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Primus Extends Contract With CREA – Canada

Primus Telecommunications Canada Inc., one of Canada's largest alternative communications carriers, has renewed its deal with Canadian Real Estate Association (CREA) for three years. Under the deal, the telecom operator will host and offer managed services for mls.ca, one of Canada's busiest websites. The deal will allow agents and customers to experience quick response rates and almost 100% up time.

Commenting on the contract extension, A.J. Byers, Senior Vice President of Primus Business Service, said: "Our clients look to us to help with their core business. Primus looks forward to continuing to support The CREA to enhance the user experience for visitors to the mls.ca website."

TRAI Agrees With MNOs' Decision To Hive Off Tower Business – India

The Telecom Regulatory Authority of India (TRAI) has granted permission to the outsourcing deals by Bharti and Vodafone, dual-company structure of Reliance Communications, and the pact between Tata Teleservices and Virgin Mobile. TRAI agreed that the government's revenue would not be affected by the telecom companies' decision to hive off their tower businesses into separate companies.

An official from TRAI said: "All the companies explained their position to us and gave us the requisite information we needed. As a regulator, we were also able to understand how these agreements worked. After hearing out the companies and examining the information they submitted, we have found that they are not in any violation and government's revenues are not impacted."

On the same day, TRAI's Chairman, Nripendra Misra, said: "MVNOs will not be allowed to have spectrum of their own." He said that MVNOs entering India will not be allowed to own infrastructure, but will buy air time from MNOs. There will be a lock-in period along with a security amount to be paid by the MVNOs, in case the companies plan to leave the business before the end of their contract.

Greystripe Partners With Simyo For Free Mobile Games – Germany

Greystripe, a mobile games developer, has collaborated with KPN's Simyo, a German MVNO, to provide more than 800 free mobile games and applications to Simyo subscribers. Greystripe has also developed a Simyo-branded, in-game on device portal that appears at the beginning of each game and provides a link towards Simyo's website. The deal will enhance Simyo's capability to attract customers as it plans to offer games downloading service at minimal charges.

Commenting on the deal, Rolf Hansen, Chief Executive Officer of Simyo, said: "We are very excited about this partnership with Greystripe as they were the clear choice given their technology leadership, the breadth and quality of their games catalog and their superior, engaging advertising format. Our consumers are very Internet savvy and demand a great user experience and Greystripe's model provides that in spades."

EBS Plans To Become B2B MVNO – UK

EBS, a Northampton-based distributor, is planning to become an MVNO. It is currently in talks with 3 to become a B2B MVNO. 3 is reportedly also planning to partner with third-party virtual network operators so that it can utilise its network's spare capacity for wholesale deals.

A pact with EBS is expected to be on similar lines of the deal with Gamma Telecom, 3's existing MVNO partner. A spokesperson from 3 said: "We are in discussions with a number of third parties with established distribution networks about MVNOs."

Netia Subsidiary Acquires Connect – Poland

Netia, one of the leading alternative fixed-line telecom services providers in Poland, has acquired a 100% stake in Connect Systemy Komputerowe, a broadband service provider, via its subsidiary Interneta. Netia purchased 11,300 shares for a consideration of PLN 4.5 million (USD 2.07 million). Connect's network provided broadband services to 4,630 clients and approximately 19,300 households as on June 10, 2008.

Virgin Media Plans Mobile Broadband Market Entry By December – UK

Virgin Media, one of the leading providers of home broadband in the United Kingdom, has announced the launch of its own USB dongle which it plans to launch in the UK mobile broadband market by December this year. Currently, Virgin sources its services through network partners, T-Mobile and it is speculated that Virgin's entry into the mobile broadband segment would increase competition.

A Virgin spokesperson said: "The new dongle will look different to those currently on the market. Virgin will try to offer something that appears unique in a bid to compete. They want something which really distinguishes itself from the competition."

