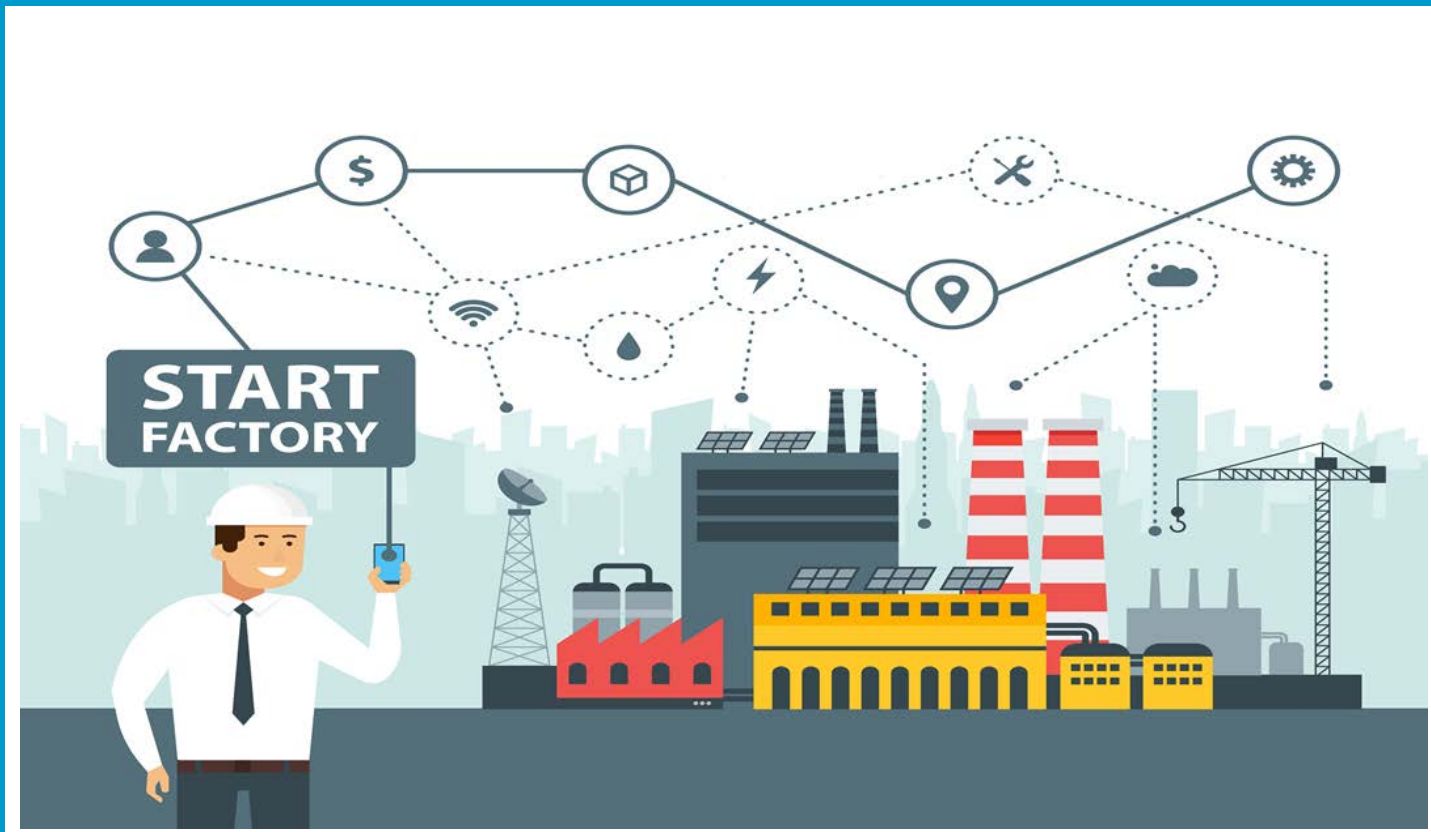
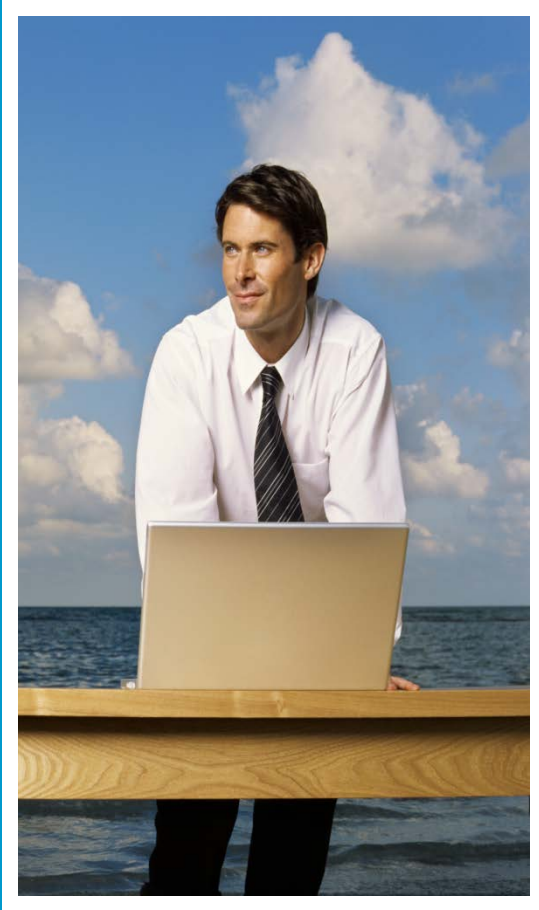


Company Presentation



Mobile Data Consultancy with Hands-On Experience



- **About Us**
- **Consulting Services**
- **Training Services**
- **Market Research Services**
- **Contacts**

Profile

- Founded in 2004 in the State of Virginia, we are specialists in the mobile data industry with subject matter expertise in the mobile wholesale business.
- 127 years of cumulative hands-on experience in the telecom industry in the US, Europe and Asia.
- Mission is to provide mobile data players with knowledge, services and tools enabling them to perform optimally in their mobile environment.
- We offer strategic consultancy, business development, training and market research services with a network of independent consultants.
- Consultancy service portfolios include: Mobile Data, MVNO, MVNE, HNO.
- Training services include: Private 5G, Private LTE, CBRS, Mobile Wholesale, MVNO, Cable MVNO, US MVNO and MVNE seminars.
- Market research services include: case studies and TCO/ROI tools.
- Clients include operators, enterprises, MVNOs, MVNEs, mobile vendors, investment banks, hedge funds and private equity firms.



Benchmark of Experience

Experience	The Besen Group	ABC Consulting
Hands-On US Mobile Market Experience	Yes	Yes
Hands-On European Mobile Market Experience	Yes	Some
Hands-On Fortune 500 Experience	Yes	Some
Hands-On Mobile Data Experience	Yes	Some
Hands-On Mobile Industry Experience	Yes	Some
Hands-On Satellite Experience	Yes	No
Hands-On MVNO Experience	Yes	No
Hands-On MVNE Experience	Yes	No
Hands-On Private Networks Experience	Yes	No
Hands-On Mobile Wholesale Experience	Yes	No
Hands-On Mobile Operator Experience	Yes	No
Hands-On Mobile Vendor Experience	Yes	No
Number of Years (Cumulative)	127+	5 – 10

Benchmark of Capabilities

Capabilities	The Besen Group	ABC Consulting
Business Strategy & Planning	Yes	Yes
Market & Customer Segmentation	Yes	Yes
Market Research & Competitive Analysis	Yes	Yes
Auction Strategy & License Application	Yes	Some
Marketing & Product Launch	Yes	Some
Partnership & Alliance Development	Yes	Some
Project Management & RFP Preparation	Yes	Some
Vendor Evaluation & Analysis	Yes	No
Custom Business Case Modeling	Yes	No
Churn Management & Revenue Assurance	Yes	No
Market Entry Evaluation	Yes	No
Measurement of KPIs and Dashboard	Yes	No
Training: Workshops/Seminars/Courses	Yes	No

Benchmark of Education, Values, Pricing

Education	The Besen Group	ABC Consulting
Bachelor of Science	Yes	Yes
Master of Business Administration	Yes	Some
Values	The Besen Group	ABC Consulting
Commitment to Integrity	Yes	Yes
Commitment to Quality	Yes	Some
Entrepreneurial Spirit & Passionate	Yes	No
Pricing	The Besen Group	ABC Consulting
Reasonable Fee Structure	Yes	Some
Discounts on Bundled Services	Yes	No

References



International Experience

Representing mobile and mobile data experience around the world.

France



USA



S. Africa



Turkey



Czech R.



Germany



Greece



Italy



Spain



Holland



Japan



Sweden

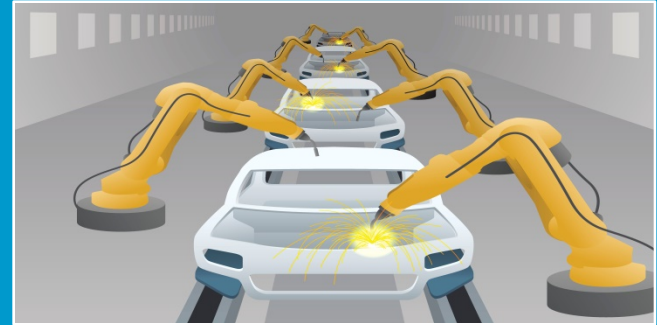


Private Networks Experience

Agriculture



Manufacturing



Smart Cities



Oil Field



Team

Alex Besen



Founder/CEO

Davide Angotta



Handset Advisor

Dr. Tuna Alper



Satellite Advisor

Didier Stom



Mobile Networks
Advisor

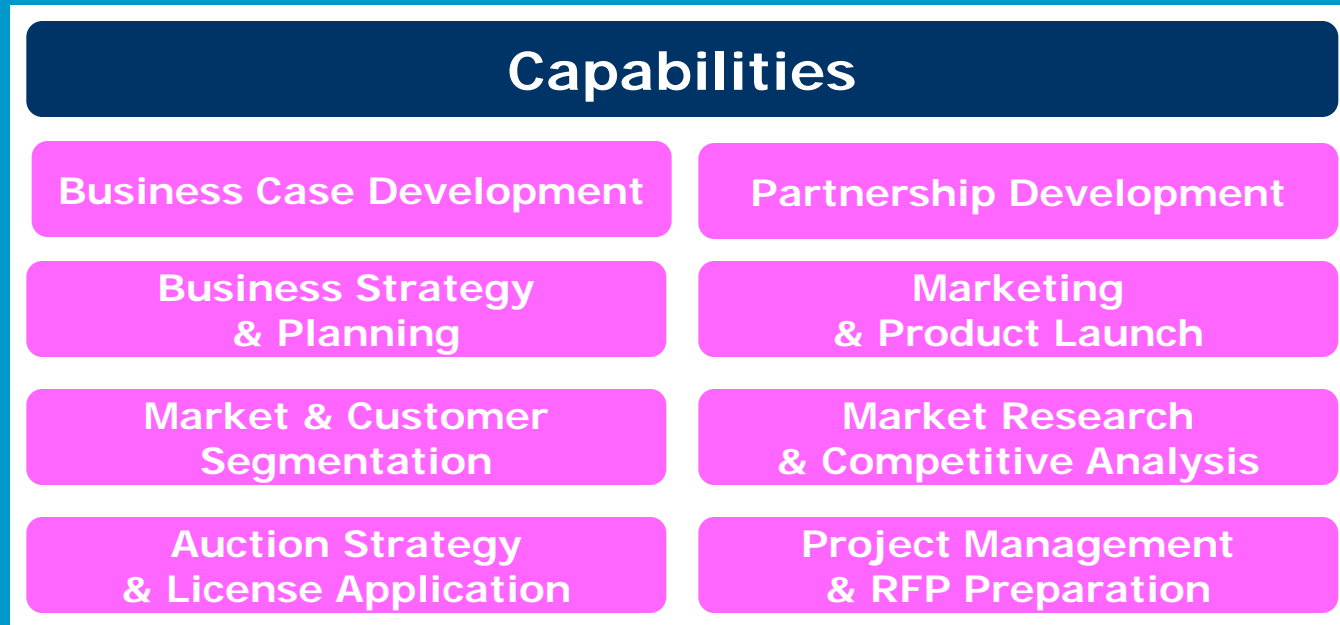
Engagement Options





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Expertise Summary



Note: The Besen Group can develop customized Scope of Work based on the client requirements.

Service Portfolios



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Training Summary

Seminars

Private 5G Seminar

Private LTE Seminar

Mobile Wholesale Seminar

CBRS Seminar

MVNO Seminar

Cable MVNO Seminar

US MVNO Seminar

MVNE Seminar

Note: The Besen Group can develop customized training programs based on the client requirements.

Training Services



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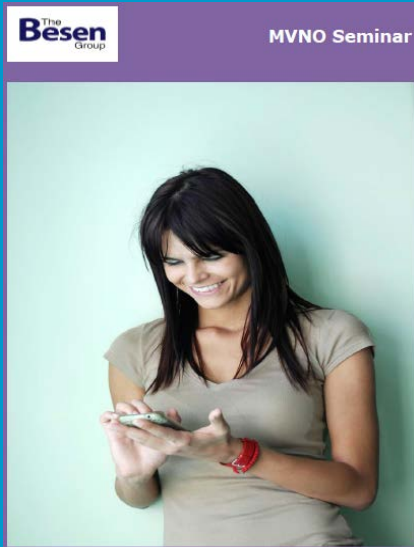


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Training Services Continued



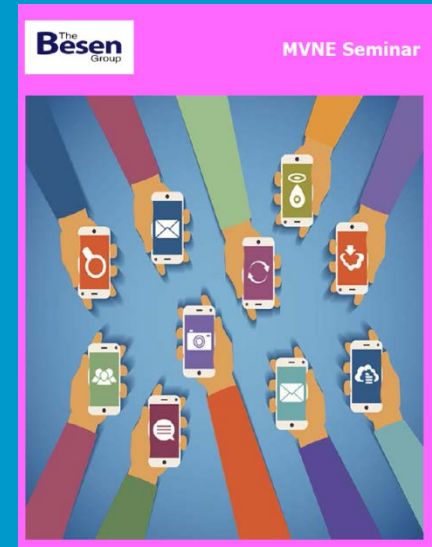
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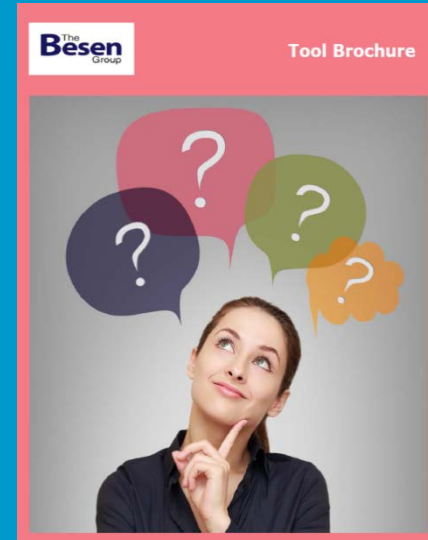


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Market Research Services



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Tools Summary

Tools

**Business Case Tool:
CBRS Private 5G Networks**

**TCO Tool:
CBRS Private 5G Networks**

**TCO Comparison Tool:
Wi-Fi 6 vs CBRS Private 5G**

**TCO Comparison Tool:
Wi-Fi 6 vs CBRS Private LTE**

**Business Case Tool:
CBRS Private LTE Networks**

**TCO Tool:
CBRS Private LTE Networks**

**Business Case Tool:
CBRS Neutral Host Networks**

**TCO Tool:
CBRS Neutral Host Networks**

**Pricing Tool:
CBRS Spectrum Wholesale Pricing**

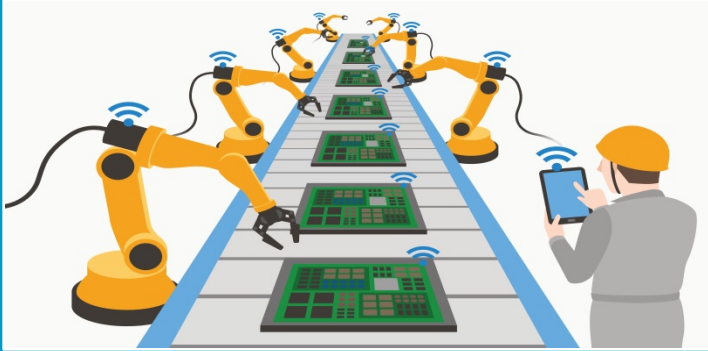
**TCO Tool:
Small Cells**

Note: The Besen Group can develop customized business case and TCO tools based on the client requirements.

All our tools are available for purchase on a corporate license basis.

Tools

Business Case Tool: CBRS Private 5G



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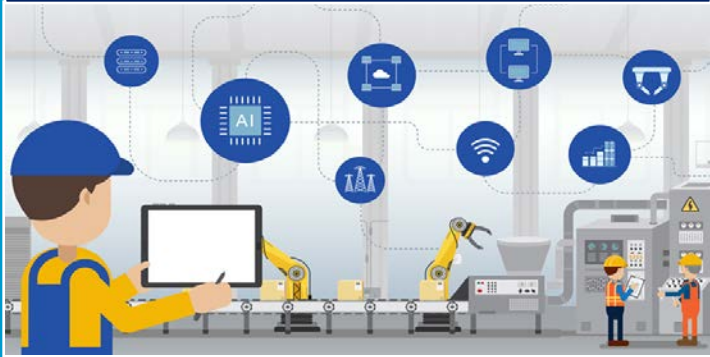
TCO Tool: CBRS Private 5G



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Tools

TCO Tool: Wi-Fi 6 vs CBRS Private 5G



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TCO Tool: Wi-Fi 6 vs CBRS Private LTE



[Download](#)

Business Case Tool: CBRS Private LTE



[Download](#)

TCO Tool: CBRS Private LTE



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Tools Continued

Business Case Tool: CBRS Neutral Host



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TCO Tool: Neutral Host



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CBRS Spectrum Wholesale Pricing Tool



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TCO Tool: Small Cells



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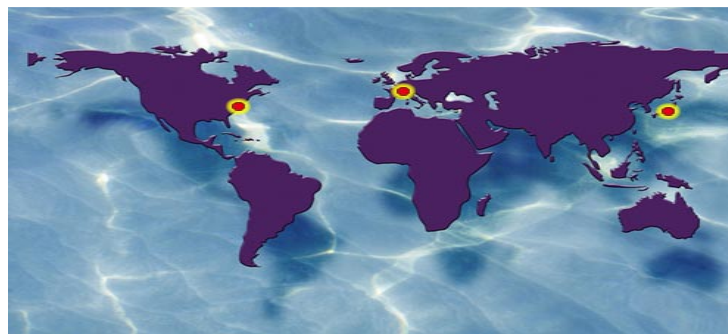
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