

## **MACH Acquires Telecom Revenue Assurance and Fraud Expert Optel Informatik**

*Acquisition positions MACH as a ‘One-Stop-Shop’ for revenue protection products and solutions*

**Luxembourg, 30 June, 2011** – [MACH](#), the leading provider of hub-based mobile communication solutions, has today announced the acquisition of German telecommunications software provider [Optel Informatik](#), a specialist in the provision of fraud management and revenue assurance solutions for communication service providers worldwide. The acquisition enables MACH to become a ‘One-Stop-Shop’ for revenue protection solutions and positions the company as a global player in the fraud and revenue assurance market.

The deal brings Optel’s domestic and international fraud management products, its revenue assurance and data retention solutions, as well as its innovative in-memory computing technology for real-time, high volume data analytics, into the MACH product portfolio. This complements MACH’s existing SaaS based [fraud and revenue assurance services](#) portfolio and will allow MACH to offer a more comprehensive range of revenue protection solutions for communication service providers worldwide.

Morten Brøgger, Chief Executive Officer, MACH, commented: *“This acquisition aligns with our strategy to utilise the vast amount of data we process to provide business analytics, advanced fraud detection and revenue assurance services for our customers. We can now offer a full revenue protection solution - including domestic and international fraud management, revenue assurance and data retention - to cater to service providers across all segments and in all regions. Our goal is to deliver best-in-class revenue protection services that provide our customers with a future proof approach to reducing losses and increasing the profitability of their businesses.”*

*“MACH has worked closely with Optel for a number of years in many specialist areas and as a result we are confident that the company and its solutions are an excellent fit for our business. We believe that Optel’s customers will be excited by what this means for the*

*long term stability and evolution of their existing services,” Brøgger added.*

As part of its comprehensive roaming services portfolio, MACH already provides [fraud and revenue assurance services](#) to more than 400 customers globally. This solution suite acts as an intelligence hub, bringing together information on roaming fraud from a wide variety of sources and as such offers an effective means of protection for its customers. This acquisition will allow MACH to evolve its existing roaming fraud and revenue assurance services towards a complete and industry-leading revenue protection platform offering. The acquisition also enables MACH to start offering in-memory computing technology for real-time data analytics, as well as a cost effective and flexible data retention and retrieval solution capable of handling large amounts of data. This will help service providers better fulfil their data storage and retrieval needs in order to meet regulatory requirements.

According to statistics from the Communication Fraud Control Association, annual global losses in the telecoms sector from fraud alone amount to around US\$80bn. MACH's 'One-Stop-Shop' approach means that communication service providers across the world will now be able to utilise an integrated solution offering to combat this particular problem, as well as address broader revenue assurance, data retention and data analytics requirements. This can be delivered either through a licensed software model within the providers' own environment or as a SaaS option, complemented with full consultancy and training support as required.

-ENDS-

### **About Optel Informatik**

Optel Informatik is a telecommunications fraud management software solutions provider which was founded in 1998. Based on its international expertise and experience in real-time data processing, Optel has evolved to offer fraud management, intelligent revenue assurance and data storage and retrieval solutions. Optel customers include T-Mobile (in 10+ countries), E-Plus, Deutsche Telekom, United Internet, several German and international service providers and MVNOs, as well as mobile and fixed-line network operators in four continents (US, Caribbean, CIS, CEE region, EMEA etc.). For more information, visit: [www.optel-informatik.de](http://www.optel-informatik.de)

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## About MACH

MACH connects and monetizes the telecom world. It provides its 650 operator customers with roaming, interconnect, messaging, and direct billing solutions, all integrated with its \$10bn / year operator settlement capability. It is the largest provider of data and financial clearing solutions for wireless roaming and operates the globe's largest and fastest growing open connectivity roaming hub, Link2One. It inserts the operator in the content and application value chain and serves the reseller and wholesaler community with its A2P messaging solutions.

Headquartered in Luxembourg, MACH has offices in 12 countries and employs more than 1,000 people worldwide. Its customers include Orange, Telefonica, T-Mobile, Telus, Verizon Wireless and Microsoft, as well as enterprise messaging customers like KLM. For more information, visit [www.mach.com](http://www.mach.com).

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