



Press Release

Multisource SA partners with Azotel to extend ISP business management solutions in the country

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Multisource today announced a contract with Azotel to distribute its SIMPLer solution in the South African market.

Azotel's SIMPLer is a full-featured service provider management platform, used to manage single or multiple ISP businesses from sign-up to disconnect. Important SIMPLer features include auto provisioning of radio equipment, customer portal with automated sign-up, monthly billing and credit card processing, technical support trouble tickets, installation scheduling, inventory management, sales promotions, management reports and more.

Azotel provides complete solutions to wireless Internet services providers (WISPs), or broadband operators. It is able to provide everything the operator needs except the radio equipment. Now, in partnership with Multisource - who is already a leader in the provision and distribution of radio and broadband wireless equipment - the new distribution agreement will enable customers to purchase all related equipment from one supplier.

The Azotel SIMPLer platform offers wireless broadband operators a complete integrated OSS (operations systems support) and core network. The SIMPLer approach integrates seamlessly across all business units that form part of a value added chain. This has the capacity to replace up to five business systems with one integrated system, greatly increasing the efficiencies of all departments.

Richard Smuts-Steyn, CEO of Multisource, says this development comes at a good time. "Wireless ISPs are growing at a rapid rate... there are 160 WISPs - a growth of 300% over the last 18 months - who are traditionally focused on the transmission technology. Azotel products will allow them to focus on technology and leave the product to manage the business workflow."

Deployment of the Azotel hardware is very straightforward. It is as simple as plugging one port of the WIB-C to the upstream provider and the second port to the operator's radio network. The radio network requires a fixed WiMax radio solution, such as Proxim, Trango, or Airspan.

"The product will allow WISPs to grow quicker, by managing customers in a cost effective and elegant manner", says Smuts-Steyn. "Market trends are showing significant fragmentation among providers, with a future outlook to consolidation after they have geared up", he adds.

The Azotel platform offers a number of strategic benefits in the marketplace, by reducing costs of setup and operation, and ensuring rapid deployment of all local operator WISPs. It has the ability to reduce setup costs, by rapidly reducing the time it takes to get a customer set up and onboard. Smuts-Steyn says the key to this largely reduced turnaround time resides in the development of the product. "It was developed by people who use WISPs, for their usage. The developers ensured that the system could be used as a simple plug & play device, thereby facilitating the effective merging of business management with sound technological principles."

The Azotel SIMPLer platform is deployed in over 50 networks worldwide, with a particular concentration across the United States, Canada EMEA, and now sub-Saharan Africa. For more information, visit <http://www.multisource.co.za>.

Multisource

Multisource has been in the telecommunication business for 35 years, respected and noted for its reliability and expertise. Their sources are multiple - but they are a single service provider for any number of solutions designed and deployed to match clients' specialised needs - whether it be mining, emergency services, municipalities, security, aviation and marine. Multisource has the experience and the know-how to deliver solutions for specialised communications requirement. Best-of-breed defines their product philosophy: Multisource stocks, distributes, and deploys reliable, cost-effective products - such as those of principal suppliers, Icom, Trango, Proxim and Airspan - world-class, leading players in the broadband and wireless market. For more information, please visit <http://www.multisource.co.za>.

Azotel

Azotel Technologies was established in 2005 following the successful sale of Amocom Net and the transfer of all its R&D (including the SIMPLer platform) to Azotel. Amocom Net, the first WISP in Europe to deploy Motorola's Canopy platform, was established in 2002 and quickly became the leading wireless broadband operator in Cork - Ireland's second city. Hence, SIMPLer was designed by WISPs for WISPs which is evident in all aspect of its practical functionality. Azotel now equips wireless broadband operators, also known as Wireless Internet Service Providers (WISPs) with the technology and automated business processes required to build out commercially successful broadband networks - anywhere in the world.

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