

## **Azotel Technologies and Multisource announce distribution agreement for sub-Saharan Africa**

### **Azotel expands its presence in the African Broadband and Wireless ISP market**

**Cape Town, South Africa and Cork, Ireland, November 10<sup>th</sup>, 2010** – Azotel Technologies and Multisource announced at the AfricaCom 2010 event today that they've signed an agreement for Multisource to distribute Azotel's products. Multisource already distribute radio equipment for wireless broadband networks throughout sub-Saharan Africa, so adding Azotel's SIMPLer™ Operations Support System (OSS) solution and WISP-in-a-Box clients to their product portfolio is a logical step for both companies. For Azotel, it provides a new distribution channel in the region, while for Multisource it broadens the scope of their 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 ISP businesses from sign-up to disconnect. Important 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.

"We've been actively looking for ways to expand our presence in Africa for some time now," said John O'Hare, CEO of Azotel. "We believe that there's 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're delighted that we've now 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."

"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."

#### **About Azotel Technologies ([www.azotel.com](http://www.azotel.com))**

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. For more information on Azotel products and services please contact your local Azotel distributor/reseller.

#### **About Multisource ([www.multisource.co.za](http://www.multisource.co.za))**

We have been in the telecommunication business for 35 years, respected and noted for our reliability and expertise. Our sources are multiple - but we're your single service provider: one single contact point for any number of solutions designed and deployed to match your specialised need - whether it be mining, emergency services, municipalities, security, aviation and marine. Our people are our strength: they have the experience and the know-how to deliver solutions for specialised communications requirement. Best-of-breed defines our product philosophy: we stock, distribute, and deploy only reliable, cost-effective products - such as those of our principal suppliers, Azotel, Icom, Trango, Proxim and Airspan - world-class, leading players in the broadband and wireless market.

#### **About Enterprise Ireland ([www.enterprise-ireland.com](http://www.enterprise-ireland.com))**

Enterprise Ireland is the government agency responsible for the development and promotion of



the indigenous business sector. The agency's core mission is to accelerate the development of world-class Irish companies to achieve strong positions in global markets resulting in increased national and regional prosperity. Enterprise Ireland offers a range of business development programmes, services and supports to both emerging and established firms.

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