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Irish tech firm brings broadband to sub-Saharan Africa

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Azotel Technologies and Multisource announced at the AfricaCom 2010 event today that the two companies have signed an agreement whereby Multisource will distribute Azotel products.

Multisource distributes radio equipment for wireless broadband networks throughout sub-Saharan Africa, now adding **Azotel's** SIMPLer Operations Support System (OSS) solution and WISP-in-a-Box (Wireless Internet Service Provider) clients to its product portfolio.

The move is a logical one, with both companies providing Azotel with a new distribution channel in the region, while for Multisource it broadens the scope of its portfolio to include the Core Network and OSS.

Azotel's SIMPLer OSS is a full-featured service provider management platform, used to manage single or multiple internet service provider (ISP) businesses from sign-up to disconnect.

SIMPLer OSS 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.

Opportunities in Africa

"Azotel has been actively looking for ways to expand its presence in Africa for some time now," said John O'Hare, CEO of Azotel.

"We believe that there is enormous potential for wireless broadband networks in the region, and have been working hard to identify the right partner to help us market our solutions there. We are delighted to have concluded this agreement with Multisource, and believe that the combined strengths of Azotel and Multisource will lead to dramatic improvements in the speed of deployment and quality of service of wireless broadband networks in sub-Saharan Africa."

Azotel Technologies develops integrated customer and network management solutions that help internet service providers improve their business operations, services and profitability. Azotel has its headquarters in Cork, Ireland, with regional offices in Canada, Chicago and Poland.

Multisource has been in the telecoms business for 35 years and serves a variety of vertical markets, including mining, emergency services, municipalities, security, aviation and marine.

"We provide wireless solutions as an alternative to fixed-line connectivity through stable, long-term, reliable partnerships with our product providers," said Multisource CEO Richard Smuts-Steyn.

"Until now, our focus has been primarily on the radio aspect of those wireless networks. Our partnership with Azotel extends our reach into the Core Network and OSS space, and allows us to now provide our clients with a complete, end-to-end solution," Smuts-Steyn said.

John Kennedy

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