

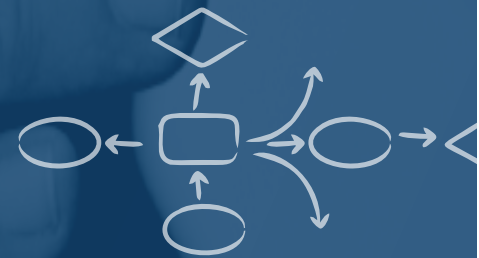


B2BSimpleX
INTERCONNECT CONTRACTS MADE SIMPLE

WE MAKE
THE MOST COMPLEX
BILATERAL CONTRACTS
SIMPLE



CUTTING CONTRACTS DOWN TO SIZE



New Ascom E-Solution Eliminates Manual Processes to Save Time and Money

Negotiating, finalizing, executing – and most importantly monitoring – contract performance and side agreements during their life cycle are among the most challenging and costly back office processes facing carriers in today's complex global telecommunications environment. It's not uncommon for carriers to have hundreds of bilateral agreements that need to be tracked, evaluated and amended, all while they are still in effect. On top of that, carriers need to accommodate and issue rate notifications, invoices, dial code changes, CDRs and reconciliations, revised capacity and volume requirements, contract amendments and side agreements – just to name a few. Until now, carriers have been forced to rely on using old-school, time-consuming and expensive manual processes (which takes away resources from revenue producing products or services and R&D) to cover the ever increasing expense of contract management. Moreover, the manual processes associated with contract management are laborious and often wrought with data entry errors and other discrepancies that can cause contract delays, trigger legal issues, and offer no real way to effectively track agreement performance. In fact, the Yankee Group estimates that miscommunication arising from poor and or lost data costs US and European carriers more than US \$8 billion each year alone. The depth of the problem is so severe that the ITU doesn't consider an invoice late if it is received within 217 days.

Automate Your Contract Process with Easy to Use Tools to Measure & Increase Business Performance

With the development of the new B2BSimplex Exchange Platform, carriers have the opportunity to automate their contract and interconnect agreements to facilitate and improve their overall management and monitoring of contracts – all at lower cost.

Developed by Ascom, one of the world's leading providers of mission critical communications solutions, the B2BSimplex Exchange Platform was created to be fully compatible with the carrier-led Global Business Exchange for Telecom (GBET) standards and requirements. With this open and vendor-neutral platform, carriers can now, for the first time, electronically and securely send and receive standardized e-contract templates with one another. Not only does the platform enable carriers to exchange, verify and finalize contracts more quickly and with far fewer discrepancies, but it provides a broad array of easy-to-use software modules and workflows that can be used to modify contracts, inform partners about price and destination changes, verify dial code lists and volumes and exchange side letters. Advanced tools include the ability to conduct modeling, analyze contract performance, measure profitability and customize contract templates to your own in-house company logo and style.



THREE LEVELS OF SERVICE TO FIT YOUR NEEDS



The B2BSimplex platform was designed and specifically developed to be flexible and robust so that carriers around the world can adopt and take advantage of standardization. With three service levels, carriers are also assured that sophisticated business development, modeling and profitability measurement tools will be there for them as they grow and expand.

Simplex Basic

SimplexBasic is a low cost entry level service designed to provide a single user with the ability to exchange complex bilateral agreements via e-mail with an approved excel template. With excel interaction, each document template is verified before it is transmitted and includes a simple to use static workflow for handling, validating and exchanging templates with customers. In addition, SimplexBasic provides the user with mechanisms for handling errors, misdirection and editing contract details.

Simplex Standard

Includes all the services of SimplexBasicPLUS offering the added benefit of being able to register as many as 10 user accounts and significantly reduce the time required to define and modify contracts and verify details. The service includes advanced verification and contract modeling and maintenance tools via the robust platform's rich user interface. The tools are available to every subscriber and provide users with intuitive ways to model complex contract details, including destinations, dial codes, grouping, tiered rating functions, committed volumes and more. Users can also upload dial code lists, which can be matched and verified against customer destinations. Contracts received from other carriers will also be uploaded into the user interface, regardless of their respective service level subscription.

Additional ready workflows include:

- Contract template acceptance
- Rejection of contract template (with reasons)
- Forwarding contracts for secondary viewing and approval
- Contract viability analysis and approval
- Side letter for dial code changes
- Side letter for addition or removal or a new break out
- Side letter for changes in rates or exchange rates
- Side letter for agreement on volume short falls
- Side letter for change of agreed volumes

Simplex Premium

Includes all the services of SimplexBasic and Simplex Standard PLUS advanced tools for measuring profitability and business development and unlimited number of user accounts. This ultimate service provides sophisticated workflow components that enable system administrators to dynamically define process flows, user rights, approvals and finalization processes. In addition, SimplexPremium allows an integration of the various platform functionalities to the subscriber's own in-house and enterprise solutions through a series of web service libraries. With a web landing page and use of a style sheet, users are able to recreate the look and feel of their own web site and collateral to strengthen their brand and marketing efforts. Evaluation of contract profitability is another feature exclusive to SimplexPremium. Users are able to gauge the financial impact of changing contract parameters, such as changing thresholds and commitments or defining more granular break outs to be evaluated in 'what-if' scenarios.



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Ascom is a global leader of mission critical communications solutions, with subsidiaries in 17 countries and a workforce of more than 1,800 employees. Ascom's Business Unit Systems & Solutions provides innovative software and solutions for business and operations support. The service offering include consulting, planning, implementation, service support, as well as the complete operation of large-scale IT solutions.

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