



SaskTel International and Mariner pool expertise to address growing IPTV market

Partnership to showcase solutions that speed IPTV service deployment and profitability at TelcoTV 2008, November 11 -13

Anaheim, California – November 11, 2008 – SaskTel International, consulting and advisory services provider to leading communications providers around the world, and Mariner, the world's largest independent IPTV systems integrator and leading provider of IP video solutions and services, today announced a strategic partnership to address the growth and maturation of the global IPTV marketplace.

According to recent research by Infonetics, global IPTV subscribers are forecasted to continue to grow to 72 million by 2011, despite the concerns over the current economic situation. Infonetics expects service providers to continue heavy investment in IPTV content and transport equipment as investment shifts from Ethernet routers and switches to content infrastructure, such as video on demand servers.

“SaskTel International and Mariner are already successfully working together on a number of joint deployments and consulting projects,” said Steve Sousa, VP of Business Development at SaskTel International. “This strategic partnership enables both parties to broaden the types of services that we make available to customers to help them successfully deploy IPTV services and make them a profitable part of the business, in as short a time as possible.”

In announcing this partnership, both companies are also announcing their first joint deployment of their resources into a Caribbean telecom, in order to accelerate that operator's market deployment of its IPTV service.

The partnership sees Mariner and SaskTel International build on their existing relationship and jointly deliver IPTV consulting and integration services to Service Providers all over the world. SaskTel International has many years of experience working with global telecom service providers on all continents and brings actual IPTV operating experience to clients through their parent company SaskTel - which continues to operate one of the industry's most successful IPTV operations. Mariner also brings many years of experience in IPTV lifecycle management services, best practice launch methodologies, and innovative IPTV software products.

“No one in the world has a more clearly focused strategic and operational advisory services portfolio for the IPTV service provider market than Mariner,”



says Trent Pomeroy, VP of IPTV Consulting Services at Mariner. “By combining our unique experience and knowledge base with SaskTel International’s global telecom experience, we amplify considerably the value we bring to customers.”

Mariner’s founders launched the very first commercial IPTV service in a Bell Operating company in eastern Canada in 1999 and, through the formation of Mariner, remain committed to the evolution of a new TV experience. SaskTel, the principal supplier of telecommunications in Saskatchewan and parent company of SaskTel International, has been delivering an industry leading IPTV service for over six years and has one of North America’s largest and most profitable IPTV service implementations.

Mariner and SaskTel International will be showcasing their combined IP Video products and services in meeting room 100 at TelcoTV 08 in Anaheim, CA, November 11 - 13, 2008. Tom Laird, Mariner’s VP of IPTV Business Development, is also involved in the “Integrating the Social Network Experience: Fad or Reality” TelcoTV panel being held at 4.30pm PST on November 12.

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About SaskTel International

SaskTel International has been helping clients around the globe develop, improve, and expand their telecommunications systems since 1986. Our experience is diverse, having worked in more than 30 countries on six continents. SaskTel International's unique position as a successful, independent operating telecommunications company allows us to search the global marketplace and offer unbiased solutions to our customers. From leading edge OSS Solutions to professional consulting with our ICT division, we can help your company achieve greater success.

SaskTel International’s head office is located in Regina, Saskatchewan, Canada and is home to our OSS Solutions and ICT Consulting divisions. In addition to core staff members based in Regina, SI has a regional office in Dar es Salaam, Tanzania, along with a number of employees posted overseas on assignments for clients, or pursuing business opportunities around the world.

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About Mariner

Mariner is a leading provider of IP video solutions and services that leverages its “Lifecycle” services to develop market-leading technologies that deliver unique value to the IPTV industry. **xVu**, Mariner’s innovative TV care platform and **frostt**, the IPTV service acceleration platform, enable service providers to successfully meet the challenges of developing and operating advanced video services in today’s increasingly complex marketplace.

For more information, please contact:

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