

PRODUCT AND SOLUTION PORTFOLIO



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NEO

PROVIDING A UNIFIED CIRCUIT VIEW & ACTIONABLE INTELLIGENCE

Network Evolution & Optimization (NEO) is a circuit analytics application which enriches, normalizes and consolidates circuit information from disparate data sources, identifying discrepancies representing cost savings and/or revenue opportunities.

NEO is capable of performing multi-way data reconciliations transforming cost, inventory, site, revenue and other network data into a single centralized repository to create a 'Unified Circuit View'. This 'Unified Circuit View' provides actionable intelligence on unused, underutilized, incorrectly billed and high dollar special access facilities.

NEO enables effective management of facility costs and revenue assurance through the presentation of discrepancies and opportunities based on the combined application of customer specific business rules and TEOCO subject matter expert (SME) best practices from decades of industry experience.

360° view of facilities from cost straight through to revenue

Understanding and applying business rule algorithms in a logical, precedence based order allows NEO to perform intelligent & sophisticated data matching – cleansing and reconciling data. NEO matches data from multiple sources and consolidates the information into one central repository, resulting in the presentation of discrepancies and/or opportunities,

NEO highlights areas where user focus is required, presents the results of analytics and user direction for next steps to solve a problem and delivers actionable intelligence.

NEO



NEO is a modular application that enables flexibility for targeting specific functional business problems while providing the ability to add on additional modules – building in value module by module.

NEO for Cost Analytics

Data Sources: Inter-carrier invoices, network inventory, circuit traffic data

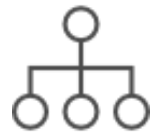
Key Benefits: Identification of stranded assets, identification of cost savings opportunities, assignment of cost to network assets



NEO for Inventory Analytics

Data Sources: Network inventory, DACS feeds, spreadsheets, GUI/update

Key Benefits: Identification of network optimization opportunities, alignment of billed & physical network inventory, hierarchical assignment and view



NEO for Margin Analytics

Data Sources: Billed revenue circuits

Key Benefits: Identification of revenue opportunities, insight into customer & product revenue, alignment of revenue & cost circuits



Case Study – NEO Cost Analytics

A major North American wireless carrier initially engaged TEOCO SME's, using NEO Cost Analytics, in a project involving a single switch.

Goal - Identify stranded assets in the network

Result - Approximately \$200K in monthly savings - 28% MRC reduction

Monthly Savings Identified	# of Circuits	Reason
\$5,922	28	Circuits provisioned to cell sites not in use
\$10,295	25	Circuits not in inventory & confirmed as not in use at the switch POP
\$8,760	39	Circuits provisioned to sites serviced by alternate local loop provider
\$9,681	16	Circuits disconnected in inventory but still billing
\$143,952	410	Circuits not cross-connected in switch POP equipment
\$12,989	2	Circuits that can be re-groomed to clients internal network

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Case Study – NEO Inventory Analytics

A Tier 2 North American wireless carrier engaged TEOCO SME's, using NEO Inventory Analytics, in a review of 34 switches & 19 retail sites.

Goal - Identify cost savings and inventory reconciliation

Result - Over \$4 million in savings identified and data corrections/additions to over 20,000 circuits in the provisioning system

Total Opportunity	Reason
\$3,400,000	Circuits billing but not in use (annualized)
\$660,000	Disputes for circuits discontinued but still billing and client had backup for dispute

Case Study – NEO Margin Analytics

A major UK carrier engaged TEOCO SME's, using NEO Margin Analytics, in a project analyzing a subset of their customer revenue stream.

Goal - Identify revenue opportunities and margin determination

Result - Approximately £1.5 million in opportunities identified

Opportunities Identified	Reason
£954,000	Invalid vendor circuit charges
£144,000	Vendor circuits billing but not assigned to a customer in revenue
£152,000	Vendor circuits billing, assigned to a customer in the billing system, but producing no revenue
£80,000	Charges that should have been re-billed, but were not
£150,000	Charges that were written off, but still could have been billed

ABOUT TEOCO

TEOCO is a leading provider of analytics, assurance and optimization solutions to over 300 communication service providers (CSPs) worldwide.

Our solutions enable the digital transformation of CSPs while enhancing their network QoS, improving their customer experience and reducing their operational costs.

Through advanced analytics, TEOCO products provide actionable and measurable insights into network and customer behavior. This includes the optimization, effective monetization, and delivery of new and existing services, such as 5G.

Our commitment to network flexibility and agility makes TEOCO the obvious choice for CSPs looking to maximize the revenue potential of 5G investments and capitalize on new opportunities tied to the emerging Internet of Things (IoT).



**Global
Footprint**



**Extensive
Portfolio**



**Proven
Solutions**



“TEOCO is bridging the gap between operations functions, particularly traditional engineering, planning and network optimization, and the business-defining monetization functions of revenue generation, customer experience, and margin management. Stratecast believes this makes TEOCO a company to watch.”

- Stratecast, Frost & Sullivan