

Utility Telecom Capabilities

Task / Organization	Telecom Strategic Planning	Requirements Analysis	System Design	FCC Licensing	Prepare RFP	Negotiate Contracts	Project Management	Install System	Assist During System Testing	Operate System	Maintain System
Telecom / Radio Vendors			X	?			X	X	X		X
Telephone Companies			X				X	X	X		X
System Integrators		?	X		X	X	X	X	X		
Third Party Maintenance								X	?		X
Distributors & Retailers			X					X			X
Network Management Companies		X	X	?	X	X	X	?	X	?	X
Consultants - General	?	X	X	?	X	?	X		?		
Utility Telecom	X	X	X	X	X	X	X		X		