



For Immediate Release

IBM and Webraska team to deliver location-based wireless services

(Cannes, France) - Feb. 21, 2001 — IBM and Webraska today announced they will work together to jointly develop and market location-based services for mobile devices.

Location-based services are a new kind of technology that blends information about a person's location with other useful content, providing relevant, timely and intensely local information to consumers when and where they need it. For example, a person on a business trip in an unfamiliar city can use a mobile phone to request the location of the nearest copy centre. The cell phone rings back the location, providing them with turn-by-turn directions, and even allows them to send the document by email, so it's ready when they get there.

Webraska is a leading provider of wireless navigation services and technologies. The company will work with IBM to integrate their technology on top of IBM hardware and software to create a robust, and highly scalable infrastructure for the deployment of location-based services. Applications include: personal agendas, games, city-guides, sales force automation applications, fleet management, dispatch centres, delivery, emergency, tourist guides, advertising, and corporate or entertainment applications - all offered in a proven, secure and reliable environment.

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The two companies are working together to port Webraska's Wireless Navigation Platform™ and Personal Navigation API™ (built on industry standard EJB components) to the complete PSeries and XSeries ranges of IBM e-Server, as well as integrate the Webraska offerings with IBM's middleware platforms, including WebSphere Everyplace Suite and DB2.

"Offering Webraska's solutions to millions of phones, car equipment and PDAs requires strong partners. The interoperability between IBM's highly scalable and robust platforms and our high-end technology will offer substantial opportunities for all our application developer partners and our automotive and telecom customers", said Jean-Michel Durocher, CEO and Founder of Webraska.

The market for location-based services is expected to top \$20B by 2005, according to industry analyst Ovum. They predict that by then 80 percent of the more than one billion users of wireless data services will be using location-based services, and that location-based services will account for more than 10 percent of the total \$1.8 trillion worth of mobile e-commerce transactions.

"We are seeing a growing demand for wireless applications in the areas that are time-critical, location-specific, or spontaneous in nature, such as email and instant messaging, banking and finance, news, entertainment ticketing , and location-based advertising services ," said Val Rahmani, general manager, IBM wireless solutions. "IBM, together with Webraska is one of the first to offer a secure wireless infrastructure platform for companies to easily create these next generation wireless applications -- whether its for B2C, B2B or business-to-employee applications."

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In parallel, the Webraska offering will be integrated into Lotus Notes Domino EveryPlace calendar and address book. Lotus Notes 80 million users will benefit from advanced navigation functionalities to manage their time, with maps, optimised routes including real-time traffic information, and full voice turn-by-turn navigation using Webraska's IbDNTM on wireless devices that support precise localization.

The agreement includes:

- Interoperability between Webraska Wireless Navigation Platform and IBM
- WebSphere Everyplace Suite, DB2 and eServers
- Webraska technology to be integrated in Lotus Notes Domino Everyplace calendar and address book
- Worldwide joint sales and marketing activities in Telecom and Automotive sectors Webraska and IBM will initially address the telecom and automotive markets, where Webraska has worldwide customers such as SFR, Orange, VoiceStream and TIM.

About IBM Net Generation

IBM's Global Net Generation Business is focused on delivering customised, flexible and scalable Internet solutions for companies of all sizes. Drawing on resources from across IBM and 90,000 IBM Business Partners, IBM's Net Generation Business helps Internet Service Providers, Web hosting companies, portals and born-on-the-Web companies establish their businesses and become profitable in Internet time. IBM Net Generation has already helped hundreds of Internet-based companies onto the path of success. These companies chose IBM because they sought two things. First, an established e-business partner that could give instant credibility to their own innovations. Secondly, a partner that could provide the business and technology infrastructure that would take them to market and then to profit quickly and sustainably. IBM's recipe is straightforward - it provides the four fundamental services that Net Generation companies need to succeed: technology, strategic consulting, business innovation and e-hosting services and financing. For more information on how IBM is helping Net Generation companies, visit www.ibm.com/solutions/netgeneration, and for France : www.ibm.com/fr/netgen

About IBM Wireless Solutions

IBM is the world's leading e-business company offering a wide range of services, solutions, software and technologies that allow businesses to take full advantage of the exploding wireless market. IBM's pervasive computing and wireless solutions extend new and existing e-business applications to the emerging class of connected devices and appliances. IBM has pioneered mobile e-business across many industries, geographic locations, and the three key business segments: business-to-enterprise; business-to-business; and business-to-consumer. Together with our partners, we have developed mobile solutions in the health care, financial services, retail, travel and telecommunications industries. More information about IBM can be found on the web at www.ibm.com

About Webraska

Webraska is the worldwide provider of wireless navigation, spatial searching, mapping and traffic information services and technologies for telecom operators and car manufacturers.

Turning mobile devices into worldwide personal navigation systems, Webraska's revolutionary IbDN™ (Internet-based Distributed Navigation) patented technology and its Personal Navigation Suite™ of valued-added services are solving mobile users needs everyday, increasing revenues, customer loyalty and brand recognition for leading service providers around the world, including TIM, SFR, Vizzavi, KPN, Belgacom, Airtel, Orange, ADAC and VoiceStream.

Helping carriers leverage their UMTS, Wireless Internet and Location-Technology assets, Webraska also offers the Personal Navigation API™ that allows application developers to launch, in a matter of hours, anywhere in most of Europe, North America and increasingly in the Asia-Pacific region, 'location & navigation-enabled' wireless applications (location-based services, m-commerce, games, city guides, fleet management, mobile Extranet, etc.). It is available directly to all developers via Webraska's ASP Centres, and via licensees of the Global Navigation Server™ platform and Global Navigation Database™.

Webraska's technology has already been chosen by industry leaders, including Openwave, Alcatel, Sagem, Schlumberger, SignalSoft, Wireless Car, PSA, Cellpoint, CT Motion, CPS, Blue Impact, Wapamente and In Fusio.

The company is headquartered in Poissy, France and has offices in London, Brussels, Madrid, Amsterdam, Milan, Stockholm, Tokyo, Singapore, Melbourne and Montreal.

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