

# QPASS AND SONIM ANNOUNCE ALLIANCE

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Qpass® and Sonim to provide next generation service capabilities to mobile market

18 January 2005 - Seattle, Wash., and San Mateo Calif. – Qpass®, the proven and preferred provider of mobile commerce software, and Sonim Technologies, the leader in enabling today's wireless data networks to deliver high-margin VoIP applications including Push-to-Talk (PTT), today announced their alliance to provide application management and support services to network operators. Qpass and Sonim plan to leverage Qpass' Prosperity Series™ software to enable operators to manage the next generation services like Push-to-Talk (PTT) powered by Sonim's application.

Through the alliance, Qpass operator customers will be able to quickly integrate Sonim into their business systems giving them the ability to efficiently create and manage new service offerings with the platform. The solution will enable subscribers to provision themselves from the handset, and select from a number of different PTT service packages, thereby achieving a lower cost model and higher revenue yield for PTT services. Additionally, operators will be able to efficiently give content providers the ability to enable their applications with PTT.

"Sonim is the leading independent provider of Voice over IP messaging platforms and services for the mobile market, and has helped to lead the industry to complete industry standards for PTT. We are excited to collaborate with them to advance this growing market", said Steve Shivers, Qpass SVP, Sales and Marketing. "We think it is a compelling proposition for our operator customers and prospects to be able to offer impulse use of PTT packaged in ways other than just a 'one size fits all' monthly service charge."

Prosperity Series gives wireless subscribers the ability to opt in for Sonim service right from their handset and purchase bundles of messages, as well as time-based or unlimited use plans. Qpass will also market Sonim's capabilities to Qpass' catalog of more than 185 integrated content providers. These content providers will be able to use Sonim services within their applications, for example, enabling billable PTT within instant messaging and dating applications. In addition, these providers can leverage Sonim's client to allow subscribers to reach for multimedia content via the push of a button.

"Qpass is the leader in services management software, and we're very pleased to work with them to accelerate management and support service innovation to high-ARPU generating applications such as PTT," said Wade Vesey, Sonim Chief Commercial Officer. "Through this alliance, we will be able to offer operators the ability to package the use of our application in multiple ways, which will translate into more subscribers trying and using the product. Second, we will be able to efficiently offer content providers the ability to enable their applications with PTT."

As of 2004, the mobile data market is almost a \$13 billion dollar industry worldwide with expected growth to reach \$54 billion by 2008. Consumers are demanding more choices and options in premium mobile content and services. The key to meet this need and be successful in this dynamically growing market is the

ability of wireless operators to efficiently leverage next-generation service platforms, and to manage offers via seamless integration with their existing back office systems. This alliance is an ideal example of a next-generation data service which is made easier with a robust services management platform.

#### About Qpass

Qpass, headquartered in the US and with offices in Europe, is the proven and preferred provider of mobile commerce software for leading mobile operators. Qpass customers collectively reach more than 75 million subscribers today. These operators, including Cingular Wireless, Nextel, Alltel, Boost Mobile, and Dobson, use the Qpass Prosperity Series™ software as an overlay to existing business systems. The software efficiently manages mobile commerce payment and settlement, content partner relationships, service bundle creation and customer care in mobile or Wi-Fi networks. Over the past 18 months alone, operators have achieved sales increases of more than 3,500% with Qpass software, driving premium data services business worth hundreds of millions of dollars per year. Today more than 185 content partners and aggregators are integrated with Qpass software, delivering over 10,000 applications to mobile users. For more information, visit [www.qpass.com](http://www.qpass.com).

#### About Sonim Technologies, Inc.

Sonim Technologies enables today's wireless data networks to deliver high-margin voice services. This standards-based solution provides real-time communication services such as Push-to-Talk that combine the flexibility of mobile messaging with the ease-of-use of voice. The end-to-end, VoIP-based solution creates significant new revenue streams and delivers superior 'return on bandwidth' for mobile operators. Sonim is headquartered in San Mateo, Calif., with offices in Italy, Sweden, and the United Kingdom. For more information, visit the company's web site at [www.sonimtech.com](http://www.sonimtech.com).