

Billiant AB reaches strategic agreement with Cable & Wireless - pi.se

Cable & Wireless - pi.se, selects Billiant as supplier of IP-billing system. With Billiant they will be able to increase their growth and differentiate themselves at the market

Billiant AB is a software company which designs, develops and markets leading edge IP-billing software and services. Billiant is differentiated through handling multidimensional rating and a unique data collection. Cable & Wireless – pi.se is an Internet service provider which offer Internet capacity to service providers. Today the customers are charged through a fixed fee, so called flat-rate. With Billiant they will be able to handle usage based billing, i.e., the customers pay for the capacity, which they use.

For Cable & Wireless – pi.se the agreement is of strategic importance to increase growth further. With Billiant's IP-billing solution they will be able to offer services that motivate increased usage by existing customers, but also attract new customers. Billiant also have a superior cost effective solution concerning time for implementation, integration, and a unique data collection.

"Billiant offers us a flexible IP-billing system which helps us reach our planned growth. It also gives us a competitive edge at the market since we in an early stage will be able to differentiate services and go from flat-rate to usage based pricing. We will now be able to meet our customers need of a more fair and customer adjusted charging", says Fredrik Engvall CEO, Cable & Wireless - pi.se.

"The agreement is of strategic importance since it is a further verification that Billiant has a leading edge product, which helps our customers to launch their own differentiated services. Cable & Wireless – pi.se has great expansion plans in Sweden and we are looking forward to grow together with them," says Rickard Asp, CEO Billiant AB."



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For further information, please contact:

Annelie Wallén, Press Relations Billiant AB, +46 8 678 63 24
Rickard Asp, CEO Billiant AB, 08-678 63 25

Fredrik Engvall, CEO Cable & Wireless – pi.se, +46 8 459 94 00

About Billiant AB

Billiant AB designs, develops, and markets leading edge billing software and services. The target customers are packet-based communication service providers, like Broadband Operators and Mobile Service Providers, as well as portals. Billiant has a very solid ownership backing. Main investors are WireEdge Ventures (www.wireedge.com) and Venture Partners (www.venture.no). Billiant is today approximately 25 employees, and will during 2001 expand to nearly 50. Billiant is operating at the European market with headquarters in Stockholm, design center in Gothenburg, a local sales office in Madrid, and is now aggressively expanding through establishing more offices in Europe.

For further information: www.billiant.com

About Cable & Wireless – pi-se

Pi.se is one of the pioneers among Sweden's Internet service providers and has since the start 1994 helped our customers using Internet to handle their torrents of communication and information more effective. Since 1999 we are a part of the Cable & Wireless group. Cable & Wireless is a global telecommunication company which have a yearly turnover of more than £ 9 milliard and customers in 70 countries all over the world. Cable & Wireless companies around the world offers a number of services involving broadband and computer services, Internet and voice communication. Cable & Wireless is now prioritizing expansion within the fast growing IP business (Internet Protocol) and IP- and computer services for business customers. The company is investing in development and advanced network services in USA, Europe and Asia to build the worlds leading global IP infrastructure. With the capacity, which this advanced infrastructure offers, and its presence on the most important markets, Cable & Wireless has a unique position when it comes to global presence and services for business customers. Cable & Wireless – pi.se has its headquarters in Stockholm, where also most of the approximately 55 employees are, and an office in Gothenburg.

For further information: www.pi.se