

## **TELSPACE LAUNCHES WIRELESS DATA STRATEGY**

### **TELSPACE CHOOSES TO PARTNER WITH WIRELESS SERVICES CORPORATION TO ENABLE ITS WIRELESS DATA STRATEGY TO ITS 27 MVNO CLIENTS**

Redmond, WA – May 1st, 2006 - telSPACE, an innovative provider of multi-service billing, rating, and customer care software solutions for the MVNO industry, today announced its partnership with Wireless Services Corporation. This partnership will allow telSPACE to launch its wireless data strategy to its existing and future MVNO clients. This strategy will allow any MVNO to custom tailor their data content offerings to exactly match their customer's interests and demographics. Paris Holt, telSPACE's Chief Executive says, "The MVNO / MVNE marketplace is very hot right now but every MVNE needs to allow their MVNO clients the ability to differentiate. Our partnership with Wireless Services, which has been four years in the making, will provide telSPACE the ability to quickly and efficiently enable any of its MVNOs to link up to the carriers and manage that data pipe allowing for the delivery of customized content like the Mobile ESPN's of the world. In today's marketplace it's less about acquiring the customer but more about how long you can keep the customer. telSPACE's data strategy will allow any of its MVNO clients to offer their own customized private label user interface with content specifically focused around the MVNOs target market. telSPACE will now also be able to offer its own high speed data service features such as true video conferencing, airtime top up, and a helpful customer usage summary."

telSPACE has created a system that allows any company to add communications to their product line and become an MVNO (Mobile Virtual Network Operator). The system comprises a comprehensive back office network, including all operations functions such as customer activation, carrier procurement, fulfillment, billing and rating, MIS reporting, customer service and soon data all integrated into one ubiquitous operating platform. telSPACE has utilized the internet to automate the complex customer acquisition process, thereby allowing its clients to instantly penetrate new markets or expand service offerings. "Wireless Services has been managing data for its carrier clients for years and it now realizes that servicing the data needs of the ever growing MVNO market segment is a natural progression of its product set. Our experience will provide telSPACE with the solid backbone required for their data strategy," says Gowri Shankar, VP of Business Development for Wireless Services Corporation. Cody Hershey, CFO for telSPACE also added, "This partnership will allow our MVNO clients to rollout a data strategy within 30 days that would have otherwise cost them millions of dollars and 12-18 months to even bring the product to market. You need to sell quite a bit to ever recoup such an investment. We would prefer our clients to spend their dollars on sales and marketing efforts, which in our opinion is the best use of funds."

#### **About telSPACE**

Based in Redmond, Washington, telSPACE enables its MVNO clients using its proprietary turnkey back office infrastructure to sell, provision, fulfill, and care for multiple telecom services, including Pre and Post Paid Cellular, Internet, and Long Distance. In development for over 8 years, the company has used feedback from its 27 MVNO clients to refine its product and create a platform that provides core MVNO functionality that rivals any in the industry. For more information, go to [www.telSPACE.com](http://www.telSPACE.com).

#### **About Wireless Services Corporation**

Wireless Services Corporation has been developing and operating value-added services specifically for the wireless industry since 1996. A carrier's carrier, Wireless Services Corporation allows wireless carriers to rapidly launch new services and network capabilities that increase revenue and reduce churn. The company's product line includes SinglePoint premium message delivery, iTXT Enterprise Messaging, Text and Picture Messaging, WAP gateway and Mobile Internet services. The company provides carrier-grade reliability coupled with a full-service, 24x7 operations team.

Wireless Services Corporation was founded in 1996 and is headquartered in Bellevue, Washington. Wireless Services Corporation provides outsourced wireless data services and jointly marketed services to more than 25 wireless carriers, including Nextel International, RCC, Sprint Nextel, and Verizon Wireless. More information can be found at [www.wirelesscorp.com](http://www.wirelesscorp.com).

