



HELLO ALL STATIONS

PARTNER NEWS

ISSUE 3 – FEBRUARY 2010

Dear colleagues, partners and users

This is our 1st anniversary issue of 'Hello All Stations' and a lot has happened since our first newsletter end of 2008. Most notably is **The Defense Partners Program** – identified as our business-to-business (B2B) model – which is showing increasing success on several fronts. In brief, we have now **concluded project-related 'teaming agreements' with 4 large system integrators** covering customer engagements on 5 continents.

Included in this issue is also an update on general information concerning Ascom including the arrival of **Peter Wimmerström as our new Head of Marketing & Sales for Security Communication**. Peter was formerly President and Managing Director of Saab Systems and his appointment is a strong signal of Ascom's commitment to extend it's international operations.

We would also like to bring your attention that **Ascom will be participating at this year's DSA 2010 exhibition in Kuala Lumpur** – April 19 - 22, 2010.

To conclude, here is a note to thank all those that wrote. We received and appreciate the feedback from last issues of 'Hello All Stations'. We hope you enjoy reading this issue too and, again, we welcome comments on what you would like to see as well as any general suggestions on how we can improve.

ALLIANCES MAKING A DIFFERENCE

We have become closer aligned with a growing number of large system integrators (LSI) and have already concluded four 'teaming agreements' with well-known Tier One companies in

the defense industry. Stemming from these relationships, have been customer engagements on 5 continents with one major customer project well underway. This **partnership model is proving very successful** for promoting Ascom's business line of network-centric communication systems and integration services.

We're on a strong positive path and our business focus remains on strengthening existing partnerships and establishing new ones as Ascom international expansion moves into 2010. Day by day we're becoming better known in the marketplace and acknowledged as a company able to address the demands of national military equipment acquisition channels.

Despite decades of experience of serving military customers, the **LSI alliances form an essential element of our international strategy** and bring well established market relationships. These alliances have enabled us to capitalize on several joint opportunities. Together we ensure that our customers are receiving the highest quality in both service and systems.

Another unique alliance initiative is the UK-based National Security and Resilience Consortium (NSRC) - which we joined early in 2009. NSRC are not an LSI, but rather a powerful networking organization. It offers members access to both UK and new international markets such as the Middle East or Eastern European countries and provides its customers a single point of contact for the delivery of security solutions in CBRN&E and resilience. Established in 2007 the consortium represents an independent yet fully integrated world class team composed of members specifically selected for their unique capability in their particular field. The NSRC is a founder member of the UK Security Innovation Technology Consortium and is also a

specialist division of the Farnborough Aerospace Consortium with offices in the United Kingdom and Dubai.

Our focus during 2010 will be to maintain the momentum gained during 2009 and to develop further these relationships while identifying new partners.

ASCOM NEWS

Ascom has been making news; and most recently with the acquisition of TEMS. Concluded earlier in 2009, the acquisition of TEMS represents a strategic fit with Mobile Test Solutions (MTS) – our Swiss based Business Units and already a market leader in mobile and stationary network testing and benchmarking solutions. The combined organizations create an unrivalled global force with an extraordinary product portfolio for mobile network testing, benchmarking and optimization. TEMS forms, together with MTS, a powerful new third Ascom corporate division named 'Network Testing'.

The Ascom Group is anticipating positive results for 2009. Security Communication generated higher revenue from international customers, while Swiss business recorded solid results and revenue was on a par with the prior year.

Security Communication is well placed to capitalize on emerging business opportunities in its markets.

In summary, it's fair to say that Ascom's strategy for Mission-Critical Communication and focus on niche markets and business-to-business market model has proved successful - even in this year's economic difficulties.

IMPORTANT APPOINTMENT

Peter Wimmerstöm has joined the Ascom management team as Head of Marketing & Sales, Security Communication.



In this capacity, Peter will not only have a leadership role but with his strong background in defense and homeland security, we can expect his direct involvement in our defense activities and overall mil-com strategy. He brings to Ascom a wealth of business experience, knowledge and motivation gained as President of Saab Systems.

DEFENSE PRODUCT NEWS

Ascom openAccess® Base Product Software

Research, development and product engineering is an on-going priority within Ascom. And the scheduled



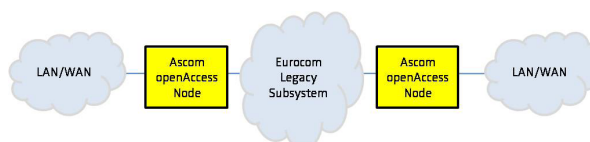
enhancements as announced for Ascom openAccess® Product Software (BPS) have been completed. These will appear in BPS R2.0 which includes the porting Ascom openAccess® to Linux kernel 2.6.

Looking forward, the design definition phase of BPS R2.1 which began in August is due to be available by March 2010. BPS R2.1 introduces an enriched component architecture which will help us to realize customer projects more quickly, effectively - and with a higher degree of reliability.

Note from Product Marketing

There is no reason for delay; customer projects can already be promoted and quoted based on the BPS R2.1 release platform. Both final and preliminary support documentation is available. This includes product datasheet, hardware descriptions, technical presentations and prices. Also available are references cases, application notes, image files and especially demo units.

INTEGRATION OF EUROCOM AND ALL-IP SUBSYSTEMS



Ascom openAccess® Node for evolution of legacy systems towards All-IP

Ascom's EUROCOM Interface card, ECOM-104, together with our implementation of the 'EUROCOM gateway' and 'IP over EUROCOM Streaming' now assures full and transparent integration of existing tactical EUROCOM communications systems.

UPCOMING EVENTS

Ascom will be exhibiting at this year's international DSA exhibition in Kuala Lumpur, April 19-22, 2010.



The DSA Conference is one of the world's top 5 defense and security exhibitions. The exhibition is fully supported by the Malaysian Ministry of Defence, Malaysian Armed Forces and Royal Malaysia Police and this year's theme is "Global Defence Services and Government Security". The venue for the 12th DSA is the attractive

Putra World Trade Centre in Kuala Lumpur.

Certainly you have already highlighted the DSA in your agenda and at the same time you are curious about the new products and developments in the defense and security industry.

As your partner for Mission-Critical Communication we are pleased to invite you to our stand 3106 in the Swiss pavilion in hall 3. Let us present you Ascom's tactical communication solutions for defense and homeland security and find out how they enable network-centric operations.

You will also have the opportunity to learn how our IP-based solutions for alarming, mobilization and emergency call dispatching can also be used in crisis and disaster management (e.g. tsunamis, earthquakes, etc.).

You are kindly invited to exchange your views and requirements with our specialists and senior staff on site.

We are looking forward to welcoming you at DSA.

DEFENSE PORTAL

The Defense Team has been working on a defense web site that will allow direct access to product information and will be easy to navigate. This portal is now on-line and pulls together all the product and marketing documents. Future enhancements include the addition of secure links for business partners where product and project specifications can be down-loaded.

www.ascom.com/defense

NEW REFERENCE CASE FOR UN PFP MISSION IN BOSNIA HERZEGOVINA

The "MELEIS" reference case will soon be available. This customer case study covers a UN peace-keeping mission following the Bosnia-Herzegovina conflict and the deployment of an Ascom communications system for facilities security and management. It is a unique and special application and makes a good sales reference on Ascom capabilities.

WHERE DO WE GO FROM HERE?

2009 was a year dedicated to improvement in both product development and partnering. We are now moving into 2010 with a more sophisticated product line and stronger business to business relationships. The on-going training, educational discussions and joint business presentations have in effect been transfers of Ascom mil-com know how. The challenge is to build on this knowledge as we learn how to work more efficiently together.

We see the market opportunity growing and the Ascom Defense Team along with Ascom management is committed to help you win and implement new defense communication projects. We will continue to extend and strengthen our markets in the Middle and Far East, Asia and Europe.

Please contact us with your ideas. We also welcome business contacts and military tenders.

Best regards
 ASCOM Security Communication
 Defense Team