

UDMF

Data Migration | Revenue Assurance | Data Quality

Revenue Assurance

Trap the revenue by trapping the leakage

This digital era has presaged in a tremendous opportunity for the telecom industry to transform itself with disruptive and innovative service offerings, which is the demand of the connected world. However, getting the most from data today takes more than just collecting, storing and transforming data into information. In order to enable the effective utilization of the information assets in the fast-moving, uber-connected world, one must connect the data to value.

There are few developments in the telco industry, which demands critical attention. As the industry foreshadows the next wave of growth, there are few trends, which have a direct impact on the way telecom services are provided, often affecting the revenue streams of the service providers.

1-5% of company's EBIDTA is lost by Revenue Leakage

Increasingly complex telecom networks are leaving more openings for revenue leakages due to technical glitches and frauds. A recent study suggests that on an average, 1.9% of a company's revenue is being lost due to revenue leakage. Hence, revenue management becomes a critical concern for telcos.



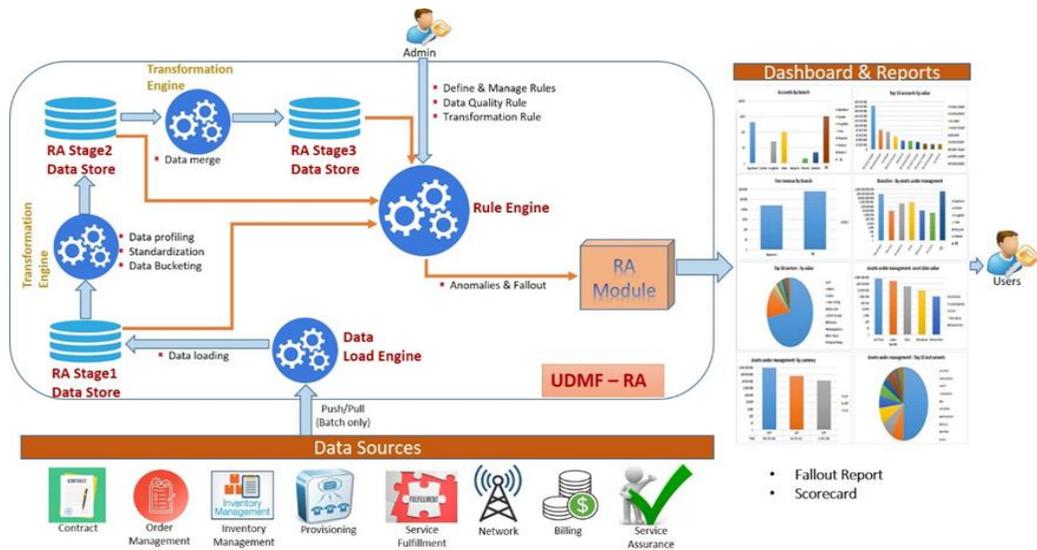
Tech Mahindra brings UDMF-Revenue and Margin Assurance, which is TechM's proven Data Management Platform.

Our proven solution of Data Enabled Revenue Assurance enables identification of records and transactions that are likely to result in revenue loss and empowers our clients to take specific action to arrest the leakage and claim the revenue. A unique value proposition of this solution is that we also engage with our clients in a gain share model, which is a win-win for us, and our clients.

Overview of the platform

UDMF RA can connect to multiple and varied data sources viz. RDBMS, NoSQL, flat files to identify the gaps causing revenue leakages. A perfected framework that includes data management and processing engine that can manage key candidate processes of our client organization where leakages are expected to happen, and infused this with our 2 decades of experience in the data domain from which we designed a Data Maturity Model.

We have topped it all with our accelerators and tools to enable a faster go to market for our clients



Key Highlights

Revenue Assurance process is aligned with industry standards for every process

Data Management portal for E2E Data lineage tracking

Our IP with repository of over 1700 business rules for CSP domain

Problem management and RCA – for strategic fix to leakages

Win-win business proposition - Gain Share model based ensuring that our clients get maximum value and ROI from the solution

Implementation Story

CPE maintenance and RA for a major telco, to identify revenue and cost recovery opportunities, which resulted in \$7.6mn savings over 18months and inventory audit of 320k CPE devices

200+ Revenue Assurance Consultants & Strong Data CoE Group

Key Features of the Platform



Improved Data Governance



Efficient User Management



Customizable Dashboard & Reporting



Sourcing capability from varied Data Sources



Reusable business rules definition/management for quick configuration, faster rollout



Open source and in-memory processing for significant performance enhancement



Fallout management with minimal manual intervention

Implementation Story

Margin assurance for a major US telco, to identify and plug revenue leakage due to disparate inventory, order, billing data. Resulted in \$18M overall benefits signed off over the last 3 years, realization of \$15M revenue recovery opportunities and \$3M cost recovery opportunities

Implementation Story

CPE Maintenance for a tier 1 telco in USA to perform a Revenue Assurance exercise on CPE Maintenance for various OEMs and Private IP Circuits to identify New Revenue / Cost Savings Opportunities. UDMF RA solution successfully identified process gaps and reported root causes resulting in \$ 7.6 M USD annualized benefits

Benefits of Revenue Assurance

- ✓ Protection of revenue leakage
- ✓ Improvement in operational efficiency ensuring all possible revenue leakages are collected
- ✓ Gain Share operation model makes it best in class
- ✓ Reusable and Customizable framework to fit to varied requirements for Revenue and Cost Assurance

Tech Mahindra represents the connected world, offering innovative and customer-centric information technology experiences, enabling Enterprises, Associates and the Society to Rise™. We are a USD 4.9 billion company with 121,000+ professionals across 90 countries, helping 938 global customers including Fortune 500 companies. Our convergent, digital, design experiences, innovation platforms and reusable assets connect across a number of technologies to deliver tangible business value and experiences to our stakeholders. Tech Mahindra is the highest ranked Non-U.S. company in the Forbes Global Digital 100 list (2018) and in the Forbes Fab 50 companies in Asia (2018).

We are part of the USD 21 billion Mahindra Group that employs more than 200,000 people in over 100 countries. The Group operates in the key industries that drive economic growth, enjoying a leadership position in tractors, utility vehicles, after-market, information technology and vacation ownership.

For details and demos, write to : DNA.ACME@techmahindra.com