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Press Release

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FOR IMMEDIATE RELEASE
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Column Technologies Establishes Global Services Practice to support the implementation of the OS3 Suite from SMI Telecoms

Downers Grove, IL,—September 20th, 2011—[Column Technologies](#), a global technology, management consulting, and services leader, today announced a global strategic alliance with [SMI Telecoms](#), a specialist provider of service management solutions to the communications industry.

Under the terms of the agreement, Column Technologies will establish a global services practice to support the implementation of SMI Telecoms' OS3 product suite. This initiative builds on Column's existing strategy to develop industry vertical solutions and service capability.

Column Technologies and SMI Telecoms are already working together on a number of client opportunities through an existing reseller partnership. This agreement will reinforce Column's commitment to increase its presence and competence in the communications, media and entertainment industries.

"We have been working with SMI Telecoms and BMC Software on various deals involving OS3 and believe that the product suite offers the telecoms industry a purpose built solution to meet the increasing challenges facing communication service providers" stated Rob Yario, Principal of Column Technologies. He further commented that "OS3's adherence to telecoms industry standards provides an excellent enabling platform for Column to base its implementation and resource development strategies"

Phil Brooks, CEO of SMI Telecoms said "The OS3 Suite is built on the BMC Remedy platform and therefore Column Technologies is well placed and a logical partner for us to provide global services for OS3 given their status as a leading reseller and services partner of BMC Software"

About Column Technologies

Established in 1998, Column Technologies is a global technology, management consulting, and services company that helps commercial and public sector organizations improve service efficiency while lowering costs and risk. Headquartered in the United States, we have over 300 employees around the world, as well as offices in Australia, Canada, India, Singapore, South Africa, and the United Kingdom. For additional information, please visit <http://www.columnIT.com> or call 1-866-265-8665.

About SMI Telecoms

SMI Telecoms is focused on providing OSS and IT solutions to the global telecommunications marketplace. Our particular niche is the harmonization of OSS and ITSM industry best practices and standards such as those set out by the TM Forum Framework and ITIL. At the core of our product portfolio is OS3, a suite of service management solutions designed for the communications industry and built on the BMC Remedy platform. For additional information, please visit www.smi-t.com