

# Intec dominates Nigerian market with further contract win

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- Nigerian Clearing House to install Intec software solutions to support multi-operator interconnect billing
- New deal establishes Intec as the leading provider of OSS solutions in Africa's fastest growing telecoms market

London, 18 April 2005 ... Intec Telecom Systems, a leading OSS software vendor for fixed, mobile and next-generation networks, has secured another contract win in Africa with Interconnect Clearinghouse Nigeria Limited (ICN). ICN acts as a clearing house for all telecommunications service providers in the country, working through the umbrella organisation, the Association of Licensed Telecommunications Operators of Nigeria (ALTON). The clearing system handles inter-carrier billing between different organisations, ensuring improved call completion rates and increased revenue for operators.

Under the terms of the agreement, which strengthens Intec's position as the dominant player in Nigeria's telecoms billing market, ICN will install Intec's award winning InterconnectT and Inter-mediatiE solutions to support its fast-growing inter-carrier settlement operations.

"Since the liberalisation of Nigeria's telecommunications industry, the mobile and fixed line markets have enjoyed unprecedented growth," explains Dave Baker, Intec's Director of Operations in Africa. "Intec's solutions will play an important role in this competitive environment, providing ICN with the necessary tools for Nigerian carriers to effectively bill interconnect partners for using their networks as well as comparing and settling traffic invoices with incoming bills.

Intec's InterconnectT solution is the global leader for inter-carrier billing and the software of choice for all of Nigeria's fixed line and mobile operators. It offers a scalable and highly-advanced open platform that can be easily configured to meet ICN's billing requirements. Intec's Inter-mediatiE software supports the InterconnectT solution by offering an efficient and reliable real-time mediation system that can gather fixed, wireless and next-generation network data for use in producing accurate billing statements. Inter-mediatiE is currently deployed in more than 130 networks worldwide, including those belonging to major African telecoms companies such as Sotelma (Mali), Safaricom in Kenya and Telecom Egypt.

With its innovative, best of breed technology Intec will provide ICN with the capability to future proof its existing and potential service capability. This level of flexibility is vital to remaining a competitive force in Nigeria's billion dollar telecommunications industry. With a population of over 120 million people and a teledensity rate of only five per cent, Nigeria remains one of the fastest growing and most attractive markets in the world.

"This agreement increases Intec's client base in Africa, which already includes high profile companies such as Telkom South Africa, Cell C Mobile, MTN and Sonatel," concluded Intec CEO Kevin Adams. "We are delighted to add Interconnect Clearinghouse Nigeria to this growing list of influential customers. Together with its highly flexible and scalable capabilities, Intec's InterconnectT and Inter-mediatiE

solutions will enable ICN to cost-effectively manage billing processes for all its fixed line, wireless and next generation inter-carrier partners."

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#### About Intec

Intec is a leading Operations Support Systems (OSS) product vendor for fixed, mobile, MVNO and next-generation networks (e.g. WLAN, 3G and IP), with more than 680 installations of its products worldwide in 470 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;
- Interconnect Optimised Routing™ - optimised wholesale routing;
- 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), MTN, 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](http://www.intecbilling.com)