Azure And MBT To Help Provide Revenue Assurance Across Asia And The Middle East

Submitted by: Pirate Communications

Wednesday, 1 December 2004

Press release 1 December 2004

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Agreement to increase Azure's global presence

Azure, the telecoms revenue assurance company, today announced that it has signed a reseller agreement with Mahindra BT (MBT), the world's largest independent IT services provider dedicated exclusively to the telecommunications industry, to provide revenue assurance products and services to telecoms operators in Asia and the Middle East.

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: End-to-End Revenue Assurance, Interconnect Accounting, International Settlements, Security and Fraud Management, Event Integrity, Mediation Management and Route Optimisation.

Under the terms of the agreement MBT will be reselling and implementing products from Azure's revenue assurance portfolio, and providing Azure with cost-effective implementation and a further channel to the Asian and Middle Eastern telecoms markets.

John Cronin, CEO of Azure, said: "We are very pleased to be working with MBT as it has intrinsic local knowledge across Asia and the Middle East. The deregulation of many of the telecoms markets has created lots of complexity, which can lead to significant revenue losses. By working with MBT we hope to enable operators to reduce revenue leakage by providing them with effective revenue assurance solutions."

Amitava Dutta, vice president and head of APAC operations at MBT, said: "The deregulation of many of the telecoms markets has created lots of complexity between operators, which can lead to significant revenue losses.   We are delighted to able to provide Azure's revenue assurance portfolio for operators as it has developed proven solutions which have been implemented globally."

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About Azure (www.azuresolutions.com)
Azure is one of the world's leading revenue assurance companies. It is headquartered in London, with people in Ipswich UK, Colorado, Paris, Frankfurt, Madrid, Hong Kong, Jakarta, Singapore and Sydney. Azure's solutions include End-to-End Revenue Assurance, Interconnect Billing, International Settlements, Security and Fraud Management, Mediation Management, 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 1990s 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 New Venture Partners (www.nvpllc.com).

About MBT
Founded in 1988, MBT is the world's largest independent IT services provider dedicated exclusively to the telecommunications industry.   Its telecoms expertise includes product development, maintenance and services to support CRM, billing, security, new product integration, testing, network management, network planning & inventory management, and a wide range of other next generation and legacy systems.

Majority owned by Mahindra & Mahindra, India's fifth largest commercial group, in partnership with British Telecommunications plc (BT), Europe's second largest telecoms services provider, MBT has grown rapidly to become India's seventh largest IT firm. Serving telecommunications equipment manufacturers (TEMs), service providers, software vendors and systems integrators, its global customers include such leaders as Alcatel, Alltel, BT, Convergys, Ericsson, Marconi, O2 and Vodafone.

MBT's track-record for value-delivery is supported by over 5,000 professional staff who together provide a unique blend of cultures, unrivalled domain expertise and in-depth technology skill-sets.
Fully ISO 9001:2000 certified, it is also one of the few companies to hold the coveted SEI CMM Level 5.
MBT has principal offices in United States, UK, Germany, Singapore, India, Australia, & Middle East – including major development facilities in India and UK. It can be found on the web at www.mahindrabt.com

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