

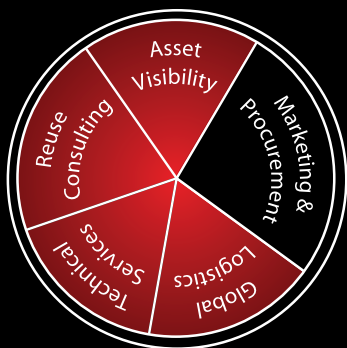
Are you putting network assets
to their highest and best use?

Marketing & Procurement Services

The key to our success? Visibility and market intelligence.

Visibility is the key to supply chain efficiency. Without a complete view of existing stocks within your network of manufacturers, service centers and the secondary market, organizations are subject to duplicate purchasing, expedited replacements, persistent problems of oversupply and undersupply, and challenges recovering maximum value for unused equipment.

Unlike other service providers, Trade Wings manages asset intelligence, making data instantly available to decision makers through the unique Re:source VisibilitySM Web service. By removing barriers to the free flow of information between supply partners, we enable profitable reuse strategies that drive greater efficiency, quality of service and cost savings.



Re: SM Seize strategic buying and selling opportunities on the open market with greater speed and agility.

Trade Wings' commitment to putting Telecom network assets to the highest and best use provides a unique differentiator over repair vendors, equipment brokers, third-party logistics providers, IT consulting firms and others who do not offer the same level of sophisticated visibility, market intelligence and specialized services for Reuse OptimizationSM.

As part of the innovative Re:SM solution, Trade Wings' Marketing and Procurement Services help turn cost centers into profit centers through reuse strategies that enhance service delivery and lower material costs. Trade Wings' unique combination of market intelligence and advanced trading capabilities enable:

- Just-in-time inventory strategies that significantly lower network capital-to-revenue ratios;
- Proactive supply of high-value and hard-to-find components and finished goods at significant cost savings;
- Strategically timed purchases and selling of excess inventory to secure high-value return; and
- Improved needs forecasting and asset management.

Our secondary market experts give Telecom buyers and planners the power to seize buying and selling opportunities with a degree of speed, efficiency and flexibility far beyond that of any other procurement management system.

Intelligent Trading

Trade Wings' market trading capability can be fully integrated into any reuse strategy. When a manager anywhere in your supply chain enters a request to buy in Re:source Visibility, Trade Wings' sophisticated asset management service, the system quickly identifies available inventory – both internal and external – to supply the demand.

Unfulfilled items are instantly routed to our on-staff procurement experts, who search the global marketplace for the safest, most cost-effective supply sources. Orders from throughout the supply chain are batched whenever possible to maximize cost savings, and purchases are timed to avoid driving up market prices.

Trade Wings can also facilitate the efficient selling of your excess inventories. Oversupply notices can be transmitted automatically to our sales team through Re:source Visibility. The surplus is strategically placed in the global marketplace, with sales timed to maximize selling prices and avoid flooding the market. Skilled, discrete buying and selling in the open market greatly extends your ability to minimize excess and avoid shortages.

Strategic Buying and Selling

With operations around the world, Trade Wings offers unparalleled visibility into global material and manufacturing flows. When it comes to shortages, spares, last-time buy and reuse stocks, our solutions let you buy, sell, see and move materials more efficiently while helping your organization to maintain critical service levels.

When material requests are received, we qualify the requirements (revision, new vs. refurbished, date needed, warranty, etc.), then compare your material needs with our clients' excess lists and current stocks. By using excess material and timed purchases to fill your requests, Trade Wings can balance supply and demand to lower your costs.

Through alternate sources of material and/or timed purchases, Trade Wings can often circumvent suppliers' minimum order quantities. Our professionals can also help with procurement of end-of-life material by searching the open market to defray the cost of buying full quantities from the primary supplier.

Outsourced Procurement Desk

Trade Wings is available to act as an outsourced procurement arm for carriers and OEMs, handling transactions in the secondary market based on requirements from your planners and buyers. Our global client relationships give us worldwide visibility and access to materials that help fill shortages or sell excess inventory for the highest market return.

Network Expansion Support

When there is a rise in demand for material to support a network expansion, we can source the material more quickly than traditional supply channels because of our in-depth knowledge of multi-vendor products and visibility into the open market. Trade Wings' marketing and procurement solutions use real-time market intelligence to help meet your network expansion needs efficiently. Our experts quickly find the most cost-effective sources of high-value and hard-to-find material.

Open Market Consolidation

Only Trade Wings offers a consolidated and expanded view of the open market, replacing multiple brokers with a single source. Our direct relationships with Telecom manufacturers and carriers give us visibility into their parts stores. In some cases we even assist with managing their inventories. We maintain an active database of our customers' material as well as a database of open-market material.

About Trade Wings

Trade Wings is a global Reuse Optimization technology, consulting and outsourcing partner to the world's largest telecommunications OEMs and carriers. We transform cost centers into profit centers through a unique combination of domain expertise and market intelligence that extends the lifecycle and utilization of network assets across multi-vendor environments. Our best-practice frameworks for asset management, compliance and governance of technology upgrade cycles drive greater agility, financial performance and environmental stewardship.



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