

# Pulse Telecom



## PULSE NETWORK MANAGER

Telecom Network Inventory Management

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COMPANY PROFILE

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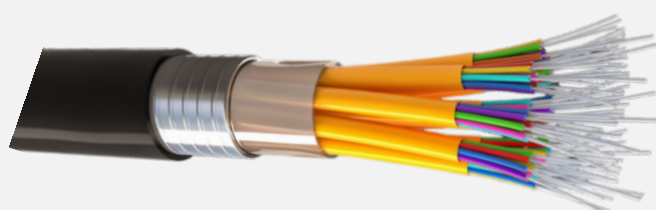
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## 1 Introduction

Pulse Telecom is a cutting-edge startup in the field of telecom network inventory management systems and services. We are committed to providing innovative solutions that empower international telcos to significantly reduce their operational expenditure on their existing networks, as well as reducing their capital expenditure when they upgrade their networks to the latest technology.

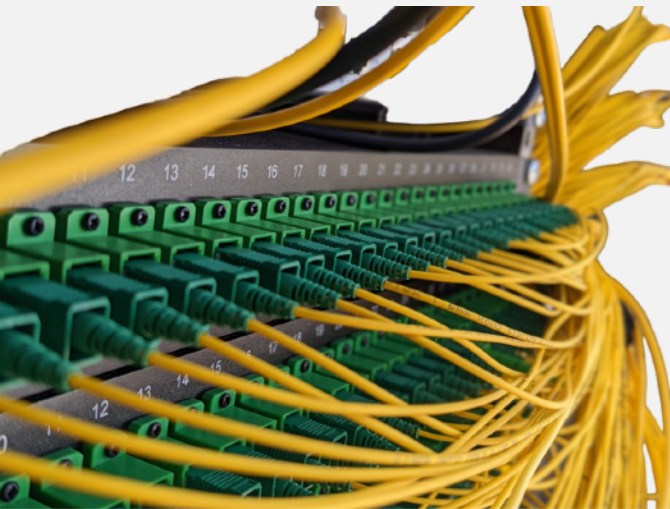
With a focus on technology, communication, and quality, we aim to be your trusted partner in achieving your IT and telecom goals.



## 2 Company Overview

At Pulse Telecom, we specialise in delivering our flagship product, Pulse Network Manager, that registers telecom sites, equipment rooms, nodes, ports and connections at a physical, logical and virtual level. This is fully customisable to our clients unique inside plant and outside plant assets. We also specialise in providing a wide range of network data capture - data evaluation and data migration services, ranging from API development to physical telecom network auditing projects.

Our expertise, dedication, and commitment to excellence in both software and telecom networks make us a standout choice for clients seeking a full customised end-to-end network solution that is built for the future but is compatible with today's networks.



## 3 Our Mission

Our mission is to leverage database technology and apply this to telecom networks to enhance efficiency and , productivity relating to O&M and network upgrades for our clients. We aim to be the go-to solution provider for telcos seeking to reduce their expenditure and become more profitable.





## 4 Services Offered

### **Pulse Network Manager Software**

Installation, training, support, new feature development, and bug fixes.

### **Telecom Network Data**

Scoping and prioritisation, API development, data conversion into a compatible format, physical network audits, data validation and data migration.

### **Project Management & Consulting**

Full end to-end-end project management using international PM methodology, adapted to local business culture.

## 5 Key Differentiators

### **Software and Network Single Solution**

We believe that it is impossible to produce telecom network software that is 100% fit for purpose unless it is engineered by telecom subject matter experts.

We also believe that we shouldn't leave the task of populating PNM up to the clients if they have insufficient resources or skills to capture their network data.

Unlike our competition, we are truly a software company **and** a telecommunications company so that you have the absolute best of both worlds.

### **Favourable Terms and Conditions of the Right-to-Use Licence**

Unlike our competition, we do not force you to keep on renewing your licence every year, it's yours for life. Our terms and conditions include installation, training, support, new features, and bug fixes.

Our services are tailored to meet the specific needs of each client. We prioritise quality, ensuring all projects meet the highest standards.



## 6 Our Team

Pulse Telecom is owned by a board of four people, currently based in Australia. Meet our talented and experienced team of IT and telecom professionals. Our experts bring a wealth of knowledge and diverse skills to every project, ensuring your success.

### Henry Dijkstra, CEO



[henry@pulsetelecom.net](mailto:henry@pulsetelecom.net)

+61 488 405 081

Henry is a seasoned Consulting Technical Project Manager in telecommunications with a passion for technology. He has extensive international experience in 5G, telecommunications, project management, consulting and training. Henry is the founding partner of Pulse Telecom and has worked with and for operators, vendors, regulators and consultancy firms in the Pacific, Asia, Africa, Europe and the Caribbean for more than 35 years.

He started his career working on the PSTN with the New Zealand Post Office. At that time, the technology consisted of Step-by-Step and Crossbar switching equipment interconnected with FDM analogue transmission. As his career progressed, Henry started working with SPC switches, TDM transmission, and in recent years the XGPON, MPLS and OTN networks that now carry voice calls using VoIP technology.

Henry first became interested in mobile telecommunication in 1995. He had helped Lucent Technologies integrate its first GSM network into Saudi Arabia in a project known as TEP6.

Since the late 90s, Henry has worked with international operators and vendors in over 25 countries to audit and to integrate the latest technology with existing network infrastructure. These have included Ericsson, Nokia, Huawei, ZTE, Digicel, KPN, Vodafone, Orange, FLOW, just to name a few.

Henry considers that 5G is the latest and the most exciting of the mobile technologies to date. The massive changes between 4G and 5G are evident throughout the entire technology, including radio, core, charging, LI, security, services, transmission, OSS, BSS, regulation, spectrum and mobile co-location/infrastructure sharing, just to name a few.

Having seen so many different networks around the world, and having worked with so many Telco's, Henry is very keen to share his telecom knowledge with others. Of special interest to him is telecom network auditing at a very detailed level.

Henry holds a New Zealand and a Dutch passport and speaks English, Dutch and German, is a keen videographer and has attended numerous cultural and business awareness courses in Amsterdam, The Netherlands.

## David Emerson, CIO



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+61 482 039 176

David began developing software in his formative years as a hobby. After working in the banking and finance industries he formed Dalyn Software Ltd in 1993. As a financial advisor he recognised the need for a well-crafted database to handle his prospects, clients and accounts and there was nothing suitable on the market. The database David developed was used by centres throughout

NZ and in America. Since then, Dalyn Software has grown to provide reliable customised database systems for many different clients in a large range of sectors including telecommunication, electricity, gas and oil, health, printing, manufacturing, research, banking, security, and local government. He can confidently build custom database systems for any sector and is adept at learning new fields quickly.

Pulse Telecom is an exciting new project that David has enthusiastically embraced and he looks forward to providing for the needs of the Telco industry.





## Barbara Dijkstra, CAO



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+61 499 857 077

Barbara's career began as a Registered Nurse in her native New Zealand. Since 1995, she has worked in the Pacific, Asia, Europe, Africa, the Caribbean, and the Middle East, in both the medical profession and then later in the telecommunications sector. She completed formal international culture awareness training in Koninglijke Instituut voor de Tropen (KIT), Amsterdam, the Netherlands.

Since 2004, Barbara has been working full time in the Telecommunications sector, bringing the "human touch" to a very logical, technical, and machine-driven sector. Barbara has international experience in project management for telecom operator, regulatory authority, and tower company clients. She particularly enjoys network and service-related projects and now specialises in network inventory management and network auditing.

Barbara has an eye for detail and looks forward to using her project management, administration, and peoples skills for the benefit of international Telcos.

## Lyn Emerson, Director



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Lyn was a Systems Librarian for the National Library of New Zealand. Her ability to analyse problems and devise solutions provided many improvements to the running of that organisation. From there she moved into writing procedure manuals for corporates where she used her ability to understand new concepts and write them in a way that others could follow. Lyn enjoys bringing these skills to Pulse Telecom.



## 7 Technology Stack

### Software

- Microsoft Access
- Microsoft SQL server

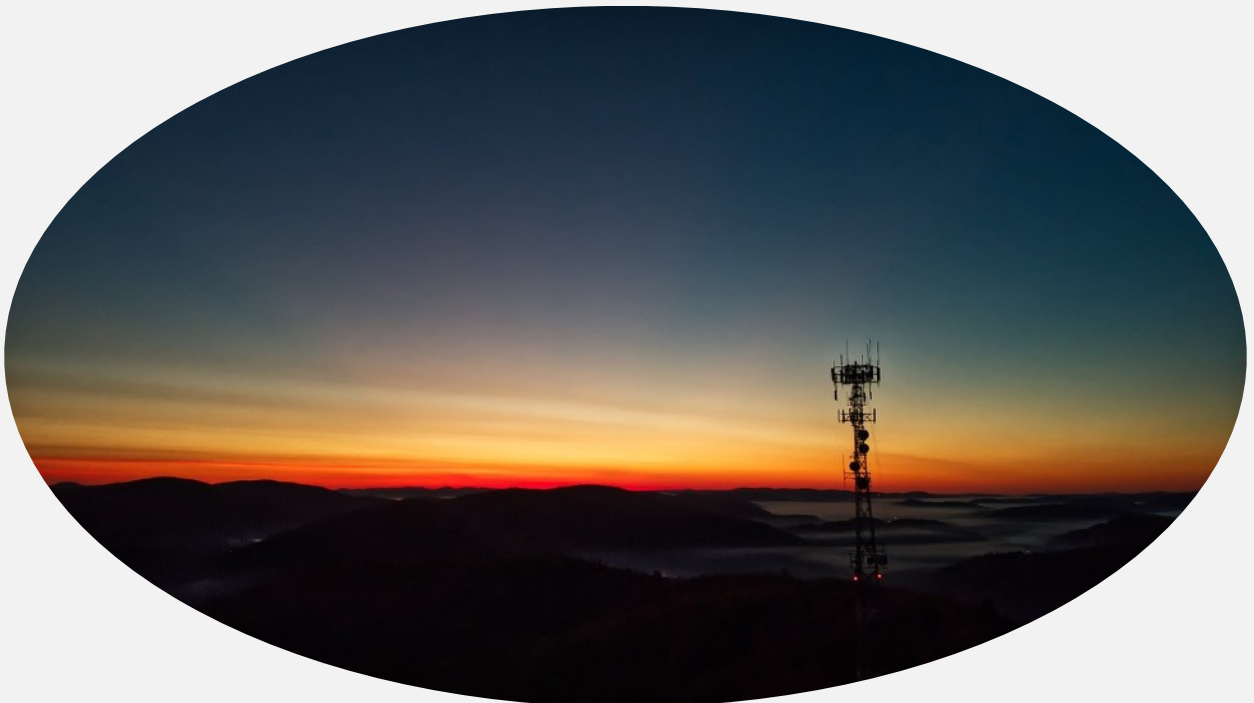
### Telecommunication Technology (inside & outside plant)

- Mobile: 2G GSM, 3G UMTS, 4G LTE, 5GC and 5G-NR
- Transmission: OTN, DWDM, IP/MPLS, SDH, PDH,
- Fixed Line: FTTx, PSTN, ADSL, VDSL, PABX
- Power: Rectifiers, UPS, Batteries, Solar Systems, Generators, ATS

## 8 Quality Assurance

Extensive testing by the in-house team using Pulse Telecom's comprehensive 5G and FTTx model networks. Every feature is tested for functionality. This is based on real live scenarios which can, and do happen in telecom networks. Provisioning, operations and maintenance, network expansion, network design, disaster recovery and many more real live scenarios are included.

Because Pulse Telecom is a telecommunications company, you can be sure that PNM will always be fit for purpose and a perfect match for you and your network.





## 9 Partnerships

Pulse Telecom has representation with a regional manager or a partner company in the following countries:

- Wellington, New Zealand
- Sydney, Australia
- Adelaide, Australia
- Perth, Australia
- Jakarta, Indonesia
- Bangkok, Thailand
- Pattaya, Thailand
- Changmai, Thailand
- Pune, India
- Windhoek, Namibia
- Johannesburg, South Africa
- Beirut, Lebanon
- Stockholm, Sweden
- Willemstad, Curaçao

Our representatives are there to help you with sales, project management, technical PNM support, network data capture, network data validation, network data migration, data conversions, network auditing and telecom-related consulting.



# USE PNM FOR FREE

Your Single Point of Truth

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## Solution Overview

Thank you for considering Pulse Telecom for your telecom network inventory management system needs. We look forward to the opportunity to collaborate with you and help you achieve your technological goals.

**Call or Email us to  
use PNM for FREE!**



**Henry Dijkstra**  
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