

CTIA Wireless 2008 Canada Pavilion Exhibitors

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Exhibitor Profile

Opal has been providing automated self service solutions for over 70 years and has focused on Prepaid and Post Paid automated self service payment solutions in the telecom industry since 1991. It ships these customized solutions to over 50 countries to clients that include major mobile carriers and their master distributors. Opal designs custom (self service kiosk) solutions that cater to each market and client, from integrating to their software to creating a custom branded point-of-sale look and feel with graphics on the kiosks as well as within each Graphical User Interface. Opal can vend anything from PIN products for Prepaid cell top-ups to prepaid Wifi, International Calling, SIM cards/chips as well as even a handset battery and charger. It also can provide real time direct recharge or Top-ups to handsets without need for PINs, which has resulted in drastically lower distribution costs, significant increases in ARPU and reduced churn.

Objectives

Opal would like to establish relationships with carriers and their master distributors or large retailers that wish to utilize Opal's solution within their markets. It is also looking for partners with large platforms that wish to have Opal integrate an automated self service solution that they can take to their carrier customers in order to deliver a well-rounded total distribution solution to their clients.