

# AZURE SIGNS DEAL WITH RATEINTEGRATION

Submitted by: Pirate Communications

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Azure to provide first commercially available rules-based interconnect accounting product in a service bureau environment

Azure, the telecoms revenue assurance company, today announced that it had signed an agreement with RateIntegration Inc, a leading provider of pricing and rating solutions for global telecommunications service providers, for its PriceMaker™ 5.1 rating and pricing software. Through integration with current products, this deal will allow Azure to offer the first commercially available rules-based interconnect accounting product for global telecoms operators.

Azure currently provides interconnect accounting as both a licensed-sale and bureau service, allowing operators to analyse call data, bill more accurately and to verify interconnect telephony traffic between themselves and other operators. It enables them to produce itemised call detail records (CDRs) for each individual interconnect call thereby producing more accurate and flexible charging and pricing regimes.

By adding the PriceMaker 5.1 rules-based rating engine to Azure's interconnect services, operators will be able to:

- create customised interconnect agreements with individual operators, providing them with greater flexibility
- make fast changes to pricing models which allows them to implement new prices or respond to competitor price changes very quickly and easily
- reduce time to market for new products with novel billing models
- improve capability to process and settle 3G and IP-based services.

John Cronin, CEO of Azure, said: "The deal with RateIntegration further enhances Azure's revenue assurance offering, as rules-based rating provides operators with quicker and more efficient pricing for interconnect. Many next-generation services will be written around rules-based technology, therefore it makes sense that next-generation OSS systems are too."

Thomas Thekkethala, CEO of RateIntegration, said: "Azure offers proven revenue assurance solutions and

through using our rating and pricing software it will be able to provide even greater interconnect functionality and savings for telecoms operators. This is a fantastic agreement for both of our companies and one that will make immediate sense to Azure's existing customer base."

Azure's principal objective is to enable communications operators worldwide to reduce losses and safeguard profits from malicious and unintentional revenue leakage. It offers a range of revenue assurance products and services including; Interconnect Accounting, Fraud Management, Event Integrity, Mediation Management and Route Optimisation.

The combined Azure-RateIntegration solution is available immediately.

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About Azure ([www.azuresolutions.com](http://www.azuresolutions.com))

Azure is one of the world's leading revenue assurance companies with offices in London, Ipswich, Paris and Hong Kong. Its portfolio includes Interconnect Billing, Fraud Management, Mediation Software, Event Integrity and Route Optimisation. Azure provides individual products or complete revenue assurance solutions using a common platform and any combination of products that a customer might need. Customers can choose a system that they own and operate themselves or a bureau that Azure manages on their behalf. Amongst Azure's customers are PTTs, mobile operators, national operators, carrier's carrier and cable TV companies; Azure has significant carrier experience and understands the problems faced by all these operators. The company's heritage is based on the fundamental technology and skills developed whilst in BT in the early 1990's with many of the world-class technical experts remaining at Azure today.

Azure was spun out of BT in April 2003 and is backed by the technology venturing partnership, NVP Brightstar, created in February 2003. NVP Brightstar has been created by BT Brightstar, formerly part of BT's research and technology business, BT Exact; Collier Capital, the UK-based global private equity investment manager; and New Venture Partners, the US-based venture capital firm.

About RateIntegration

RateIntegration, Inc. provides pricing, rating and interconnection software solutions to global telecommunications providers including long distance, local, wireless, mobile commerce and managed network companies. The Company's flagship PriceMaker™ product was designed to leverage a service provider's existing infrastructure software investment by operating as a stand alone product or easily integrating with existing mediation, billing, order management and customer care systems. PriceMaker is

offered on a license and outsourced basis and allows customers to rapidly bring new products and services to market. RateIntegration's customer base includes small to large communications companies in the United States and Europe. RateIntegration has offices in the United States and Europe and is headquartered in Durham, North Carolina. More information can be found on the Company's Web Site at [www.rateintegration.com](http://www.rateintegration.com) or by contacting us at +1 919-484-2442.

#### Further information

David Pincott / Ged Carroll / Alex Crawshaw, Pirate Communications

tel: +44 20 7760 7050

[david@piratecomms.com](mailto:david@piratecomms.com) / [ged@piratecomms.com](mailto:ged@piratecomms.com) / [alex@piratecomms.com](mailto:alex@piratecomms.com)

Mark McCormack, EVP, RateIntegration

[mark@rateintegration.com](mailto:mark@rateintegration.com) / +44 20 7868 2207 (UK) / +1 720-320-1161 (USA)