

FOR IMMEDIATE RELEASE

## **ASTELLIA GAINS STRONG Foothold IN INDIAN MOBILE MARKET**

*Barcelona, Spain - Mobile World Congress, 15<sup>th</sup> February 2011* - Astellia, leading provider of monitoring solutions for the optimization of mobile network QoS and performance, is pleased to announce the recent signature of a major GSM and GPRS network optimization contract with one of the top 5 mobile operators in India. This breakthrough deal is a great achievement for Astellia in one of the world's fastest growing mobile markets with close to 700 million subscribers.

Under this agreement, the Astellia solution will be deployed on several of India's telecom circles including top metro circles. Astellia will provide its probe-based monitoring solution along with its OSS-Based Performance Management System. This will help the operator optimize both radio access and core networks increasing voice, roaming and data income.

In addition, using Astellia's Roaming and VIP Care applications, the operator will be armed to focus on its most valuable subscribers and measure QoS and QoE perceived by these customers. This will ensure that they are delivered with the highest quality of service.

Finally, Astellia will also provide the operator with ongoing assistance and share its advanced expertise in network optimization, roaming and data service analysis.

"In a market where operators are facing strong competition, we are confident that this long term partnership will allow our customer to accelerate its strategy aiming at delivering premium services to its VIP and Roaming subscribers and securing high value revenues", comments Bertrand Favier, Director of Sales and Marketing for AsiaPac and India at Astellia.

"Astellia decided to focus investment in the Indian mobile market a year ago creating a local and dedicated team covering technical support, sales and services. Operators have since shown a rapid and growing interest in Astellia's solution and expertise. This first major contract is a sure sign that we are heading in the right direction in terms of our market driven product offer and commercial approach", says Christian Queffelec, CEO and co-founder of Astellia.

### **About Astellia - [www.astellia.com](http://www.astellia.com)**

Astellia is a leading expert in monitoring and optimization solutions for the Quality of Service (QoS) and performance of mobile networks. The company develops, manufactures and sells its solutions to 179 operators and equipment manufacturers in more than 80 countries.

Headquartered in France, Astellia has offices in Paris, New York, Singapore, Beirut, Rio de Janeiro, Johannesburg and Mumbai.

Astellia solutions integrate its long experience and knowledge of operators' needs to cover 2G/2.5G/3G/3.5G... technologies from radio access to core network. They help to increase client income through fast access to relevant indicators, with a view to improving Quality of Service and ensuring subscribers' loyalty.

The company also provides network audit services, training, technical assistance, etc.

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