

## Solutions for MVNOs

### Introduction

If you are an MVNO, Comarch can provide you with a range of systems for the management of key processes within your business. Due to diverse service offers, as well as the variety of business goals set by MVNOs or MVNEs, aside from the core system we can give you the possibility to choose from several additional components. Due to pre-configured scenarios, the solution can fit your specific needs and guarantee fast implementation and service delivery.

### Benefits

- Fast implementation and a low TCO
- Provisioning of new distribution channels
- Creating unique tariff plans for chosen customer segments
- Increased market share due to prepaid and postpaid convergence
- Increased ARPU resulting from prepaid and postpaid convergence and greater service availability
- Ability to focus on key competences due to implementation of the ASP model

The core components of the solution include:

- Convergent Billing
- Interconnect Billing
- CRM for Telecoms
- Voucher & Top-Up Management
- Data Services support
- Self Care and Point of Sale applications.

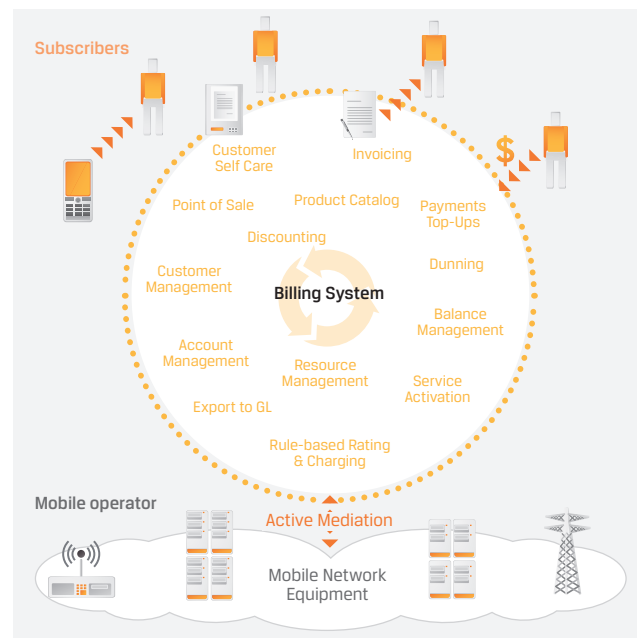
### Convergent Billing

Comarch Convergent Billing provides you with all business processes necessary to handle operations such as rating, discounting, invoicing, payment processing, and integration with the host network or MNO interfaces.

Mobile Virtual Network Operators such as Auchan Telecom in France, and mobile operators like Bite in Lithuania and Latvia, Belize TL in Belize and many more, are already using this solution to successfully run and further develop their businesses.

The benefits you can obtain from using this tool include:

- Integration with the MNO (CAMEL, Diameter or off-line file-based integration and several other interfaces)
- Full convergence due to real-time, service-agnostic billing, and discounting of both voice and non-voice services
- Integrated subledger
- Carrier grade scalability and performance
- Possible extension to MVNE support with multiple billing and product catalog providers.



### CRM for the MVNO Solution

Treating your customer as your biggest asset is crucial to the success of any business, but often proves to be a challenging concept to implement.

The Comarch CRM suite helps you treat your customers better than the competition, due to superior alignment of actions before and after customer sign-up, across all channels.

Key solution elements include:

- Self Care – giving more power to customers with unique features for individual and corporate clients
- CRM for Telecoms – one application with a broad functionality for selling, campaigns and customer service, including order handling, ticketing, and more

- Point of Sale – a light, yet powerful sales application for operator and dealer shops

The most important benefits are as follows:

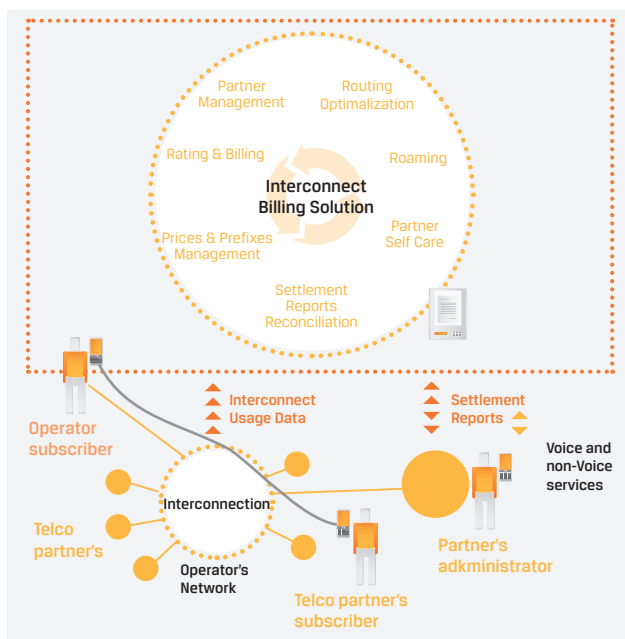
- Pre-integration with Comarch Convergent Billing
- Business process automation through the use of an integrated workflow engine
- Use of open architecture based on service bus technology.

## Interconnect Billing

If you are an operator that has interconnection points with other market players for any telecommunication service requiring inter-operator settlements, you can benefit from this solution.

Comarch Interconnect Billing, based on the Comarch InterPartner Billing system, enables you to handle any service type using just one platform. It is a fully convergent tool that can handle voice, data, SMS, MMS, premium or modern content services, and even roaming, and gives you full business support in the following aspects:

- Voice and non-voice services
- Multiple agreement types
- Carrier grade scalability and performance
- Partner relationship management (PRM)
- Support for regulated services
- Strong support in business changes, with flexible configuration, rule-based rating, and a powerful built-in aggregating engine.



## Voucher & Top-Up Management

Comarch Voucher and Top-Up Management is an independent component supporting your business in the areas of voucher management and recharging user accounts. The system can be integrated with existing network infrastructure, such as media gateways, or delivered with a dedicated IVR module. This module may additionally help you manage the logistics of top-up vouchers and SIM cards.

## Adding Data Services to your offer

As an MVNO, you may easily extend your product portfolio with data services. Comarch end-to-end solution supports all integration and implementation aspects, including integration with MNO, data control, prepaid data rating, as well as charging and balance management.

If your voice solution is extended with data services, most instances of existing systems may be reused, allowing for reduced investment costs.

## About Comarch

Since 1993, Comarch has been specializing in designing, implementing, and integrating solutions and services for telecommunications operators. Experience gained throughout this period, in addition to the company's knowledge of the latest industry trends led to the development of a wide customer portfolio that is spread across 4 continents and includes some of the biggest market players, such as T-Mobile International, Telefónica O2 Germany, as well as MVNO operators such as Auchan Telecom, France. The satisfaction of Comarch's customers has always been the strongest confirmation of the quality of its solutions in the areas of billing and inter-partner settlements, as well as management of telecommunications networks and services. Comarch's solutions for telecom operators are intended for **Fixed, Cable and Broadband Operators, Mobile Operators, Wholesale Departments, MVNO/MVNE Operators, ISPs and VoIP Operators and Content Providers and IPTV Operators.**

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Comarch Spółka Akcyjna with its registered seat in Kraków at Aleja Jana Pawła II 39A, entered in the National Court Register kept by the District Court for Kraków-Śródmieście in Kraków, the 11th Commercial Division of the National Court Register under no. KRS 000057567. The share capital amounts to 7,960,596.00 zł. The share capital was fully paid, NIP 677-00-65-406  
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