

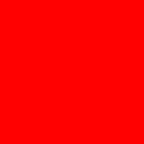


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**Oracle Buys Pre-Paid Software Assets from eServGlobal**  
**Oracle to Deliver Scalable Carrier-grade Pre-paid Solution Based on Open, Flexible IT-based Platform**

August 3, 2010



Oracle is currently reviewing the existing eServGlobal USP (Universal Service Platform) product roadmap and will be providing guidance to customers in accordance with Oracle's standard product communication policies. Any resulting features and timing of release of such features as determined by Oracle's review of eServGlobal's USP product roadmap are at the sole discretion of Oracle.

All product roadmap information, whether communicated by eServGlobal or by Oracle, does not represent a commitment to deliver any material, code, or functionality, and should not be relied upon in making a purchasing decision. It is intended for information purposes only, and may not be incorporated into any contract.

# What We Are Announcing

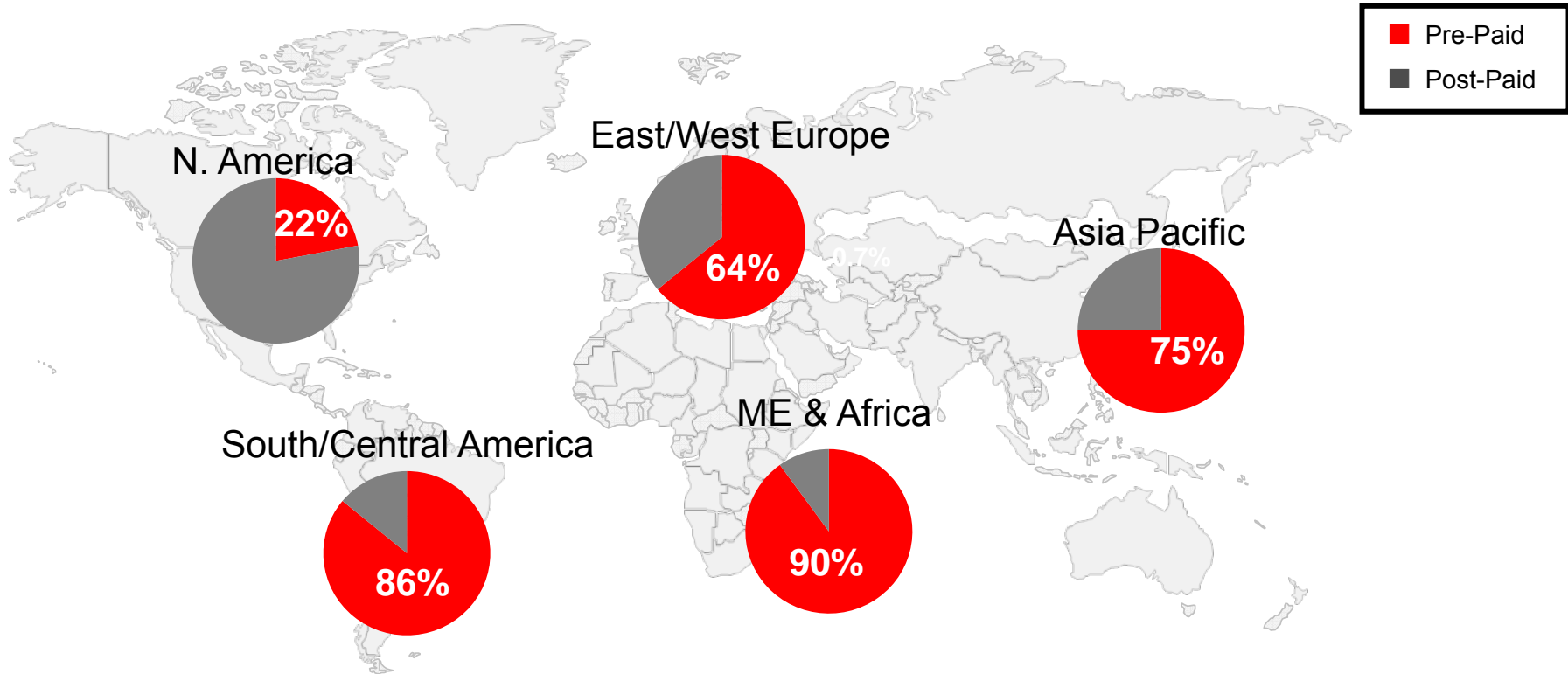
- Oracle acquires Universal Service Platform (USP) pre-paid software assets from eServGlobal
  - The transaction has closed
- USP products provide real-time charging, voucher management, messaging and network service applications for the communications industry
  - Over 25 tier one customers such as Orange, KPN, Excelcom, Nextel and Telecom New Zealand
  - The largest IT-based installation of pre-paid services with over 35 million subscribers runs on USP products
  - More than 500 billion transactions per year are managed by USP products
- The combination is expected to accelerate the shift from network-based to IT-based pre-paid charging and billing systems
  - Delivers traditional carrier-grade pre-paid service authorization with IT-grade flexibility at a lower total cost of ownership
  - Provides a convergent, open IT-based charging and billing platform for any service or network, which is easier to deploy and maintain
  - Allows service providers to transition to modern IT systems while minimizing risk
- USP business related employees joining Oracle will become a part of Oracle's Communications Global Business Unit

# Strategic Importance to Oracle

- Pre-paid communications services is the largest, fastest-growing sector in mobile communications
  - Pre-paid Customers represent over 72%\* of the mobile subscribers globally
  - Pre-paid mobile use is particularly common in high-growth emerging segments
- Demand is shifting strongly in favor of IT-based convergent charging and billing solutions that can support any payment method for any service type
  - eServGlobal's proven IT-based pre-paid solution supports the demanding requirements that until recently could only be supported by network-based solutions
  - IT-based pre-paid solutions significantly reduce the time to market for new products and services because they are easily configured and deployed
  - Demand for next-generation IT-based solutions is growing
- Combination delivers the first convergent pre- and post-paid charging and billing solution by a leading business software and hardware systems company
  - Comprehensive communications suite includes category leadership across BSS, CRM, OSS, SDP, ERP, BI, middleware, database, server and storage technology
  - Provides a complete, open and integrated solution that enables service providers to offer launch services quickly and simplify the IT infrastructure management

# 72% of all Mobile Subscribers are Pre-paid

## Market Demand is Shifting to IT-Based Pre-Paid Platforms



- From 2009 to 2014, over 80% of net additions will be pre-paid subscriptions<sup>1</sup>
- Mobile pre-paid subscriptions will increase to almost 5 billion by the end of 2014<sup>1</sup>

# Adoption Drivers for Convergent, IT-Based Charging & Billing Solutions



**Explosion of content-rich services**



Communications service providers want to quickly roll out new services configured to meet customers' unique preferences



**Competition-driven innovation**



The ability to configure flexible payment options rather than coding new network-based pricing plans provides a significant time-to-market advantage



**Advancement in IT-enabled solutions**



New IT-based solutions provide five 9's availability and the flexibility and lower cost of IT, and have been successfully deployed to millions of subscribers

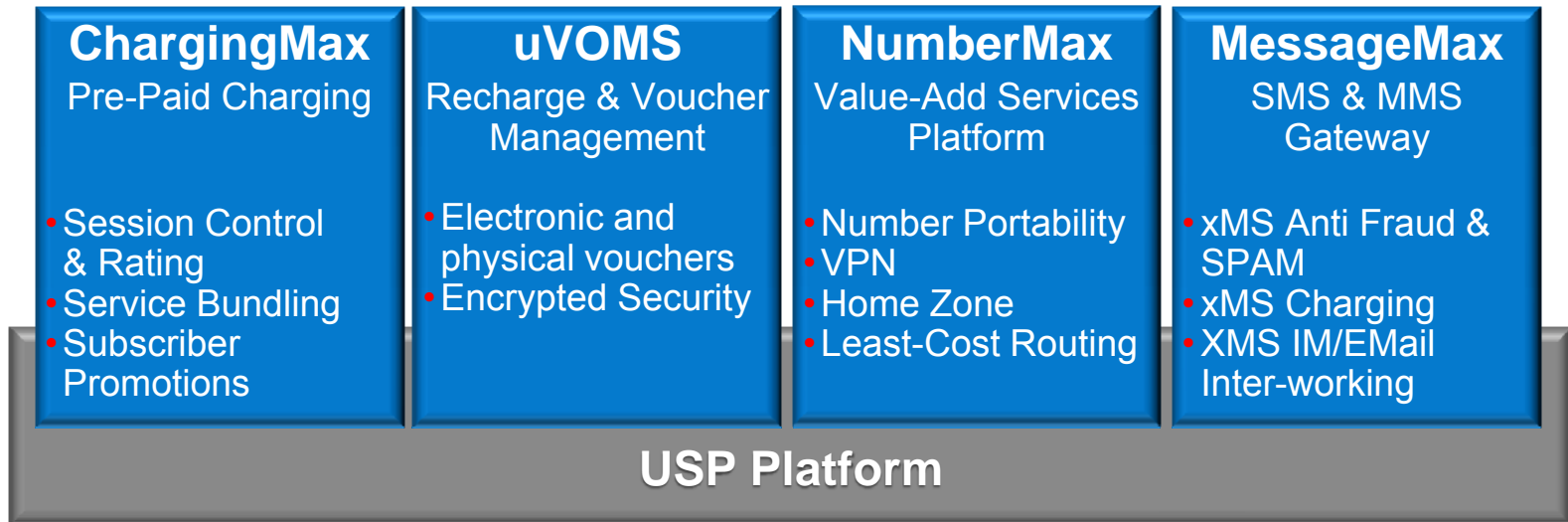


**Service Provider Cost Pressures**



Software-based convergent charging and billing systems help reduce OPEX and CAPEX, offer fraud protection, and provide a single customer view

# eServGlobal's USP Provides a Highly Scalable, Highly Reliable Carrier-Grade Platform



## Highly Scalable

- Multiple +10M subscriber deployments
- Customer with over 35M subscribers performing 20K+ transactions per second

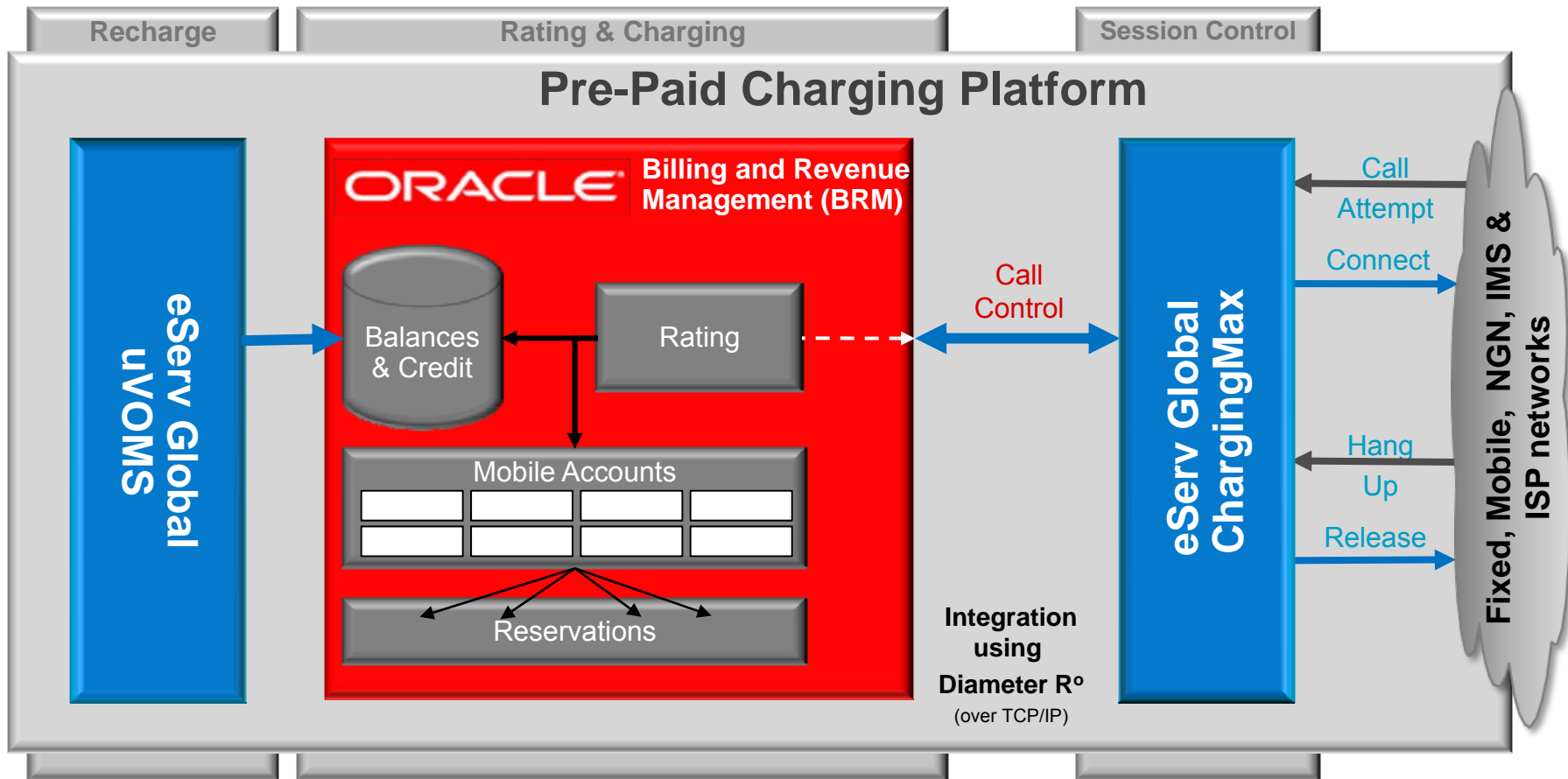
## Highly Reliable

- Proven track record of delivering five 9's availability

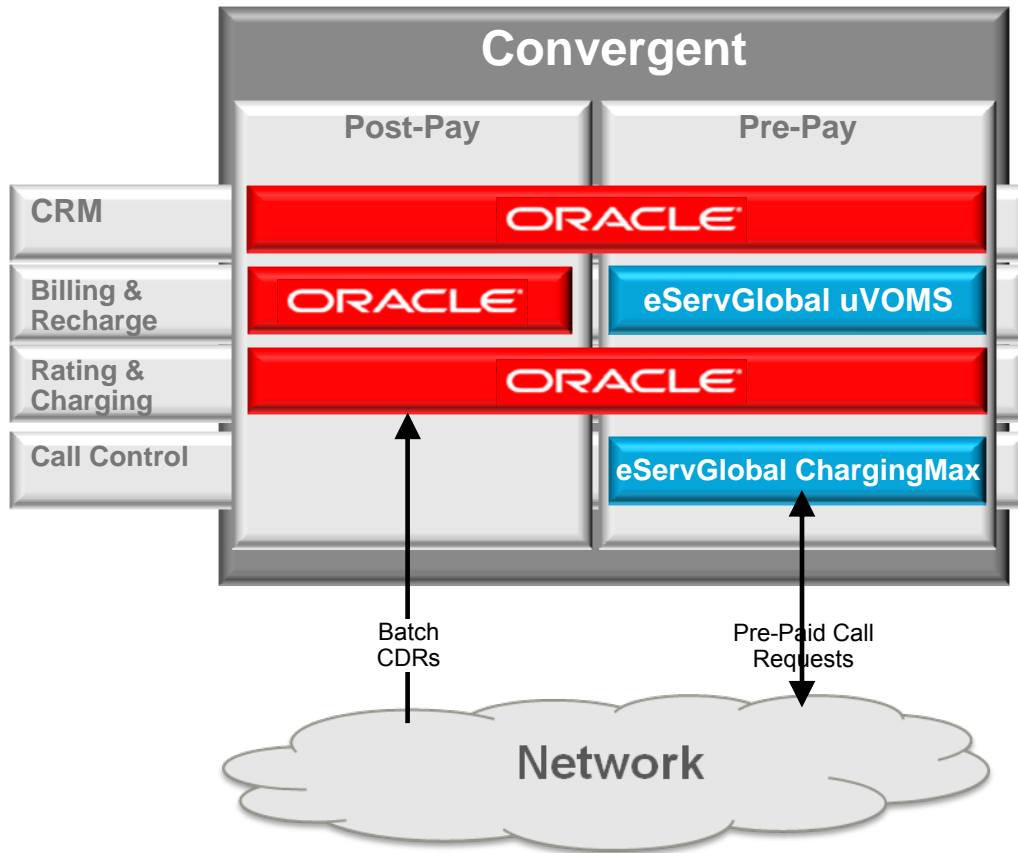
## Most Technologically Advanced

- Full portfolio of charging, messaging and value-add service capabilities
- Feature rich with 55 pre-built Telecom feature nodes
- Modular software offerings
- Supports open standards

# USP Products Extends Oracle Communication Industry Suite for Pre-Paid







# With USP products, Oracle to deliver fully Convergent Communications Billing Solution



- Combination delivers full charging solution
  - Pre-Paid, Post-Paid and Convergent Charging
  - Mobile, Fixed and NGN
- Highly Complementary
  - USP products are open, highly configurable and easily integrated
  - All of USP's deployments run on Oracle's Sun hardware, including the carrier-grade Netra platform

# Leading Communications Service Providers Rely on eServGlobal's USP Products

- 29 USP customers throughout all global regions
  - Includes 25 Tier 1 Customers
- Over 35 million subscribers world-wide access services delivered on USP
  - Enabling over 500 billion transaction per year
  - Largest deployment supports 20,000 transaction per second

Customer	Profile	Products Used
 <p>Centertel <i>Orange Poland</i></p>	<ul style="list-style-type: none"> <li>• Largest mobile operator in Poland</li> <li>• 2 deployments: core network and MVNE</li> <li>• 14.2 million subscribers</li> </ul>	<ul style="list-style-type: none"> <li>• ChargingMax</li> <li>• MessageMax</li> </ul>
 <p>Excelcom</p>	<ul style="list-style-type: none"> <li>• Competitive mobile operator in Indonesia</li> <li>• Largest IT-based SCP deployment globally</li> <li>• 32 million subscribers</li> </ul>	<ul style="list-style-type: none"> <li>• ChargingMax</li> <li>• MessageMax</li> <li>• NumberMax</li> </ul>
 <p>Du (EITC)</p>	<ul style="list-style-type: none"> <li>• Competitive operator in UAE</li> <li>• Highly innovative range of telecom services</li> <li>• 3.5 million subscribers</li> </ul>	<ul style="list-style-type: none"> <li>• ChargingMax</li> <li>• MessageMax</li> <li>• NumberMax</li> </ul>
 <p>Telecom New Zealand</p>	<ul style="list-style-type: none"> <li>• National incumbent operator in New Zealand</li> <li>• eServGlobal USP products deployed in Next-Gen Network</li> <li>• 2.2 million subscribers</li> </ul>	<ul style="list-style-type: none"> <li>• ChargingMax</li> <li>• MessageMax</li> </ul>

# The Combination is Expected to Deliver ....



## Expected Benefits

- ✓ Delivers a comprehensive, end-to-end solution for prepaid and postpaid convergent charging and billing
- ✓ Provides greater flexibility and agility to communications service providers, enabled by proven, scalable software
- ✓ Enables the launch of new, targeted communications products and services more quickly
- ✓ Enables heterogeneous network support
- ✓ Strengthen partners' ability to provide a single solution to address communications service providers' complete pre- and post- paid billing and charging requirements
- ✓ All supported by world-class, global services and support organization

More information can be found at:  
[oracle.com/eServGlobalUSP](http://oracle.com/eServGlobalUSP)

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