

Computaris Deployment Partnership

Bridging the gap between Communications Service Providers and Technology Innovators



Computaris provides CSPs the agility required to meet the demands of a rapidly changing business landscape by leveraging technology innovation and keeping CAPEX under control.

CSPs require a high level of business flexibility to rapidly deploy innovative value added services and applications to work with a variety of new business partners under non-traditional business conditions. New investments pay off by reducing OPEX as well as lowering time to market.

Technology innovators need reliable and skillful integrators capable of presenting their products and values to their customers and which allow them to reach their business potential without geographical limitations.

The changing face of communications

The evolution of the telecommunication industry has reached a crossroads. Emerging technologies and new business models have the potential to radically modify the direction of the communication industry. There are trends towards "IP-ifying" networks as part of a migration towards Next Generation Networks as well as towards consolidation of existing systems and applications using more robust off-the-shelf solutions.

Expertise in both legacy systems as well as in new technology innovation is therefore pivotal in supporting CSPs' ability to embrace and adapt to the potential of next generation business models and to benefit from past investments.

Migration from one system to another without affecting the service and the business potential is highly complex. The complexity increases exponentially when we consider the number of related applications, the number of subscribers and the number of service offerings released over the years by network operators.

Computaris - a partner that understands you

With 18 years' experience in real-time telecoms and network applications Computaris has acquired unrivalled experience through involvement in projects, deploying a rich selection of technologies and requiring a large range of skills and experience.



Computaris Deployment Partnership focuses on applications for customer and resource management: from rating, charging and billing to assurance and fulfillment. Our expertise allows Communication Service Providers to focus on their core business: developing and delivering innovative and profitable services for their customers.

Our most important asset is the human capital formed from our consultants and their wide industry experience. Computaris also brings:

- ✓ Track record of projects at more than 65 CSPs in Europe, Middle East, Africa and SE Asia.
- ✓ Technical skills to support a wide range of technologies from the SS7 world to all-IP.

Computaris - sharing risks and responsibilities

Computaris relies on the quality of its processes and expertise to share the responsibility and the risk of a new project.

Leveraging our long term experience in the industry as well as our quality standards excellence, we are capable of guaranteeing estimates of time frames and budgets from the start of each project. Our ISO 9001:2000 certification obtained in 2004 has never had a non-conformity in annual audits. Active involvement in the complete project lifecycle from the concept proposition and architecture to production deployment and support for customer acceptance tests through to load tests and interoperability tests enhance our capacity to shoulder our partners' risks.

Computaris - reliable local expertise

The Computaris project management team with its extensive qualifications and project portfolio of delivery to CSPs on five continents ensures deployments are completed on time, on budget and to the defined scope. More than that, all our experts benefit from a well-defined and timely enhanced knowledge sharing process. This offers both to CSPs and to technology vendors the opportunity to have on site and on demand the extensive experience amassed through integrating with hundreds of types of systems from a wide variety of leading vendors in the industry.

Computaris - unlocks potential business opportunities cost effectively

Computaris acts as a virtual extension of the technology vendor's engineering team providing a smooth and cost effective way to maintain a business relationship with the network operator at all times.

The technology vendor can focus on the commercial aspects of the project and core activities such as its product development, ensuring that its resources are most effectively deployed to add value internally. This has the potential to avoid the significant opportunity costs associated with stretching resources over too many projects. Computaris takes care of the installation, deployment and commissioning aspects of the project, ensuring a satisfied network operator.

The Computaris Deployment Partnership can adapt to meet changing requirements and activity levels, supporting growth and success. It can be a strategic asset, to reach into new markets and territories without disrupting existing business and relationships.

COMPUTARIS DEPLOYMENT PARTNERSHIP STRUCTURE



Bridging the gap between IT and Telecoms



About Computaris

- ✓ Specialize in consultancy, system integration and software development for the communication industry
- ✓ Headquartered in UK with seven expertise centers in Poland, Romania, CIS, Malaysia and USA.
- ✓ 100% privately owned with continuous organic growth
- ✓ Strong financial performance for the last 18 years

Computaris selected references

- ✓ **Swisscom / Sicap** involved Computaris with teams ranging from 15 up to 30 consultants performing activities including specification, design, development, testing, deployment, training and documentation for projects like prepaid billing deployment, roaming call back, USSD Gateways, migrations and integrations with various IN and other vendors' systems.
- ✓ **Orga Systems** used Computaris in the first deployment of their convergent billing system in Eastern Europe as well as other projects in Europe and South America.
- ✓ **LHS** involved Computaris in development of certain BSCS components such as Customer Care components.
- ✓ **Teligent Telecom** used Computaris support to develop and deploy a prepaid calling card system in Africa and handled support in Middle East and North Africa.
- ✓ **Acision** teamed up with Computaris in developing and deploying location-based-services in East Asia.
- ✓ **Highdeal** (now SAP) products are delivered by Computaris in Central and Eastern Europe and South East Asia.
- ✓ **Digital Route** involved Computaris for integration of a real-time in-memory router in Australia.
- ✓ **XoX** the full-service MVNO in Malaysia has chosen Computaris as prime system integrator for their convergent charging system solution.

Computaris has built experience in all aspects of convergent billing including specific offerings for: rating and charging, loyalty and bonus, voucher management, customer, dealer and self-care, revenue assurance, service provisioning and number portability.

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