



SubOptic  
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*Enabling Global Communications*

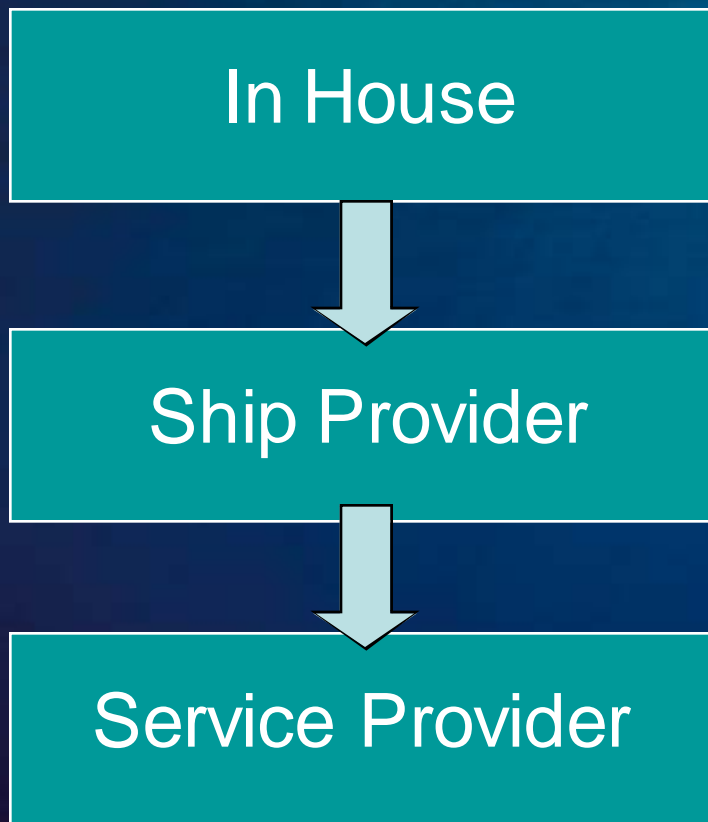
# The Metamorphosis of Marine Maintenance Providers

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# Meeting The Expanding Needs of Cable System Owners



- Lack of Manpower
- Lack of Expertise
- Cost Prohibitive
- Business Expertise
- Technical Expertise
- Specific Processes
- DMOQs
- Value Added
- Customer Focus

# Meeting The Expanding Needs of Cable System Owners

## Project Management

- Dedicated and Skilled Staff
- Specific Processes
- Optimization of Resources

# Meeting The Expanding Needs of Cable System Owners

## Organizational Development

- Broad Range of Skill Sets
- Multilingual Teams
- Multinational Teams
- Resource Surge to Meet Demand
- Security/Safety

# Meeting The Expanding Needs of Cable System Owners

## Quality Approach

- Quality Plans
- DMOQs
- ISM/ISPS
- Proactive Solutions

# Meeting The Expanding Needs of Cable System Owners

## Documentation

- System Complexity
- Dedicated Group
- Effective Communication
- GIS

# Meeting The Expanding Needs of Cable System Owners

## Technical Skills

- Broad Range
- Vertical Integration
- Local Expertise
- In House Training
- Professional Growth

# Meeting The Expanding Needs of Cable System Owners

## Marine Skills

- Leadership
- Experience
- Routine Reviews



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