

equinox update

september 2002 edition

Equinox Starts Its 17th Year

We do business the old fashioned way...we do what we say!

Each month we include a few interesting facts that you may not know. This month we start with some Equinox facts you may not know:

- 188:** Companies that have bought software from Equinox
- 16:** Number of years Equinox has been profitable
- 10%:** Percentage of Equinox profits given to charity
- 8.5:** Tenure in years of the average Equinox software developer
- 0:** Number of lawsuits, promises not kept, and customers who do not appear on our reference list

16 DYNAMIC YEARS

On September 1, 1986, a new software company was started with the sole goal of developing telecom software. The world and the telecom industry have changed a lot since 1986, and so has Equinox. A quick review of our history shows that we have matured with the telecom industry. Today, Equinox leads the way with innovative software designed to meet the precise needs of our customers. Over the past 16 years, we have provided thousands of software licenses to nearly 200 hundred different customers. Over that time we have acquired the experience that allows us to expand the scope of our product line, the breadth of our customer base and, most importantly, the tangible results we can deliver to telecom companies.

STRONG CUSTOMER RELATIONSHIPS DEFINE EQUINOX

By delivering real results to customers, Equinox has developed strong customer relationships. The heart of Equinox is and always has been our customers. At

Equinox, we build long-standing relationships with our customers—relationships that are grounded in our commitment to provide the most effective, flexible, and economic software solutions. Whether it means creating a whole new application, adding features to an existing application, or simply re-tooling a product to accept data in a new format, Equinox is the software choice for more than a hundred leading carriers.

THE EQUINOX ADVANTAGE

Setting Equinox apart from other software providers is what we call the Equinox Advantage:

- **Experience** - a track record of time-tested, market-proven software solutions
- **Scope** - the industry's fullest range of powerful, cost-effective software solutions
- **Flexibility** - solutions that can be modified to fit your network's unique needs
- **Results** - rapid implementation, courteous customer support, and substantial ROI

Find out for yourself how no one beats Equinox when it comes to providing cost-effective solutions that help carriers reduce losses, increase efficiency, launch new products, and improve quality of service. To learn more about our solutions including mediation, fraud detection, CDR and switch administration, network management, as well as custom application development, contact us at 800-544-8874, +1-615-612-1200, sales@equinox.com, or visit our web site at www.equinox.com.

THAT'S THE LATEST FROM EQUINOX, HERE ARE SOME OTHER THINGS YOU MAY NOT KNOW...

- 42,500:** Number of round-trips to the sun represented by the world's outstanding frequent-flyer miles
- 69:** Number of Manhattan's 123 Starbucks outlets that are within two blocks of another one

- 25:** Percentage of American commuters who eat breakfast in their cars
- 22:** Percentage LOWER the Dow was selling in 1982 than it had been 16 years earlier
- 5:2:** Ratio of Avon ladies to soldiers in Brazil



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experience / scope / flexibility / results