



## **Allot and Openet Partner to Provide Fixed Broadband and Mobile Policy Management Solutions for TELE Greenland**

*Joint Solution to Enhance Customer Experience while Generating New Revenue Opportunities*

**HOD HASHARON, Israel and DUBLIN, Ireland** - October 15, 2013 - [Allot Communications Ltd.](#) (NASDAQ: ALLT), a leading supplier of service optimization and revenue generation solutions for fixed and mobile broadband service providers worldwide, and its long-time partner [Openet](#), the global leader of real-time transaction management software and services, today announced their joint policy management solution has been selected by [TELE Greenland A/S](#), the leading provider of telecom solutions in Greenland, across its fixed broadband and mobile networks.

The solution combines Allot's DPI market leading technology Service Gateway for delivery of 3GPP compliant [TDF functionality](#), together with Openet's pre-packaged, fully customizable [Express Solutions](#) to deliver a set of Policy and Charging Control (PCC) use cases. It enables TELE Greenland to shape and monetize the customer experience by rolling out flexible charging plans tailored to the activities of individual subscribers.

"We selected Openet and Allot due to their expertise in deploying end-to-end Policy Management solutions," said Andy Aparico CIO at TELE Greenland. "The Express use cases will enable us to quickly launch new revenue generating services and offers while in parallel improving overall customer satisfaction."

"Operators are looking for solutions that allow them to quickly deliver new revenue streams. Personalizing data offerings and improving overall customer experience increases the lifetime value of their customers. That is what our Express Solutions offer" said Christopher Hoover, GVP of Marketing at Openet.

"By providing subscribers with a more personalized and value-adding experience, operators can successfully elevate their roles from mere pipe providers to digital lifestyle enablers," said Andrei Elefant, VP of PM and Marketing at Allot Communications. "We are pleased to work with our partner, Openet, to deliver best-in-class solutions that enable operators to make this transition, allowing them to deliver a superior customer experience while reaping the benefits of new revenue-generating opportunities."

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### **About Allot Communications**

Allot Communications Ltd. (NASDAQ, TASE: ALLT) is a leading global provider of intelligent broadband solutions that put mobile, fixed and enterprise networks at the center of the digital lifestyle. Allot's DPI-based solutions identify

and leverage the business intelligence in data networks, empowering operators to shape digital lifestyle experiences and to capitalize on the network traffic they generate. Allot's unique blend of innovative technology, proven know-how and collaborative approach to industry standards and partnerships enables service providers worldwide to elevate their role in the digital lifestyle ecosystem and to open the door to a wealth of new business opportunities. For more information please visit: [www.allot.com](http://www.allot.com).

### **About Openet**

Since the introduction of mobile data services in 1998, Openet has helped service providers capitalize on opportunities and overcome challenges. With competitive pressure accelerating, today's service providers rely on Openet software to evolve business models around networking smartphones, M2M devices and third party services. Openet's portfolio combines policy and charging control with device and third party interaction to enable innovative charging models, to control operating cost and to personalize services. More than 80 of the world's largest service providers in 28 countries use Openet's high performance software.

Openet has helped operators worldwide take advantage of growth opportunities by evolving legacy platforms to provide a flexible, real-time charging/OCS capability integrated with policy control (PCC). For more information, please visit [www.openet.com](http://www.openet.com).

### **About TELE Greenland A/S**

TELE Greenland A/S covers a population of 56,000 scattered over thousands of kilometers, providing telecommunications, IT and postal services. Even the smallest village has radio, TV and a telephone link to the outside world, and all settlements have broadband Internet and GSM mobile phone service. TELE Greenland A/S is a full-service communications and logistics provider wholly owned by the Government of Greenland.

### **Safe Harbor Statement**

Information provided in this press release may contain statements relating to current expectations, estimates, forecasts and projections about future events that are "forward-looking statements" as defined in the Private Securities Litigation Reform Act of 1995. These forward-looking statements generally relate to the Company's plans, objectives and expectations for future operations, including the expectation to implement the next stage of deployment of tiered services and other prospects of the frame agreement. These forward-looking statements are based upon management's current estimates and projections of future results or trends. Actual future results may differ materially from those projected as a result of certain risks and uncertainties. These factors include, but are not limited to: the expected characteristics of the deployed solution with the LATAM Tier-1 Operator and the ability to secure future orders from said customer, changes in general economic and business conditions and, specifically, a decline in demand for the company's products; the company's inability to develop and introduce new technologies, products and applications; loss of market; and other factors discussed under the heading "Risk Factors" in the company's annual report on Form 20-F filed with the Securities and Exchange Commission. These forward-looking statements are made only as of the date hereof, and the company undertakes no obligation to update or revise the forward-looking statements, whether as a result of new information, future events or otherwise.

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