



Ghent (Belgium) / Dubai (United Arab Emirates) 25 October 2007

Press release

Comsof NV and Equinox International join forces to offer a state-of-the-art cost modelling service to Telecom Operators in the Middle East

Equinox International has signed an agreement with Comsof NV, a Belgian ICT-company, to represent and promote their products and services in the Middle East. This cooperation will start with the presence of Comsof and Equinox at the IIR-Conference "Telecoms Cost Accounting" in Dubai, 29-31 October 2007.

In the Middle East Region, competition in the Telecom Sector is in full progress. New operators are entering the fixed and mobile market, while existing operators are being confronted with a regulator who wants to set objective and competitive wholesale prices for regulated services. Within this context, all Telecom Operators face the challenging task of building accurate, justifiable and maintainable cost models. Using the proper supporting software platform is a key part to success in this process. Ideally, the software must ensure, no matter how complex the models are, that an optimal management as well as an in-depth reporting of these models can be realised. Obtaining a detailed insight in the cost structure behind the service costs is crucial, not only for regulatory purposes but also for internal purposes such as financial analysis, business cases and marketing studies.

Since several years, Comsof's Cost Modelling Platform INCA has been used successfully to fulfil these specific needs in the Telecom Sector.

Prof. Paul Lagasse, founder of Comsof and Head of the Department of Information Technology of the Ghent University states, "Along the years, I have experienced through many contacts with decision-makers from different companies the benefits of working with customised solutions tuned to fulfil their specific requirements. As a small, yet flexible and specialised software company Comsof's vision has always been to build such dedicated and tailor-made solutions. A direct link with the technical people behind the software ensures the most efficient way of keeping the software compliant with the customer's needs." Prof Lagasse added, "The cooperation with Equinox International facilitates Comsof's contacts with its customers in the Middle East, not only at the time of deciding on buying the software, but also to enable a smooth technical and sales support afterwards, ensuring a maximal satisfaction of its customers."

"This addition to our solution suite proves that Equinox is renowned for being the preferred provider of high-end solution providers requiring top notch support and expertise in the Middle East". Mr. Qadan added, "Equinox has had several success stories with the solutions it represents in the area; not only because we support our vendors but because our clients believe that Equinox is committed to providing and delivering high end solutions to them."

About Comsof

Started in 1998 as a spin-off company of the internationally recognised Department of Information Technology (INTEC) of the Ghent University, Comsof very closely follows the state-of-the-art in ICT. Through various projects, Comsof has proven to be a reliable partner in realising advanced solutions through innovative software development and consultancy services.

The success of Comsof is based on a team of highly-skilled professionals who combine an extensive technological knowledge concerning telecommunication networks with a broad experience in software development. Comsof is committed to provide its customers with advanced and dedicated solutions, which are consistently designed with a strong focus on the client specific needs. Based on its flexibility and experience Comsof is able to deliver cost-effective solutions for the most complex demands within a minimum of time.

For more information about Comsof, please visit the website www.comsof.com

About Equinox International

Equinox International is a technology leader with a complete portfolio of solutions to meet the mission-critical objectives of enterprises and service providers. Its solutions allow clients to manage their networks smarter, decrease the total cost of ownership and increase the availability and robustness of the infrastructure.

For more information about Equinox, please visit the website www.EquinoxME.com

Contact information :

COMSOF NV

Zuiderpoort Office Park - iCUBES
Gaston Crommenlaan 10 (bus 101)

BE – 9050 GENT
Belgium

Tel. +32 9 275 31 00

www.comsof.com

info@comsof.com

More info :

Mr José Van Ooteghem
Business Development & Marketing Officer
jose.van.ooteghem@comsof.com

EQUINOX INTERNATIONAL

UAE Office
P.O.Box 212363 Dubai, U.A.E

Tel. +971 4 229 4072

Saudi Arabia Office
P.O.Box 32131 Al-Khobar 31952

Tel. +966 3 887 7207

www.EquinoxME.com

info@EquinoxME.com

Ms Rochelle Rivera
Business Development Assistant
Rochelle@EquinoxME.com