Revenue Assurance

Identify, Correct & Protect Against Revenue Leakage

▽TEOCO

www.teoco.com

Business   **Customers**   **Network**   **Device / IoT / 5G**   **Location**

Your trusted partner in accelerating speed to market for new digital plans and services and with minimal revenue leakage

CSP's continue their evolution to DSP's introducing new digital subscriber services to stay ahead of competition and monetize new revenue streams. It naturally follows that the speed and growth of new services also introduces risks to revenue and fraud impacting profitability.

CSP's must have intelligent insights into their customers' digital service usage, contracts, products and revenue to deliver and maximize the profitability of next generation networks.

The subscriber base has dramatically expanded to include other offerings such as media, IoT and 5G services. Operators face an overload of billions of circuit and packed switch event records generated by the multitude and complexities of these digital services.

CSP's require an umbrella view of the end to end revenue chain to identify and recover revenue leakage and detect fraud for maximum profitability.

5G IoT — The new subscribers paradigm
❖ Explosion of digital services driven by mobile media, IoT & 5G
❖ Ability to keep up with the fast paced industry

Lacking modern approach
❖ Absence of engineered approach
❖ Resources instead of automation

Mobile industry shift
❖ Explosion in volumes of event records to process
❖ Available profit margins narrowing

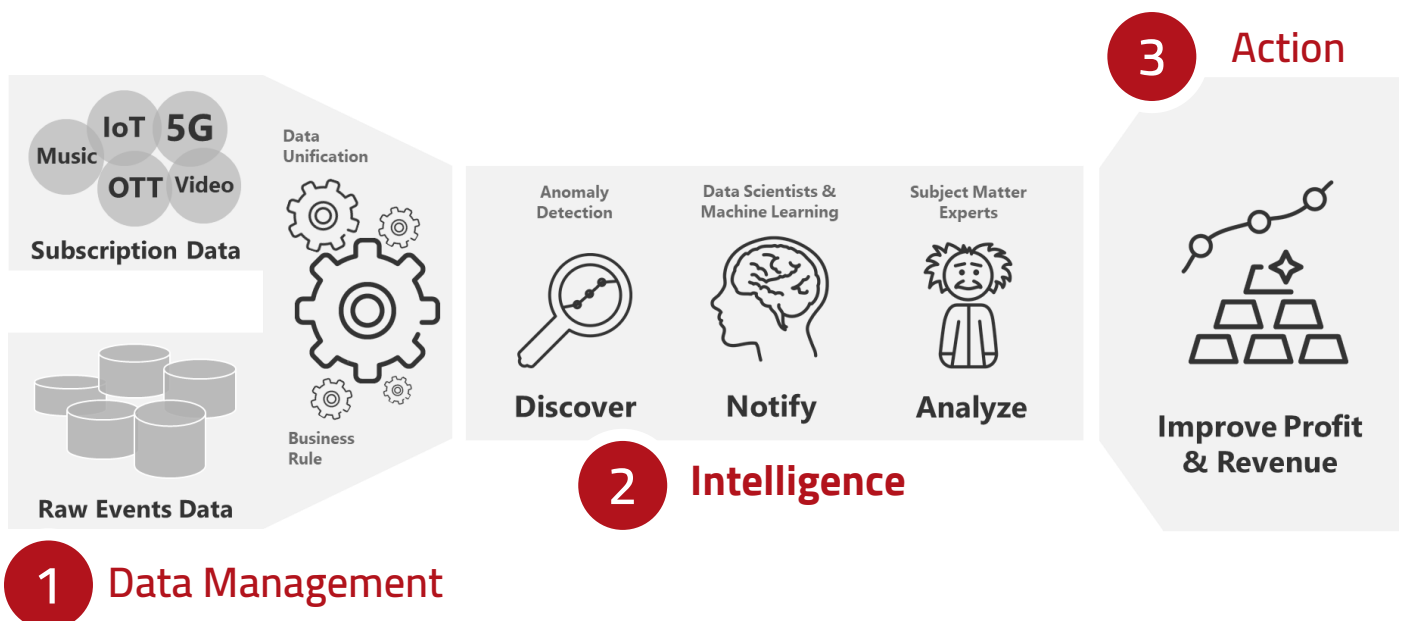TEOCO offers a holistic approach to revenue assurance, revenue visibility, and utilization of machine learning to maximize profits.

The TEOCO Revenue Assurance advantage

- ❖ Proven ROI, customers have recovered $Billions

- ❖ Established long term partnerships with successful track record

- ❖ Improve profitability & enhance revenue from embedded subscriber base

- ❖ 25 years deep subject matter expertise in OSS and BSS

- ❖ Significant big data technology investment

- ❖ Technology savvy – Machine Learning, AI & BOTS

- ❖ Customer success serving wireless, fixed, IoT & media companies

Continual optimization of the revenue chain

3 Action

IoT 5G
Music
OTT Video
Subscription Data

Data Unification

Business Rule

Raw Events Data

Anomaly Detection — **Discover**

Data Scientists & Machine Learning — **Notify**

Subject Matter Experts — **Analyze**

Improve Profit & Revenue

2 Intelligence

1 Data Management

Use cases across your organization

Mitigate revenue leakage by reconciling consumption, billing information, contract terms and serviced products.

Existence & Design

Ensures invoicing is fully validated against inventory expenditure

- ❖ Ordered but not Billed
- ❖ Inventory to Billed Variance
- ❖ Cancelled Disconnect
- ❖ Stuck Orders

Contract & Rate Administration

Contract adherence to terms and features

- ❖ Billing Frequency
- ❖ Unbilled & Under billed Features
- ❖ Term Rate Analysis
- ❖ Quote vs. Order Variance

Analytics

Actionable intelligence of customers and digital service products

- ❖ Margin Analysis – Customer
- ❖ Margin Analysis – Product
- ❖ Maximize Rate Plan Profitability
- ❖ Root Cause Analysis

TEOCO is a leading provider of analytics, assurance and optimization solutions to over 300 communication service providers (CSPs) worldwide.

Our solutions enable the digital transformation of CSPs while enhancing their network QoS, improving their customer experience and reducing their operational costs.

Through advanced analytics, TEOCO products provide actionable and measurable insights into network and customer behavior. This includes the optimization, effective monetization, and delivery of new and existing services, such as 5G.

Our commitment to network flexibility and agility makes TEOCO the obvious choice for CSPs looking to maximize the revenue potential of 5G investments and capitalize on new opportunities tied to the emerging Internet of Things (IoT).

Global Footprint   **Extensive Portfolio**   **Proven Solutions**

"TEOCO is bridging the gap between operations functions, particularly traditional engineering, planning and network optimization, and the business-defining monetization functions of revenue generation, customer experience, and margin management. Stratecast believes this makes TEOCO a company to watch."

- Stratecast, Frost & Sullivan