

## SYSTEM IMPLEMENTATION

### Project & Contract Management:

DRG has the expertise to act as the overall program manager for a network development project. DRG can assist you by acting as the primary interface with vendors for requirements compliance, acceptance testing and issue resolution. This approach will free up your resources to focus on running the business knowing that complete and timely contract implementation is being achieved through knowledgeable, independent and unbiased resources.

During the construction, we pay careful attention to Supplier delivery and our client's (the Purchaser) delivery obligations, to make sure the program as a whole is properly completed. Often, it is the interface between the Supplier and Purchaser scope of work which becomes problematic (such as permitting) and therefore demands experienced oversight. Our project management efforts have saved our clients millions of dollars and helped to minimize project delays.

### Risk Assessment and Mitigation:

We carefully review, identify, manage and mitigate project risks through a formal risk-management process worked jointly with our Clients and their supplier. Continued experience through the planning, procurement and implementation process over numerous systems globally allow us to anticipate potential problems in advance and ensure steps are taken to preserve potential mitigation opportunities. If/when the time comes we ensure the mitigation strategies are optimally implemented.

### Engineering Oversight:

DRG's technical team has a proven track record of leveraging system/network design expertise with unparalleled field implementation experience to ensure our Clients that their system is implemented per the contracted technical specifications and completed on-time. During implementation, DRG's lead engineer has overall responsibility for coordinating the various activities among both the Purchaser and Contractor in the areas of wet and dry plant procurement, system design and performance (transmission, reliability, OA&M, power), in-country delivery logistics, marine deployment, cable station refurbishment/construction, land cable route (BMH-CS) construction/installation, equipment installation/testing and system acceptance; all leading to a successful on-time RFPA.

### Quality Assurance:

With an investment in a new undersea cable network expected to last for over 20 years, Quality Assurance is critically important to cable purchasers. DRG's Quality Assurance and Reliability Experts, with years of experience in undersea QA, can provide expert review of your supplier's Quality Plans, auditing production facilities and supplier critical processes, reviewing qualification programs and results, reviewing test plans and results at each stage of construction (specification, factory testing, installation testing, and acceptance testing). At each stage, we review, assess and recommend to you how to best manage exceptions to the expected results. In addition, we carefully review system reliability and availability budgets, and are able to effectively support any issues which may come up during the construction of a project.



## Purchaser Representation:

DRG maintains relationships with a cadre of expert mariners in route survey and cable installation to monitor performance to requirements. Similarly we can support on-site engineering experts for activities involving shore-end landings, BMH, front-haul, and cable landing station implementation to ensure all work satisfies requirements. We also offer on-site support during commissioning & acceptance testing to verify test plans are properly implemented. All experts are qualified to make decision recommendations to construction issues as they arise in the field and ensure decisions are properly implemented.

## More About DRG:

DRG is a consulting and project management firm specializing in the development of international telecom infrastructure, with a special emphasis on undersea fiber optic networks. DRG has supported network developers in every region of the world, representing hundreds of thousands of kilometers of undersea cable planned and deployed with more than 50 landings on six continents. DRG is currently active connecting countries and continents worldwide.

At DRG, we pride ourselves on working closely with our clients to understand their needs; deliver value exceeding their expectations; pro-actively support their work programs and build enduring relationships. With our unique blend of market, technical and commercial expertise, we offer an exceptionally broad understanding of the market, players, technology, and network solutions. Our broad vision enables us to see opportunities from many perspectives giving you a complete solution for your project.

At DRG we help our Clients realize their visions. DRG has specialized capabilities to assist you across the lifecycle of your telecom venture - from concept through planning, design, operation, maintenance and upgrade.

At DRG we adapt our working-relationship with each Client to meet their specific needs and expectations.

At DRG we know the industry suppliers and their capabilities. We regularly keep abreast of their technology and product advances and have managed projects supplied by all of the major industry players. Our experience with, and knowledge of, the spectrum of suppliers helps us adjudicate offers with a skillful eye, negotiate contracts which protect our clients, and manage projects in a way which minimizes risks.

We regularly meet with vendors to assure we have the most up-to-date information and understanding of their technology.

At DRG we have a “library” of industry accepted project documents that minimize cost and time in any new project. We maintain a standards library of proven commercial and technical contractual documents which can readily adapt to new projects. Our library includes Supply Contracts, Construction & Maintenance Landing Party Agreements.