

**ARC Solutions** is an independent telecom consultancy based in Hong Kong. Our focus is on all aspects of submarine cable projects and international connectivity.

The role of ARC Solutions is often as the purchaser's representative and we count some of the biggest names in the industry as our customers and partners. Our key market is the Asia Pacific region and we also support and provide resources to several projects worldwide.

The team behind ARC Solutions have significant experience from working with leading operators and suppliers worldwide. Our background is in the planning and implementation of large-scale infrastructure projects.

Our team of Consultants have a demonstrated track record of delivering large projects from a commercial, technical and project management perspective. The team also benefits from considerable experience of developing contracts and agreements with customers, partners, investors and suppliers.



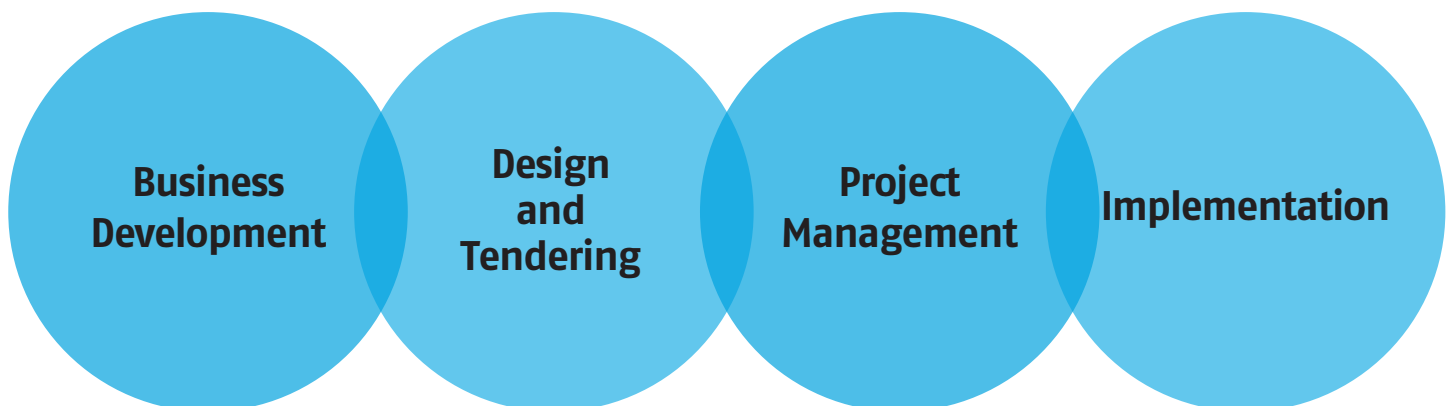
**ARC**  
SOLUTIONS

## Business Units

SUBMARINE CABLE SYSTEMS	INTERNATIONAL CONNECTIVITY	CLS AND DATA CENTRES	DOCUMENTATION
<ul style="list-style-type: none"><li>• Feasibility studies</li><li>• Business Plans</li><li>• Landing Party Agreements</li><li>• Tendering</li><li>• Permitting</li><li>• Route engineering</li><li>• Project Management</li><li>• Contract Management</li><li>• OSP and Backhaul</li><li>• Marine representatives</li><li>• Install representatives</li><li>• C&amp;A representatives</li></ul>	<ul style="list-style-type: none"><li>• Capacity assessments</li><li>• Route &amp; Network design</li><li>• Cost analysis</li><li>• Recommendations</li><li>• Procurement</li></ul>	<ul style="list-style-type: none"><li>• Facility due diligence</li><li>• Design review</li><li>• Site Management</li><li>• Purchasers representative</li><li>• Project Management</li></ul>	<ul style="list-style-type: none"><li>• ACAD design</li><li>• Route documentation</li><li>• Site documentation</li></ul>

## Service Areas

Four key areas where  
ARC Solutions provide services



## Business Development

EXAMPLE ROLES/TASKS	DESCRIPTIONS
Business Case	ARC Solutions assists in the preparation of business cases, both initial investment (cable build) and Operation and Maintenance budgets.
Landing Party Agreements	Drafting, negotiation and execution of landing party agreements.
Consortium Representatives	ARC Solutions provides resources experienced in C&MA negotiations and consortium related project activities.
Cash-flow and Budget Management	Ongoing management and regular reports of project cash flow throughout the project & implementation phase.
International Capacity	ARC Solutions has an extensive contact network with existing carriers and can provide support with capacity planning, network design, cost analysis etc. and make recommendations for procurement.

## Design and Tendering

EXAMPLE ROLES/TASKS	DESCRIPTIONS
High Level Design	Conceptual design of cable systems based on client requirements used for ROM purpose and budgeting.
RFQ Technical Requirements	Detailed design, forming part of Supply Contract. ARC Solutions can either develop parts of RFQ or assist in reviewing.
Tender Preparation	Development and assembly of tendering packages.
Tender Evaluation	Evaluation of tender responses.
Supply Contract	Negotiation and formation of agreement with chosen supplier.

## Project Management

EXAMPLE ROLES/TASKS	DESCRIPTIONS
Main Project Management	Purchasers Representative's PM, with responsibility to deliver the project scope on time, within budget and as per Supply Contract. Regular project meetings with all stakeholders.
Marine Project Management	Responsibility for the marine part of the projects, managing all aspects of the marine build.
Project Administration	Assisting main PM with project documentation, keeping track of issues and actions, maintaining plan of works, facilitating meetings, etc.
Contract Management	Day to day management of Supply Contract, Contract Variations, partner agreements etc.
Cable Landing Project Management	Project Management at local cable landings in the countries involved. ARC Solutions assists with short term assignments to coordinate and oversee local activities.

## Implementation

EXAMPLE ROLES/TASKS	DESCRIPTIONS
Marine Representatives (Survey)	ARC Solutions provides marine survey engineers who work on the vessels as the Purchasers Representatives during the Survey phase. Both deep sea, shallow water and shore end resources are available on short notice.
Marine Representatives (Cable Lay)	ARC Solutions provides marine install engineers who work on the vessels as the Purchasers Representatives during the Cable Lay phase. Both Deep Sea and shore end resources are available on short notice.
Installation Representatives	ARC Solutions provides installation engineers who work at the CLS as the Purchasers Representatives during the CLS/PFE/SLTE install phase. Resources are available on short notice.
Commissioning and Test Representatives	ARC Solutions provides C&T engineers who work at the CLS as the Purchasers Representatives during the CLS/PFE/SLTE commissioning, test and acceptance phase. Resources are available on short notice.
Factory Acceptance	On behalf of the Purchasers ARC Solutions provides experienced engineers who can review and accept factory deliveries of Cables, Submerged Electronics, PFE and SLTE.
Cable Loading	On behalf of the Purchasers ARC Solutions provides experienced representatives to monitor and make sure the submersible plant is loaded correctly and that there are no faults at this stage.
Cable Crossings	ARC Solutions provides marine engineers consultants that are very experienced in negotiating and securing cable and pipeline crossing agreements in coordination with the overall marine programme plan of work.
Documentation	ARC Solutions has access to a team of ACAD resources who can get involved in documentation of cable landing facilities etc.

## Why ARC Solutions

### Extensive team of experts

- Commercial
- Technical
- Project Management
- Marine engineers (design, survey, installation)
- Installation & Commissioning engineers

### Focus on submarine cable projects and international connectivity

### Carrier and Supplier independent

## ARC SOLUTIONS

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