

PSS

Productos Soluciones y Servicio, S.A. de C.V.

Company Profile

July-2006

PSS

General Information

- Name: Productos Soluciones y Servicio, S.A. de C.V.
- A Mexican company with foreign investment
- Shareholders:
 - A. Arias (51%)
 - A. van den Berg (49%)
- Founded: February 1997
- 83 employees
- Agency and distribution agreement with several manufactures
- 6 offices in Mexico for installation and technical support

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Activities

- Telecom equipment installations, technical support, training and after sales services in central offices and customer sites from Telmex, Maxcom, MetroRed
- Sales of telecom equipment for the access network (over copper and wireless)
- Sales of connectivity solutions for telecom equipment (r.f. connectors, baluns, fiber optic passives, special cable assemblies, interface adaptors)

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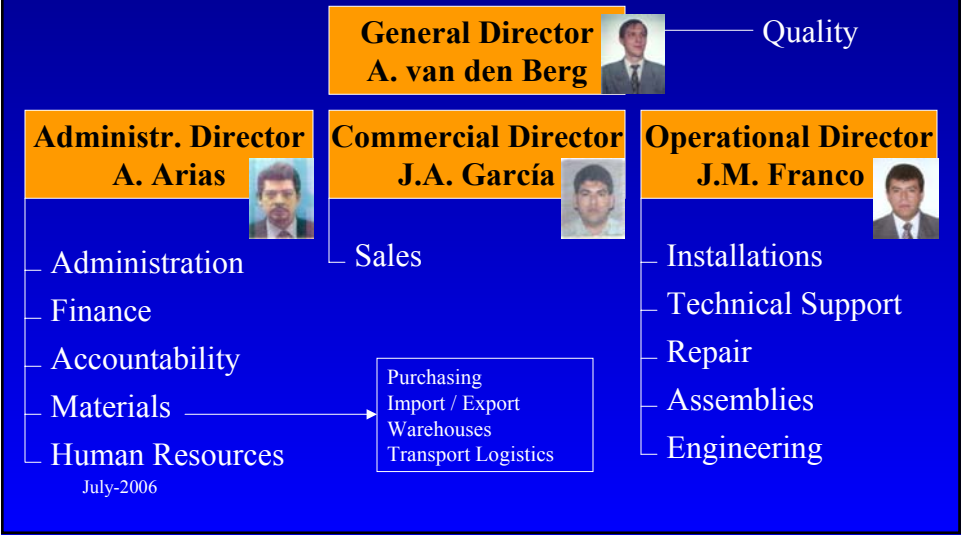
Offices in Mexico

for installations and technical support (24h x 365d)



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Organization



Experience of our Staff

- General Director Anne van den Berg** (Dutch, emigrated to Mexico in 1981)
Operational and commercial contacts with TELMEX since 1985, first as chief of installation at TSP (a Philips company in Mexico), then as General Director at PSS
- Administrative Director Alfredo Arias** (Mexican)
Administrator in TSP, manager of administration, accounting and human resources in COBRA, then Administrative Director in PSS since 1997
- Administrative Director Juan Angel García** (Mexican)
Installation project manager (for TELMEX) in TSP since 1990, installations and assembly manager in COBRA, then Commercial Director in PSS since 1997
- Operational Director Martin Franco** (Mexican)
Installer (for TELMEX) in TSP since 1985, installations coordinator in COBRA, Operations Manager in PSS since 1998, then Commercial Director in PSS since 2000

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Business

- G.SHDSL from SCHMID-Telecom (Switzerland)
- Interface converters from Metrodata (UK)
- Wireless systems from Redline (Canada)
- RF Connectors from COMPEL (Italy) and from Emerson Network Power Connectivity Solutions (USA)
- Baluns E1/E3/STM-1 from AC&E (Australia)
- Passive fibre optic components from Optronics (Mexico)
- Special cable assemblies (local assembly)
- Services (installation, maintenance, repair & training)

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Principal Clients

- CARSO Group Enterprises
 - TELEFONOS DE MEXICO (TELMEX)
 - SITCOM
 - Consorcio RedUno (UNINET)
- Telecomm equipment providers
 - ALCATEL, ERICSSON, TELLABS, CIENA, LUCENT TECHNOLOGIES, ACTERNA, ...
- Other network operators (Maxcom, MetroRed, G-Tel)

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Quality in PSS

- PSS is implementing a Quality Management System based on ISO 9001-2000
 - 2 employees are working 100% on this system
 - focused mainly on operational processes (installation and technical support) and the necessary management and supporting processes
- Customers are happy with the performance of PSS
 - references from TELMEX

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PSS strenghts

- 83 employees (56 of them are field technicians for installation and technical support)
- Agency agreements with strategic equipment manufacturers
 - our services include sales, import & transport logistics, warehousing, after sales support, warranties, customer training, installation & maintenance
- Installation & support offices in 6 major cities in Mexico
 - Mexico City, Guadalajara, Monterrey, Chihuahua, Merida, Villahermosa

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