

press release

## **ITALTEL BUILDS THE NGN NETWORK FOR THE NEW GREEK OPERATOR ON TELECOMS**

*The Italian Group has signed an agreement with On Telecoms, an alternative Greek supplier for telecommunication, broadband and video services (triple-play), for the development of a multi-service VoIP platform and the provision of innovative services for domestic and business customers. Three months from the presentation of the project, the first stage of implementation of the network, based on the Italtel Softswitch platform, has been completed and put into operation.*

Milan, June 27, 2007 - [Italtel](#), a leading provider of solutions, products and services for Next-Generation IP Networks, announces the signature of an agreement with [On Telecoms](#), a new Greek alternative telecommunications operator, for the implementation of its multiservice [VoIP platform](#) and the development of new multimedia services. On Telecoms offers its business and domestic customers broadband Internet access, innovative VoIP services, and IPTV.

The NGN (Next-Generation Network) solution supplied by Italtel was provided in the space of three months from project approval, enabling On Telecoms to complete the initial stage in the development of the VoIP platform for the region of *Attica* within the planned time schedule, and to launch its new generation triple-play services, comprising unlimited national and international calls, IPTV, video on demand, and super-fast Internet at 10Mb/s.

Italtel was chosen by the operator for its extensive international experience in the design and rapid construction of complex Next-Generation Networks (NGN) that permit the development and supply of new multimedia and IP telephony services, both for domestic customers and companies.

On Telecoms commenced its commercial operation last January, and it is led by a management team with vast knowledge of the Greek market, and a unique heritage of experience in the start-up of telecommunication operations offering triple-play, such as [Fastweb](#) in Italy, [Hansenet](#) in Germany and [Bulldog](#) in the U.K. The project for the development of an entirely IP network and the provision of Next-Generation Services (NGS) launched by On Telecoms is one of the largest of its type in Greece.

*"We are very glad for our cooperation with Italtel Group" said [Ruggero Gramatica](#), CEO of ON Telecoms. "On Telecoms is building a culture of results and our previous collaboration with the Group has proven the excellent quality of its systems and its experience in international projects."*

"The On Telecoms development plan for the Greek market represents a great challenge", said [Marco Filipponi](#), VP Sales Operations for EMEA at Italtel, "and Italtel is proud to play an active role in its implementation. The large number of successes attained by Italtel in the construction of Next-Generation Networks for other international start-up customers such as FastWeb, Bulldog and Hansenet were without doubt the best credentials in enabling us to win the contract for this important project."

The network solution selected by On Telecoms is based on [Italtel Next-Generation Network \(NGN\) architecture](#) and [Italtel Softswitch \(i-SSW\) platform](#), which controls both access nodes and CPE (Customer Premises Equipment) devices. It offers real advantages with respect to other comparable systems in terms of network scalability, optimization of operating costs, complete operational compatibility with existing voice networks, and the possibility of introducing or developing next generation services.

The platform's reliable and robust characteristics make it a fundamental component in network infrastructures of many international operators in Europe, South America and the Middle East.

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#### **Italtel Group**

*The Italtel Group designs, develops and implements next-generation multiservice integrated network systems, using state-of-the-art products and a system integration capacity that guarantees reliable infrastructures, open to networking and flexible in terms of technology development. These solutions are intended for telecommunications operators (fixed and mobile), Internet Service Providers, large enterprises and the public sector. Italtel turnover in FY 2006 was 546.1 million euro, and the company currently has around 2,400 staff. The body of shareholders of Italtel Group S.p.A., parent company of Italtel S.p.A., is composed as follows: CD&R (48.77%), Telecom Italia (19.37%), Cisco Systems (18.40%), Advent International (8.65%), Brera Capital Partners (2.16%), Cordusio Società Fiduciaria – which holds in trust the shares of employees, managers and directors of the Group as well as the Company's own shares in the Company (2.65%). Web site: [www.italtel.com](http://www.italtel.com)*

#### **ON Telecoms**

*ON Telecoms is a new Generation Telecommunication company, which started its commercial operation last January. It is an owner of the General Telecommunication Licence and is developing its own fiber network in the greater Attica area in the initial phase. ON Telecoms is fully owned by ON Network Holdings N.V., a holding company based in Holland. Main shareholders of the company are the ARGO Capital Partners Fund Ltd and its management team. Web site: [www.ontelecoms.com](http://www.ontelecoms.com)*

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