

---

## Parallon Newsletter January 2006

---



Dear Partners,  
Our growth in 2005 has propelled our company to new grounds. We now have one of the largest Openview consulting teams in the South/East Europe, Middle East and Africa covering the following areas:

- **Systems Management:** Openview Operations for Unix and Windows
- **Network Management:** Openview Network Node Manager
- **Help/Service Desk:** Openview Service Desk
- **Reporting:** Openview Performance Insight and Reporter
- **Application Management:** Smart Plug-Ins and custom monitors
- **Telco Mediation Systems:** Openview Internet Usage Manager
- **Desktop Management:** Openview Radia

We are currently developing applications for Service Level Management, automatic creation of Network Node Manager maps and OVO Service Trees.

Our goal is to grow our consulting practice and establish a local presence in a number of countries to support local partners with the delivery of Openview Software projects at their customers. Since our inception, our aim has been to expand through partnerships and to grow along with our partners in an effort to develop the Openview market of South/East Europe, Middle East and Africa.

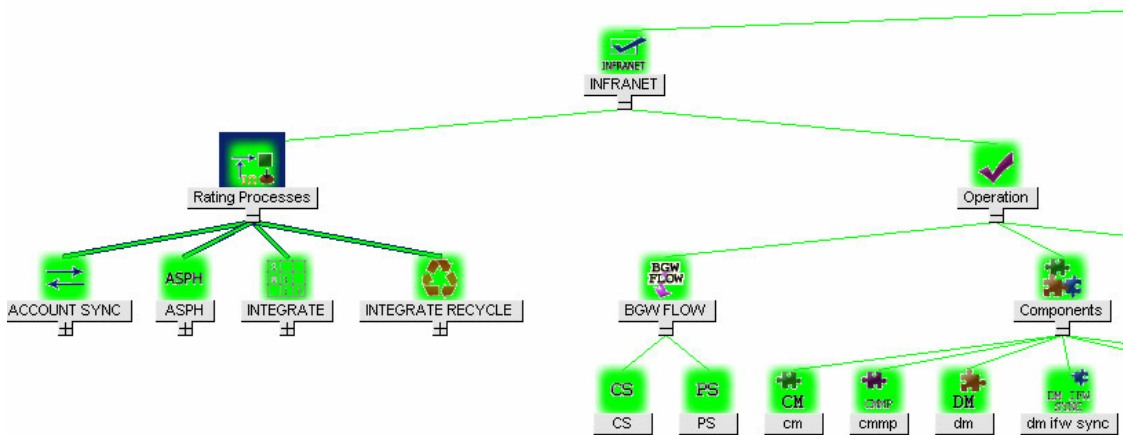
With our extensive experience in the Telecom and Banking industries, we are looking forward to helping your sales effort for the monitoring of Telco billing, core banking, ATM and web banking systems at your customers.

We have a regional partnership with Hewlett-Packard as a Resource Alliance Partner and we will soon be able to offer first level Openview



maintenance and support to HP customers. Our solutions partnerships also include Business DNA (BDNA) for automatic asset discovery on the IP networks, Nworks for VMWare management, Integrated Research for Non-Stop OS and Base 24 ATM systems management.

Our custom billing monitoring has enabled large GSM providers to automatically detect failures in their Rating and Billing processing and in transferring of CDRs for Post Paid GSM telephony.



Our monitoring solution for a complex pre-paid GSM telephony system through Openview lowered the detection of application or system failure from 2.5 hours to 5 minutes. The solution has increased the revenue of the customer with an ROI of just 4 months.

Looking forward to working with you in 2006!

Kind Regards,

George D. Petrides  
 Managing Director  
 Parallon Systems  
[george.petrides@parallon.com](mailto:george.petrides@parallon.com)  
 Tel: +30-6973018090  
[www.parallon.com](http://www.parallon.com)

84 Kantaras Avenue,  
 Nicosia 1027, CYPRUS  
 Tel: +357-22-761888  
 Fax: +357-77772101

338 Vouliagmenis Ave., 173 42,  
 Agios Dimitrios, GREECE  
 Tel: +30-210-9947100  
 Fax: +30-210-9673025