



Media release

4 December 2018

OPTUS WHOLESALE APPOINTED EXCLUSIVE AUSTRALIAN NETWORK PARTNER FOR TRANSATEL

First of its kind agreement from Optus Wholesale enhances global connectivity

Optus Wholesale has been appointed as the exclusive Australian network partner for Transatel, one of Europe's leading mobile virtual network enablers, currently expanding global network coverage to support their Internet of Things (IoT) offerings.

Under the three-year agreement, Transatel will leverage the Optus mobile network to deliver an inbound data roaming solution for their customers' end users in Australia.

Transatel provides a network-agnostic access for a variety of connected devices, including laptops and tablets through to cars, trucks and industrial machinery. Enabled by agreements between Transatel and regional providers, end users can connect to cellular networks at local rates across more than 140 global destinations.

The agreement is the first of its kind from Optus Wholesale. It represents a major step forward in the evolution of Optus Wholesale IoT product suite, helping organisations unlock the value of networks in today's connected and global economies.

Along with the inbound roaming access, Optus Wholesale will also provide operational and business support.

"Optus Wholesale is delighted to be appointed as Transatel's exclusive network partner in Australia," said John Castro, Acting Managing Director of Optus Wholesale and Satellite.

"The agreement between Optus and Transatel provides a foundation for global connectivity in Australia, helping industries and consumers capitalise on the growing IoT market. It ensures continuity of service and availability at a time when network connectivity is essential to nearly every facet of modern life," said Castro.

"Transatel prides itself in offering some of the industry's most flexible and universal cellular connectivity solutions for MVNO businesses and the emerging IoT sector. Our commitment to delivering these services meant the reach and capabilities of the Optus network, along with the company's continued investment in building next generation networks, were all significant factors in our decision," said Jacques Bonifay, Transatel CEO.

"We're excited to partner with Optus Wholesale in preparing the future of the IoT and cellular connectivity," said Bonifay.



About Transatel

Transatel offers an unparalleled, eSIM-capable, cellular solution for global IoT connectivity, addressing the connected car, connected objects, and consumer electronics markets. Since its inception in 2000, the company has launched over 170 MVNOs (Mobile Virtual Network Operators), establishing Transatel as the leading European MVNE/A (Mobile Virtual Network Enabler/Aggregator). Having built a strong expertise in Machine-to-Machine connectivity, the company easily transitioned into the Internet of Things.

Media contact for Optus

Sally Oelerich
Optus Corporate Affairs
Tel: (02) 8082 7850
E: media@optus.com.au

Media contact for Transatel

A+ Conseils
Clara DALLAY
+33 (0)1 44 18 65 58
+33 (0)6 48 45 01 53
clara.aplusconseils@gmail.com