

Intec signs substantial software deal in Russia with Golden Telecom, Inc.

Submitted by: Intec Telecom Systems

Thursday, 6 May 2004

· Agreement provides Intec with second major customer in Russia, one of the world's biggest telecoms markets

May 6, 2004: Intec Telecom Systems, a global provider of Operations Support Systems (OSS) for fixed, wireless and IP/next generation networks, has announced a second substantial software deal in Russia. Under the terms of the agreement Intec will supply its market-leading Interconnect™ billing and associated Interlink™ reference data management systems to NASDAQ listed Golden Telecom, Inc. Golden Telecom is a provider of integrated telecommunications services to corporate clients, consumers and telecoms operators throughout the Commonwealth of Independent States (CIS), including Russia and Ukraine.

Initial deployment of the solutions will take place in the greater Moscow region during 2004, with Kiev, Ukraine to follow upon successful completion of the rollout in Russia.

Interconnect is the world's market leading carrier-to-carrier billing application. It allows operators to enhance their revenue streams by charging their telecoms and service partners for using their networks and facilities. Supporting Interconnect will be Intec's Inter-link module, a fully automated reference data tool that improves operational efficiency and reduces data management costs. Reference data is used to control the billing process, and its accuracy is paramount in generating the correct bills.

Adds Katrina Brodrick, Intec's Regional Sales Director EMEA, "As the telecoms market in Russia and Eastern Europe becomes more competitive and complex, particularly with the arrival of companies offering content and other IP-based services, Golden Telecom will be involved with multiple interconnect and wholesale billing partnerships. Rating data will have to be constantly updated to keep up with the increase in agreements and the pace of change in the business. Inter-link, and the rating and billing flexibility of Interconnect, will help the company achieve this."

Inter-link provides operators with the capability to automatically propagate call rating information created in another network platform into the Interconnect billing database. It also eases the complex process of changing tariff rates with intercarrier partners, simplifying business practices such as advanced buying of interconnect minutes and real-time rate bidding and capacity trading. This will help save the company time and effort by using Inter-LinK to make many daily reference data maintenance operations faster and more accurate.

"Golden Telecom is a high-profile player in Eastern Europe, and we are extremely pleased to be part of its business plans," said Peter Deane, Intec's Managing Director EMEA "After a comprehensive selection process Intec's solutions were singled out for their proven performance in major carriers worldwide. Intec's professional services staff will assist in the implementation of Interconnect and Inter-link, which will guarantee rapid revenue enhancement and greater operational control for the company as it extends its leading position in Eastern Europe's high growth voice, data and Internet markets."

Golden Telecom is Intec's first major fixed line customer in Russia. Since 2003, Intec has supplied its intercarrier billing software to the VimpelCom Group, one of the major GSM providers in the country with operations in the City of Moscow, the Moscow Region and the City of St. Petersburg.

About Intec Telecom Systems

Intec Telecom Systems is the world's leading Operations Support Systems ("OSS") product vendor for fixed, mobile and next-generation networks (i.e. WLAN, 3G and IP), with more than 580 installations of its products worldwide in over 400 customers. Founded in 1997, Intec was listed on the London Stock Exchange (Code: ITL.L) in June 2000. Intec is a market leader in inter-carrier billing systems and convergent mediation software, and has recently acquired a strong capability in IP billing and real-time mobile service charging and control. In 2003 Intec reported revenues of £50.7 million, with adjusted net earnings after tax of £4.1 million.

Intec's product portfolio includes:

- Inter-mediatiE™ - convergent mediation solution
- Interconnect™ - inter-carrier billing including US CABS and ITU-based settlement
- Inter-activatiE™ - flow-through provisioning and activation
- Intec CPM™ - end-to-end content partner management
- Intec DCP™ (Dynamic Charging Platform) – a real-time pre/post-paid charging interface between the network and the back office

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), Nitel (Nigeria), Reliance (India), Singtel Optus (Australia), O2 Ireland, 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), Vivo (Brasil) and Verizon.