

Pressrelease  
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## **DigitalRoute signs contract with Netia for the Delivery of Convergent Mediation**

Warsaw, June 15, 2004 — DigitalRoute, the leading next-generation mediation software vendor, announces the signature of a contract with Netia, the leading alternative fixed-line telecommunications operator in Poland, for the licensing, implementation and support of DigitalRoute's convergent mediation platform - MediationZone™. The system will be used to enable flexible charging and billing of Netia's voice and data services.

The selection of DigitalRoute follows a detailed evaluation process of all the top mediation vendors in Europe. As part of the process Netia has performed detailed technical and commercial due diligence and solution trials. Key selection criteria included multi-vendor hardware support, ease of use and tailoring of advanced mediation functionality, as well as rapid delivery capabilities of end-to-end solution.

Kris Kopera, Mediation and Interconnect Manager of Netia: "The replacement of our legacy mediation system with DigitalRoute's MediationZone provides us with the market-leading mediation platform to manage our existing and future requirements in a cost-efficient and future-proof way. Netia is enjoying growth and we need a flexible mediation product in order to adjust to the challenging market conditions prevailing in the Polish marketplace. I am fully confident in DigitalRoute's capabilities, based on the solution trial they carried out for Netia, and on the interaction with DigitalRoute's staff. They have demonstrated a very high level of professionalism throughout the whole evaluation process and I am looking forward to working with them."

"Netia has a highly competent IT team and I am proud that they have chosen to partner with DigitalRoute for mediation." says Jan Karlsson, CEO of DigitalRoute. "Netia's selection of DigitalRoute is another confirmation of DigitalRoute's market leadership in providing next-generation mediation, combining functionality and capacity with unparalleled hardware efficiency and flexibility. Several service providers are struggling with a high cost-of-ownership and inflexibility of their existing mediation, and could substantially lower their cost-of-ownership by replacing their existing mediation system(s) with DigitalRoute's future-proof next-gen mediation."

### **About Netia**

Netia is the leading alternative fixed-line telecommunications operator in Poland. It operates on the basis of its own, state-of-the-art fiber-optic backbone network that connects the largest Polish cities as well as its local access networks. Netia provides a broad range of telecommunications services, including voice, data and network wholesale services.

### **About Digital Route AB**

Founded in 2000, DigitalRoute is a privately held, independent software vendor headquartered in Stockholm, Sweden. DigitalRoute was founded on the vision of revolutionizing the market for mediation systems, and to provide a system that is able to meet the complex, and in many cases, uncertain needs of a next generation operator, while simultaneously reducing the complexity and expense of operating and maintaining the system. More information can be found at [www.digitalroute.com](http://www.digitalroute.com).