

## Volubill Appoints Vice President Sales for Latin America and Caribbean

**London and Atlanta, GA—01 July 2010—**[Volubill](#), the leading provider of charging and policy control solutions, today announced the appointment of Winston Rivero as Vice President Sales for Latin America & Caribbean based in Atlanta, Georgia. Winston will be tasked with driving growth and sales strategy for Volubill in the region, whilst adding value to existing customers and the regional team.

Winston has joined Volubill with a successful history of achievements selling to all major multi-country operators in Latin America & Caribbean solutions including: Convergent Mediation, Service Activation, Interconnect billing, Least Cost Routing, Convergent Rating Solutions.

"Latin American operators are looking at Policy Control and Online Charging with great interest as a means to intelligently manage their network resources and reconnect their revenue model with their cost model," said Rick Woods, Vice President Americas, Volubill. "This is clearly being reflected by the significant increase in mobility services which has reached more than half a billion users in Latin America where the average wireless penetration already exceeds 86%. Volubill is delighted to bring its expertise and its solutions direct to operators in the region through our new local presence"

He continues, "We are making a significant investment in Americas. Winston's experience and relationships in the region will serve us well as we look to support a growing demand for our solutions in the Americas".

Originally from Venezuela, Winston has been based in the US during the last decade and with his regional knowledge and telecom experience will enable Volubill to expand in the region. Volubill's policy control and charging solutions equip service providers with immediate and cost-effective relief to efficiently manage exploding data usage. Fully compliant with 3GPP's Policy and Charging Rules Function (PCRF) specifications, Volubill's CHARGE-IT™ and CONTROL-IT™ products provide real-time intelligence so that operators can dynamically allocate resources to maximize throughput within the limits of their existing networks, helping to control network growth-related capital expenditures and capitalize on premium, revenue-generating new services.

### **About Volubill**

Volubill provides innovative "on the network" charging and policy control solutions to telecom operators Worldwide. The company's solutions enable operators to manage bandwidth based on subscriber- and service-centric usage policies and quotas in order to maximize revenues and service experience and eliminate churn. Transcending the boundaries between the network and IT systems, Volubill provides flexibility and unlocks the potential of real-time BSS integration. Founded in 2001, Volubill is a global company with more than 75 customers worldwide.

### **Further Information**

Volubill

Martine Naughton

Head of Marketing

[martine.naughton@volubill.com](mailto:martine.naughton@volubill.com)