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1 PROPOSED POSITION

2 NAME Lasse Artturi Halttunen

3 DATE OF BIRTH 6 August 1953

4 NATIONALITY Finnish

5 EDUCATION DI, M.Sc. , Lappeenranta University of Technology 2011
B.Sc. (E.E.), Helsinki Institute of Technology 1980

Other Training 1980 – 2009 undertook over 50 courses and seminars on various areas of management and telecommunications

6 LANGUAGES Fluent: Finnish, English
Elementary: German, Swedish7 MEMBERSHIP OF PROFESSIONAL SOCIETIES Academic Engineers and Architects in Finland - TEK
Union of Professional Engineers in Finland

8 COUNTRIES OF LONGER WORK EXPERIENCE Austria, Finland, France, Germany

CONSULTING AND CONFERENCE SPEAKER IN VARIOUS COUNTRIES, SUCH AS

USA: Washington, New York, Chicago, Dallas, Denver, Boca Raton, Columbus
CHINA: Peking, Hong Kong
FRANCE: Paris
POLAND: Warsaw
ITALY: Rome, Milan
UK: London
SPAIN: Madrid
NORWAY: Oslo
SWEDEN: Stockholm
GERMANY: Berlin

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As a speaker:

FRANCE, Cannes, 1998 GSM-World-Congress

Hong Kong, 1998, Intelligent Networks – Asia 98 Summit

Hong Kong, 1997, DECT Asia '97

The London Marriott, 1996, Digital Cordless Communications

The Meridien, London, 1996, PCS '96

Paris, 1996, DECT in Fixed and Mobile Networks

Singapore, 1996, Integrating Fixed & Mobile Networks

One Whitehall Place, London, 1996, Fixed & Mobile Convergence

Earls Court Olympia, London, 1995 Wireless Local Loop Le Meridien

London, 1995, Digital Cordless Communications

Amsterdam, 1995 Joint-Marketing Conference

DECT Seminar in Beijing, 1995.

9	EMPLOYMENT RECORD	Now working for my own Company LH Communications
	FROM	August 2000 to 2006
	EMPLOYER	Finnet Association
	POSITION HELD AND DESCRIPTION OF DUTIES	<p>Development Manager; Tasks include:</p> <ul style="list-style-type: none"> - participation in the work of the following international organizations: ETNO, IETF, IPv6 Forum, ETSI, ITU - participation in the work of the working groups of the Finnish Communications Regulatory Authority (FICORA) - participation in the work of the development groups of Finnet-Group.

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FROM November 1997 to August 2000

EMPLOYER Omnitele Ltd

POSITION HELD AND
DESCRIPTION OF
DUTIES Consultant

FROM 1993 to 1997

EMPLOYER Helsinki Telephone Company

POSITION HELD AND
DESCRIPTION OF
DUTIES Development Manager

Project Manager of the three projects below that resulted in provision of Local mobile services.

DCS-1800 Project 1995 – 1997 in Helsinki Telephone Company

Project Manager; Tasks included:

- Responsibility of the total project that was divided into 5 sub-projects (Technical, Marketing, Implementation, Sale and Data processing) with project managers and all with further sub-projects
- At that time, the most important project of HPY with over 100,000 users expected
- Overall management
- Business plan performance
- Technical and commercial planning, specifications and management
- Project management including:
 - IN, Switching, Mobile network
 - Numbering, billing system
 - Operation & Maintenance
 - Transmission, data processing etc.
- Marketing and sales planning and management
- Implementation planning and management
- Time scheduling
- Development of competitive services to residential and business customers
- Investment plans and suggestions
- Forecasting
- Tariff/cost analysis of telephone services.

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Porvoo Line (DECT Based) Project 1993 – 1997**Project Manager,**

- Overall responsibility for marketing, technical issues, products and management. In addition, presentations of the famous project to over 50 groups of specialists from foreign countries.

HPY Cityphone Project 1993 – 1997**Project Manager,**

- The first commercial DECT project in the world
- Total responsibility and overall management.

The above three projects have included the following tasks:

- creating short and medium term business plans and their realisation
- total responsibility of profitable and successful projects
- feasibility studies
- technical and commercial planning and specifications
- technical and contract negotiations with suppliers, choice of suppliers
- time scheduling
- competitive services to residential and business customers
- technical/economical optimisation of network
- evaluation of offers
- investment plans and suggestions
- responsible for marketing strategy
- forecasting
- tariff/cost analysis of telephone services
- training of personnel
- sales controlling
- general management of different departments resources
- maintenance control
- installation control
- development and purchase of customer services and equipment
- development and expansions of public telecommunication network, telephone exchanges, transmission systems (cable PCM, radio links, fibre optics), local plant (MDF, cable network).

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FROM 1983 to 1993

EMPLOYER Alcatel Suomi Oy (former ITT)

POSITION HELD AND
DESCRIPTION OF
DUTIES Product Manager, Group Leader and Project Engineer

Product Manager (3 years) 1990 - 1993

- Total responsibility of Alcatel 4300M PABX
- PABX's technical, marketing and sales management
- Making of offers, negotiations, sales, presentations, to clients
- Technical Management and solutions development
- Training in PABX in Vienna and Brest (France)
- Software engineering in Berlin – SEL Software GmbH (18 months) 1989 – 1990
- Using IBM and VAX tools for S/W-development
- Using CHILL-programming language.

Group Leader (5 years) 1984 – 1989**Electronic Billing Systems for Helsinki Telephone Company**

- 450,000 subscribers
- Management of the development group of engineers
- Development of the concentrator system (H/W & S/W)
- Moscow project: development of the switch for Ministry of Railway (12 000 subscribers).

FROM 1980 to 1983

EMPLOYER Computec KY

POSITION HELD AND
DESCRIPTION OF
DUTIES Development Engineer

- development of Remote Alarm Control Systems sold by telephone companies in Finland
- development of special inband modems
- H/W& S/W.

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Projects in Omnitele**Participation In Omnitele's SME Service Development Project In Finland For Creating New Services Using DECT Technology**

The tasks included:

- feasibility studies
- technical and commercial planning
- product specification
- new marketing strategy
- new technical solutions for small and medium size companies
- centrex development
- DECT access service development
- ISDN-remote location service development.

Participation in Omnitele's DCS project in Finland

- evaluation of business plans
- technical and commercial planning
- tariff/cost analysis of telephone services
- product specification
- new marketing strategy, new technical solutions for small and medium size companies.

Assessment of SDH-platform based products and their technological and commercial interfaces

- year 1997 and 1998
- project targeted to network operators in Finnet group who will provide SDH-based products and services to service providers
- basic products definition
- analysis of interfaces from technical and sales point of view
- definition of QoS.

Definition of SDH-platform based products and SLA's (service level agreements)

- year 1998
- the target groups of the task were network operators in Finnet group who will provide SDH-based products and services to service provider
- detailed SDH-product specifications for network operators in Finland
- product management, product support and processes for network operator

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- definition of service level agreements.

Analysis of Call Location Services for European Mobile Operators

- year 1998
- Project Manager
- study of 31 operators in Europe
- investigations of EU regulations
- assessment of the development of mobile call location market in Europe for the Motorola Cellular Infrastructure Group.

Options for marketing and business strategies for 3rd mobile operator in Ireland

- year 1998
- Project Manager
- identification of key issues for a marketing and business strategy
- market positioning
- customer oriented business strategy
- service concept
- service and network development
- service and coverage roll out strategy
- pricing
- promotion and distribution strategy.

Specifications for marketing of UMTS-system for Finnish operator

- year 1998 – 1999
- identification of key issues for a marketing and business strategy
- market positioning
- customer oriented business strategy
- service concept
- service and coverage roll out strategy
- pricing strategy
- promotion and distribution strategy.

Analysis and development of the telecommunications network for The Finnish Defence Forces

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Numbering plan and application preparation for new UMTS operator in Finland (Suomen Kolmegee Oy)

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- negotiations with The Finnish Telecommunications Administration Centre
- conducting the development of the whole numbering plan
- applying for the complete numbering structure.