



PRESS RELEASE

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Operax appoints new General Manager, Americas and further strengthens team for the growing North American market

Operax, the leading vendor of Network Service Quality control solutions, today announces new strategic appointments for the North American market. With these new appointments, Operax will capitalize on the growing demand for QoS control and bandwidth management solutions within the telecommunications industry in this important market.

Patrick Kelly appointed General Manager, Americas

Patrick Kelly brings more than fifteen years of experience in the Service Provider market having managed North American sales organizations at a number of leading high technology companies. Most recently he was responsible for North American Sales within the Service Provider division at IBM responsible for the overall Business Automation portfolio of solutions selling Network Management technologies to the OSS/BSS space. Prior to IBM he ran Service Provider sales in North America at Micromuse (acquired by IBM). Patrick has held numerous executive management positions most notably 5 years at Concord Communications, where he ran the Telecom sales organization selling Performance Management solutions to the Tier 1 Carrier market.

Colin Brissey appointed Business Development Director, Americas

Colin Brissey has more than 10 years experience in the carrier and enterprise software industry. He has worked in many roles at software companies, including direct sales, technical sales, development, and IT management. Prior to joining Operax, Colin was a Consulting Sales Specialist for network service provider customers at IBM, focusing on network management and OSS software sales to service providers in the US and Canada. Before IBM acquired Micromuse Inc. in 2006, Colin worked in several sales and systems engineering roles. He has worked in technical and business roles for a variety of start ups and began his career deep in the labs at Microsoft in Redmond, WA.

Operax CEO Richard Lowe stated, "I am happy to welcome Patrick and Colin to Operax. They bring with them extensive experience of both Service Provider needs and building effective partner and alliance relationships. With these strategic appointments, Operax also demonstrates a commitment to help develop high-value, quality assured and efficient solutions for the Telecommunications industry in the Americas"

Operax solutions are standards-based products for dynamic Resource and Admission Control to provide end-to-end per session QoS guarantees. Operax products help ensure the efficient deployment and operation of converged multi-vendor, multi-technology infrastructure. This permits network operators to deliver all types of service at the required Grade of Service and ensure the necessary Quality of Experience for premium and Value-Added Services.

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About Operax

Operax is an Independent Software Vendor offering innovative products and solutions for dynamic Bandwidth Management and guaranteed Quality of Service (QoS) in civil and military IP-based networks.

Throughout the world network operators are seeking to maximize their Returns on Investment in Next-Generation Networks. In converged broadband networks, providing guaranteed Quality of Service is a key capability and essential for the successful commercial deployment and operation of new solutions,



such as IPTV, VOIP and IMS-based services. For carriers seeking these capabilities today, Operax provides flexible Bandwidth Management solutions for real-time, end-to-end QoS Control.

Operax has made extensive contributions, and continues to participate, in the forums for next-generation network standards. The company has been granted many patents for its technology and has many applications pending. Operax customers are network operators and service providers, along with defense organizations and leading telecommunications system vendors.

Founded in 2000, Operax is a privately held company with headquarters in Stockholm and offices in Washington DC, London, Rome, and Luleå - Sweden. The company is owned by Nordic Venture Partners, Innovacom, Nomura and Emamo, along with its founders. For more information, visit www.operax.com.