

Reach your mobility management goals



OVATION

Your Wireless, Our Passion.

Celebrating 10 Years of Service

OVATION Wireless Management

Founded 2002

19315 W. Catawba Ave., Cornelius, NC 28031

(704) 714-2111 or 1-866-207-2111

ovationwireless.com

What is the primary mission of your company?

"Your Wireless. Our Passion." Our mission is to provide mobile lifecycle management solutions by partnering with enterprise clients to help control and reduce corporate liable wireless expenses in all facets of the business. It is our passion to help our clients reduce their wireless costs by 20 percent to 50 percent annually while providing increased visibility and improved productivity.

What sets your business apart from your competitors?

OVATION's 300-plus years of combined direct wireless carrier experience gives us the competitive edge when working with clients. Our experience, in combination with our proprietary software tool Magellan, creates an effective and balanced process in identifying and implementing meaningful cost reduction opportunities for our clients. We provide an experienced account management team to work with the

wireless carriers on our client's behalf to execute approved changes to optimize the cost of all voice, data, and text services. This reduces the amount of time our clients spend managing their wireless programs while significantly reducing costs. Additionally, the voice of our client drives our business growth and service enhancements while retaining a partnership minded approach to managing their wireless services.

What if anything, has changed since your business was founded?

The wireless industry has changed dramatically over the past 10 years with the last year being very dynamic with the influx of Smartphones and tablets in our business and personal lives. The way we now communicate has changed with increased texting and free messaging platforms, the use of social media and mobile business applications, Machine-to-Machine communication and the explosion of data usage. Today OVATION offers a full suite of Mobile Lifecycle Management services including web-based monthly reporting and on-going optimization, accounts payable reporting, wireless procurement and support services, helpdesk services, mobile device recycling, wireless policy development, Mobile Device Management (MDM) Support, and Bring Your Own Device (BYOD) programs. We partner with clients who have a minimum of 500 corporate-liable devices, to those with more than 40,000, and are based around the world.

Describe the defining moment you know your business would be successful?

After performing over 100 optimization audits with various clients, we realized that we consistently identified between 20-50 percent in wireless cost reductions in the first year. Based on client feedback, this amount of savings was so significant we knew all companies that had a wireless program could benefit from our services, regardless of their wireless carrier. Additionally, our service offerings have grown significantly as a result of specific clients' needs. We responded to those needs

and requests and OVATION now manages the majority of all day-to-day management tasks for our clients while reducing their wireless costs at the same time. Our cash flow positive service model has been especially valuable for companies that have experienced a challenging economic environment over the last several years.

What are your plans for the future?

We continue to make investments in our Magellan software reporting tools and service offerings. Our goal is to maintain our reputation for providing the most comprehensive wireless management services worldwide, while enhancing our service offerings based on feedback from our clients. Our partner-minded business strategy will also allow us to offer other services to our client base such as our Mobile Recycle Program and BYOD (Individual Liable) support services.

History of OVATION:

OVATION was founded in 2002 by former wireless carrier veterans Randall Light (OWM CEO), Rex Greer (OWM President) and Lee Newman (OWM EVP), all long-time business colleagues who shared a common goal to create a unique, hands-on management and consultative company to assist corporate wireless enterprises. Equipped with a long-term vision and extensive direct carrier industry experience in wireless billing and services, OVATION first launched their wireless optimization and reporting services in the Myers Park area of Charlotte, NC. The company grew at an impressive rate as client demands for more tools and better visibility increased as the industry dynamics multiplied. Over the last decade OVATION has saved its client base over \$250 million in wireless spending. OVATION now employs over 50 employees and has a global reach with offices around the world. "It has been our privilege to serve our clients over these last 10 years. We truly view our clients as partners and many enterprises count on us for wireless strategic guidance. While wireless may never be perfect, we pursue that goal of perfection every day," — OVATION CEO Randall Light.

Your Wireless, Our Passion.

Passion: a strong and barely controlled emotion.

When you work tirelessly toward achieving success, it's passion that gets you there. Much like the mountain climber who endures the elements, physical challenges and an ever changing landscape, he climbs because he receives great joy and reward at the end of his journey.

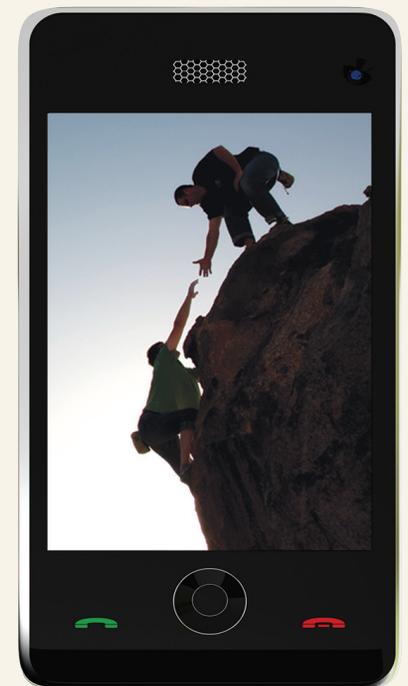
OVATION's complete Mobile Lifecycle Management Services:

- Wireless Audit/Optimization
- On-going Monthly Reporting
- Procurement and Support Services
- Mobile Recycling Program
- MDM Support/Smartphone, Tablet Security
- BYOD and Individual Liable Programs
- Wireless Policy Development



OVATION
w i r e l e s s m a n a g e m e n t

Experienced
Your Mobility Management Partner



*Climb higher
with OVATION.*

- ✓ 300+ years of combined wireless industry experience and staff working for your benefit.
- ✓ Industry leading custom management, reporting and cost reduction optimization technology.

One call will reduce your mobile expenses by a minimum of 10% ... GUARANTEED.