

Cotran Telecommunications, LLC. (COTeL)

Business Opportunity:

Internet Telephony Services--Agent

Overview

COTeL markets its services world-wide through agents. We believe that local knowledge is key for successful sales, managing the customer experience, assuring customer satisfaction, and customer retention.

Targeted Agents are: ISPs, Telecom Carriers (both incumbent & alternative), Cable operators, or organizations that have a proven track record for sales, support and distribution of technically orientated products and services.

COTeL's partnerships provide quick and profitable entry into the explosive global market for Internet based telephony long distance services (Voice Over IP, VoIP). According to Insight Research (Oct 2002), the global Internet Telephony market will reach \$197B by 2007. With COTeL, Agents can be delivering services and generating revenues in a matter of weeks by leveraging our service delivery infrastructure, operation support systems, and business processes.

COTeL Advantages:

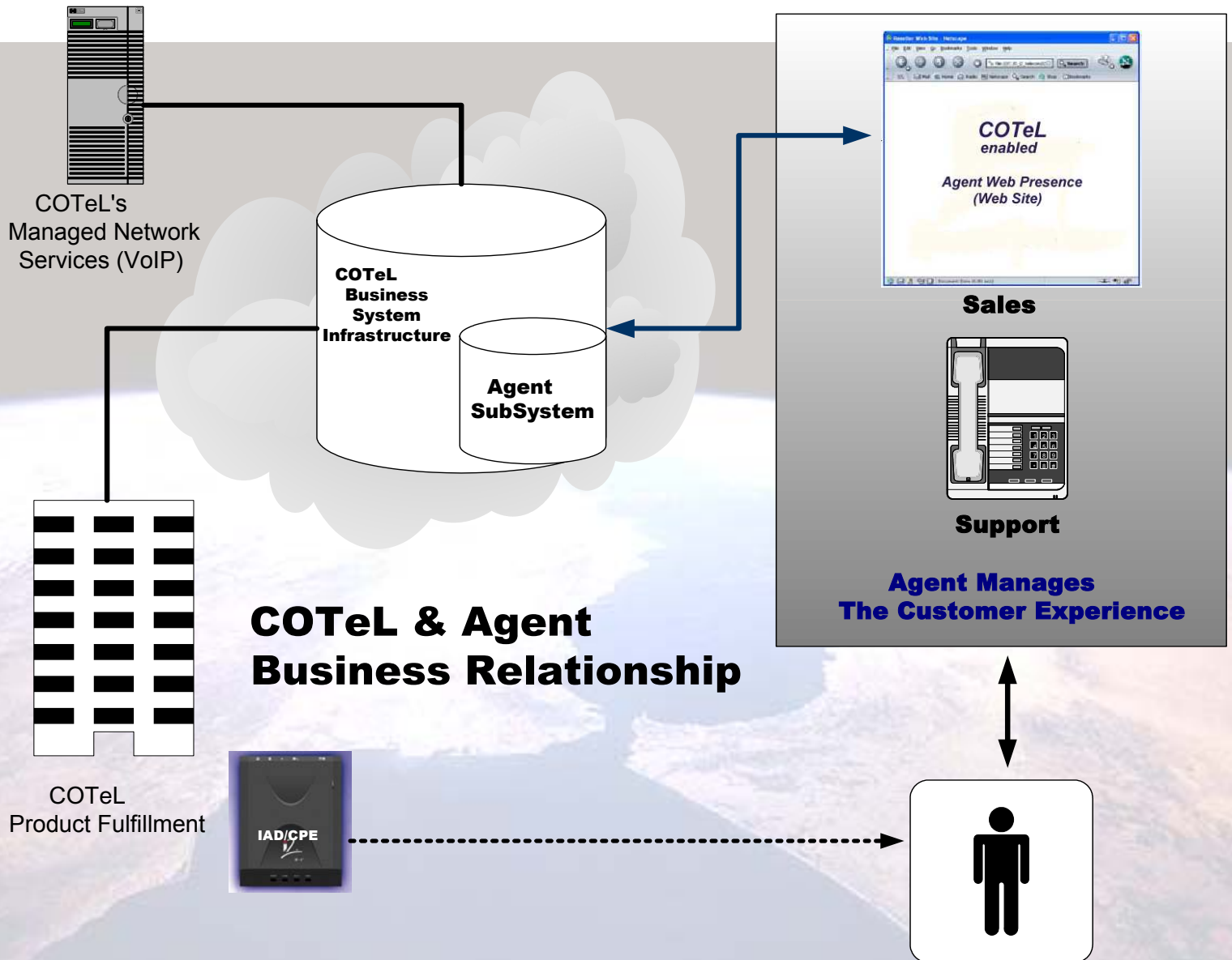
- Quick path to market rollout and revenues
- Minimal capital investment for agent business enablement, COTeL provides:
 - All operation support systems and all back office functions
 - provisioning
 - managed networks services
 - account management
 - billing
 - customer care support
 - fulfillment and distribution logistics
 - web-site ecommerce integration & support
- Co-op advertising & marketing materials
- Sales campaign & promotion support
- Agent can focus on sales, while COTeL delivers product

Qualification

COTeL employs a simple, yet effective, agent qualification process. Initial review takes less than 24 hours. Full certification is normally accomplished within one week. Each Agent is evaluated on their ability to capture their targeted market. An initial minimum investment is required which is used for business system setup, inventory and marketing. To start the qualification process please see our on-line application at: http://www.cotrantelecom.com/voip_ser_agent_prog.asp or call **866.235.7906** .

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Agent Business Model



COTeL Manages

- Back Office
- Network
- Fulfillment
- Level 3 Support

Agent Manages:

- Sales
- Marketing
- Branding
- Level 1 & 2 Support