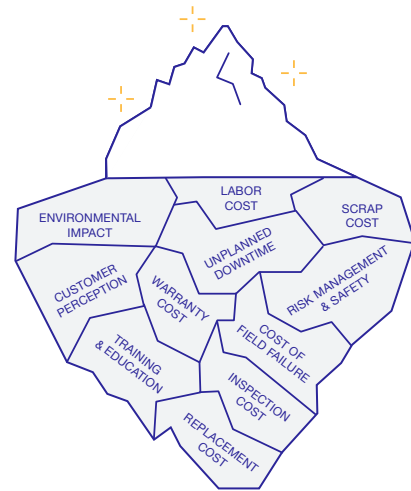


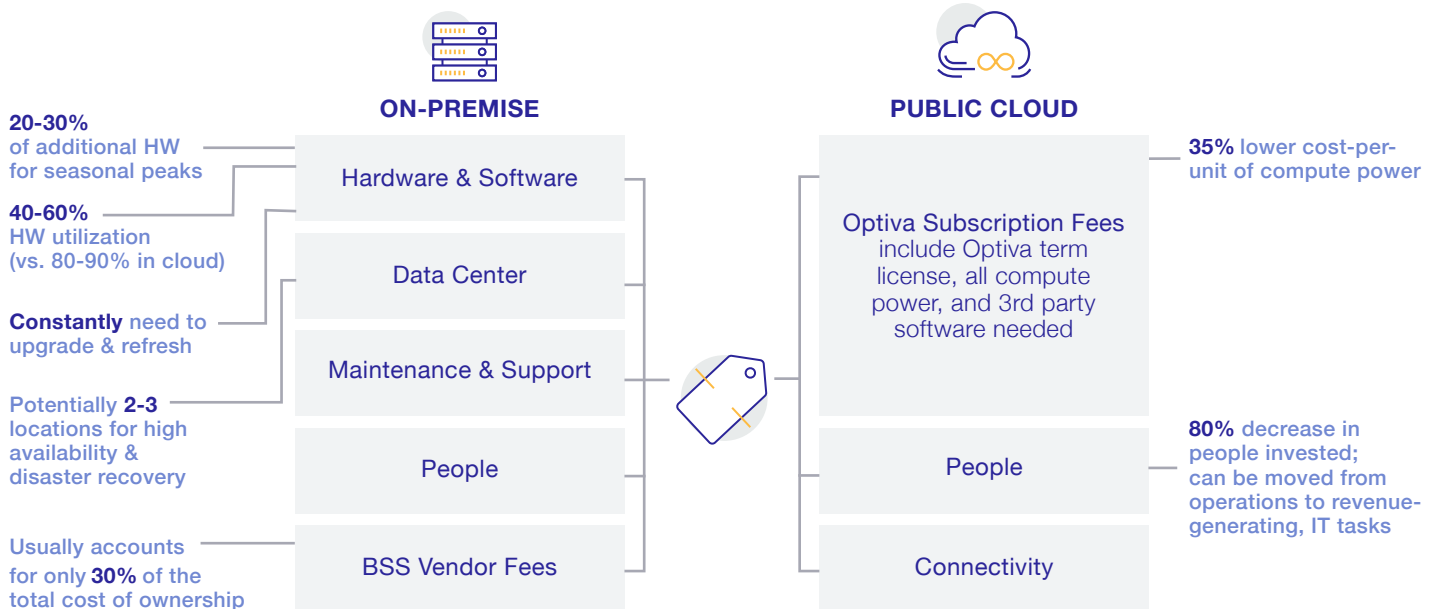
Save Up to 80% on Your BSS Cost by Moving to the Public Cloud

Why is TCO the best way to compare overall cost?

- Reveals hidden costs
- Provides a complete and comprehensive view, including:
 - Internal and external costs
 - CAPEX vs. OPEX related
 - Direct vendor cost and related non-vendor costs
- Offers a 360° view



What cost streams are considered in a TCO analysis?



Best practices for a successful TCO exercise:

AGILE PROCESS

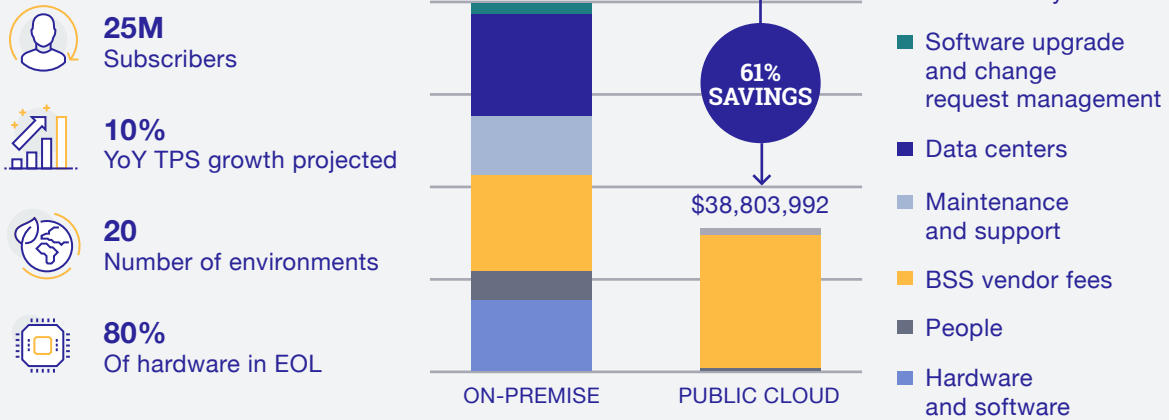
BUILD COSTS BOTTOM UP

AGGREGATE INDUSTRY BENCHMARKS

Case Studies

Tier-1 Operator, Asia Pacific

ON-PREMISE VS. PUBLIC CLOUD (5-YEARS' TCO)



PUBLIC CLOUD SAVES \$60.6M IN 5 YEARS

Tier-3 Operator, Middle East

NEW DISASTER RECOVERY (DR) – ON-PREMISE VS. ON PUBLIC CLOUD

- 3.6M** Subscribers
- #2** In the country
- 2** Environments located in the same site (active & small test)

ON-PREMISE	NEW DR SETUP	PUBLIC CLOUD
\$5.2M	79% SAVINGS 5-YEAR TCO	\$1.1M

Tier-3 Operator, Eastern Europe

EVALUATE BSS MIGRATION TO PUBLIC CLOUD

- 1.3M** Subscribers
- 20%** YoY growth in data traffic
- 2** Environments (active & test)

ON-PREMISE	BSS ON PUBLIC CLOUD	PUBLIC CLOUD
\$15.5M	57% SAVINGS 7-YEAR TCO	\$6.6M

* All currency amounts are in USD.
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