

Azotel to manage subscriber base of Wirulink's rapidly growing wireless broadband network, following distribution deal with Multisource.

Minister O'Sullivan leads Enterprise Ireland trade mission of 28 companies to South Africa

Johannesburg, South Africa, Nov 8, 2011 – Azotel Technologies today announced the expansion of its operations in South Africa with the awarding of a new contract to the Irish firm by Wirulink Pty Ltd, a South Africa based broadband services and network provider. The announcement was made during the Enterprise Ireland trade mission to South Africa, led by Minister for Trade and Development, Jan O'Sullivan. Cork company Azotel will be contracted for Subscriber Management on the Wirulink Wireless Broadband Network which will now deploy the SIMPLer platform to operate and manage its entire customer base.

This contract is typical of the type of deals with Wireless Internet service Providers, enabled by Multisource for Azotel. Estimated total value is Eur3M in the next two years for South Africa alone.

Wirulink provides reliable, affordable and fast wireless telephone and data services to corporate, commercial and home users in South Africa, with a record of the most competitive pricing. The existing coverage area and high sites are continuously expanded and upgraded, particularly in rural and sub-urban areas where traditional networking services are unavailable and ineffective.

"After careful consideration and research, we believe the business relationship between Wirulink and Azotel Technologies will grow from strength to strength," executive director of Wirulink, Jaco Maree commented. "The SIMPLer platform, customized according to the requirements of Wirulink, allows us to focus on growth and expansion of our client base and coverage area."

Riann Maree, Wirulink founder and executive director added: "The impressive history of R&D investment in to the SIMPLer platform will ensure growth for both Azotel Technologies and Wirulink."

Welcoming the announcement Minister O'Sullivan said: 'Azotel's success in winning this new contract with Wirulink confirms that Irish companies are successfully carving out a strong reputation in South Africa for the highest standards of excellence in innovation, quality and service. This is a fast growing market with major potential for ambitious and innovative Irish companies like Azotel. Enterprise Ireland is working with them in the region to expand their networks and win new export sales'.

"We look forward to the opportunity of helping Wirulink excel at delivering quality services to their clients and the rapid growth of their business, following in the same path as the our existing Operators who have chosen the Azotel SIMPLer platform." – John O'Hare, CEO, Azotel.

Azotel's SIMPLerTM 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. Important SIMPLerTM 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.

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About Azotel Technologies (<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 Wirulink Pty Ltd (<http://www.wiru.co.za>) Wirulink is an ICASA licensed broadband services and network provider in South Africa, offering reliable, affordable and fast wireless telephone and data services to corporate, commercial and home users, at very attractive prices. The existing coverage area and high sites are continuously expanded and upgraded, especially in rural and sub-urban areas where traditional networking services are unavailable and ineffective.

About Multisource (www.multisource.co.za) We have been in the telecommunication business for 36 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, Samsung, Icom, Trango, Proxim and Airspan - world-class, leading players in the broadband and wireless market.

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