

It's September and the year is getting back into full swing. Pipeline took a look at the past year's worth of announced OSS contracts.

A representative sample of 24 OSS vendors was selected for review. The sample is not exhaustive for OSS companies, but includes a broad categorical spectrum. The vendors were examined for announced contracts, deployments and partnerships. Unannounced or pending deals were not considered. Only press announcements were included in the study. September 2004 is an incomplete month, so September 2003 was included.

The generated sample size is 12 ½ months. Over that time period, 187 announcements were made. That averages to nearly 15 per month and just under eight per company. Mediation was the leading OSS category with 34 and November 2003 was the leading month with 21 announcements. There was no trend by month and August of 2004 had the lowest total with nine.

Although the average was less than eight contracts per company, the top companies enjoyed a large margin. The top seven companies accounted for 2/3 of the total announcements, and the top three accounted for 38 percent. Conversely, the eighth through 24<sup>th</sup> companies (17 total) accounted for only 33 percent. Over 87 percent were telecom-specific announcements. The remaining 13 percent featured government and enterprise announcements.

The announcements are available by month and vendor by following the links below.

[Announcements Sorted by Month](#)  
[Announcements Sorted by Vendor](#)  
[Top 5 Lists](#)

**September 2003**

	<b>Concord</b>	
<b>Amdocs</b>	Curtin University of Technology	<b>MetaSolv</b>
Cegetel	Panasonic	Cox Communications
US Cellular	CNA	BridgeCom
TelstraClear		
	<b>Micromuse</b>	<b>Intelliden</b>
<b>Intec</b>	Bibliotheque nationale de	BT Global Solutions
Belgacom Mobile	France	
REACH	BCP Telecomunicacoes	<b>Smarts</b>
		Dimension Data
<b>Cramer</b>	<b>ADC</b>	
Tellas SA	Telecom New Zealand	
	<b>Telcordia</b>	
	EETT	

**October 2003**

	<b>ADC</b>	
<b>Intec</b>	Iowa Telecom	<b>NetCracker</b>
Telecom Malaysia	Phillipine Long Distance	Indra
M-Tel	Telephone	
	IDEATEL	<b>Cramer</b>
<b>Openet</b>		Essent Kabelcom
Ventelo Sverige AB	<b>Acterna</b>	
	Verizon	
<b>Ace-Comm</b>		
Telecom Egypt	<b>Amdocs</b>	
	UTA Telekom	

**November 2003**

<b>MetaSolv</b>	<b>Amdocs</b>	<b>Cramer</b>
Telefonica Brasil	Far EastTone Telecommunications	Japan Telecom
Sprint Local	Union Bank of California	KPN Telecom
Division	Connex	
Ericsson	Cellcom	<b>CoManage</b>
mobilkom Austria		Colt Telecom
	<b>Intec</b>	

<b>Concord</b> O2 UK Steria	SOTELMA Telenet Belgium	<b>Am-Beo</b> Western Wireless
<b>ADC</b> T-Mobile Austria	<b>Axiom</b> Chilesat	<b>Smarts</b> Vanco
<b>Ace-Comm</b> Fairfax County	<b>Micromuse</b> Bredbandsbolaget AB	

**December 2003**

<b>Intec</b> TelePacific Telecom Egypt	<b>Ace-Comm</b> "Wireless voice, data for southeast US" "One of largest network solutions companies"
<b>NetCracker</b> MTU-Inform	"Customer who acquired ISP in south US" "GSM Wireless carrier in Caribbean"
<b>Concord</b> Cegetel	<b>Digital Fairway</b> Hamilton Hydro Services
<b>Micromuse</b> MGN	<b>Interactive Enterprise</b> CSG Systems
	<b>WatchMark-Comnitel</b> Nortel Networks

**January 2004**

<b>CoManage</b> ATT BT Sprint Verizon	<b>Amdocs</b> Telkom South Africa LDCOM VimpelCom	<b>Intec</b> Tel-Energo Your Communications
<b>MetaSolv</b> TELUS PAETEC	<b>NetCracker</b> Swisscom Broadcast US Army National Guard	<b>ADC</b> O2 Germany
	<b>Sigma Systems</b> Adelphia Communications	

**February 2004**

<b>Cramer</b>	<b>Ace-Comm</b>	<b>Micromuse</b>
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BT Wholesale ONO	Kunming Tel FAA Bahamas Telephone Company	Hong Kong Jockey Club Vodacom SmarTone
<b>NetCracker</b> MGTS	<b>Intec</b> Union Telephone Company Telefonica Moviles	<b>MetaSolv</b> Brasil Telecom
<b>Axiom</b> Telecom New Zealand	<b>ADC</b> Vodafone New Zealand Finnet Networks	<b>Telcordia</b> O2

**March 2004**

<b>Concord</b> Guandong Telecom Omnetica	<b>MetaSolv</b> Verizon Dominicana Progress Telecom Bell Canada "Major US wireless service provider"	<b>Micromuse</b> Swisscom Mobile Cetelem
<b>Intelliden</b> Boeing	<b>ADC</b> Mobile Telecommunications Company	<b>Intec</b> IXTC Nitel
<b>Amdocs</b> VimpelCom	StarHub Bharti Tele-Ventures	
	<b>Openet</b> Cricket Communications	

**April 2004**

<b>Axiom</b> TietoEnator MTC-Vodafone	<b>Intec</b> Vivo China Unicom ROMTELECOM	<b>ADC</b> NII Holdings
<b>Openet</b> BT Global Services	<b>Ace-Comm</b> State of Nevada	<b>Cramer</b> MTC Vodafone
	<b>NetCracker</b> Covad Communications	

**May 2004**

<b>Amdocs</b> Vodafone Hungary Rural Cellular	<b>Intec</b> Golden Telecom Matanuska Telephone Association PT Pratama Jaringan Nusantara	<b>ADC</b> Tele2 Group BOCO Inter-Telecom Virgin Mobile Australia
<b>Agilent</b> Rogers Wireless	<b>Intelliden</b> Royal Netherlands Army	<b>MetaSolv</b> BT Group
<b>Openet</b> Cingular Wireless	<b>Syndesis</b> "Tier-1 South American SP"	<b>NetCracker</b> Telstra
	<b>Telcordia</b> Datamat S.p.A.	

**June 2004**

<b>Intec</b> Orascom Telecom WorldCall Telecom Douala1	<b>Concord</b> DFS Telefonica CTC Chile Telefonica Soluciones Siemens Business Services	<b>Amdocs</b> BT O2 Ireland
<b>MetaSolv</b> Bharti Group	<b>HP</b> University of Colorado - Boulder	<b>Intelliden</b> TELUS
<b>Cramer</b> TelMex	<b>Telcordia</b> Cox Communications	<b>Axiom</b> Energis
<b>Smarts</b> NCR Corporation	<b>Syndesis</b> Bell Canada	

**July 2004**

<b>ADC</b> ONE Swisscom Mobile Telkomsel	<b>Amdocs</b> mobilkom Austria Vodafone SBC SmartTrust	<b>Intelliden</b> BT Global Services Royal Netherlands Army
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**Ace-Comm**  
Nepal Telecom

**Intec**  
Safaricom

**Telcordia**  
US LEC

**Openet**  
TeleXis

**Smarts**  
TBayTel

**August 2004**

**ADC**  
Qtel

**Intec**  
"Major US carrier"  
VimpelCom

**MetaSolv**  
"Leading US carrier"  
Alestra

**Micromuse**  
Polkomtel S.A.

**Smarts**  
CGI Group

**Telcordia**  
TelMex

**Ace-Comm**  
Saudi Arabian Oil Company

**September 2004**

**Intec**  
C &W Panama  
KMC Telecom

**Amdocs**  
ABN AMRO  
Dex Media  
ROMTELECOM

**Ace-Comm**  
Bangladesh Telegraph  
& Telephone Board

**MicroMuse**  
Siemens

**Am-Beo**  
MoreMagic Solution

**Axiom**  
"Leading Italian SP"

**Telcordia**  
AXTEL

**MetaSolv**  
Cingery MetroNet

**Smarts**  
Fifth Third Bank

**Watchmark-Comnitel**  
US Cellular

### Contracts sorted by OSS Vendor

#### **Ace-Comm**

Telecom Egypt  
Fairfax County  
"Wireless voice, data for southeast US"  
"One of largest network solutions companies"  
"Customer who acquired ISP in south US"  
"GSM Wireless carrier in Caribbean"  
Kunming Tel  
FAA  
Bahamas Telephone Company  
State of Nevada  
Nepal Telecom  
Saudi Arabian Oil Company  
Bangladesh Telegraph & Telephone Board

#### **Acterna**

Verizon

#### **ADC**

Telecom New Zealand  
Iowa Telecom  
Phillipine Long Distance Telephone  
IDEATEL  
T-Mobile Austria  
O2 Germany  
Vodafone New Zealand  
Finnet Networks  
Mobile Telecommunications Company  
StarHub  
Bharti Tele-Ventures  
NII Holdings  
Tele2 Group  
BOCO Inter-Telecom  
Virgin Mobile Australia  
ONE  
Swisscom Mobile  
Telkomsel  
Qtel

#### **Intec**

Belgacom Mobile  
REACH  
Telecom Malaysia  
M-Tel  
SOTELMA  
Telenet Belgium  
TelePacific  
Telecom Egypt  
Tel-Energo  
Your Communications  
Union Telephone Company  
Telefonica Moviles  
IXTC  
Nitel  
Vivo  
China Unicom  
ROMTELECOM  
Golden Telecom  
Matanuska Telephone Association  
PT Pratama Jaringan Nusantara  
Orascom Telecom  
WorldCall Telecom  
Douala1  
Safaricom  
"Major US carrier"  
VimpelCom  
C & W Panama  
KMC Telecom

#### **Intelliden**

BT Global Solutions  
Boeing  
Royal Netherlands Army  
TELUS  
BT Global Services

#### **Interactive Enterprise**

CSG Systems

#### **MetaSolv**

Cox Communications  
BridgeCom

**Agilent**

Rogers Wireless

**Am-Beo**

Western Wireless

MoreMagic Solution

**Amdocs**

Cegetel

US Cellular

TelstraClear

UTA Telekom

Far Eastone Telecommunications

Union Bank of California

Connex

Cellcom

Telkom South Africa

LDCOM

VimpelCom

Vodafone Hungary

Rural Cellular

BT

O2 Ireland

mobilkom Austria

Vodafone

SBC

SmartTrust

ABN AMRO

Dex Media

ROMTELECOM

**Axiom**

Chilesat

Telecom New Zealand

TietoEnator

MTC-Vodafone

Energis

"Leading Italian SP"

**CoManage**

Colt Telecom

ATT

BT

Sprint

Telefonica Brasil

Sprint Local Division

Ericsson

mobilkom Austria

TELUS

PAETEC

Brasil Telecom

Verizon Dominicana

Progress Telecom

Bell Canada

"Major US wireless service provider"

BT Group

Bharti Group

"Leading US carrier"

Alestra

Cinergy MetroNet

**Micromuse**

Bibliotheque nationale de France

BCP Telecomunicacoes

Bredbandsbolaget AB

MGN

Hong Kong Jockey Club

Vodacom

SmarTone

Swisscom Mobile

Cetelem

Polkomtel S.A.

Siemens

**NetCracker**

Indra

MTU-Inform

Swisscom Broadcast

US Army National Guard

MGTS

Covad Communications

Telstra

**Openet**

Ventelo Sverige AB

Cricket Communications

BT Global Services

Cingular Wireless



Verizon

**Concord**

Curtin University of Technology

Panasonic

CNA

O2 UK

Steria

Cegetel

Guandong Telecom

Omnetica

DFS

Telefonica CTC Chile

Telefonica Soluciones

Siemens Business Services

**Cramer**

Tellas SA

Essent Kabelcom

Japan Telecom

KPN Telecom

BT Wholesale

ONO

MTC Vodafone

TelMex

**Digital Fairway**

Hamilton Hydro Services

**HP**

University of Colorado - Boulder

TeleXis

**Sigma Systems**

Adelphia Communications

**Smarts**

Dimension Data

Vanco

NCR Corporation

TBayTel

CGI Group

Fifth Third Bank

**Syndesis**

"Tier-1 South American SP"

Bell Canada

**Telcordia**

EETT

O2

Datamat S.p.A.

Cox Communications

US LEC

TelMex

AXTEL

**WatchMark-Commitel**

Nortel Networks

US Cellular

### Top 5s Lists

Company	Number
Intec	28
Amdocs	23
ADC	19
MetaSolv	18
Ace-Comm	13

Category	Number
Mediation	34
Billing	31
Activation	28
Performance Management	22
Enterprise Infrastructure	21

Month	Number
November 03	21
September 03	17
June 04	17
February 04	17
March 04	16