MANAGEMENT'S DISCUSSION AND ANALYSIS ("MD&A")
FOR THE YEAR ENDED JUNE 30, 2015

The following discussion and analysis is intended to provide additional information with regard to the operations, business environment and factors that may affect the business and financial results of Total Telcom Inc. ("Total" or the "Company").

The discussion and analysis as provided by Management should be read in conjunction with the audited consolidated financial statements and related notes for the year ended June 30, 2015.

The audited consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) and are presented in Canadian dollars unless specifically otherwise stated.

The audited consolidated financial statements for the years ended June 30, 2015 and 2014 have been audited by the Company's auditors, BDO Canada LLP.

The document contains forward-looking statements that are subject to future events. Management formulates estimates and assumptions based on the expectations of future outcomes. However, actual results may differ materially from those expectations and estimates due to inherent uncertainty and general nature of the business.

This Management Discussion and Analysis is presented with information available up to and including October 15, 2015.

INTRODUCTION

Total Telcom Inc. is a reporting issuer in Alberta, British Columbia and Ontario. The shares of the Company trade on the TSX Venture Exchange (symbol **TTZ**).

The Company, through its wholly owned subsidiary ROM Communications Inc. (ROM) is a leading developer and provider of web to wireless products and services throughout North America. ROM specializes in the development of innovative wireless communications that provide low cost, high tech monitoring, tracking and remote control solutions for commercial, industrial and consumer applications. ROM is uniquely positioned and qualified to deliver complete web to wireless solutions that enable companies and organizations to remotely monitor, track and control their fixed and mobile assets with a web browser from any Internet enabled PC. Products and services are based on ROM's web to wireless technology and proprietary 2nd generation hardware & software marketed as TextAnywhere, Alarm Point & ROMTraX modules. These modules are wireless modems that utilize microcomputers integrated with sensors, GPS engines and various inputs and outputs (I/Os) and interfaced by the user through the Internet. ROM is an authorized airtime reseller and hardware developer for satellite, cellular and wireless IP Networks.

The following sections provide Management's review of operations for the year ended June 30, 2015. Balance sheet, statement of income (loss) and comprehensive income (loss) and cash flow comparisons are made to the years ended June 30, 2014 and June 30, 2013. Additional information about Total Telcom Inc. can be found on SEDAR at www.sedar.com.

FORWARD LOOKING STATEMENTS

Any statements in this document that may be considered forward-looking are based on current expectations that involve a number of risks and uncertainties, which could cause actual results to differ from those anticipated.

OVERALL PERFORMANCE

The following table sets forth the Company's selected consolidated financial data for the past three fiscal years ending June 30, 2015, 2014 and 2013. This information has been derived from the Company's audited consolidated financial statements and should be read in conjunction with the more detailed information in the audited consolidated financial statements.

	Fiscal years ending June 30		
	2015	2014	2013
($ except as noted)			
Consolidated figures			
Sales	**$ 812,634**	$ 765,323	$ 618,688
Net income (loss)	**$ 359,933**	$ (397,297)	$ (446,699)
Net Income (loss) per share	**$ 0.015**	$ (0.016)	$ (0.018)
Shares outstanding at end of year	**24,715,014**	24,715,014	24,715,014
Cash from (used in) operating activities	**$ 264,481**	$ (364,186)	$ (525,952)
Cash from (used in) financing activities	**$ 0**	$ 0	$ 0
Cash from (used in) investing activities	**$ (1,150)**	$ 0	$ 0
Net Cash Inflow (Outflow)	**$ 263,331**	$ (364,186)	$ (525,952)
	June 30,	June 30,	June 30,
	2015	2014	2013
Consolidated figures			
Cash and cash equivalents	**$ 1,050,227**	$ 786,896	$ 1,151,082
Working capital	**$ 1,237,452**	$ 876,703	$ 1,266,952
Total assets	**$ 1,362,818**	$ 1,032,359	$ 1,431,320
Total liabilities	**$ 121,228**	$ 150,702	$ 152,366

Net income of $359,933 (1.5 cents per share) was reported for the year ended June 30, 2015 compared to a net losses of $397,297 and $446,699 for the years ended June 30, 2014 and 2013. The increased profitability was primarily a result of $601,027 in recoveries relating to the settlement of the Company lawsuit for a breach of contact claim. In addition, the Company continued to see its operating losses decrease as sales and gross margins increased and administrative costs decreased. The Company continues to see growth and opportunities for its new product lines and the install base continues to expand resulting in increased recurring communications revenue. Management continues efforts to control overhead costs while implementing its marketing initiatives to increase sales of its products. As a result, the Company has seen its quarterly burn rate from operations decrease in each quarter of 2015. Hardware sales are still project based and the Company will continue to experience fluctuations in earnings depending on the timing of hardware sales and how quickly new products are accepted in the market.

OVERALL PERFORMANCE (CONTINUED)

Net cash inflows for the year ended June 30, 2015 were $263,331 compared to cash outflows of $364,186 in 2014 and $525,952 in 2013. The increase in cash flow is a result of the bad debt and lawsuit recoveries in 2015 along with the continued reduction of operating losses.

Working capital at June 30, 2015 was $1,237,452 (2014 - $876,703). The $360,749 increase in working capital from 2014 is a result of funds received from settlement of the lawsuit less funds spent on operating losses during the year. For the same reasons, **total assets** have increased by $330,459 compared to June 30, 2014. **Total liabilities** have decreased by $29,474 compare to 2014 due to the timing of payment of accounts payable.

RESULTS OF OPERATIONS

	Year ended June 30		
	2015	2014	2013
Consolidated operating results			
Sales	**$ 812,634**	$ 765,323	$ 618,688
Gross profit	**465,845**	400,999	380,361
General & administrative expenses	**476,444**	553,471	483,500
Finance income net of finance costs	**19,050**	9,596	7,500
Research and development costs	**247,579**	247,373	334,957
Bad debt and lawsuit recovery	**610,027**	0	0

Sales have increased in 2015 compared to 2014 and 2013 due to the fact that the Company is seeing increased hardware sales resulting from growing market acceptance of the Company's products and increased recurring communication revenues resulting from the growing install base of units deployed. The Company does not yet have a sufficient install base to achieve profitability on recurring revenues alone, but as the install base continues to grow the Company sees it operating losses decreasing. The sales will continue to fluctuate depending upon the timing of hardware sales and the acceptance of the new product launches into the market place. However, management is hopeful that the Company will continue to be able to build on the growth seen in 2014 and 2015.

Gross Profit margins have increased in 2015 compared to 2014. This reflects the fact that the sales mix in 2015 reflects more communications revenues whereas 2014 included more hardware sales. Recurring communication revenues generally have a higher margin than hardware sales.

General and administrative expenses have decreased as management continues efforts to control the Company's overhead costs to keep them in line with the current level of sales activity. In addition, with the settlement of the lawsuit in the second quarter of fiscal 2015 the Company has reduced the amount of legal fees being incurred.

Research and development expenses have remained consistent as the Company continues to invest in new product developments designed to build off our core products that provide applications specific to target customer group needs.

Finance items have increased from 2014 as a result of higher foreign exchange gains realized in 2015. These foreign exchange gains were a result of the fluctuations that occurred between the Canadian and US dollars throughout 2015. The foreign exchange gains were offset somewhat by decreased interest income earned by the Company in 2015.

The **bad debt and lawsuit recovery** was a one-time recovery resulting from the settlement of the Company's lawsuit in the second quarter of fiscal 2015.

RESULTS OF THE FOURTH QUARTER

Consolidated sales for the quarter ended June 30, 2015 were $238,203 which was improved from sales of $184,933 in sales for the fourth quarter ended June 30, 2014. This increase in sales reflects the increase in activity resulting from growing market acceptance of the Company's new products and the increasing recurring communication revenue that results from the increasing customer base. ROM's hardware sales are still project based and therefore fluctuations in sales volume are expected to continue until a sufficient install base can be established to provide a steady recurring revenue stream from the monthly communication fees.

Consolidated loss for the quarter ended June 30, 2015 was $11,671 compared to a loss of $73,520 for the fourth quarter of 2014. This reflects the continuing trend in reduced operating losses being incurred by the Company. Management expects this trend to continue as sales are expected to continue to grow. However, fluctuations in profitability will continue until a sufficient install base can be established to maintain a steady recurring revenue stream.

SUMMARY OF QUARTERLY RESULTS

CONSOLIDATED FIGURES	FISCAL YEAR ENDING JUNE 30, 2015				FISCAL YEAR ENDING JUNE 30, 2014			
($ EXCEPT AS NOTED)	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1
SALES	238,203	211,888	187,264	175,279	184,933	162,372	180,394	237,624
NET INCOME (LOSS)	(11,671)	(51,477)	550,365	(127,284)	(73,520)	(95,917)	(105,443)	(122,417)
EARNINGS (LOSS) PER SHARE	(0.000)	(0.002)	0.022	(0.005)	(0.003)	(0.004)	(0.004)	(0.005)

The quarterly results show that revenues continued to improve in fiscal 2015 and operating losses continue to decline. This is a result of new products sales starting to take hold and recurring revenues from the new hardware sales being realized. The net income in the second quarter of 2015 reflects the $601,027 recovery resulting from the settlement of the lawsuit. Profitability has fluctuated based on timing of hardware project sales being realized and the amount of legal fees incurred by the Company.

There are no identifiable seasonal fluctuations on revenues derived from ROM's operations.
.

LIQUIDITY AND CAPITAL RESOURCES

	June 30, 2015	June 30, 2014	June 30, 2013
Consolidated figures			
Cash and cash equivalents	**$ 1,050,227**	$ 786,896	$ 1,151,082
Current assets	**$ 1,358,680**	$ 1,027,405	$ 1,419,318
Current liabilities	**$ 121,228**	$ 150,702	$ 152,366
Working capital	**$ 1,237,452**	$ 876,703	$ 1,266,952

Short-term obligations relate primarily to accounts payable and accrued liabilities included in working capital surplus. As of June 30, 2015 the Company does not have any long-term debt.

The Company's cash resources and working capital both increased in 2015 as a result of the recovery resulting from the settlement of the lawsuit in the second quarter of fiscal 2015. The impact of this recovery has been offset by operating losses incurred in 2015.

The Company's primary cash requirements are to implement its marketing strategy to bring its new products to full commercialization and for the continued development of new products. The Company has sufficient cash resources to fund these initiatives and does not anticipate any immediate financing requirements.

TRANSACTIONS WITH RELATED PARTIES

The Company had transactions with related parties as detailed in note 15 to the consolidated financial statements.

The Company has contractual obligations with related parties as detailed in note 14 to the consolidated financial statements.

SECURITIES ISSUED AND OPTIONS GRANTED

There are presently 24,715,014 common shares issued and outstanding as of October 15, 2015. No shares were issued during the year.

No stock options were issued or expired during the year ending June 30, 2015. At the date of this MD&A, there are 1,525,000 stock options outstanding. See Note 10 to the consolidated financial statements for additional information on Stock-Based Compensation.

CONTINGENCIES, COMMITMENTS, GUARANTEES AND INDEMNIFICATIONS

The Company is obligated under operating leases as described in Note 13 to the consolidated financial statements.

The Company is obligated under contractual obligations as described in Note 14 to the consolidated financial statements.

The Company has provided certain indemnifications as described in Note 12 to the consolidated financial statements.

The Company is not obligated under any guarantees.

FINANCIAL INSTRUMENTS AND OTHER INSTRUMENTS

The Company's financial instruments and associated credit, currency, interest and liquidity risks are described in Note 22 to the consolidated financial statements.

The Company is exposed to concentration of credit risk with respect to its cash and accounts receivable. Management monitors this risk on an ongoing basis through review of specific accounts and cash management.

The Company is exposed to currency risk resulting from fluctuations in foreign exchange rate changes between the Canadian and United States dollars.

CHANGES IN ACCOUNTING POLICIES

The consolidated financial statements have been prepared in accordance with International Financial Reporting Standards (IFRS) as described in note 2 to the consolidated financial statements. The significant accounting policies used in preparation of these consolidated financial statements are described in note 3 to the consolidated financial statements.

Accounting policy developments and their potential impact on the Company in the future are described in note 4 to the consolidated financial statements.

<u>OUTLOOK AND FUTURE RISKS</u>

The Company was significantly impacted by the global economic downturn that occurred a few years ago. However, the Company has rebuilt itself with new product development initiatives that are now being marketed to target customer groups. In addition, customer budget constraints are being removed which has resulted in increased sales of both the Company's traditional core products and its new product initiatives. Management is seeing more and more market acceptance to these products and has seen a steady increase in the customer install base as a result. The Company's profitability is still dependent on hardware sales as it does not yet have a sufficient install base to achieve profitability on its recurring monthly revenues alone. The Company is optimistic that its growth in revenue seen over the past two years will continue into 2016. Management expects to continue to open new markets as the Company is able to develop customer specific applications that tie into the platform of the Company's core products. The challenge the Company faces is to effectively market these products. The Company will invest significant resources in implementing the marketing strategy and may incur initial losses until anticipated sales are achieved from these marketing efforts. However, management believes it has the resources necessary to complete the full commercial deployment of its new product initiatives.

Future risk factors include management's ability to successfully market the products that have been developed, attract and retain qualified personnel, maintain cost control and the potential for increased competition by companies that may have significantly greater financial resources and/or infrastructure. Furthermore, the company is entirely dependent upon third party satellite and cellular service providers to convey data from the field application to ROM's operation center for further processing and distribution to its clients

A significant portion of the Company's sales and future opportunities are with customers in the United States. In addition, the Company has financial instruments denominated in United States dollars. The Company is exposed to business risks resulting from economic conditions in the United States and foreign exchange risks resulting from future changes between Canadian and United States dollars. In addition, the Company is developing distributor relationships to market its products in other countries. While these relationships are not significant to the Company's sales today, management expects sales in other parts of the world to be a significant growth area in the future. This could further expose the Company to foreign exchange and foreign business environmental risks in the future.