

# argoscorecard

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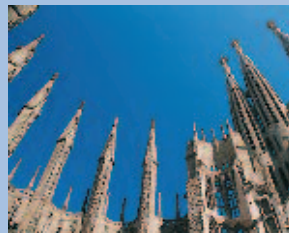
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## GSM World Congress 2006

In response to rising attendance and growing demand, the 3GSM World Congress will be held this year in Barcelona, Spain. The dates are Monday, February 13 to Thursday, February 16, 2006.

Argo Global Capital—in conjunction with BlueRun Ventures and Vesbridge Partners, plus new sign-on Prism Venture Partner—will host a reception on Tuesday evening, February 14, 2006 to provide networking opportunities and to allow for informal discussions with carriers and other decision makers.

**See you in Barcelona in February 2006!**



## VoluBill Company Profile

VoluBill provides comprehensive, flexible flow-base data charging solutions to 2.5 and 3G telecom operators, worldwide.

The increasing complexity of telecom systems and the expanding range of services they require have resulted in a need for:

- Multiple IP flows (streaming and push-to-talk) across multiple TCP sessions (“signalling” and “data information”).
- Real-time (“close to the wire”) compilation of data from these different streams.

VoluBill Charge it™ permits operators to address control and charging issues by current and future network-based services:

- No leakage of prepaid and post-paid data and content charging, supporting a wide variety of services and contents (browsing, streaming, push-to-talk, MMS, SMS premium, etc.)
- Flexible charging and control of 3G services
- Charging and control of peer-to-peer services (VoIP)
- Charging and control of converged fixed-mobile services
- Enhancements to existing m-payment and m-commerce solutions

VoluBill's Charge it™ product line is built around a unique architecture, enabling operators to:

- Better define market segments and rethink marketing and segmentation strategies to address new segments forged by next-generation services



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**Volu Bill >**  
Instant value

**1 Mr. John Aalbers** CEO

**2 Mr. André Meyer** Chairman of the Supervisory Board

- Meet aggressive time to revenues, to charge for their new services or for services provided by independent service providers (VoIP providers)

VoluBill's Charge it™ is a future-proof investment. Based on 3GPP flow-based charging specifications, Charge it™ also provides upward and downward scalability to fit the needs of any operator. Charge it™ products include both a TPF (Traffic Plane Function) and a CRF (Charging Rule Function).

Charge it™ solutions, which are supported and integrated by large systems integrators like HP, IBM and LogicaCMG, have been deployed in more than 18 2.5G and 3G networks throughout Europe, Asia, the Middle East and the Americas.

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# UPDATE on Portfolio Companies

## CAMBRIDGE POSITIONING SYSTEMS, LTD.

Cambridge Positioning Systems Ltd. announced that it will partner with LogicaCMG in a major pan-European project to drive new mobile location technology and applications development for the multi-billion Euro Galileo satellite program. Use of Galileo in the Location-Based Services Environment (AGILE) project is aimed at fostering widespread adoption of Global Navigation Satellite Services (GNSS) for both enterprises and consumers. Agile will create a detailed development roadmap for new high accuracy Location-Based Services (LBS) leading up to the launch of the first Galileo satellites in 2007.

## DIGITAL BRIDGES, LTD. (I-PLAY)

O2's 50 to Watch in Mobile, the first ever independently compiled list identifying the 50 most important British mobile companies to watch in 2006, is revealed in this month's edition of Real Business magazine. I-play, the mobile games firm, was included on the list, which pinpoints the new vibrant and innovative companies that are shaping the future of the mobile industry. Eligible companies must be British, growing, generating revenue, have a sound future and a certain "X-factor," setting them apart from their peers.

I-play also announced a unique partnership with International Sports Multimedia (ISM)—the International Olympic Committee's (IOC) exclusive licensee for Interactive Entertainment Software—to publish a mobile phone game based on the 2006 Olympic Winter Games in Torino, Italy. Torino 2006™, the Official Mobile Phone Game of the Olympic Games is scheduled for release in January 2006, just prior to the start of the next Olympic Winter Games in February and will be the IOC's first officially licensed mobile phone game.

I-play and SI Mobile (a division of Sports Illustrated™), one of the world's best-recognized media and sports entertainment brands, announced the North American launch of SITM Swimsuit Reveal. The puzzle game, which will be available on a wide range of mobile phones, is based on the Sports Illustrated Swimsuit Edition, North America's most highly anticipated magazine release.

## GENERAL WIRELESS

General Wireless has signed a contract with 3, the leading 3G mobile operator in Scandinavia, to deliver its eMMS solution for integration PC-based email with mobile text and multimedia messaging. 3 now becomes the world's first mobile operator to offer PC users easy access to multimedia messaging, using text, voice, images and video to communicate with mobile phone users. In cooperation with General Wireless, the mobile operator 3 launched the 3PC Message service, enabling mobile multimedia messaging through the Microsoft Outlook and Microsoft Outlook Express email clients.

## HOTSIP AB

Hotsip AB, a leading SIP Application Server provider, announced the successful completion of the SIP Forum's 17<sup>th</sup> SIPit (Session Initiation Protocol SIP Interoperability Test Event), which was organized by Hotsip in cooperation with its sponsoring partners Cisco, Ingate, Intertex, Netsecure, 42Networks and AerotechTelelub. The 17<sup>th</sup> SIPit was held September 12-16, 2005 in Stockholm, Sweden. SIPit events rank as the top interoperability testing venues for SIP-based hardware and software and SIP services, and attract companies and participants globally.

## SURFKITCHEN

SurfKitchen, a leading provider of mobile dynamic user experience (DUE) software, announced the launch of its SurfKit Lite mobile solution, which allows operators to provide customers with a unique dynamic branded user interface for large one-time events such as the Football World Cup, the Olympics and Pop Idol. Operators will now be able to offer event-specific content such as news, ring tones, wallpapers, games, music and voting.



## SYLANTRO SYSTEMS CORPORATION

Sylantro Systems, Corporation, the leader in hosted communications solutions and Dynavar, a leading systems integrator, announced that Fidelity Communications has chosen the Sylantro application feature server for the company's business and consumer VoIP offerings. Fidelity has also selected Dynavar Corporation, Sylantro's newest reseller, to provide systems design, installation and integration for the award-winning Sylantro platform.

Sylantro Systems Corporation announced that Hitachi Cable, Ltd. has joined Sylantro's Alliance Solution Program. Both companies have also successfully completed joint interoperability testing between the Sylantro applications feature server and the Hitachi Cable WirelessIP5000 Wi-Fi phone. With the completion of this testing, Hitachi Cable's Wi-Fi phone can offer new voice over Wi-Fi capabilities and mobility choices for Sylantro's service provider customers.

## WORLD WIDE PACKETS

World Wide Packets, the leading provider of Carrier Ethernet Access networking solutions, announced an agreement with Sprint North Supply, a division of Sprint Nextel, to meet its growing customer needs for active Ethernet solutions delivering up to 10 GB/S connectivity. The agreement will expand World Wide Packets' presence among Sprint North Supply's impressive customer base, while enabling Sprint North Supply to expand into the growing market for Ethernet access equipment.

World Wide Packets also announced that OnFiber, the premier source for purpose built networks, has selected World Wide Packets' LightningEdge® Carrier Ethernet Product Family to enable cost-efficient, on-demand Ethernet service for business customers. World Wide Packets' LightningEdge enables OnFiber to provide business customers with a reliable carrier grade network access infrastructure. These expanded capabilities not only OnFiber to provide multiple gigabits to customers, but provide an alternative to T-1 and other legacy services.





# NewsFlash

## 12SNAP AG

12snap, the award-winning mobile phone marketing and application specialist, has come up with a very special campaign for Coca-Cola entitled *CokeFridge; the Coke Football Quiz*. This effort has once again reaffirmed the firm's creative potential and key position in developing and implementing exclusively branded mobile games. With *CokeFridge Football Quiz*, football fans can prove their knowledge and win a get-together with football great Michael Ballack.

## CAMBRIDGE POSITIONING SYSTEMS, LTD.

Cambridge Positioning Systems Ltd. (CPS) announced that it has secured a new US patent for its high accuracy Matrix location technology. This patent ("Improvement in Radio Positioning Systems") is the tenth that CPS has been awarded in North America and further bolsters the firm's IPR portfolio, now extending to more than 24 patent families worldwide. Matrix technology, which pinpoints mobile phone positions based on cell tower broadcasts, provides the key to CPS's positioning technology.

CPS also announced plans to commercially deploy Matrix in partnership with a leading Asia Pacific mobile network operator Maxis Communications Berhad ("Maxis") and mobile data services provider JAS Mobile Solutions Sdn Bhd. The new service, which targets use by both businesses and individuals, will offer precision vehicle, workforce and asset tracking in Malaysia. The launch will follow a series of successful commercial trials involving leading regional and global logistics firm.

## DIGITAL BRIDGES, LTD. (I-PLAY)

I-play, the mobile games company, announced that *Skipping Stone*, its compelling "one thumb play" title was voted "Best Mobile Game" at the recent Mobile Choice (Consumer) Awards in London. I-play has not only brought this game to a global audience of more than one billion people since its launch this month, but is re-defining mobile gaming by putting the mass-market audience at the centre of its gaming ethos.

I-play also announced the launch of *3D Pool Urban Hustle*, sequel to the critically acclaimed and commercially successful *3D Pool*. According to *Mobile Choice* magazine, "3D Pool Urban Hustle is the best mobile representation of pool we have seen." *3D Pool Urban Hustle* is now available across an extensive range of handsets to consumers via network operators and portals across North America and Europe.

## HOTSIP AB

Hotsip AB announced that it has delivered its carrier-grade SIP platform and its service creation environment (SCE) to WiMAX Telecom, one of Europe's leading WiMAX operators. WiMAX Telecom intends to use Hotsip's SIP platform (M2CM™) and SCE to offer advanced telephony and multimedia services to subscribers.

## NARAD NETWORKS INC.

Narad Networks Inc. announced the appointment of veteran industry executive Michael Collette as its chief executive officer. Prior to joining Narad, Mr. Collette was CEO of Ucentric Systems, a leading provider of home media networking software for the connected home. Mr. John Petrillo, former CEO of Narad will remain chairman of the company's board.



## NUERA COMMUNICATIONS, INC.

Nuera Communications, Inc. introduced the SGX-100 SIP (Session Initiation Protocol) media gateway to help small-scale service providers and large enterprises establish cost-effective points of presence and to connect legacy systems to the public telephone network. The SGX-100 is a carrier-ready small SIP media gateway that stands out for its low rates and high redundancy.

## SURFKITCHEN, INC.

SurfKitchen, a leading provider of mobile dynamic user experience (DUE) software and Esmertec™, a leading provider of software solutions for mobile phones and embedded devices, will join forces to deliver an exciting and powerful new multitasking service to mobile feature phone users. By combining the SurfKit Mobile solution with the multi-tasking Jbed™ Advanced application, users will benefit from the kind of absorbing, user-friendly experience that is generally only available on higher-end mobile devices. With intuitive menus, users can, in just a few clicks, easily search, preview and purchase such items as ring tones, games and videos.

SurfKitchen also announced that it has been listed 151<sup>st</sup> among top-growing European companies included in 2005 Europe's 500, the annual ranking of high-growth, job-creating companies published by Europe's 500 Entrepreneurs for Growth and supported by Microsoft and KPMG. This year's 500 dynamic, entrepreneurially driven companies that qualified for Europe's 500 have managed to sustain growth since 2001, while boosting employment and sales at an impressive average annual rate of 14%.

## SYLANTRO SYSTEMS CORPORATION

Iowa Networks Services, Inc. announced that it has deployed leading industry vendors Sylantro Systems Corporation and MetaSwitch to power its Voice over IP (VoIP) based services network. This enhancement will enable Iowa's Independent Telephone Companies to deliver advanced hosted communications services to customers throughout the state. Iowa Network Services is launching its VoIP product offering following several months of extensive lab and field trials, which have demonstrated the combined solutions' robustness and appeal to end-users.

## VOLUBILL SA

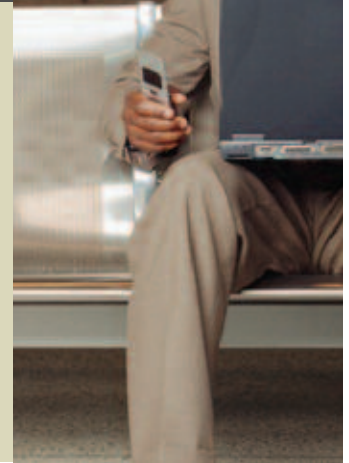
VoluBill SA, a leading provider of Data and Content charging solutions for mobile operators has announced the latest generation of its comprehensive mobile data charging platform "Charge it." This software-based solution is uniquely engineered to control and charge for transport, content and service across any network standard.

VoluBill has been selected by Caribbean mobile operator Digicel to help improve its charging solutions for next-generation prepaid data and messaging services. VoluBill's "Charge it" solution will support the ongoing introduction of new content-based services to Digicel's prepaid subscriber base and permits the enhanced implementation of innovative customer centric pricing plans.

VoluBill has also announced the appointment of John Aalbers as CEO, effective January 1, 2006. Mr. Aalbers has worked in senior roles in sales, marketing and product operations and is regarded as a key player in such fields as real time, mediation and charging applications. Former CEO André Meyer will become chairman of the Supervisory Board.

## Unlicensed Mobile Access: Shooting yourself in the foot, or what?

**“BETTER TO SHOOT YOURSELF IN THE FOOT, THAN HAVE SOMEONE CUT OFF YOUR LEG.” THIS IS THE ANALOGY OFFERED BY ONE OF SWEDEN’S LEADING TELECOM PROFESSORS, WHEN INTERVIEWED ON THE LATEST INITIATIVES OF FIXED-MOBILE OPERATOR TELIA SONERA IN THE AREA OF UNLICENSED MOBILE ACCESS (UMA)<sup>1</sup>. THE STATEMENT REFERS TO TELIA SONERA’S PLANNED ATTEMPT TO BOLSTER ITS DECLINING FIXED TELEPHONY REVENUES BY INTRODUCING UMA.**



Analyst estimates indicate that every third consumer in Western Europe and North America will have cancelled his or her fixed telephone service by 2009, in favour of Voice-over-IP (VoIP) and mobile telephony<sup>2</sup>. In many markets, substantial voice traffic shares have already moved from fixed networks to mobile ones. This means operators must defend their fixed revenues. UMA is one possible option.

### WHAT IS UMA?

UMA lets operators use broadband and WLAN together with a GSM/GPRS core network to provide voice and data services to homes and offices. The technology ensures seamless handover of voice calls between WLAN and GSM networks to UMA-capable mobile phones. WLAN can thus be used as a complement to GSM networks, without compromising end-user service experiences. Mainly targeting at-home telephony usage, operators say they intend to launch UMA services with call rate similar to fixed service, when users are at home.

So far, only the UK-based BT firm has launched a UMA service (called Fusion), but more operators are lining up. Last to announce such intentions is the Italian fixed-mobile operator Telecom Italia, which will launch its “Super Telephone” by late 2006. Others in the queue include France Telecom and Telia Sonera, with latter planning to introduce UMA in all Scandinavian and Baltic markets over the next three years. North American operators are also considering UMA launches.

### IS UMA SOMETHING FOR ALL OPERATORS?

UMA has clearly commanded the attention of operators with combined fixed and mobile interests. UMA can serve as a cost-efficient means for them to provide better indoor mobile coverage to end users, opening up opportunities to drive fixed-to-mobile substitution. By cannibalizing their own fixed telephony revenues for benefit of the mobile business, fixed-mobile operators hope to avoid losing too great a share of their revenues to emerging VoIP providers, like Skype and Vonage, and to competing mobile telephony providers.

Good as it sounds, UMA might not represent the optimal solution for all operators. Countries such as Germany and Switzerland with limited mobile competition typically experience moderate fixed-to-mobile substitution. Fixed-mobile operators in such markets might be better off expanding the GSM/3G network instead of adding complexity by introducing a WLAN-based access using UMA.

For operators that are not in a hurry, the IP Multimedia Subsystem (IMS) technology can serve as a more interesting alternative for adding a WLAN-access to a mobile network. There is no existing standardized solution permitting seamless handover of voice calls between WLAN and mobile networks. The earliest operators expect to launch such a solution is 2008. Most operators are in any event considering implementing IMS so that they can offer enhanced service to end users. This makes IMS a preferable solution for creating a converged WLAN and mobile service over the long term.

UMA is, accordingly, of primary interest to fixed-mobile operators with fixed telephony revenues to defend and for those where the appealing at-home voice minutes are not at all carried over mobile networks. Operators that are not faced with strong competition and that are not in a hurry (or obliged) to add a WLAN-access to their mobile networks should think twice before hurting themselves, even if only in the foot.

### INGRID WISTRAND SENIOR CONSULTANT

**About Northstream**  
Northstream provides operators, manufacturers and other players with independent and unbiased advice on opportunities presented by GPRS, 3G and Wireless including WLAN. In addition, Northstream offers recommendations on key technical and commercial issues in mobile data services as well as advises industry players on their strategic position and value proposition. [www.northstream.se](http://www.northstream.se)

<sup>1</sup> Source: NyTeknik, 1 November 2005;  
NyTeknik is a Swedish weekly magazine covering technology development  
<sup>2</sup> Source: Gartner Group, November 2005

## Upcoming Events

**3GSM World Congress 2006**  
February 13-16, 2006  
Barcelona  
Spain

**CTIA Wireless 2006**  
April 5-7, 2006  
Las Vegas, NV  
USA

**Argo Global Capital Annual Meeting**  
April 25, 2006  
Boston, MA  
USA



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