

Eftia Closes New Round of Private Equity Funding

Company's group of financial backers expands to include several preeminent new investors

(Ottawa, Ontario—7 March 2001) Eftia OSS Solutions Inc., a leading provider of operational support system (OSS) products for next-generation network and service providers, today announced that it has secured an additional \$20 million US in private equity funding.

Investments from Mellon Ventures II, L.P., Deloitte Consulting Ventures, a division of Deloitte Consulting L.P., Citizens Capital Inc., and funds managed by a Canadian mutual fund company, bring the total venture investment in the company to over \$75 million US. These new investors join Eftia's current list of venture capitalists—Apax Partners & Co. Ventures Ltd., Spectrum Equity Investors, Insight Capital Partners and Argo Global Capital, Inc. Completing this financing in a difficult market environment with new venture capital suppliers indicates the strength of Eftia's vision and demonstrates strong investor confidence in the company and its products.

Mellon Ventures, an affiliate of Mellon Financial Corporation, makes equity-related investments of between \$3 million and \$25 million in rapidly growing companies. Mellon Ventures invests at all stages of the growth cycle, from early stage venture capital to later stage growth financing and buyouts. The company currently has over \$1.3 billion under management.

Deloitte Consulting Ventures, launched in February 2000, is a \$500 million venture investment fund providing capital to mid-stage to later-stage companies primarily in the high technology, software and e-business sectors of the financial services, communications and manufacturing industries. By leveraging the resources and capabilities of Deloitte Consulting, Deloitte Consulting Ventures enhances the value of promising new companies. Its investment in Eftia recognizes the current strength and future potential of the Eftia Master.Scribe® product suite.

Deloitte Consulting is one of the world's leading e-business consulting firms, providing services in all aspects of enterprise transformation, from strategy and processes to information technology and human resources firms, and serves many of the global telecommunications industry's premier carriers.

"We are very enthusiastic about Eftia's product offerings and believe it is well positioned to address some of our clients' OSS needs," says Brad Branch, Global Communications Practice Leader for Deloitte Consulting. "We're very excited to be investing in such a dynamic company."

Citizens Capital is the \$350 million private equity arm of Citizens Financial Group, Inc., a New England-based bank holding company with over \$30 billion in assets. Citizens Capital specializes in providing middle market equity and mezzanine capital to later-stage, privately held businesses and venture capital to telecommunications and information technology companies.

"This latest financing provides the additional capital strength that will enable Eftia to execute its business plan and continue to grow," says Clarke Herring, Eftia's Chief Financial Officer.

"Eftia will continue to focus on geographical expansion into Europe, vertical market expansion, and technological expansion, such as mobile and fixed wireless advancements," says Stephen Parker, Eftia's Chief Executive Officer.

About Eftia

Eftia is a leading software products company that develops, deploys and manages operational support systems (OSS) designed to meet the service management and delivery needs of next-generation network and service providers.

[Master.Scribe](#) is an integrated suite of OSS solutions that enables Eftia customers to master their mission-critical business and operations processes, reduce the time to market of services, and lower overall operational costs. The suite provides comprehensive order provisioning and fulfillment; problem management; telecom circuit and asset inventory management; and Internet protocol (IP) address and telephone number management. Eftia also offers [Master.DSL](#), [Master.IP Telephony](#) and [Master.Xchange](#), a configurable OSS interconnection gateway.

Eftia partners with industry leaders and is a member of key standards organizations, including the Application Service Providers (ASP) Industry Consortium and the TeleManagement (TM) Forum. The company headquarters is in Ottawa, Canada, with locations in Europe and India.

Contact

Jim Crawford

Crawford Public Relations, Inc.

Jcrawford@crawfordpr.com

Tel (703) 318-5460

Fax (703) 318-5462