

Telsis Books Record Start to Year as Technology Road Map Pulls in Orders

Infrastructure and services vendor Telsis booked a record opening month in its 23rd year of operation as long-standing customers responded positively to confidential briefings on the company's new text and voice technology road map.

Three major European mobile operators placed orders with privately-held Telsis for SMS anti-fraud and voice connectivity gateways respectively, while a former state wireline carrier signed up for platforms to increase customer access to its voice conferencing systems.

"It's given us a record start to the year and further confidence that our new technology roadmap is being well-received by both mobile and wireline operators," said Telsis sales director Mark Stapleton. "Overall our sales pipe suggests a continuing strong first quarter with significant overall growth through the year."

Stapleton says the figures point to confidence returning to the telecommunications sector after a very tough 18 months. "Operators recognise that they can only hold off investment for so long and we're finding great interest in products and services that power differentiation.

In our roadmap we identify the space where messaging overlaps with social networking as a real potential hot-spot, and that's a message that seems to be resonating strongly in telco boardrooms."

Telsis products are in use with major mobile and fixed network operators worldwide. The company has an extensive range of carrier-grade infrastructure solutions including SMS Routing and IN voice platforms, as well as media gateways for NGN and VoIP support. Telsis has a long history of enabling operators to benefit from the introduction of innovative value added services, and is now leading the industry in defining a new global standard for SMS service usability and customer experience.



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