

## **Telwares Expands Global Presence With New European Office**

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Expansion reflects growing demand by customers for global TEM solutions

**PARSIPPANY, NJ, October 27, 2008** - Telwares, a leading provider of telecom lifecycle management solutions, today announced the opening of its first European office in Belgium. Telwares' expansion into Europe is in direct response to a growing base of multi-national corporations seeking global TEM solutions to gain control over their telecom expenditures, and plan for the implementation of new network technologies while concurrently reducing current telecom costs. Telwares' Belgium office will provide consulting services for all telecommunications and network infrastructure services, as well as develop new business opportunities in support of corporations across EMEA and Asia Pacific.

The new office will be headed by telecom executive Erkan Belek who joins Telwares in the new position of Vice President, Consulting Services, EMEA & Asia Pacific. Prior to joining Telwares, Belek was Vice President of International Partner Sales at T Systems International (Deutsche Telekom) where he drove significant international growth. He also has held sales management positions with BT Global Services and Cable & Wireless.

"Telwares' expansion into Europe is in direct response to the demands and requirements of our growing multi-national customer base," said Dave Muller, Telwares President. "We are delighted to welcome Erkan to lead this critical and evolving practice from Europe's financial center. We look forward to being able to better serve global organizations, as well as expand our service offerings to European and Asian based companies."

### **About Telwares**

Telwares is the leading provider of telecommunications spend management solutions to the Global 2000. Headquartered in Parsippany, NJ, Telwares serves the TEM industry's largest client base representing every industry across the globe. Telwares currently holds \$6.6 billion of telecom services under management and has saved clients more than \$5 billion from the \$15 billion of contracts negotiated. Telwares customers additionally profit through the expertise of a management team comprised of experts and thought leaders well known to the industry. For more information, visit [www.telwares.com](http://www.telwares.com).

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