

WTL Expands in South America – new deal with Multimedia operator in Brazil

[1/8/12]

Brussels, Belgium August 2012: Nexus Telecom, a Brazilian CLEC (Competitive Local Exchange Carrier) and SCM (Serviço Comunicação Multimídia) operator, has selected the World Telecom Labs SoIP equipment to manage the SS7 – SIP protocol conversion in their advanced NGN network. The reliable and robust WTL solution is providing Nexus Telecom with secure and seamless interconnection between multiple VoIP and TDM networks throughout Brazil and worldwide. This cost effective and flexible solution has enabled Nexus to experience rapid growth in the first months of operation. This means they are expanding the WTL SoIP platform capacity by a factor of 4 in record time.

The SoIP platform from World Telecom Labs fully meets all local requirements of the Brazilian Regulator Anatel. Also, since the WTL SoIP platform is based on solid SoftSwitch functionality, it will allow Nexus to add more innovative service applications smoothly in the near future, reinforcing the Nexus Telecom offering, while reducing service costs.

The World Telecom Labs solution was selected by Nexus Telecom after a rigorous benchmarking exercise against other equipment vendors. This included a strong field test evaluation which only WTL passed with full reliability. Fadi Sleiman, CEO of Nexus Telecom says, "We needed a well-proven solution to support our operation with flexibility and high quality. In the end only WTL could offer that. The scalability of the product is also essential to keep expanding with us in the dynamic and demanding market here in Brazil and internationally."

"However, although this is a technology business, it is also a people business and we found the technical team of WTL to be the best we have worked with. They are very qualified, react quickly and we felt well supported at every step.

Simon Pearson, WTL's Business Development Director agreed adding, "We are very pleased about this partnership with Nexus. It was a tough trial process but I was confident we would succeed. It is an honour for us to be recognized as a supplier to one of Brazil's leading operators and I am sure this will be a long term partnership."

About Nexus Telecom

Nexus Telecomunicações Inc. ("NEXUS") is a Brazilian company that is registered in Sao Paulo. NEXUS operates in Brazil in the Telecom Sector and was granted 2 licenses: STFC (Serviço Telefônico Fixo

Comutado) a CLEC (Competitive Local Exchange Carrier) and SCM (Serviço Comunicação Multimídia) Internet-VoIP and Multimedia license with national coverage for both licenses. Nexus has developed a reputation for being on the leading edge of Voice solutions. The technology focus and expertise has enabled Nexus to take full advantage of its NGN (Next Generation Networks) solutions to create a set of products and services for all the telecom segments, offering a complete solution for Residential, Corporate and the new generation of Mobile phones. NEXUS's competitive advantages are its relationships, reputation, agreements and product differentiation.

About WTL

World Telecom Labs is a Belgium-based company which has long been a leader in the provision of VoIP switches, Pre-Paid applications and signaling gateways for emerging carriers and telecom service operators. WTL has an installed base of 100,000s of voice ports with service providers worldwide switching billions of minutes of VoIP traffic using WTL equipment. WTL is well represented in the Brazilian Market by experienced distributors and sales channels with a solid and long term presence.

For more information about WTL and its products, please visit www.wtl.dk or email sales@wtl.dk .