

# POWERING CABLE AND OSP APPLICATIONS EVERYWHERE WITH MODERN TECHNOLOGY

## Deliver non-stop TV, internet and phone AND meet FCC mandates

Multiple Signal Operators (MSO's) increasingly compete to provide voice, video and data services to customers. The new battleground is the mobile/internet mindset — the expectation that customers can get what they want, anytime, anywhere, in their immediate context. This constant connectivity creates a sense of security and requires continuous power. Power outages equal loss of connectivity – which customers no longer tolerate. Backup power must be a priority, not an afterthought.

Batteries and generators have been the popular choices for backup power, not because of their superior technology, but because of inertia. Batteries typically cannot provide more than a few hours of runtime without significant additional expense, and generators are dirty, noisy, take up too much space and break down too often. They are previous generation technology.

Altery has developed breakthrough fuel cell technology that delivers the most reliable, cost effective backup power solutions available. These next generation solutions allow MSO's to modernize their networks, meet customer connectivity demands as well as FCC backup power mandates.

MSO's need a backup power solution that can integrate seamlessly with established network infrastructure. Altery fuel cells provide extreme reliability over batteries and generators while providing extended runtimes, and tremendous cost savings. With the largest deployed fleet in telecom and CATV, Altery is the trusted backup power partner since 2001.

*Altery — because you cannot modernize anything using previous generation technology!*

### Altery's Freedom Power fuel cells provide freedom from:



## Altery's Freedom Power Platform (FPP)

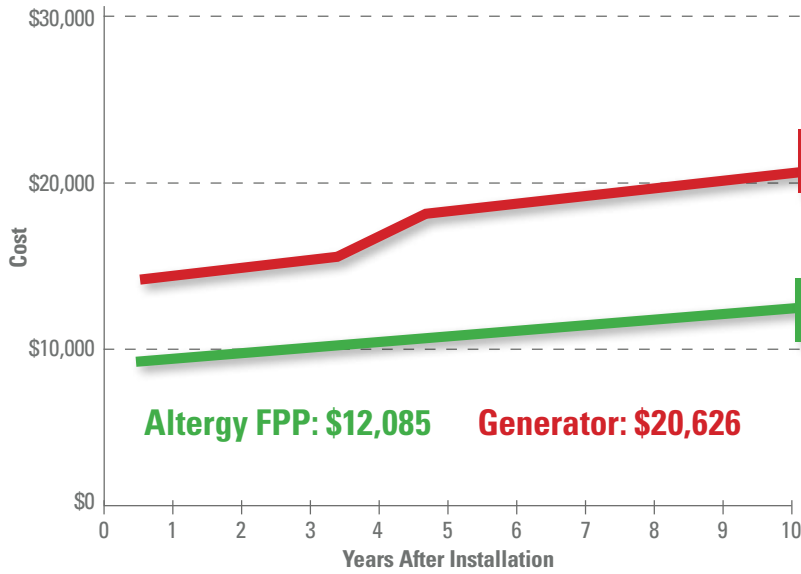
### Small Footprint, Huge Advantages

- Smallest backup power footprint for an 8-hour runtime requirement
- Lowest acquisition cost and Total Cost of Ownership (TCO)
- 8 hour runtime solution fits into existing DPP cabinet on-site, avoids lease and civil costs
- Eliminates performance and replacement issues with batteries and generators
- Simple, low-cost maintenance
- Zero-emission certification supports sustainability initiatives
- Longer runtime solutions available

# Altery's Freedom Power Platform (Patent Pending)

## Lowest Total Cost of Ownership in Industry

### Generator (LP) vs Altery FPP - 8 Hour Runtime\*



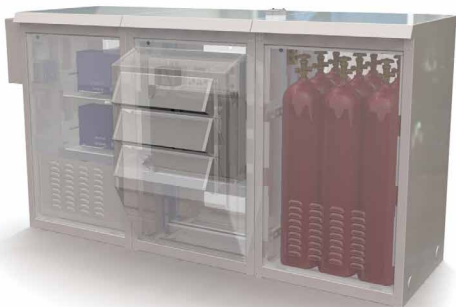
**FPP Solution SAVINGS: \$8541.00 – 41%**

### Altery's Freedom Power Platform

	vs Batteries	vs Natural Gas (NG) Generator	vs Liquid Propane (LP) Generator
<b>Cost</b>	Avoids cost of additional cabinets, lease and permitting requirements, annual maintenance, frequent replacement, and disposal and transportation	Avoids cost of NG generator and additional cabinets, lease and permitting requirements, piping, maintenance and replacement parts, and starting battery replacement due to theft	Avoids cost of LP generator and fuel storage cabinets, LP bottles and fueling, lease and permitting requirements, maintenance and replacement parts, and starting battery replacement due to theft
<b>Integration</b>	Requires additional cabinets; subject to runtime degradation and unanticipated failures	Requires additional cabinets; subject to volatile NG pricing and failure-related downtime	Requires additional cabinets; subject to failure-related downtime
<b>Labor</b>	Skilled labor required to wire multiple strings for desired runtime	Skilled labor required for trenching or infrastructure repair	Skilled labor required for installation and maintenance
<b>Environment</b>	Avoids recycling cost	Avoids noise and emissions	Avoids noise and emissions

**Need More Power?** Utilize existing infrastructure for Altery's 2.5 & 5kw systems.

*\*Longer runtimes available*



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