

Intec signs its biggest Middle East deal with Lebanon's GSM operator Alfa

Submitted by: Intec Telecom Systems

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London/Beirut, 28 September 2007: Intec, a global provider of Operations Support Systems (OSS) for fixed, wireless, and IP/Next Generation networks, today announced that it has signed a multi-million dollar deal in Lebanon with government owned GSM provider Alfa. Under the terms of the agreement Intec will supply Alfa with its integrated customer care, charging and billing solution, a scalable business support system designed to meet the growing demands of today's wireless operators. Alfa has selected the Intec Mobile Business Solution, including its Singl.eView™ Customer Management, Billing and Financial Assurances modules which, combined, will help Alfa manage the customer care and billing of its latest value-added, next generation services as well as offer integrated charging, invoicing and reporting across its network. The contract is the biggest that Intec has ever signed in the Middle East and is the result of a successful collaborative effort with its strategic regional partner Middleware Data Systems (MDS), a leading provider of IT infrastructure solutions and services.

"The decision to upgrade our network with Intec's Mobile Business Solution is testimony to our commitment to best serve our customers," said Ms. Ineke Botter, Managing Director and CEO of Alfa. "The installation of Intec Mobile Business Solution and its core modules will give us the billing flexibility and scalability to roll out the most advanced service offerings that we are planning to launch in the course of 2008. Upgrading our billing system is a sound investment for our future business growth and we look forward to using Intec's technology to help us deliver a continuous high quality of service."

Alfa is one of two GSM providers offering wireless services in Lebanon and is managed by Fal Dete Telecommunications, which is a joint venture between Detecon International, a wholly owned subsidiary of T-Systems (Deutsche Telekom) and Fal Holdings Arabia, a Saudi-based Company. As Lebanon's telecommunication industry prepares for future deregulation, Alfa's investment in Intec's technology will help the operator to compete in an open market with lower operating costs, improved efficiency and better priced services for customers. This will be achieved by using Intec's solution to replace Alfa's existing legacy system, which is expensive to run and offers limited flexibility to bill customers for different services. Intec's powerful, automated solution is capable of managing different network systems efficiently and in real-time, and will help Alfa to deliver seamless and accurate bills to its growing customer base.

"Despite the economic and political challenges that Lebanon recently faced, the country is on track with rebuilding and modernising its mobile infrastructure and reclaiming its status as the commercial and financial centre of the Middle East," explains Christian Ciupek, Intec's regional Business Development Director for Africa and the Middle East. "Intec is proud to be part of the redevelopment of the country's communications sector, which is still one of the most forward thinking and progressive in the region, and we are confident that Alfa will be pleased with the commercial results that our technology will provide."

Lebanon's recent political turbulence has not deterred investment into the country, thanks to its reputation as a resilient and reliable commercial hub in the Middle East. Since 1994, the nation has been a pioneer in wireless communications, becoming one of the first countries in the Middle East to build GSM

networks and to become a well-established market for the latest value-added services such as GPRS and WiFi. Further breakthroughs have also occurred in 2007 with the introduction of DSL broadband and the appointment of a regulatory authority to assist in the deregulation of the communications sector.

Mr. Ciupek explains how Intec's solution will help Alfa prepare for Lebanon's future in a liberalized mobile market, particularly with regard to the competition it will bring with the entry of new GSM operators: "Intec is renowned throughout the industry as a provider of world class, flexible and future-proof charging & billing technology. With the help of Intec's Mobile Business Solution, Alfa will have the chance to lower operating costs through more effective billing and invoicing, and to use this extra saving to invest in new services, which will ultimately help the operator stay ahead of competitors."

Intec's win in the Middle East was facilitated by its partnership with MDS, a strategic integration specialist in the region and a key contact for Intec as it continues to expand its operation in Lebanon and its neighboring countries. "Intec has created a formidable alliance with MDS and we believe that this partnership will play an important role in our future in the Middle East," added Mr. Ciupek. "MDS's professionalism and expertise is impressive and we look forward to many more successful wins together."

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About Alfa

Fal Dete Telecommunications is the company that manages the GSM network in Lebanon under the name Alfa. Alfa is the brand name of the network owned by MIC1 S.A.L and is one of the leading mobile operators in Lebanon. The vision of Alfa is to maintain a long term, mobile market leadership in Lebanon. This is measured in terms of maximizing revenues, development of innovative service offerings to customers and cost efficiency whilst offering professionals challenging employment. For more information visit the Alfa website at www.alfa.com.lb

About Middleware Data Systems (MDS)

MDS, part of the ITG (Holding) group, is a leading provider of IT Infrastructure solutions and services. Along with being an HP Preferred Partner specialized in Computing Systems and Storage Solutions, a Microsoft Direct Large Accounts Reseller (DLAR) and Academic Reseller (AR), MDS offers system software solutions, as well as banking peripherals including ATMs and a wide range of heavy duty printers. MDS extensive experience in delivering enterprise-wide solutions based on HP's offering is shown by the large number of turnkey solutions they have been involved in. For more information visit the website at:

About Intec

Intec supplies solutions to over 60 of the world's top 100 telecoms carriers and is one of the world's fastest growing major BSS/OSS (business and operations support systems) vendors. Intec's 400 customers include AT&T, Cable & Wireless, The Carphone Warehouse (UK), China Unicom, Deutsche Telekom, Eircom (Ireland), France Telecom, Hutchison 3G, O2, Orange, T-Mobile, Telefonica, Vodafone, Virgin Mobile, Vivo and Verizon. Intec works closely with its customers, many of whom have been with Intec since its inception, to provide the highest standards of performance, flexibility and robustness to help carriers service their customers effectively and profitably. Intec's comprehensive and expanding range of products, solutions and services includes:

- Retail billing and customer management
- Multi-service mediation and activation
- Inter-carrier billing settlements including US CABS and ITU-based settlement
- End-to-end content partner management
- Optimised wholesale routing and trading
- Real-time pre/post-paid mediation and charging
- Pre-integrated solutions for wholesale, wireless and core IMS charging functions

Founded in 1997, Intec is listed on the London Stock Exchange (ITL.L) and has over 1,700 staff and 31 offices in 25 countries. For more information, visit the Intec website at www.intecbilling.com.