

## VALUE SUMMARY FROM EUROPEAN uSON PROJECT

### Quantified Value Summary from European uSON project

#### Network Profile

Total Network Size, Sites, Cells:	18,951	80,000
Subscribers, Revenues:	16,000,000	\$1,920,000,000
Number and Salary of Engineers	130	\$90,000

#### Overall Project Benefits

- 41% CS NQI improvement and 29% PS NQI improvement
- 80% improvement on Soft-Handover Success Rate
- ~82% reduction on the number of congested sites (2 RNCs)
- Less disturbed end user by CODC actions
- Higher data traffic with better quality of service
- Efficient usage of engineering resources

#### Financial Analysis

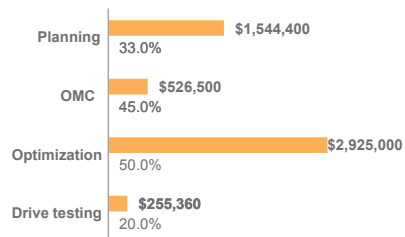
- Data volume, Revenue, Drive test cost, OpEx labor cost, CapEx deferral, the cost of capacity expansion, and product pricing for uSON modules: ANR, PCI/PSC Optimizer, CCO, MLB, CODC, Inconsistency Correction

OpEx Saving: \$5.25mm per Year

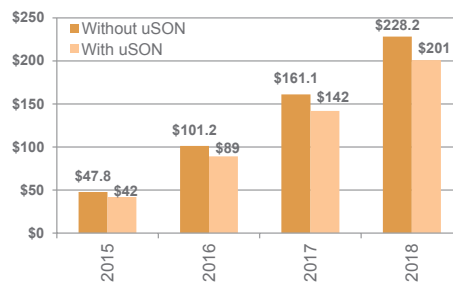
NPV of CapEx deferral over 5 years = \$25.3 mm (12% average congestion improvement)

Payback period of uSON is less than one year

#### uSON OpEx( labor) Savings



#### Cumulative CapEx Savings (\$mm)



#### Cumulative uSON ROI

