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## Navara Mobility Suite Selected by RAM Mobile Data as Managed Services Platform of Choice; RAM Cites Ease and Speed of Deployment and Dramatically Successful Client Implementations

ATLANTA--(BUSINESS WIRE)--Oct. 12, 2004--Navara, an independent software developer focused on mobilizing enterprise applications, today announced that RAM Mobile Data, a leader in wireless business solutions and data applications in the Netherlands, has chosen the Navara Mobility Suite as its platform for deploying managed services to customers. RAM evaluated mobile solutions from numerous global software providers and ranked Navara as the most easily implemented, cost-efficient, and scalable solution to help customers connect to their data and applications via a multitude of mobile devices.

"Navara is solely focused on mobile workflow solutions and is by far the best-of-breed in terms of speed and ease of deployment, customization and scalability," said Peter Groot, director of marketing and business development for RAM. "As a result of our successful roll out, we have many customers currently in pilot programs with Navara. Initial results from customers in the field map to the predictions for time and cost savings made in advance workshop modules."

"Navara is extremely pleased to be chosen by RAM Mobile Data," said Phil Regan, CEO for Navara. "While Navara has provided mobility solutions for the past eight years, this is the first instance where Navara is being deployed by a company as a managed service. We expect similar partnerships as a result of our successful collaboration with RAM."

### Workshop and Proof of Concept Convinces RAM Customers

"RAM conducts extensive piloting through customer workshops where we analyze work processes and predict potential time and cost savings," says Groot. "We build a computer model to audit our customers' existing processes and then we run the model incorporating the Navara solution. Our customers are amazed - not only at the positive impact on their business processes, but the speed of deployment. We can build a proof of concept for a customer in a matter of days using Navara - a process that would literally take months with other solutions providers."

### Versatel Nets Over 40 Percent Time Savings

Versatel, a leading telephony, internet and data communication services provider, recently completed a successful pilot with Navara and is rolling out the solution to its engineers in the field.

Ron Eekman, POP Operations Manager at Versatel, says, "RAM offered us the chance to gain some insight into the achievable results with their workshop. Our engineers were recording on paper whether they have accepted and completed a construction order in a certain location. Later on, this information was processed digitally. We asked ourselves what the result would be if an engineer in the field could digitally 'tick-off' construction orders. The process was carefully examined in the RAM workshop and we predicted a 40 percent time savings after introducing a mobile solution. The test has since been completed and the results have exceeded our expectations. Our engineers don't have to telephone the office as much as in the past. Accuracy has risen since our back office ultimately has a lot less information to process. If we want to alter the layout of a form on the PDA screen for instance, RAM always responds very quickly with some changes made within hours. Overall, we are extremely pleased with our implementation of RAM and Navara."

### Online Demo

To arrange an online demo of the Navara Mobility Suite, please visit the Navara website at [www.navara.com](http://www.navara.com). Navara products are available to qualified customers for a free trial. Write to [sales@navara.com](mailto:sales@navara.com) or contact a local office at: US 404/ 870.9113, or EMEA +353 61 472 999.

### About Navara

Founded in 1996, Navara is an independent software developer that builds mobility products that enable companies of all sizes to extend existing critical, content-rich business applications to workers operating in remote, disconnected or wireless environments. Navara's core mobile workflow solution is the Navara Mobility Suite, a group of integrated solutions that provide a powerful and easy-to-implement method for mobilizing existing applications. Navara's open platform integrates seamlessly into a total mobility solution, making it possible to quickly and easily mobilize data from multiple information sources and systems into a consistent format, regardless of platform. Navara is a privately held company with U.S. headquarters in Atlanta, Georgia, and EMEA headquarters and product development in Shannon, Ireland. For more information about Navara, please visit [www.navara.com](http://www.navara.com).

### About RAM Mobile Data

RAM Mobile Data is a completely independent, specialised provider of products and services for wireless data communication, and also controls the Mobitex-network, the first packet-switched network for time-critical commercial applications. From an independent position RAM Mobile Data supplies solutions based on Mobitex, GPRS and in the long term also UMTS. RAM distinguishes itself by providing professional services as consultancy, project management and technical support. Our own Navigator Centre manages an increasing amount of applications, gateways and platforms from customers.

### About Versatel

Versatel, based in Amsterdam, is a competitive communications network operator and a leading alternative to the former monopoly telecommunications carriers in its target market of The Netherlands, Belgium and Germany. Founded in October 1995, the Company holds full telecommunication licenses in The Netherlands, Belgium and Germany and has over 1 million customers and approximately 1,700 employees. Versatel operates a facilities-based local access broadband network that uses the latest network technologies to provide business customers with high bandwidth voice, data and Internet services. Versatel is a publicly traded company on Euronext Amsterdam under the symbol "VRSA".

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