



XO Communications launches ASC Contracts® for Carrier Sales

Ottawa, Ontario, (October 7, 2005). — Advanced Software Concepts Inc. (ASC), provider of scalable industry-specific Contract Lifecycle Management (CLM) solutions, announced today that XO Communications, Inc., a leading US provider of national and local telecommunications services has launched ASC Contracts® for their Carrier Sales organization.

Using secure web access, Carrier Sales personnel are generating bar-coded contracts online in minutes. The ASC Contracts flexible workflow engine allows for automatic and concurrent notification and routing of XO agreements for business unit approvals. The ASC technology ensures contract negotiations are automatically captured for real time online access across the organization.

“Advanced Software Concepts delivers a hosted and managed contract lifecycle management solution specifically tailored to streamline the negotiation and execution of contracts with our customers,” said Ernie Ortega, president of Carrier Sales. “By expediting the process, ASC Contracts will help maximize our revenue opportunities.”

ASC’s web-based contract lifecycle management platform delivers a customer-tailored solution with a rapid speed of implementation. With the flexibility of ASC Contracts® and using a “Best Practices” Telecommunications framework ASC was able to deploy an XO-specific solution in less than three months. The expected key benefits include improved operational efficiencies, quicker revenue opportunities, and cost management..

“Our objective is to ensure that ASC Contracts® allows XO Communications to streamline their contract generation process. Simplified contracting processes allows XO to realize revenues earlier and allows their sales resources to spend more time selling and less time doing administrative work,” said Shawn King, President and CEO of ASC.

The platform’s advanced query and reporting tools permit sales, product marketing, finance, and legal departments to quickly analyze current contract data, assess sales cycles, and forecast trends from a current, complete, and centralized repository of contractual information. The CLM platform also provides organizations with the means to ensure compliance with contract terms and reduce the costs associated with processing and handling contracts.

ASC offers contract and vendor management services, and financial assurance solutions to service providers. ASC provides carriers tailored solutions in the areas of Wholesale and Commercial (Retail) contract management and Vendor Management. The carriers are able to purchase the platform outright, with full technical support available, or on an outsourced, term basis hosted On-Demand or On-Premise.



About Advanced Software Concepts Inc.

Founded in 1992, with extensive experience in the Telecommunications industry, ASC Inc. targets Telecommunication, Financial Services and Government market segments. As a leading software provider of custom, market-specific contract lifecycle management (CLM) solutions, ASC delivers secure creation, monitoring and management of all contractual activities and processes for legally binding documents with accountability and compliance, including very complex contract management workflows, in cost sensitive enterprise-scale applications. For more information about ASC, visit the ASC website: www.ascnet.com.

About XO Communications Inc.

XO Communications is a leading provider of national and local telecommunications services to businesses, large enterprises and telecommunications companies. XO offers a complete portfolio of services, including local and long distance voice, dedicated Internet access, private networking, data transport, and Web hosting services as well as bundled voice and Internet solutions. XO provides these services over an advanced, national facilities-based IP network and serves more than 70 metropolitan markets across the United States. For more information, visit www.xo.com.

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