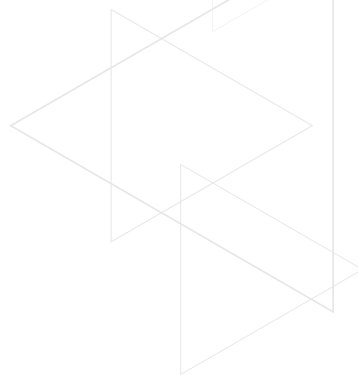




SUPPLY CHAIN MANAGEMENT SERVICES

Success through Value, Innovation & Exceptional Service





How Comtec Can Help

Carriers, and their installation contractors, are under pressure to install, commission and maintain networks quickly and efficiently.

That's why leading telcos select Comtec as their trusted partner.



We've **saved our clients millions of pounds** through:

Operational cost savings

Capital expenditure savings

Increased efficiency

Risk reduction

"We manage all or part of the product supply chain on your behalf"

The Product Cost Iceberg

The cost of a network product is the purchase price – right?

Actually, no.

The price paid is just the tip of the 'product cost iceberg' because the real costs to your organisation are hidden.

The cost of engineering downtime caused by a late delivery, for example. The cost of ordering and stocking errors as a result of incorrect or duplicated stock codes. The costs of inbound and outbound logistics or of currency and commodity risk.

The list goes on.

But you shouldn't have to worry about this, **Comtec can do it for you.**

By outsourcing your supply chain management requirements to us, you are free to **focus on what really matters** - the core activities that increase shareholder value.

An iceberg floating in the ocean. The tip of the iceberg, which is above the water line, is labeled 'Purchase Price of Product'. The much larger, submerged part of the iceberg is labeled 'Hidden Costs'. The background is a blue sky and ocean.

Purchase Price of Product

Hidden Costs

- Product obsolescence
- Product supersession
- Inconsistent quality
- Product returns
- Incorrect SKU data
- Duplicated SKUs
- Incorrect or outdated specifications
- Out of specification product receipts
- Late, partial or incorrect deliveries
- Overstock
- Warehouse and logistics
- Stock-outs
- Engineering downtime
- Re-work costs
- Inbound & outbound transportation
- Process costs
- Supplier costs
- Supply chain risk
- Currency risk
- Commodity risk



How We Deliver Value

We engage with you in a consultative capacity based upon transparency and openness.

We **work with all your stakeholders** – technical, procurement, operations, finance – to understand your business and your pain points.

Then we **propose solutions**, selecting the most relevant of our supply chain management services, and work with you to integrate these into your organisation.



"Comtec's open and transparent approach means they become an extension of your organisation and available resource. This is what makes Comtec a truly strategic supply partner."

Colin Potter, Sky Procurement



"Comtec has always provided exceptional customer service going above and beyond since I started working with them in 2012 at Virgin Media. They're a true supply chain solutions partner working on behalf of the customer with a fix-first approach."

Darrell Tyson, Liberty Global



"Ooredoo has relied on Comtec for over 25 years and, since being engaged from the outset on our challenging FTTH rollout in Oman, has been instrumental to our success. Their Supply Chain Management solution guarantees availability of the fibre cable and connectivity products upon which our network depends."

Tommy Davidson, Ooredoo Oman



Our Supply Chain Management Services

Every solution we create for a client is **unique**. Because every client, and the challenges they face, is unique.

We have a menu of services to choose from and combine these to **tailor a solution** for you, **on-time and on-budget**.

Our Services

Global product sourcing and procurement

Forecasting and inventory management

Asset management and tracking

Process re-engineering

Product and batch testing

Product design and system integration

Technical support

Assembly and kitting

Cable cutting

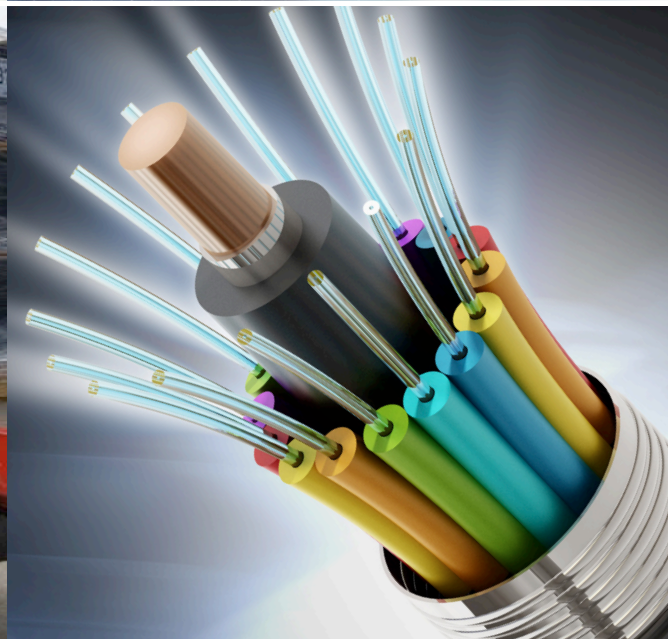
Calibration and repair

Cabinet pre-build

Logistics

Product rental

Product finance



**GLOBAL
SOURCING**



Comtec Group

We have an enviable reputation for **honesty, openness and reliability** and are passionate about helping our customers succeed.

Established over **40 years ago**, initially as a training school training over 3,000 engineers worldwide, Comtec has evolved to become one of the **leading value-added providers of network installation products**.

We tailor our services to suit customers both large and small, ensuring we are **engaged at every level** of a network build or maintenance programme.

Through this engagement we strive to ensure that the overall supply chain is never compromised by any of the challenges today's global trading throws at us.

Whether it's a multi-million pound contract with a telco or an order for a single box of cable from an installation contractor we know that on-time delivery is vital.

So, whether you're looking for support in managing your supply chain requirements on a long term basis or simply looking for someone reliable to meet your day to day needs, we are here for you.

A unique range of **Supply Chain Management Services** to meet the complex needs of telcos, OEMs and large system integrators.

"Our solutions enable you to deploy and maintain networks quickly, efficiently and to budget"

Our Products

FTTx connectivity solutions

Fibre optic cabling

Power cabling and accessories

Structured cabling

External cabling

Cabinets and accessories

Test and measurement

Splicers

Site equipment

Tools

Fixings and fastenings

Trunking and cable management

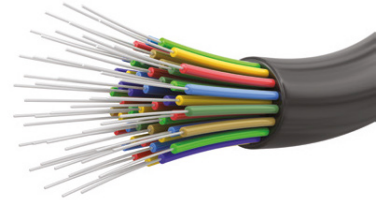
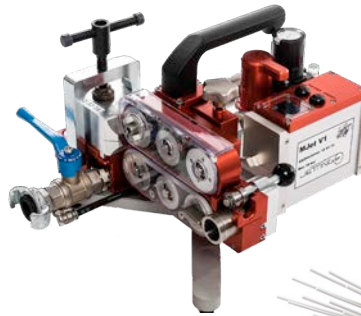
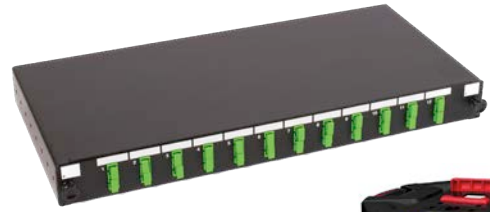
Labelling solutions

Audio visual and coax

Voice cabling

Active equipment

PoE lighting solutions





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