

Intec wins multi-million dollar software deal in Nigeria with Nitel

Submitted by: Intec Telecom Systems

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* Four million US\$ deal includes four major Intec OSS products

March 10, 2004: Intec Telecom Systems, a global provider of operations support systems (OSS) for telecommunications companies, is pleased to announce it has signed a multiple software product deal with Nitel, the government-owned telecommunications company of Nigeria. The agreement, which was made possible with the help of Intec's local Nigerian partner Traffic Network Services Limited (TNSL), is valued at over US million and includes the purchase of Intec's Interconnect™, Interconnect ITU™, Inter-mediatE™, and Inter-activatE™ solutions. Together these software platforms will automate Nitel's service-provisioning processes and provide regional and global intercarrier billing and mediation support as the company expands its network operations across the country.

Intec's broad product range will provide Nitel with a complete, end-to-end solution for intercarrier billing, mediation and service activation. With Interconnect and Interconnect ITU, Nitel will be able to accurately charge other national and local, fixed and mobile carriers for using its facilities, and to compare and settle its own international traffic invoices with incoming bills using ITU standards. The solutions will provide superior scalability to deal with Nitel's growing volume of calls while minimising operational overhead in settling with other carriers.

Helping to support the billing systems will be Inter-mediatE, the market leading convergent mediation platform, that will enable Nitel to gain full control over the data records being processed by gathering network usage data and then validating, filtering and checking the data before distribution to other systems. Intec's Inter-activatE solution has been selected by Nitel to automate the process of activating services and special features, including long distance, Voice Mail, and Call Waiting, more efficiently. Inter-activatE will also free Nitel's switch technicians to allow them to perform more mission critical tasks and help to improve the company's overall operational efficiency.

Intec's success in Nigeria's telecommunications market began in October 2003 when it signed a software deal with Nitel's GSM subsidiary Mobile Telecoms Ltd (M-Tel). "As Africa's most populous, but also most under-subscribed telecoms market, Nigeria offers us tremendous opportunities to grow our business," explains Dave Baker, regional director of Intec's Southern Africa operations. "In just two years Nigeria's phone market has enjoyed unprecedented growth due to the increase in mobile subscribers and the demand for affordable services. Nitel must accommodate this demand by supporting the interconnect agreements that make it possible for the operator to charge mobile companies for using its network and services. Intec will play a role in this historic growth by providing the revenue-optimising solutions Nitel requires to perform this task while it expand its operations and makes a substantial impact on the country's overall economy."

"Our deal with Nitel is strategically important to us in West Africa, and provides further testimony of our strength in the mediation, interconnection and service activation software market," said Kevin Adams, Intec's CEO. "As the biggest and most influential telecommunications company in Nigeria, Nitel's approval for our products is a strong endorsement for Intec. With our solutions Nitel will

generate additional revenue streams through fast and accurate usage collection, mediation, billing and service activation. The installation of Interconnect ITU will also provide the necessary global settlement support Nitel requires to expand the scope of its business to include more international partnerships.”

About Nitel

Nitel is a 100 percent Nigerian Federal Government owned company established in 1985. It was carved out of a merger between P&T (Post & Telecommunications) and NET (Nigerian External Communications). The existence of Nitel pre-dates the licensing organization NCC (Nigerian Communications Commission), although Nitel now operates under the regulations of the NCC with the provision of a telecommunications operating license that was issued in 2002. Nitel, the first national carrier, is a pioneer company charged with the responsibility of providing reliable and affordable telecommunication services using the most robust technology throughout Nigeria and is at the heart of the country's telecommunications industry. The company currently provides a full range of transmission and telephony services, domestic and international including terrestrial, TACS analog mobile, GSM, Internet, intranet, long distance, and various corporate services in Nigeria. The Press Contact is Mr Tayo Ekundayo, Head Public Relations, Nitel Headquarters, Abuja +234 (0)9 5235835.

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 560 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 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
- Intec CPM™ - end-to-end content partner management
- Intec Dynamic Charging Platform™ – a real-time pre/post-paid charging interface between the network and the back office
- Intec ASF™ - 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

