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Ascade signs major deal with Eesti Telefon

Ascade out of Stockholm, Sweden, today announces that it has signed a major deal with Eesti Telefon, the number one telecom operator in Estonia. Eesti Telefon has chosen Ascade's market-leading telecom software solution Carrier Cockpit™ to manage and operate their business of buying, routing, pricing and selling international voice minutes.

"The strong references of Ascade at its current customers as well as the superior functionality offered by Carrier Cockpit™ made Ascade the best partner for Eesti Telefon and we are very much looking forward to our cooperation", says Toivo Liblik, Director of the Network Carrier Services Division at Eesti Telefon. "As a tool to manage our voice carrier business, Carrier Cockpit™ offers Eesti Telefon essential support in growing our voice business, allowing Eesti Telefon to succeed in becoming the main hub for traffic to Russia, originating in Europe and North America."

Ascade's solutions enable telecom carriers worldwide to maximise profits by managing their international voice business more effectively. Ascade's market-leading software, Carrier Cockpit™, empowers telecom professionals in the wholesale and traditional voice carrier business to streamline and automate all aspects of international voice minute operations, from buying and routing to pricing and selling.

Eesti Telefon has chosen Ascade and Carrier Cockpit™ to manage and operate its international voice business. The implementation and integration projects have already started. The reasons for choosing Carrier Cockpit™ were mainly the system's successful track record with existing customers like Swisscom and Finnet International and the holistic view that Carrier Cockpit™ provides.

"Eesti Telefon is a very interesting collaborator and we look forward to a challenging and prosperous exchange. Ascade always strives for close, long-term relationships with its customers and the relationship with Eesti Telefon is no exception. We see a strong market emerging in Eastern Europe and Russia and the relationship with Eesti Telefon and the network they possess are definitely valuable for Ascade when further exploring this market." says Ascade's CEO, Christopher Grahn.

Carrier Cockpit™ is a sophisticated IT-solution enabling telecom operators worldwide to cut costs and lift productivity by optimising and automating the management and operation of international voice minute trading. It also contains extensive management support to help keep track of everyday activities and indicators. Operators worldwide are saving millions of Euros yearly, by using Ascade's Carrier Cockpit™.

Eesti Telefon:

AS Eesti Telefon is the largest telecommunications company in Estonia owned by Eesti Telekom and established in 1993. Eesti Telefon provides innovative client-centered communication and IT solutions. The company offers Atlas data communication, Internet and ET telephone solutions to companies and households. Eesti Telefon quickly established itself as the market leader for Internet dial-up service and ADSL connections. AS Eesti Telefon is the owner of the search engine Neti and the communication center Hot.

Ascade:

Ascade is a Swedish telecom software company that has been profitable since start in 1997. The company is totally dedicated to developing solutions for the telecom operator wholesale industry. Among Ascade's current customers are market leading international operators such as Swisscom of Switzerland, Telenor of Norway and Finnet International of Finland. In addition to existing customers, Carrier Cockpit™ is currently also being evaluated by a number of major operators worldwide. Shareholders of Ascade are the founders, SEB Företagsinvest, CapMan and the employees of Ascade.

Ascade AB
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