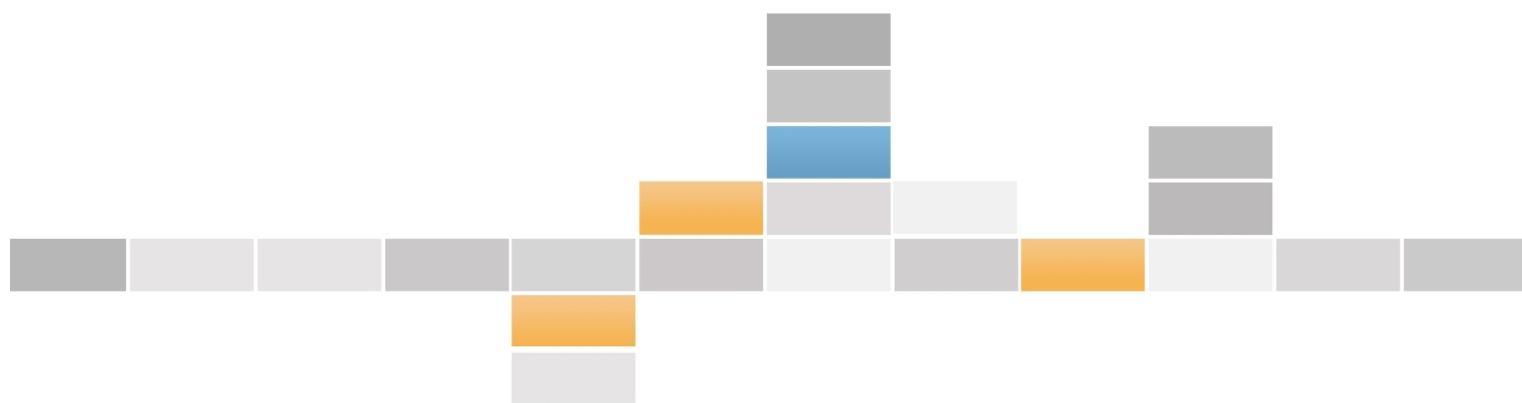




Circuit Tracker

*Patent pending technology to cleanse
off-net circuit inventories*



“Proven benefits of **10% to 30%** savings on annual circuit spend.”

THE BUSINESS PROBLEM

No single system is being used for managing circuits across the business

Off net circuits are not managed by an operator’s network management system. This leads to a situation where there is no single system managing off net circuits.

Multiple systems interfacing with circuits

There are a minimum of 4 systems that deal with the life cycle of circuits. They are:

- Billing
- Inventory
- Supplier Invoices
- Ordering system

In many cases there are multiple systems (for example multiple billing systems) as a result of legacy systems or systems that were acquired due to mergers or acquisitions.



THE BUSINESS PROBLEM

Supplier to Carrier / Carrier to Customer contract management

The ordering system will typically not deal with managing the contract between the supplier and carrier.

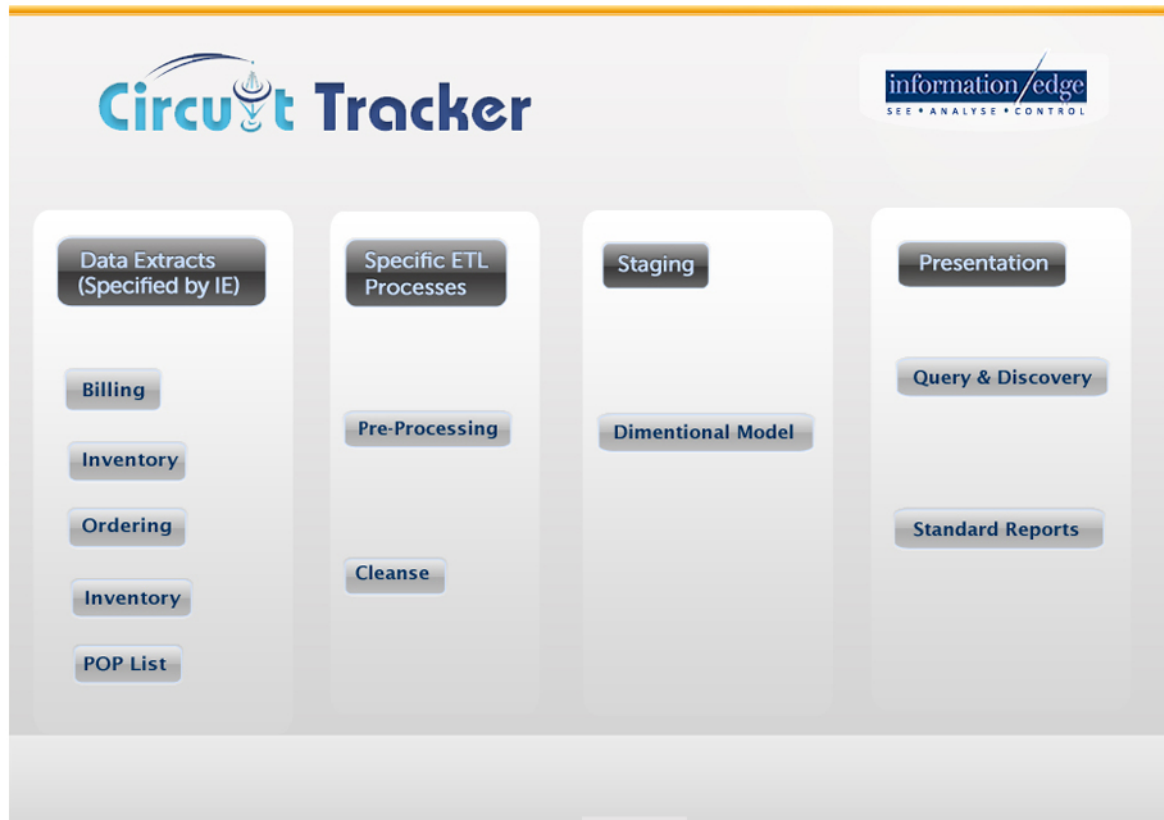
Ownership of circuit management

As a result of the above issues, there is no real ownership of circuit management – which is an operation that spend tens or hundreds of millions of \$ annually.

HOW CIRCUIT TRACKER PROVIDES A SOLUTION

Circuit Tracker works with interfaces from all systems that affect off net circuits. Defined extracts from these systems are processed by Circuit Tracker’s patent pending technology and produces a “best fit” set of results that are confirmed by key business users.

The architecture of Circuit Tracker is:



WHAT MAKES CIRCUIT TRACKER DIFFERENT?

Traditional ETL tools provide a 80% accuracy. The remaining 20% present such unique problems that customised rules have to be written at a very detailed level – often at an individual circuit level. This is very slow and time consuming. Further, circuits are not static and constantly change leading to a project with no end point.

Circuit Tracker cleanses 2,000 to 5,000 circuits a day – there is no practical limit to the capacity and the only constraint is the time taken for the key business users to confirm the best fit results that Circuit Tracker provides. The accuracy achieved by Circuit Tracker is 98%. The difference between the 80% accuracy of traditional ETL methods and the 98% accuracy of Circuit Tracker results in significant cost savings.

HOW SAVINGS ARE REALISED

Circuit Tracker realises savings in the following categories:

- 1 Non-revenue generating circuits still on the inventory and being billed
- 2 Upgrades where both old and new circuits are being billed
- 3 Cancellations where the circuit has not been cancelled or cancelled late by the supplier and billed
- 4 Supplier billing issues related to price, location, distance, etc.
- 5 Customer billing issues
- 6 Circuits with no customer;
- 7 Re-Term of Term Expired Circuits
- 8 Optimisation of POPs and locations

WHO CAN BENEFIT FROM CIRCUIT TRACKER?

CIOs of Telecommunication Companies

CIOs of Telecommunications companies can use Circuit Tracker to produce a clean circuit inventory quickly and cost effectively.

CIOs no longer have to deal with TEM (Telecom Expense Management Companies) who, while working on a success fee basis, will charge millions of \$ based on the savings they will realise.

Circuit Tracker realises the identical savings at a fraction of the cost.



CFOs OF TELECOMMUNICATION COMPANIES

CFOs can use Circuit Tracker to control expenditure on off net circuits. They can also use circuit tracker to build bottom up budgets at a circuit level.

Circuit tracker can also be used for scenario and what-if modelling. This capability is particularly useful when it comes to analysing acquisitions. Circuit Tracker can map the target company's network with the telecommunication operator's own network highlighting opportunities for rationalisation.

HEAD OF NETWORK OPERATIONS

The Head of Network operations is frequently tasked to achieve savings on network costs. Circuit Tracker can be used to achieve or even exceed these savings targets.

HOW CIRCUIT TRACKER IS LICENSED

Circuit Tracker comprises a software licence plus services. Information Edge delivers a turnkey solution to its clients.

The software comprises the specialised Cleanse module and query/discovery and presentation software.

Services comprise the following:

- Working with the internal IT team to define and QA extracts from feeder systems
- Working with key business users to clarify and refine the extracts
- Pre-processing of extracts and delivering best fit results to key business users

The output is a clean inventory on a snapshot (given point in time) basis.

For data refreshes, IE can provide those services on an SLA basis or train the internal IT team to carry out refreshes.



PROVEN TRACK RECORD

Circuit Tracker has been proven in production as follows:

- **MAJOR GLOBAL OPERATOR**
10 countries and 60,000 circuits processed successfully in 4 months.
Over 10% savings realised

- **ONE COUNTRY OF A MAJOR EUROPEAN TELECOMMUNICATIONS**
12,000 circuits on what was said to be a cleaned inventory .
13.8% savings realised

- **SMALL EUROPEAN TELCO COMPANY**
5,000 circuits with 12% savings. Value of savings \$\$ 1 Million

- **MEDIUM US CARRIER**
\$ 9 Million contract (over 3 years) contract signed.
Extracts being finalised and processing started in May 2010.
First savings expected in July 2010

ABOUT INFORMATION EDGE

Information Edge is a specialist business intelligence company with a track record of innovation. It has blue chip clients in 3 countries.

“

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We are committed to working with you to make your project a success



Information Edge

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