

|    | Company name                                  | Website                      | Competitive Advantage  | Product, service or technology designed for IT Operators  | Do you work with any IT Operator? Which one?   |
|----|---|------------------------------|--|---|--|
| 1  | A2 System Mobile, Research & Development SL   | www.a2system.net             | Bulk SMS Management, APP development, geolocation development, Cloud development   | Messems, Ubikable, Toroback   | Digitel, Vox Paraguay, G & T Guyana, UTS Curacao, Vox Ecuador  |
| 2  | AOIFES  | www.aoifes.com               | Increase Wi-Fi performance by up to 400%   | Cognitive Hotspot Technology (CHT) is an embedded SW Technology that enhances Wi-Fi spectral efficiency and performance by up to 400%. Offered as a SW for existing products or as a full AP product ready to be deployed | We would like to establish partnerships with operators world-wide to use CHT to resolve the capacity crunch. |
| 3  | AT4 wireless S.A.U.                           | www.at4wireless.com          | Global footprint, R&D capabilities, technical knowledge due to participation in standardization activities, one-stop shop for device testing,... | Device testing, engineering services, QoS and performance testing for cellular (2G/3G/4G/4G+/5G), wireless (Wi-Fi, Bluetooth, NFC) and IoT (Cat-M, NB-IoT, LoRa, SigFox, AllJoyn,...) technologies.                       | We work with main Tier 1 Operators worldwide. Services under confidential information.                       |
| 4  | Axión   | www.axion.es                 | INFRASTRUCTURE MANAGEMENT  | COLOCATION, Site hosting, transport, telemanagement service   | No in exclusive  |
| 5  | cloudglobal                                   | www.cloudglobalsolutions.com | cloud Operator   | virtual desktop, applications servers, openclouddesktop collaborative tool,   | cogens   |
| 6  | Conred  | www.conred.es                | Experience and management of own networks  | FTTH and WIFI engineering   | We serve our own network   |
| 7  | DISEÑADORES INFORMÁTICOS Y TECNOLÓGICOS, S.L. | www.dinfotec.es              | Custom work  | We use products and technology designed for IT Operators in our installations   | Mikrotik   |
| 8  | DISEÑADORES TECNOLÓGICOS ALCALAÍNOS, S.L.     | www.ditecal.es               | Strong technical department to solve the problems with the articles we sell  | We are resellers of IT Operators  | Mikrotik, Ubiquiti, RF Elements, Itelite...  |
| 9  | ELECTRA CONILENSE SLU                         | www.redjam.es                | Close attention  | FTTH  | Vodafone and Másmovil  |
| 10 | Fuente Palmera Telecomunicaciones             | www.tufibra.com              | staff  | Internet service provider   | no   |
| 11 | GABITEL INGENIEROS, S.L.                      | www.gabitelingenieros.com    | Huge experience in FTTH and Mobile Networks Engineering  | FTTH and Mobile Networks Engineering  | All  |

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| 12 | Gfi  | www.gfi.es              | BSS , OSS, EMS<br>(Enterprise Manager Systems)             | o BSS (Customer Care, Provisioning, Billing, Activation, Orchestration and Integration (BPM, EAI, SOA), 24x7 Deployment and Support, Project Delivery Management; Service Management) / OSS (Network Management and Network Operation Systems, Service Deployment Platforms, Network Monitoring Services (Cable, ADSL, TV, VOIP, GSM, GIS), Service Assurance. OSS Deployment Management, Logs Management, HW Capacity, routing) / • EMS (Telecom Companies Corporate Systems Management and Maintenance, ERP Solutions (Procurement, HR, Legal, Finance, Logistic, Business Service,...), BPM Orchestration (Business Processes, Procurement, Marketing, HR etc. ), Business Intelligence, DWH, Repositories, Users Management, Intranets and Document Management Systems, Help Desk Systems and Services) | Telefonica, Vodafone, Portugal Telecom, Euskaltel, MasMovil, Orange                  |
| 13 | GMV  | www.gmv.com             | Telco & Cybersecurity know how, solutions & experience     | Cybersecurity, Software Engineering for Telco, Big Data, Cloud Computing solutions provider & System integration  | Operators list, please.  |
| 14 | GRUPO AFRONTA S.L.                                     | www.grupoafrota.com     | Advanced services for Telecommunication Sector (Operators) | Grupo Afronta plans, designs, legalises, installs, certifies, optimizes and maintains Telecommunications networks (FTTx, Mobile Telephony, HFC, Copper Pair, Wi-Fi, WiMAX, LTE, Licensed-Band Radio Links, Common Telecommunications Infrastructures and structured wiring) and Energy networks (electrical distribution, photovoltaic and wind energy distribution and energy efficiency). We have specially designed and developed a GIS tool for Telecom Operators so that they can remotely manage, visualize, edit their networks.   | Yes. Telefónica, Orange, Vodafone, Getesa, Avatel & Wikiker, Vivacable, WI-NET, etc. |
| 15 | GRUPO VIATEK   | www.grupoviatek.com     | PRICE, YOUNG TEAM  | FIELD SERVICES,   | YES, TELEFÓNICA  |
| 16 | INTERNALIA GROUP                                       | www.internaliagroup.com | Smart Business Apps  | Mobile Workforce Management Apps  | Telefónica, Entel, Digicel   |
| 17 | MILL APLICACIONES COMPANY, S.A.                        | www.bluumi.net          | Native Apps, Integrations, Big channels app generator      | App Factory Generator, Mobile Lab   | M2C, TecnoCom  |
| 18 | NATURALSOFTE SOLUTIONS S.L.                            | www.naturalsoft.es      | Specialist in medical software                             | Multiplatforms software solutions in cloud  | OVH, GIGAS, AMAZON   |
| 19 | Onsicom (Operadora de Nuevos Sistemas de Comunicación) | www.onsicom.es          | Client proximity, local networks, competitive products     | Fixed broadband networks operation  | Magtel Comunicaciones Avanzadas, MásMóvil  |

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| 20 | Segura Wireless SL  | www.segurawireless.es | High level of penetration in the rural world and very competitive prices   | Wifi, LTE, 4G and FTTH   | Vodafone                |
| 21 | Tecnologías de la Información, Comunicación y Servicios, S.C.A. | www.ticser.es         | Local Services Provider  | Services provided through LTE technology   | Neutra (MasMovil Group) |
| 22 | Universal Telecom Experts S.L                                   | www.universa          | Rapidity and implicity   | Virtual PBX, Virtual FAX, SIP trunks, Cloud Callcenter   | No                      |
| 23 | WiFreeZone  | wifreezone.com        | Easiest and most intuitive Wifi Social on the market. Lider into hospitality and the first spanish startup with a partnership with TripAdvisor for obtain more reputation. | Social Wifi for any kind of business, but very focused on Hotel. WiFreeZone is leader getting users feedback and boost the online reviews in all platforms (TripAdvisor, Google Reviews, Doctoralica, etc.) It's more than a hotspot, the control panel allow IT Operatos to configure and design hundreds of business with some clicks. | Yes, EURONA             |