

Intec wins high-value collaborative sourcing deal in Indonesia

Submitted by: Intec Telecom Systems

Tuesday, 25 May 2004

* Multi-million dollar software and services deal signed with PT Pratama Jaringan Nusantara for Intec product suite

London, May 25th 2004: Following an initial announcement on May 13th 2004, Intec Telecom Systems today confirmed that it has signed one of the largest deals in the Company's history for the supply of software and associated services to a customer in the Asia-Pacific region. This Indonesian government-backed project, which will create the first and largest Inter-carrier Traffic Clearing System in the territory, will begin implementation during the latter half of 2004 and will continue into 2005. Intec does not expect that revenue from the deal will have a material impact on its current 2004 financial performance, but that it will be able to recognize the majority of the contract value in its 2005 business year. The agreement will last ten years.

The contract allows Intec to provide a complete suite of products that complement the end to end process of the Intercarrier Traffic Clearing System. These processes include the collection and mediation of CDRs right through to the rating process as well as the reconciliation and settlement processes. Among the products implemented are both of Intec's flagship applications, convergent mediation and interconnect billing systems, both leaders in their respective fields and widely used among major carriers worldwide. The selection of Intec followed a highly competitive evaluation against many other vendors, with a particular emphasis on performance and value in a high-volume environment. During this evaluation process Intec demonstrated a strong dominance through its solutions' abilities, such as robustness, security, reliability, and scalability. Intec has been involved with its local partner, Pratama Jaringan Nusantara (PJN), right through from the design phase to winning the project. The deal is expected to substantially enhance the local presence of both companies.

"With the complete suite of Intec's robust technology, the highest level of its management commitment and its vast regional knowledge and experiences in interconnect settlement, I am confident that we can effectively and efficiently deliver our objectives both to the government and to our customers." said Eddie Sudijono, PJN's President Director. "Seamless integration, operation audit ability, well-defined business processes and individualised environment are the main drivers for our success. Intec plays tremendous roles in all of them."

"This agreement is certainly the largest deal that Intec has signed in Asia-Pacific, and one of the largest ever worldwide," said Kevin Adams, Intec's CEO. "It underlines our capability to provide solutions for the most technically demanding carrier environments, as well as our global delivery and service capabilities."

About Pratama Jaringan Nusantara

PT Pratama Jaringan Nusantara is an enterprise born in recognition of a need, namely, to provide telecommunications operators with a neutral and fair supervisory body to assist them in this new era. PT

PJN acts as the “centre of gravity” by imposing mutually beneficial order in a nebulous telco environment. PT PJN closely follows the guidance and direction of the Government of Indonesia, as well as consultation from its telco partners in formulating strategies as the authorized body for the Telecommunications Traffic Clearing System. PT PJN’s Vision and Mission is to be a partner to the government which is focused, professional, fair and trusted to create a standardization and openness amongst telecommunication providers in this era of globalization, deregulation and competition.

PT PJN’s mission is to :

- Add value to the Telecommunications traffic clearing process
- Provide best of breed solutions to help in increasing levels of productivity, efficiency and accuracy in billing as well as assist in the settlement of intercarrier accounting
- Enabling telecommunication providers to optimize performances of their businesses.

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 570 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. 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
- InterconnectT™ - inter-carrier billing including US CABS and ITU-based settlement
- Inter-activatE™ - 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.