
- Operations Management
- Supply Chain Management
- Procurement Services



- **Repair & Return**
- **ECO / Modifications / Retrofit**
- **New Production Testing**
- **Logistics**
- **OEM Customer Service**
- **Failure Analysis**
- **OEM Assembly**
- **Manufacturing**





# Services continued

- Repair and Return
- Certified Resale
- OEM Support
- **Operations Management**
  - Customer Service
- Supply Chain Management
- Procurement Services



- **Dedicated Staff for Customer Service Activities**
- **Web-based Repair Status and Order Tracking**
- **Customized Activities as Required**
- **Customized Management Reports**
- **Scheduled Management Meetings**
- **Customer Service 24/7/365**
- **Automated Invoicing / Summary Billing**





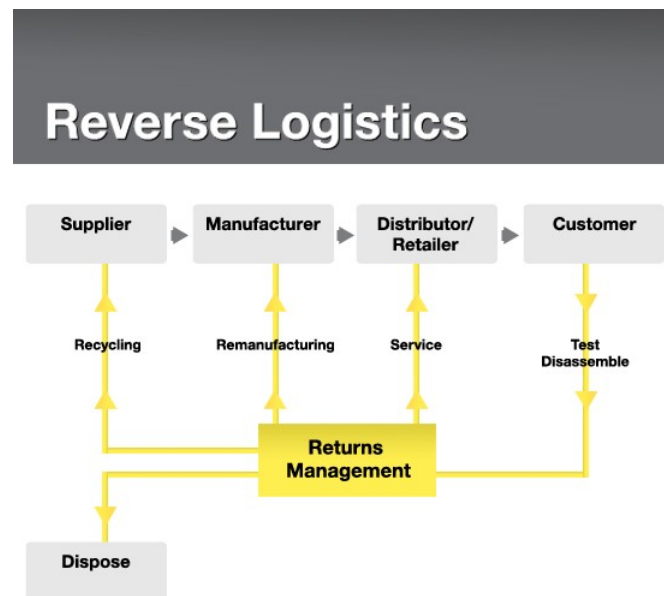
# Services continued

- Repair and Return
- Certified Resale
- OEM Support
- **Operations Management**
  - Quality Assurance
- Supply Chain Management
- Procurement Services
  - ESD Control
  - Standardized Procedures
  - Standardized Work Instructions
  - Bar-code Tracking
  - Re-Return Rate Analysis
  - In-process Audit Program
  - Failure Analysis Program
  - NTF Analysis
  - Functional Outgoing Audits
  - Workmanship Audits
  - Quality Committee
  - Incoming Component Control
  - Corrective & Preventative Action Program



# Services continued

- Repair and Return
- Certified Resale
- OEM Support
- Operations Management
- **Supply Chain Management**
- Procurement Services



- Distribution Centers
- Logistical Support
- Critical Spares Management
- Maintenance Spares Management
- Surplus Management Program
- Scrap Management Program



# Services continued

- Repair and Return
- Certified Resale
- OEM Support
- Operations Management
- Supply Chain Management
- **Procurement Services**



- **Focused on Platforms**
  - We Stand Alone
- **Repair Abilities**
  - Most OEM's
- **Certified Reuse**
  - Quality versus Price
  - Extensive Testing



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# Procurement Services- *\*Foundation Products*

## Optical Transport

### **ADC**

ADC Sonoplex

### **Alcatel Lucent**

Alcatel-Lucent DDM-1000

Alcatel-Lucent DDM-2000

Alcatel-Lucent FT-2000

Alcatel-Lucent Metropolis DMX

Alcatel-Lucent Metropolis DMXtend

### **Carrier Access**

Carrier Access Widebank 28

### **Ciena**

Ciena CN3600

Ciena CN3616

Ciena CN3620

Ciena 4200

Ciena 5000

Ciena 6100

Ciena 6500

Ciena 5400

### **Cisco / Cerent**

Cisco/Cerent 15327 Optical Network System

Cisco/Cerent 15454 Optical Network System

Cisco ONS 15300 Series

### **Fujitsu**

Fujitsu Flashwave 4010

Fujitsu Flashwave 4020

Fujitsu Flashwave 4100

Fujitsu Flashwave 4300

Fujitsu Flashwave 4500

Fujitsu Flashwave 5150

Fujitsu Flashwave 7120

Fujitsu Flashwave 7200

Fujitsu Flashwave 7300

Fujitsu Flashwave 7410

Fujitsu Flashwave 7420

Fujitsu Flashwave 7500

Fujitsu Flashwave 7600

Fujitsu Flashwave 7700

Fujitsu Flashwave 9500

Fujitsu FLM-150

Fujitsu FLM-2400

Fujitsu FLM-600

### **Nortel Networks**

Nortel OPTera Metro 3400

Nortel OPTera Metro 3500

Nortel OPTera Metro 5100

Nortel OPTera Metro 5200

Nortel Optical Multiservice Edge 6500

### **R-TEC DCM-24**

### **Seiscor S24DU**

### **Telco Systems Edgelink 100**

### **Telect Vanguard**

### **Tellabs**

Tellabs DST

Tellabs Titan 5500

Tellabs NGX

Tellabs 7100

Tellabs 6500

\*WestWorld provides new and certified reuse telecommunications networking equipment to help manage and expand your network infrastructure from almost every major OEM **Foundation Products** are our core-specialty offerings. Don't see your network elements listed- call us, our reach and proficiency extend well beyond the above review.







# Procurement Services — *\*Foundation Products Continued*

## BroadBand Access

### **Alcatel Lucent**

Alcatel-Lucent AnyMedia  
Alcatel-Lucent SLC-2000  
Alcatel-Lucent Stinger

### **Calix**

Calix B6 and ONTs  
Calix C7 and ONTs  
Calix E7  
Calix E5

### **Occam**

Occam BLC-6000 and ONTs

### **Tellabs / AFC**

Tellabs (AFC) AccessMax  
Tellabs (AFC) UMC1000

## Data Networking

### **Alcatel Lucent**

Alcatel-Lucent 7450-ESS  
Alcatel-Lucent 7750-SR12  
Alcatel-Lucent B-STDx  
Alcatel-Lucent CBX500  
Alcatel-Lucent GX550

### **Juniper**

Juniper Networks M160  
Juniper Networks M20  
Juniper Networks M40  
Juniper T320  
Juniper T640

### **Cisco**

Cisco Systems 12000 Series GSR  
Cisco Systems 1600 Series  
Cisco Systems 1700 Series  
Cisco Systems 2500 Series  
Cisco Systems 2600 Series  
Cisco Systems 3600 Series  
Cisco Systems 3700 Series

### **Cisco Continued**

Cisco Systems 6500 Series  
Cisco Systems 7000 Series  
Cisco Systems 7500 Series  
Cisco Systems ASR 1000  
Cisco Systems Catalyst 6500 Series  
Cisco Systems ASR 9000  
Cisco Systems 7600 Series

### **Telstrat**

### **Verilink AS2000**

### **Westell**

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# Procurement Services — *\*Foundation Products continued*

## Power and Ring

### Generators

Alcatel-Lucent Power  
APC Power  
ARGUS Power  
AT&T Power and Ring  
C&D Technologies Power  
Elgin Power and Ring  
Lorain Power and Ring  
Marconi Power  
NEC Power  
Nortel Power and Ring  
PCP Power  
Tellabs  
Tyco  
Valere  
Warren  
Wiltron

## Mobile

### Network

Alcatel-Lucent  
Alcatel-Lucent Microcell  
Alcatel-Lucent Minicell  
Alcatel-Lucent Modcell 1.0  
Alcatel-Lucent Modcell 2.0  
Alcatel-Lucent Modcell 3.0  
Alcatel-Lucent Modcell 4.0  
**Nortel Networks**  
Nortel S8000  
Nortel S12000

## Switching

Alcatel-Lucent  
Alcatel-Lucent 5ESS  
Alcatel-Lucent PSAX  
Alcatel-Lucent SLC-5  
Alcatel-Lucent SLC-96  
**Carrier Access Navigator**  
**Conklin C8000**  
**GoDigital**  
GoDigital GDSL8  
GoDigital XCEL-12  
GoDigital XCEL-8  
**Nortel**  
Nortel DMS100 SDM  
Nortel S12000  
Nortel S8000

## Timing

### Generation

Telecom Solutions Clocks  
Symmetricom Clocks and Antennas

### Other Manufacturers

ADC	Paradyne
Adtran	Hyperedge
AFC	Sonus
Alcatel	Telco Systems
Carrier Access	Pulsecomm
Next Level	Siemens
Ericsson	Stromberg
Newbridge	Tyco Power Systems

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# Review

- **Innovation** – We offer Repair Services on most current generation equipment out in the field as they come out of warranty, giving you a cost effective alternative to expensive factory service agreements – when you need it.
- **Quality** – We are a TL9000 compliant Repair Company committed to continuous improvement and customer satisfaction.
- **Value** – We offer cutting edge Repair Services at a price point you can't ignore.



# Summary

- **Market Leader**
  - Network Support Solutions (Repair and Spare Parts Management)
  - Supply Solutions (Logistics, Technical Support, Certified Reuse)
- **Commitment to Quality**
  - ISO 9001: 2008 and TL 9000
  - OEM specifications
- **Environmentally Focused**
- **Strong Reputation and Knowledgeable Team**





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# Thank You

## Contact Information

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