



Power Inside

ENERGY FOR YOUR CONNECTIONS



COMPANY PROFILE

Telsey is leader in the design and production of **Access Gateway, Multimedia IP Set Top Box** and **Networking/Switches solutions** for the distribution across fibre and DSL next generation communication networks of broadband interactive services to residential and business end users.

Telsey, an Italian company, with headquarters in Treviso, was founded in 1993 by Andrea Bosio and has always been characterized by its focus on Innovation and ability to work alongside its customers to deliver customized solutions. This characteristics has enabled the company to be chosen by FastWeb in 1999 to develop the first broadband access gateways with VoIP capabilities on the market. From 2000 Telsey has grown across Europe, acquiring customers from Spain to Scandinavia to Eastern Europe. In 2006 Telsey Telecommunications Ltd. opens in England's midlands to serve as Innovation & Research centre as a sign of the company's fast growth and commitment to innovation and research. 2007 is the year in which Tiscali UK and Tiscali Italy selects Telsey as exclusive Set Top Box supplier. It is also the year of the creation of Telsey CEE in Vienna to serve the market of Eastern Europe.

Today Telsey has a consolidated international presence with offices in UK, Spain, Austria and Eastern Europe and cumulates over 10 years of leadership role in the development of pioneering and innovative broadband and Internet Protocol technologies.

The continuous focus on innovation, the strong relationship programs with Academic Institutes, Universities, Research Centres together with over 60% of the Telsey team dedicated to Research and Development are the foundation for the Telsey growth and strategy.



HISTORY

The company, set up in **1993**, during its first years of activity focused on solutions design for some of the most important telecommunication devices manufactures, such as Cisco Photonix, Pirelli Cavi and Italtel.

Thanks to the skills developed in the broadband business, in occasion of the 'Socrate' project sponsored by Telecom Italia, in **1997** Telsey designed the first commercial digital link.

During **1998**, Telsey decided to focus on designing access devices and solutions for broadband multimedia communication services in strictly contact with the Service Providers.

The agreement with Fastweb for the supply of Residential Gateways dates back to **2000**. This devices allowed the end users to enjoy multimedia broadband services: internet, voice and video over IP.

In **2001** Telsey won the prize 'Premio Veneto Innovazione' as recognition of the outstanding research and technological innovation level applied to its products.

Between **2004** and **2006**, the achievements of further commercial agreements allowed to increase Telsey's internalization process with presence in UK, Spain and Scandinavian region.

During the first months of **2007**, Telsey expands in Central Eastern Europe with the foundation of Telsey CEE GmbH, to underline the company's willingness to preside over the mature European market extending at the same time its product range to networking devices (Switches and Media Converters).

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MISSION & VISION

Telsey's mission is to provide innovative, practical and top-quality solutions to help broadband communication service providers improve their time to market and business returns. We have the people, the knowledge and tools to help our customers design, build, operate, maintain and manage every aspect of the next generation access networks and new service applications.

Telsey is a worldwide leader in the design and production of **Access Gateway, IP-Video Station and Networking** solutions for the distribution of broadband interactive services in the next generation access networks for both FTTx and DSL technologies. **Telsey's** added value goes beyond a complete, flexible and cost effective set of innovative and top-quality products. Thanks to our unique library of hardware and software building blocks, we provide total flexibility, rapid design and cutting edge technology in the design of tailored broadband access and distribution solutions. Given our multi-year experience in the deployment of access solutions for advanced IP networks (FTTX, xDSL, Cable) we provide Consulting, Design and Support Services to help our customers reduce time to market and increase the return of investment of their broadband services distribution business. **Telsey's** proven capability to rapidly deliver drastically helps broadband providers to overtake the 'last mile' bottleneck.

Thanks to our consolidated technological know-how and experience in perceiving customer needs, we also design Test and Measurement products for high-speed access networks.

Our vision is to continuously design solutions which allow people at home and at work to have the most efficient and easiest way to access and use the advanced integrated communication, business and entertainment services using the next generation IP broadband networks.

Through innovation and flexibility we will help our customers effectively deploy and deliver, in a secure manner new communication services across any media and anywhere. We will apply our technological knowledge and experience to deliver solutions that will provide seamless integration of voice, video and data services for the development of Metro and Regional high-speed networks and future home and office intelligence automation.

QUALITY

The main goal for **Telsey SpA** is the satisfaction of the customers and the continuous improvement of the products and the services.

Every person in **Telsey** is committed to pursuing this aim through:

- the control and the monitoring of the processes finalized to the creation of the product
- the systematic measuring of the customer's satisfaction
- the involvement of all the personnel in the management of quality

The measurable objectives for the quality are annually reset by the Direction.

In order to make the quality policy clear at all levels of the organization, the Direction has produced a document which has been shared with all the personnel.

In the commitment to the continuous improvement and fulfilment of such objectives, **Telsey** has defined a policy in full respect of the environmental legislation and regulations for the protection and the safeguard of the environment.

The registration with the accredited bodies of recycling and dumping of electric and electronic equipment, in all the EU territory where **Telsey** is present with its products, has been entered.

Since **Telsey** is not a manufacturing company, as corporate policy **Telsey** requires its suppliers to comply with the requirements of certification ISO 14000 or with the environmental policy for companies undergoing the process of certification ISO 14000.



ACCESS GATEWAYS

Telsey's Access Gateways deliver multiple IP-based broadband services to homes and offices (SOHO) over high speed, always-on broadband connection.

End users can access the most innovative and ground-breaking services offered by their providers through a modern and attractive device, which interconnects all peripherals, computers, televisions and telephones by using a single broadband connection throughout the home or the office.

Telsey's continuous effort to anticipate with its solutions the most advanced technology enables service providers to leverage on Telsey Access Gateways adding value to the offer provided to their customers. Our products are designed at competitive price targets. Therefore, service providers can make profitable business while delivering innovative services at an affordable cost to end-users. Telsey's decennial know-how in the design and production of telecommunication devices ensures an excellent reliability and superior service to our customers.

Like the other product lines, also Access Gateways products leverage on the unique and distinctive Telsey design, that allows the operators to reinforce their brand recognition strategy, enabling end users to show technological devices instead of hide them.

Telsey's complete and unique product family is comprised of gateways for both residential and SOHO/SME users.



MULTIMEDIA PRODUCTS

Telsey's Multimedia Products are based on a new, high performing and flexible Set Top Box family that enables IP TV Service Providers to deploy distinctive and valuable entertainment services.

Telsey's IP STBs support High Definition TV, Low Bit Rate codec like MPEG4 and H264, Web TV and PVR (Personal Video Recording) capabilities that joined to turners for digital terrestrial, cable and satellite TV, enables IP TV service providers to differentiate their offer from the traditional analogue TV. Based on a very flexible platform, they can be provided ranging from a pure IP TV configuration, on which PVR and DVB-T/S/C turners can be added according to the operators needs. Moreover, Telsey STBs support multiroom scenario, enabling to enjoy simultaneously multimedia contents on different part of the end users' houses.

Telsey offer includes also an innovative device called 'Sh@rk' that beat the barriers between the home entertainment devices and the multimedia contents stored in the houses (PCs, USB hard disk, Consumer Electronic devices), enabling to enjoy Media Contents (movies, music, pictures) on the most valuable Home Entertainment devices (HD TVs, Hi-Fi Systems, Home Theatres).

Like the other product lines, also Multimedia products leverage on the unique and distinctive Telsey design, that allows the operators to reinforce their brand recognition strategy, enabling end users to show technological devices instead of hide them.



HOME NETWORKING

The delivery of bundled data, voice and video services is the winning business model that broadband operators are adopting in order to extend their market share and improve their business results. One key challenge that the provisioning of such bundled services faces is their distribution inside the houses and the offices of the end users. PCs and Set Top Boxes that need to get access to broadband services are installed in different rooms in the home. The wired cabling between them and the access gateways represents an extra cost for the end users and the operators and sometimes it is perceived like a barrier to get such services.

Telsey networking approach beats such barrier, providing cutting edge home networking solutions based on wireless or powerline technology for the effective in-house distribution of entertainment and communication broadband services. Thanks to these solutions, multi play operators can add value to their services and beat the challenges related to the distribution of digital TV services inside the houses providing to their subscribers a complete, effective and easy to install home media network.



SWITCHES & MEDIA CONVERTERS

Telsey provides a complete offer of Media Converters, Unmanaged and Managed Switches.

Telsey Mediaconverters support speed of 10/100 Mbps and 1000 Mbps, Dual, Single, Multi Mode or Single Mode fibre and distances up to 120 km.

Unmanaged Switches provide different configuration of 5, 8, 16, 24 and 26 Fast or Gigabit Ethernet ports. Web Smart switches deliver 16 or 24 1000Mbps Ethernet ports.

Managed Switches support different configuration of Fast or Gigabit Ethernet ports, including also in some models, Power over Ethernet (PoE) technology. Their efficient stackable configuration make several switches appear as one switch to the network, enabling to manage the entire stack from one console.



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