



## PRESS RELEASE

# Tilgin receives order from Nordic operator for IP home gateway solutions

**Stockholm, Sweden, 4 February 2008:** Tilgin, a leading provider of CPE solutions for triple play, next-generation broadband and IMS-based services, today announced a new order with one of the leading Nordic telecom operators. Tilgin's solution will enable the operator to continue building its consumer offering in a market that is rapidly shifting from analogue to digital distribution.

The order will see Tilgin's Vood 322 IP home gateways initially deployed in up to 20,000 Swedish households, with potential to increase the volume and reach of the deployment later in 2008.

Tilgin will be providing customized software to meet the operator's specific requirements and allowing it to communicate more efficiently and effectively with its subscribers. This includes a new approach with respect to the connection of a subscriber to the operator's network and service offering for the first time. Tilgin's customized software simplifies the provisioning process with all products being pre-configured and pre-loaded when delivered to the homes with all operator specific and necessary data, pin codes etc., a true plug-and-play solution for the subscribers. Since a majority of support costs are derived from the initial connection phase, this customized solution can enable a clear cost saving for the leading Nordic operator.

"This deal demonstrates our expertise and experience in dealing with leading telecoms operators", says Ola Berglund, CEO of Tilgin. "Our IP home gateway solutions are employed by a strong international customer base including some of Europe's leading operators, and this deal confirms our position as leaders in the development of managed carrier-grade CPE solutions."

The Nordic operator has used Tilgin's Vood 322 IP home gateways since the co-operation started in 2005. Since then it has also become a Tilgin VCM customer and now uses Tilgin's centralised remote management system VCM for upgrading, configuring and monitoring customer premises equipment. Tilgin's VCM is integrated with the operator's other applications for a seamless and controlled end-user plug-and-play experience.

The Vood 322 IP home gateway solution meets the challenges of providing carrier-grade VoIP. It is a one-stop VoIP solution providing high-quality functionality including VoIP calls behind a firewall, auto-provisioning and single IP address handling to keep installations simple and eliminate the need for helpdesk support for both operators and end-users.

A key component of the Tilgin Vood 300 products is Tilgin's VoIP software "VoIP stack", allowing end-user a high-quality voice experience. The product includes a Tilgin developed voice processing solution and guarantees the operator full control over VoIP signaling.

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**About Tilgin**

Tilgin designs and delivers premier IP customer premises equipment (CPE) for advanced Triple Play and IMS-based services. Supporting the full convergence of voice, video and data, Tilgin takes a network systems approach to CPE that enables service providers to offer a broad range portfolio of innovative and competitive broadband services. Tilgin's comprehensive product portfolio of IP home gateways, set-top boxes and related management applications, offers service providers unprecedented return on investment - delivering new service revenues and impressive cost savings over the lifetime of the product. Tilgin was founded in 1997 under the name i3 micro technology and listed on the Stockholm Stock Exchange on the Nordic List as of December 2006. It is headquartered in Kista, Sweden, with European sales representation in France and Germany. [www.tilgin.com](http://www.tilgin.com)