

The background of the slide is a dark purple gradient with numerous bright blue and cyan light streaks radiating from the bottom left towards the top right, creating a sense of motion and speed.

Optiva

Telcos that Act Fast, Win Fast

100 + 3 + 6 + 3 ≠ 112

Nicolas Ramirez
Director – Technology and Solutions

MVNXs are launching new revenue opportunities into the telco universe



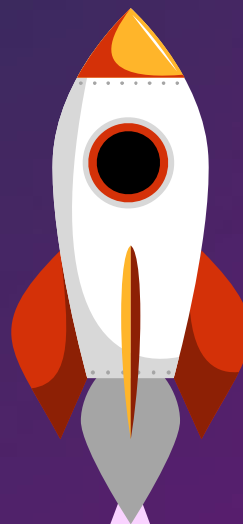
Secondary
digital brands



High value
tailored
services



3rd Party
billing



Connected
services -
IoT, security
etc.



Value added
services to main
portfolio e.g. retail,
finance etc.

200

new MVNO/Es to be
launched globally

\$89 bn

global MVNO
market by 2024
(CAGR - 7%)

250m

MVNOs subscribers
globally

Source: Markets & markets

But the challenges are real

deliver a timely experience with
personalized offer

64%

master digital partner onboarding
and deliver unified offer

80%

control operational costs on all
aspects..... with a lean organization

100%

Source: Omdia, Internal research

Optiva

Digital is the fuel for the MVNO/E success



Deliver unified customer experience

Exceeding digital customer's expectations

100%
Digital



Guarantee customer loyalty

By managing customer lifecycle

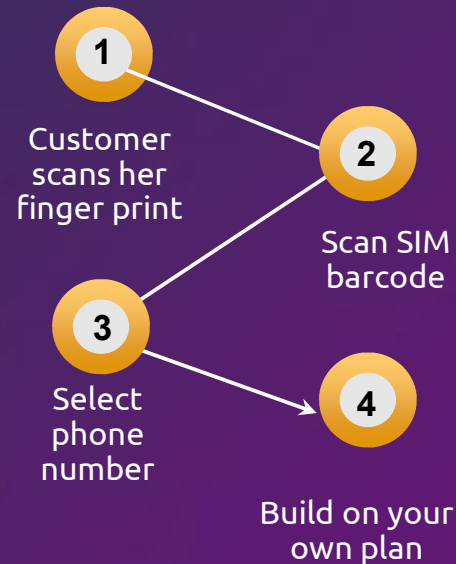
100%
Digital



Act Fast and Win Fast - with Optiva

Cuy Movil gains digital edge with Optiva

100%
Digital



You are DONE! :)



4 touch digital
subscriber
onboarding



4 hours 4 hours to
deliver a new
connection



90 days to launch
new MVNO
operations

Optiva

Fast track software delivery

Enabling faster time to revenue

3 Months
6 Weeks
3 Hours

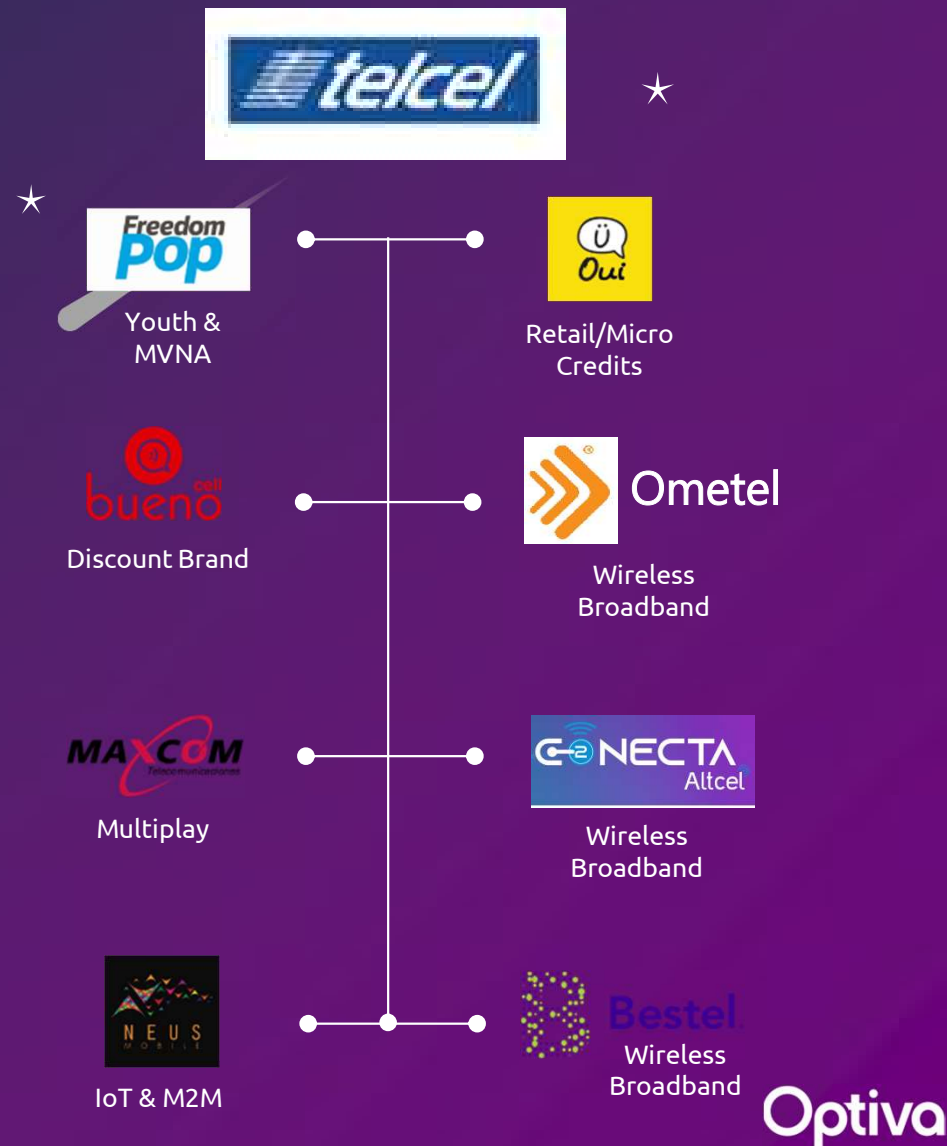


Shorten delivery time from industry benchmark of 6-12 months to **3 months**

Rich set of OOTB business capabilities

Multitenant Capability in a Single SW Instance

- 120+ predefined OOTB templates
- Fast TTM onboarding new MVNO's
- New bundling definition using guided configuration flows
- Control operational costs on all aspects..... with a lean organization



Act Fast and Win Fast - with Optiva

Launched new MVNO in 3 months and successfully targeted 1 million high ARPU subscribers

3 Months
6 Weeks
3 Hours



85% reduction in customer onboarding time



95% increase first touchpoint resolution rate with self-care app



99.9% automated order fallout handling



100% customer requests served via digital & self-care channels, reducing the cost of serving per customer

Simplify and accelerate operations

By leveraging cloud based platforms enabling faster TTM

100%
Digital



Low/no code software

Productization - Configurable architecture
OOTB templates
Faster launch



CI/CD

Continuous rollout of new features
Cost effective
Zero business disruption



Multi-tenancy

Multi-band strategy
Operational efficiency



Automation enabled

Testing automation
Accelerated resolution of issues
Improved customer experience



Partner ecosystem

Open APIs
Easy partner integration

Act Fast and Win Fast - with Optiva

Open APIs to enable easy business expansion for Movil Exito



Easy and faster integration with other group/business systems as well as 3rd party systems e.g. CRM, PoS etc.

Secure and consistent experience, full of features and simple to use



Deliver a cost effective, secure, reliable and **personal experience to customers**

Real-time data access and customer engagement 365 X 24 X 7

Act Fast and Win Fast - with Optiva

Efficient operation leveraging cloud methodologies (CI/CD)



2 hours to test
system spin up



100% System Integrity
elastic workloads, self
balancing & self healing



>40% savings
on TCO



9 automated software
rollouts in 1 year - new
features, no disruption
to business continuity



10X resilience
compared to bare
metal



5 min automated
Daily Checks

Introducing Optiva

Guiding telcos in their monetization journey with innovative cloud-native 5G Plus BSS and charging solutions

@ Heart of Telcos Monetization Strategy

- ★ Experts in **converged real-time monetization** and BSS solutions since 1999
- ★ Leveraging **cloud technologies, automation, and innovation** to drive agility and time to market
- ★ **All Solutions are cloud native** (Red Hat OpenShift, VMWare Tanzu, GCP & MS Azure)
- ★ **Partners** with  Google Cloud and  Microsoft Azure available on the cloud marketplace



60+

CSP CUSTOMERS



50+

COUNTRIES GLOBALLY



3 BILLION

TRANSACTIONS PER HOUR



Meet Optiva's Modular & Cloud based 5G Plus BSS



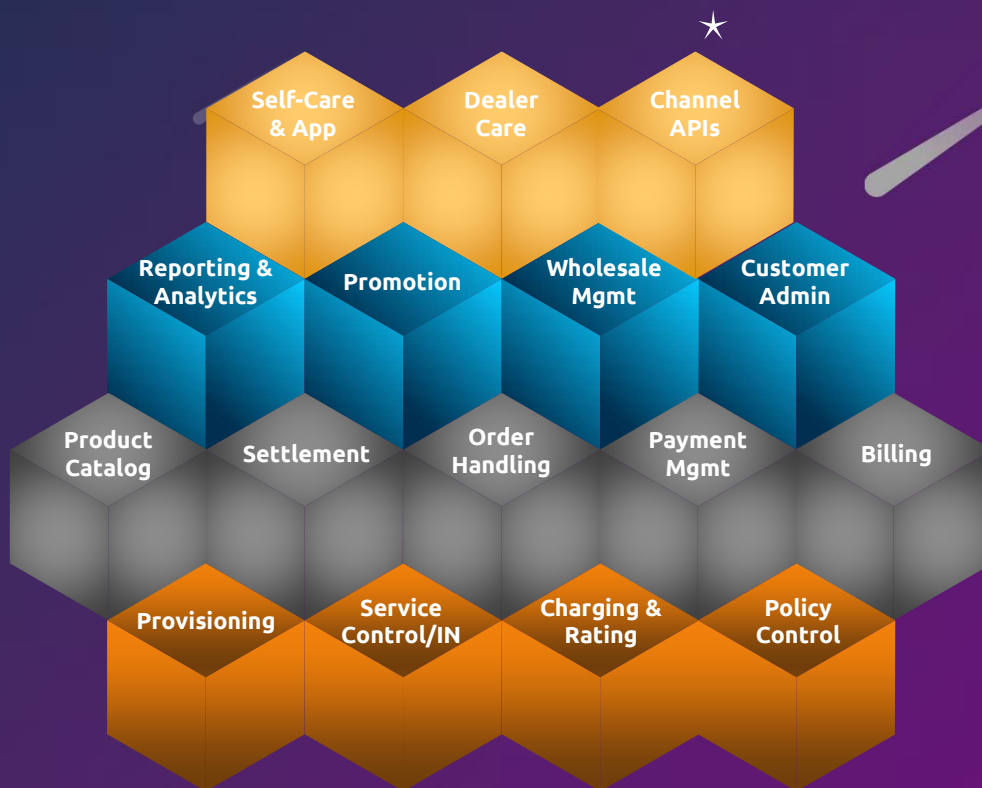
★ Cloud-native
on private and
public cloud



Future ready
with 5G and B2B
opportunities



Modular and
pre-integrated set
of products



★ Configured-based
flexibility



Use industry
standards and
open architecture



Fully managed or
offered as SaaS

Act Fast and Win Fast - with Optiva

$$100 + 3 + 6 + 3 \neq 112$$

100%

Digital

3 months

To go live

6 weeks

**To onboard a
new MVNO**

3 hours

**Roll out
new offer**

A night view of Earth from space, showing the curvature of the planet and the glowing lights of cities and continents. The text "Thank you" is centered over the image.

Thank you