



## ALBANIAN INCUMBENT ALBTELECOM SIGNS WITH VERSCOM MANAGED SERVICES

*Leading **Managed Services** Provider Is Establishing Itself as One of the Premier Alternatives to **Strategic Outsourcing** Services in Europe.*

**ITW, Washington DC, USA, June 1, 2009**—Verscom, a leader in Managed Services for IP Voice Networks and Next-Generation Applications, today announced yet another strategic win in EMEA with **Albtelecom**, the largest public operator in the field of fixed telecommunication services in Albania.

In addition to the ongoing integration of **CLASS-5** and **CLASS-4 Softswitch** solutions to the core of its voice network that was initiated in 2007, **Albtelecom** is moving forward with the final phase of its next-generation network transformation which will include replacement of its TDM-based legacy international voice interconnect infrastructure. With VoIP interconnections becoming more of a service providers' choice, and carriers moving away from existing TDM interconnections, these changes will allow **Albtelecom** to introduce new wholesale interconnect offerings increasing its market share while reducing its operating costs.

"We had been looking for a strategic partner that offers the best, most profitable infrastructure solutions to offer **IP Voice Interconnects** to the wholesale market as quickly and efficiently as possible while providing the highest levels of quality and security." said **Haluk Unal, Albtelecom Vice General Director**. "**Outsourcing** was our strategy of choice and after a comprehensive due diligence process; we selected **Verscom** as our long term partner. Verscom not only operate a robust, carrier-grade network offering scalability, security and flexibility for us but they also understand the market we were entering in".

"**Next-Generation Managed Services** are transforming network ecosystems and Voice over IP converges with **Managed Services** in the world of upper-tier network operators, incumbents, and mobile service providers as well." said **Gurkan Ozturk, Verscom Vice President, Global Sales and Marketing**. "We are pleased to be working with an incumbent operator like **Albtelecom** to meet their **strategic outsourcing** requirements as they establish themselves as a leading provider of international gateway services into Albania, South-East Europe and the Balkans."

Verscom Managed Services **Multi-Service IP Voice Interconnect Solutions** are based on carrier-grade hosted **Session Management, Proactive VoIP Quality Monitoring** and **Wholesale Business Process Management** platforms enriched by tailor-made **Professional Services**.

### **About Verscom Managed Services**

Verscom Managed Services is the provider of choice for outsourced next generation telecom services to the telecommunications industry. **Verscom** customers benefit from increased speed to market, maximized margins, and reduced capital investment and operational expenditure with the help of a comprehensive set of hosted (or partitioned) applications of retail solutions such as **calling cards, MVNO, CLASS-5 broadband telephony, call shop, conferencing** as well as wholesale solutions such as **virtual softswitch, VoIP switch partitioning** and **MVNE**.

Verscom Managed Services has built strategic relationships focused on future innovation with several service providers across emerging markets in the **EMEA** region. .

Verscom Managed Services operates on its carrier-grade managed services platforms deployed in NY and Boston-USA, with sales HQ in London-UK and sales, operations and R&D offices in Istanbul-Turkey. For more information please visit [managed.verscom.com](http://managed.verscom.com)

### **About Albtelecom**

Albtelecom Sh.a. is the largest public fixed line operator in Albania, offering a wide range of services such as fix telephone, ADSL internet service, intranet, dedicated internet, leased lines, and card phone services. Founded as Albania's state telecommunications company, Albtelecom was privatized in 2007. Since then Albtelecom has been making new investments in order to establish the infrastructure of a profitable future, to compete easily in all fields and to keep the leadership in the telecoms sector in Albania. Albtelecom established Eagle Mobile in 2008 as the newest mobile operator in Albania.

### **SALES CONTACT**

Phone: +44.7501.680.066

E-mail: [vms@verscom.com](mailto:vms@verscom.com)

### **MEDIA CONTACT**

Berna Tandac

Phone: +90.533.927.5897

E-mail: [berna.tandac@verscom.com](mailto:berna.tandac@verscom.com)