

# Nigeria's M-Tel Selects Sentori, Intec and GPNW

Submitted by: Intec Telecom Systems

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\* Best-of-breed vendors selected to provide interconnect and billing & customer care for next-generation GSM network build-out

Laurel, Maryland, USA/ London, England – October 28, 2003 — Sentori, Inc., Intec Telecom Systems, and GPNW Consulting (UK) Ltd. are pleased to announce that Nigeria Mobile Telecommunications Limited (M-Tel), a leading mobile carrier in Nigeria, has selected them to provide mission-critical interconnect, billing and customer care solutions for M-Tel's next-generation national GSM mobile network. With Sentori acting as the prime contractor these vendors have teamed up to provide M-Tel with a state-of-the-art solution that will help to increase M-Tel's revenue, lower administrative costs, and enhance the quality of M-Tel's customer support.

"We are delighted that M-Tel has opted for the solution set offered by Sentori, Intec and GPNW," said John Bennett, Sentori's President and CEO. "M-Tel serves the largest market in Africa. Our combined solution will allow it to have a sustainable competitive edge as it continues to acquire customers in the highly-competitive Nigerian environment."

With the largest population in Africa and one of the lowest telephone service penetrations in the world, Nigeria offers massive growth potential for the GSM industry. "Nigeria's fast-developing mobile market, combined with its large population, makes it one of the most attractive telecoms markets in Africa," said Dave Baker, Intec's regional Director for Africa. "Not surprisingly, competition for this billing project was extremely tough. After an extensive evaluation process that involved some of world's leading OSS vendors, M-Tel selected the Sentori and Intec solutions on the basis of the companies' proven, flexible technology and on their experience in Africa and other emerging markets. Intec will work closely with Sentori and GPNW to ensure the seamless delivery of M-Tel's solutions."

Nigeria's mobile market is developing faster than any other sector with the rise of wireless communications and the government's decision to award mobile licenses to several international carriers. As a result, Nigeria's mobile subscriber base is expected to reach 30 million out of a population of 120 million by 2006, compared to only 2 million today. As M-Tel responds to this explosive demand for mobile services, Sentori and Intec will support its increasingly complex retail billing and intercarrier billing environments.

"Intec is pleased to partner up with Sentori and GPNW to support M-Tel's strategic expansion into GSM," said Kevin Adams, Intec's Chief Executive Officer. "With a growing market presence and widely varying challenges and opportunities, M-Tel will quickly recognise the value provided by the Intec and Sentori solutions to achieve greater cost savings and profitability through complete, accurate

billing.”

Sentori will supply M-Tel with its Sentori® Billing and Customer Care system, an award-winning multi-service customer management software solution. Intec will supply M-Tel with its Interconnect™ billing solution - the market leading software application that enables telecommunications companies to charge other carriers for using its network to carry traffic and support services.

“We chose Sentori to lead this effort based on the flexibility and scalability of Sentori’s billing and customer care platform, as well as on Sentori’s outstanding record of on-schedule delivery, said Aad Loois, M-Tel’s Chief Executive Officer. “Furthermore, we are delighted by Sentori’s selection of Intec and GPNW to round out the solution. This first-rate team will guarantee a swift and successful implementation as well as a fast return on investment.”

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## About M-Tel

Nigerian Mobile Telecommunications Limited (M-Tel) provides mobile service throughout Nigeria. M-Tel is one of Nigeria's leading mobile providers, and is 100%-owned by NITEL, Nigeria's incumbent provider of landline telecommunications services. M-Tel currently has approximately 125,000 subscribers and will launch a major national roll-out of a next-generation GSM network by the end of 2003.

## About Sentori, Inc.

A privately-held, Maryland, USA-based company founded in 1994, Sentori Inc., provides multi-service customer management software solutions to communications service providers worldwide. Led by its flagship product - the Sentori® Billing and Customer Care system - this rapidly growing company is helping evolving 3G wireless carriers, mobile virtual network operators (MVNOs) and other communications service providers acquire and retain high value customers, by giving them control of the entire customer management process. Sentori has a track record of in-budget and on-time product implementations combined with world-class client support services. For information about Sentori's products, services and employment opportunities visit <http://www.sentori.com> or call Sean Mallon, VP of Marketing and Business Development, at [smallon@sentori.com](mailto:smallon@sentori.com) or at +1 (240) 568-6201, ext. 268.

## About Intec Telecom Systems

Intec Telecom Systems is an award-winning worldwide Operations Support Systems ("OSS") vendor for fixed, mobile and next-generation networks (ie. WLAN, 3G and IP), with more than 500 installations of its products worldwide. Founded in 1997, Intec was listed on the London Stock Exchange (Code: ITL.L) in June 2000. Intec is the market leader in intercarrier billing systems and convergent mediation software, and a recent winner of the 2003 Global Billing Award – Best Overall Contribution, and Telestrategies '2003 Mediation Excellence Award'.

Intec's portfolio includes:

- Inter-mediatE™ - convergent mediation solution
- InterconnectT™ - intercarrier billing including US CABS and ITU
- Inter-activatE™ - flow-through provisioning and activation
- Inter-contentT™ - end-to-end content revenue management
- Intec Dynamic Charging Platform™ – a real-time pre/post-paid charging interface between the network and the back office
- Intec Digiquant™ - end-to-end management for advanced data services

Intec's customer base includes, among others, BellSouth, BellSouth Peru, Brazil Telecom, Cable & Wireless, Cesky Telecom (Czech Republic), China Unicom, COLT Telecommunications, EBT (Taiwan), Eircom (Ireland), France Telecom, Hutchison 3G, Maxis (Malaysia), Singtel Optus (Australia), Orange, Telecom Argentina, Telecom Egypt, Telecom Italia, Tiscali, TPSA (Poland), Swisscom, T-Mobile International, Telia (Sweden), Telefonica, Telkom South Africa, Telstra, US Cellular, Westel (Hungary), Vodafone, VimpelCom (Russia) and Verizon. For more information on Intec Telecom Systems, visit the website at <http://www.intec-telecom-systems.com>

About GPNW

GPNW Consulting is an international telecommunications consultancy and systems integration group uniquely specializing in carriers' wholesale settlement operations. GPNW's primary focus is on helping carriers

to understand their interconnect and partner settlement requirements, to design and deliver quality settlement solutions and to train resources in the systems and financial management of their inter-carrier business operations. GPNW has extensive experience with both wireline and wireless inter-carrier operations in Europe, North America, Latin America and Africa. For more information on GPNW, visit the website at <http://www.gpnw.ca>.