



*mobile pioneering
sicap – simply your solution*

Our Partner Network

At Sicap we work with a comprehensive network of partners who are world leaders in their field. We have three partner groups who complement our solution kernel portfolio – sales partners increase our local presence, while portfolio and technology partners extend and enhance our solution kernels. Together with our partners, we offer our customers:

- Efficient development and delivery of our pioneering solutions
- Complete and integrated solutions to meet business needs
- Local presence and in-depth knowledge of the local market



Our Partner Network

In conjunction with our partners, Sicap provides its insight, cutting edge wireless technology expertise and best-practice processes to more than 90 customers worldwide.

- **Technology Partners (Suppliers of software, hardware, services)**

Integral to the effective delivery of Sicap's solution kernels.

- **Sales Partners**

Contribute to Sicap's ability to support regional needs and to enable distribution of Sicap-specific products as part of an overall solution for telecom equipment manufacturers, System Integrators and others

- **Portfolio Partners**

Seamless integration of Sicap's solutions with those of our partners' portfolio extends the scope of our offer to meet all operator needs.

Efficient development and delivery of our pioneering solutions

Operating closely with Sicap, our established network of technical partners offers much more than solutions development, hardware delivery and the provision of services. As suppliers of our software and hardware systems, they boast extensive technical expertise and a solid understanding of the Sicap commitment to customer satisfaction. As well as providing us with a high level of flexibility, our

partners enable us to minimise implementation times and remain cost efficient.

Thanks to regular monitoring meetings and ongoing communication with our technology partners, Sicap ensures that all project areas – including quality, productivity and deliverables – remains in line with our customers' expectations.

How do we support third parties such as system integrators or telecom equipment manufacturers to provide operators with complete solutions?

Our sales partners benefit from the capability to select Sicap's solutions as part of their portfolio, which allows them to increase the value to their overall offering. In addition to our solid commitment and support, these resellers also benefit from Sicap's extensive expertise, versatility and established relationships to help them meet the needs of our third party customers.

The results achieved through close collaboration with our sales partners are proven in a number of successes throughout the world. In addition to Sicap's Asian partner, a Telecom Equipment Manufacturer, who undertakes projects that are deployed globally, we also work with Ericsson in Malaysia, Vietnam and Japan; Atos and Bull in France; and RoamWare in Russia. Such successes not only reflect the reliability of our partners, but also demonstrate the effectiveness of regionalised relationships and the importance of understanding specific needs on a local level.

How do we offer complete and integrated solutions to meet customer needs?

To ensure we continually meet the ever-changing needs of our customers, Sicap works closely with portfolio partners supplying complementary products and solutions. This gives us the flexibility to enhance our wide and diverse product offering with integrated solutions that fulfil our customers' specific requirements.

Sicap's collaboration with portfolio partners enables us to provide our customers with turnkey solutions and a single, reliable point of contact throughout the project. For example, in September 2009 Sicap and RateIntegration joined forces to successfully implement a Loyalty Manager solution at Zain Bahrain, a leading mobile telecommunication operator in the Middle East and Africa.