

Intec wins key deal with STC, the leading telecoms provider in Saudi Arabia

Submitted by: Intec Telecom Systems

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* Deal provides future business opportunities as the region continues deregulation of telecoms sector

18 January 2005: London: Intec, a leading OSS product vendor for fixed, mobile and next-generation networks, today announced that it has signed a new deal with Saudi Telecom Corporation (STC), the largest telecommunications provider in Saudi Arabia. According to the terms of the multi-million dollar agreement, Intec will supply STC with InterconnectT, its market leading intercarrier billing system. InterconnectT helps operators to maximise revenues and reduce costs by producing statements and invoices for outgoing and incoming call costs to interconnect partners. The strategic project was won in full cooperation with Intec's partner Getronics Middle East, one of the world's leading providers of Information and Communication Technology (ICT) solutions and services.

"This is an extremely important customer win for Intec," said Kevin Adams, Intec's CEO. "As one of the leading telecoms companies in the region, STC serves as a role model for many operators in the Middle East, including domestic and international providers. We will work closely with the company to ensure that InterconnectT is successfully implemented across STC's networks in time for the deregulation of the country's telecoms sector."

As Saudi Arabia deregulates its telecoms sector, STC will require new capabilities to stay ahead of competition. Among them is a cost-effective billing solution that can manage different inter-operator settlement agreements. InterconnectT will provide this crucial business advantage by offering STC a technology that can bill and settle all services from a single platform, with full visibility of costs, revenues and margins across all lines of business.

"Competition for this contract was extremely tough as it pitted us against some of the biggest names in the telecommunications business, including STC's existing billing provider," explains Peter Deane, Intec's Managing Director for the EMEA region.

Dr. Cedric Dib, Intec's Regional Director in the Middle East, added: "After several strategic meetings, STC selected InterconnectT over its competitors on the basis of its reputation as a scalable and highly adaptable billing solution. STC was also impressed with the ongoing development of new features for the software, which will ensure that STC has the technology to satisfy complex requirements that are specific to sophisticated interconnect business models."

Another key to commercial success will be the flexibility to support new rating and tariff schemes without stifling innovation as new services come to market. The operator with the most adaptable billing solution will be able to lead the Saudi Arabian market in competitive product bundling and charging methods. InterconnectT will enable STC to gain this capability, providing a billing system that can immediately support new rate changes and agreements - without compromising billing accuracy.

About Saudi Telecom Corporation

Saudi Telecom Corporation, the largest provider of telecommunications in Saudi Arabia, was established in 1998. Since that time great progress in Telecommunication Networks has been achieved. So far, STC serves the largest number of subscribers in the Middle East. STC provides multiple communications services, including fixed and mobile, voice and data services based on a variety of transmission systems including microwave, fiber optic, coax, satellite and submarine facilities. For more information, please visit, www.stc.com.sa

About Getronics

Getronics is one of the world's leading providers of Information and Communication Technology (ICT) solutions and services with ongoing revenues of EUR 2.6 billion in 2003. The company employs approximately 22,000 individuals to support its focus on ICT infrastructure and business solutions, and create business advantage for enterprises and governments in over 30 countries.

Getronics Middle East started operating in this region since early 90s and has direct offices in Saudi Arabia, United Arab Emirates and authorized partners in Qatar, Bahrain, Jordan, Syria, Egypt and Oman. The company is among the first to introduce ICT End-to-End solutions and services to this region, and its strong local presence with global consistency and capabilities has set the stage for well planned expansion throughout the region. Getronics M.E. has its largest operation in Saudi Arabia and the company is deploying additional resources in the region to meet its planned business growth. Getronics designs, integrates and manages ICT infrastructures and business solutions for many of the world's largest global and local companies and organisations, helping them maximise the value of their information technology investments. For further information about Getronics, visit www.getronics.com

About Intec

Intec is a leading OSS product vendor for fixed, mobile and next-generation networks (i.e. WLAN, 3G and IP), with more than 650 installations of its products worldwide in 460 customers. Founded in 1997, Intec was listed on the London Stock Exchange in June 2000. Intec is a market leader in billing, mediation, mobile service charging and activation systems. For the year ended 30 September 2004, Intec reported revenues of £68.8 million, with adjusted net earnings after tax of £8.7 million.

Intec's product portfolio includes:

- Singl.eView™ - dynamic transaction management/retail billing
- Inter-mediatiE™ - convergent mediation solution;
- Interconnect™ - inter-carrier billing including US CABS and ITU-based settlement;
- Inter-activatiE™ - flow-through provisioning and activation;
- Interconnect CPM™ - end-to-end content partner management; and
- Intec DCP™ (Dynamic Charging Platform) – real-time pre/post-paid charging

Intec's customer base includes, among others, BellSouth, BellSouth Peru, Cable & Wireless, Cesky Telecom (Czech Republic), China Unicom, COLT Telecommunications, Deutsche Telekom, 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, Telefonica, Telia (Sweden), Telkom South Africa, Telstra, US

Cellular, Westel (Hungary), Vodafone, VimpelCom (Russia), Virgin Mobile, Vivo (Brasil), XO Communications, and Verizon.

For more information, visit the Intec website at www.intecbilling.com