

## JSC "Connectservice-M"

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*Management:* General Director -Maxim N. Kharkov,  
Technical Director -Vassily A. Stavritsky,  
Marketing Director -Elena V. Molodsova,  
Legal Counsel - Olga S. Obonitskaya

*Employees:* constantly - 8 persons, contractors- 15 persons

*Previous financing:* \$100 000

*Requested investment:* \$1 413 000

*Use of the requested investment:* Purchase of the technology platform; creation of special software; the leasing of circuits for installation of an overlay network; creation of the IP-telephony gateway; connection to the international operators for the purpose of IP-traffic exchange; marketing activities including promotion of services.

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### Company Description:

'Connectservice-M' CSJC was established by experts from telecommunications companies specializing in providing Internet services, who well understand the possibilities which the Internet can offer to users. Initially 'Connectservice-M' was created for the purpose of providing IP-telephony services with the help of advanced compression technology and transmission of voice information and facsimiles via dedicated circuits using IP-protocol.

'Connectservice-M' is a burgeoning organization dedicated to the promotion of IP technologies in the corporate sector. This choice is justified by extensive market research and thorough financial analysis.

### Field and Directions of Activity:

Internet/Intranet technologies; design and creation of IP-telephony nodes in the regions; creation of an IP-telephony node for the purpose of traffic exchange with other operators.

### Products/Services/Technologies:

The company positions its services at the "business to business" level, i.e. our first priority is to serve the corporate sector of the market.

The two main directions of our services can be characterized as follows:

- Creation of corporate Intranet networks using dedicated circuits for data transmission and public Internet
- Creation of Internet-telephony on the basis of IP-networks with guaranteed Quality of Service (QoS) The technologies will be designated for corporate network development on the basis of IP-protocol; development of integrated solutions; and working with IP-telephony and Internet providers. The promotion of these two services as a package will permit significant optimization of technical resources.

By means of a SINGLE NETWORK, this technology allows international and long distance calls to be made from a normal telephone or computer, and facsimile transmission in both on-line and off-line modes. It also allows provision of voice-mail services, conference calling, video conferencing, directory services, emergency broadcast systems and much besides.

### Management Team:

Shareholders - 2 physical persons (shares - 50/50) Senior staff has experience of management roles from working at "Incomtel" Corporation, the first Russian IP-telephony operator. This comprehensive team of professionals consists of specialists in telecommunications, management, marketing, finance and jurisprudence.

General Director: sales management for telecommunications equipment and services including

that of Internet technologies. 7 years' experience in related fields.

Technical Director: management and development of telecommunications projects. Has experience of working as a Technical Director in various state and commercial telecommunications companies specializing in Internet technologies. 10 years' experience in related fields.

Marketing Director: market research, production of advertising materials, participation in international and local exhibitions. Experience in promotion of telecommunication services and equipment. 5 years' experience in related fields.

Legal Counsel: knowledge of domestic and international telecommunications legislation, drafting of legal agreements and associated annexes. Experience of working with telecommunications operators, corporate clients, and end users. 6 years' experience in related fields.

Markets/Competition:

The market is in a state of the dynamic development.

Demand for Intranet/Internet technologies is just beginning. Companies from various market sectors, such as oil and gas, banking, and mass media, are planning the construction of such networks within the next few years. This testifies to the existence of an ever increasing demand for services of this kind.

IP-telephony: Currently, existing operators are, to a large extent, isolated. The lack of opportunities to exchange traffic with regional operators is hindering the development of this technology. The creation of a common gateway would give a quality kick-start to the development of this process. This market niche is still unoccupied and we believe that we have a realistic chance to fill it.

Achievements:

In the last 2 years, 'Connectservice-M' specialists have built for "Rostelekom" a network of Internet access nodes in 9 regions of the Moscow oblast' and obtained the rights to assemble and configure Russian-produced routers. On the basis of this work, we have designed the hardware suite for Dialup. The Company's Product Line has also been established.

Outlook: Construction of a universal traffic termination center for operators working to the Internet Protocol, as well as for those offering traditional telephony services.