

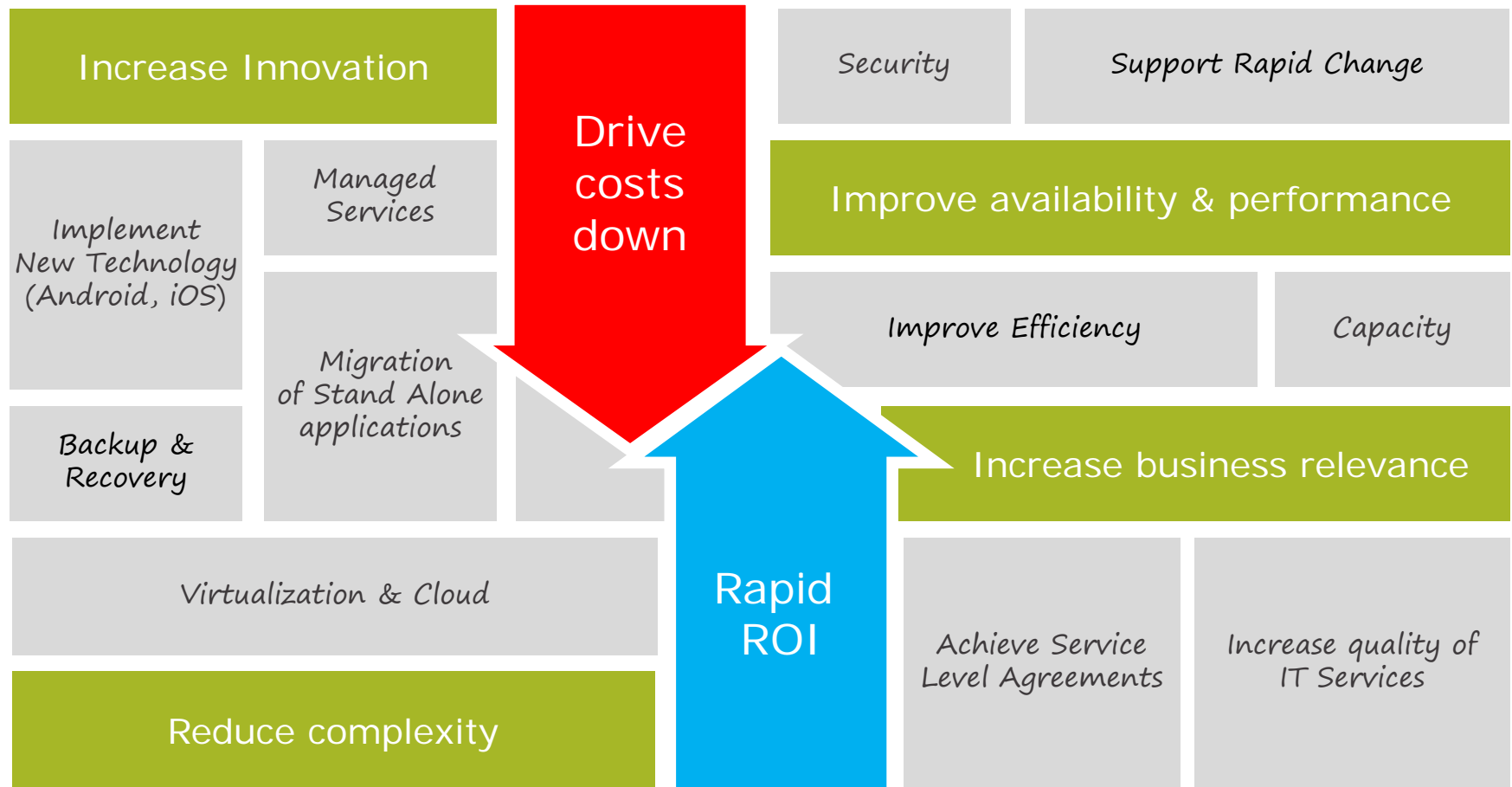


FTTH Business & IT System in Partnership with Fujitsu

JUNE 1, 2015

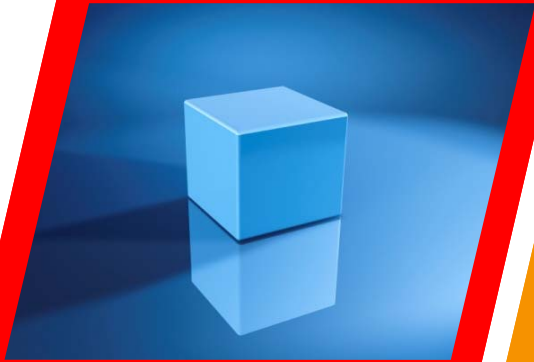


FTTH OPERATOR CHALLENGE SOLVED BY OUR SOLUTION





OUR APPROACH



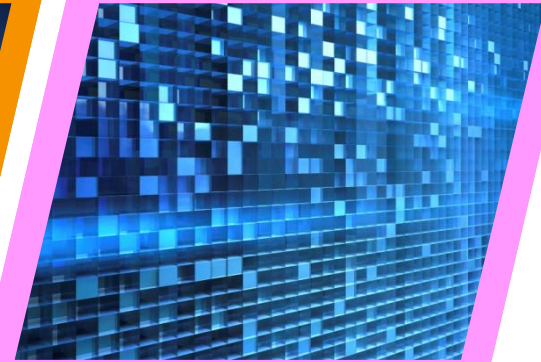
Targeted assistance

Targeted assistance:
Proactive Solution, including improved current business processes and reduced short and long term cost



Comprehensive support

End-to-End assistance:
Comprehensive solution, help you to manage your complete business. Providing you with Critical Advantage, Critical Service & Proactive 24 hour support



Holistic support

Holistic support designed to meet your specific business critical IT requirements:
Mission Critical Partnership

Efficiency, performance, improved business ROI



OPEN SOURCE SOLUTION FOR FTTH OPERATORS





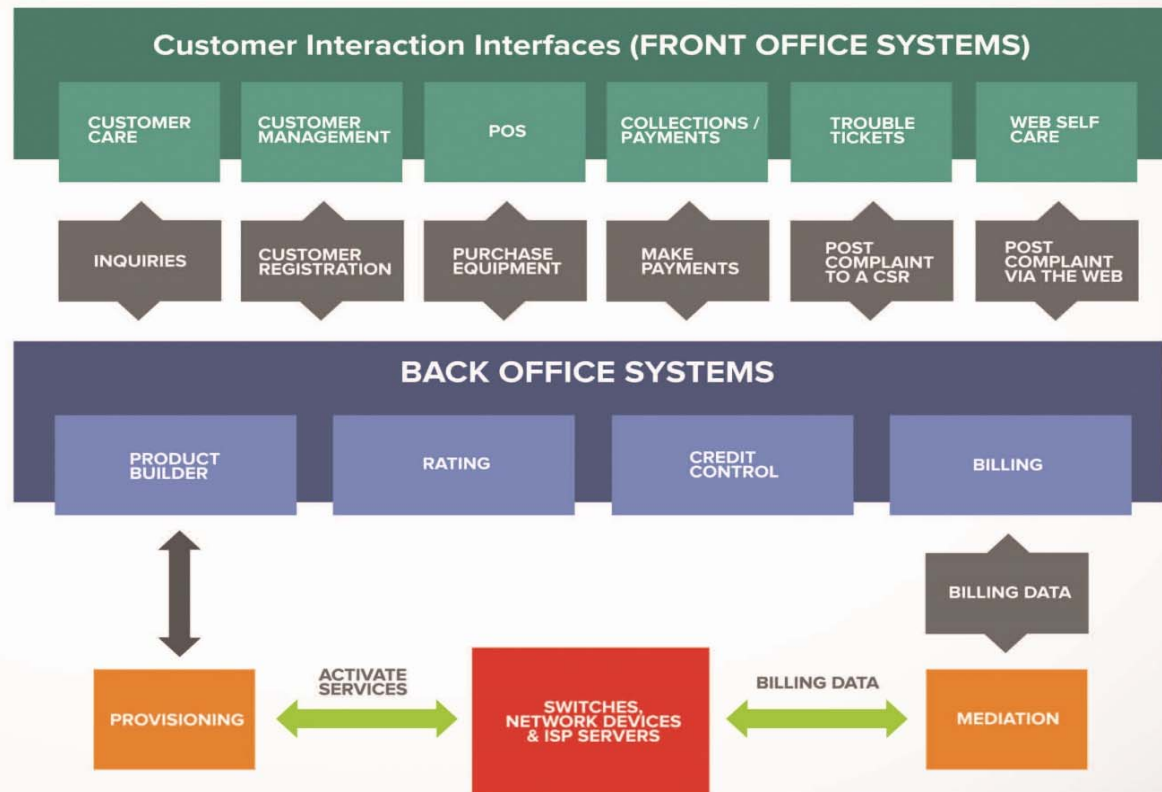
INTEGRATED SOLUTION FOR KIT CARSON TELECOM



INTEGRATED SOLUTION FOR KIT CARSON TELECOM

Next generation Customer Care & Billing solution

nBilling
NEXT GENERATION BILLING SYSTEM





Platform Capabilities

Business Intelligence

DATA APIs

STANDING REPORTS

USAGE ANALYTICS

SUBSCRIBER ANALYTICS

FINANCIAL ANALYTICS

OPERATIONAL ANALYTICS

Integration

ORDERING APIs

PROVISIONING APIs

ACCOUNT APIs

STATUS APIs

NOTIFICATION APIs

PAYMENT APIs

GENERAL LEDGER

USAGE FEEDS

Administration

SERVICE DASHBOARD

ADMIN CONSOLE

Sales/Channels

PORTALS

SELF CARE

EBPP

POINT OF SALE

MOBILE

Customer Management

ACCOUNTING MANAGEMENT

ORDER ENTRY

CREDIT CHECK

QUOTE

DIAGNOSTICS

PAYMENTS

SERVICEABILITY

CONTACT MANAGEMENT

COMMISSIONS

GLOBALIZATION

Service Fulfillment

LOGICAL INVENTORY

PHYSICAL INVENTORY

WORKFLOW

ACTIVATIONS

WORKFORCE MANAGEMENT

Customer Management

COLLECTIONS

JOURNALS

TAXATION

INVOICE

ACCOUNTS RECEIVABLE

PRODUCT CATALOG & RATING

ROAMING

MEDIATION

THRESHOLD MANAGEMENT

ADJUSTMENTS



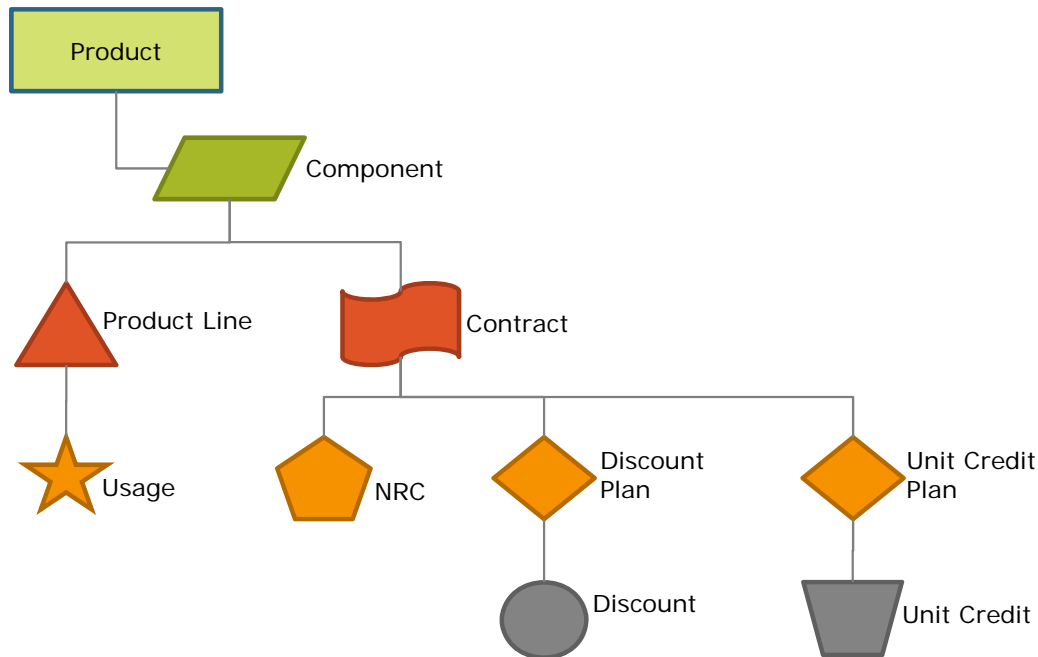
INTEGRATED SOLUTION FOR KIT CARSON TELECOM

- An intuitive order entry process
- A simplified CSR training and user experience
- Customer-centric view
- Tracking/reporting
- Statement engine that allows for granular parameter configurations
- Improved one-to-one customer messaging
- A overall intuitive and easier customer user experience (the GUI)
- Integrates with all our other systems
- On-line self-care and order entry for customers



FLEXIBLE BILLING AND RATING

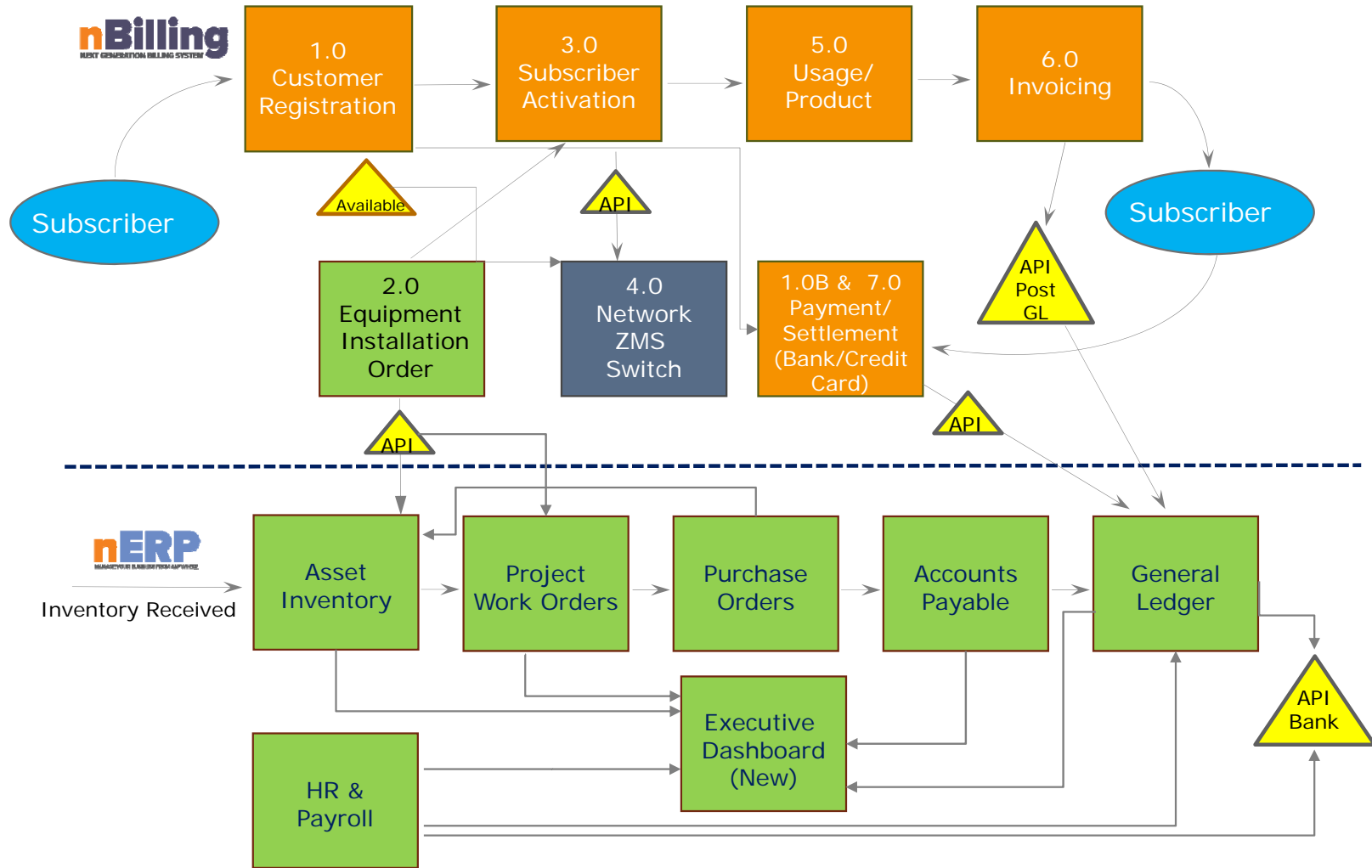
- Highly flexible billing & rating engine
- Data model driven product catalog
- Expansive promotion capabilities
- Flexible rating



	download	upload	usage allowance
Business	100Mbps download	5Mbps upload	500GB usage allowance
Business	50Mbps download	2Mbps upload	350GB usage allowance
Business	25Mbps download	2Mbps upload	250GB usage allowance
Enhanced	12Mbps download	1.5Mbps upload	150GB usage allowance



TYPICAL BUSINESS PROCESS FLOW



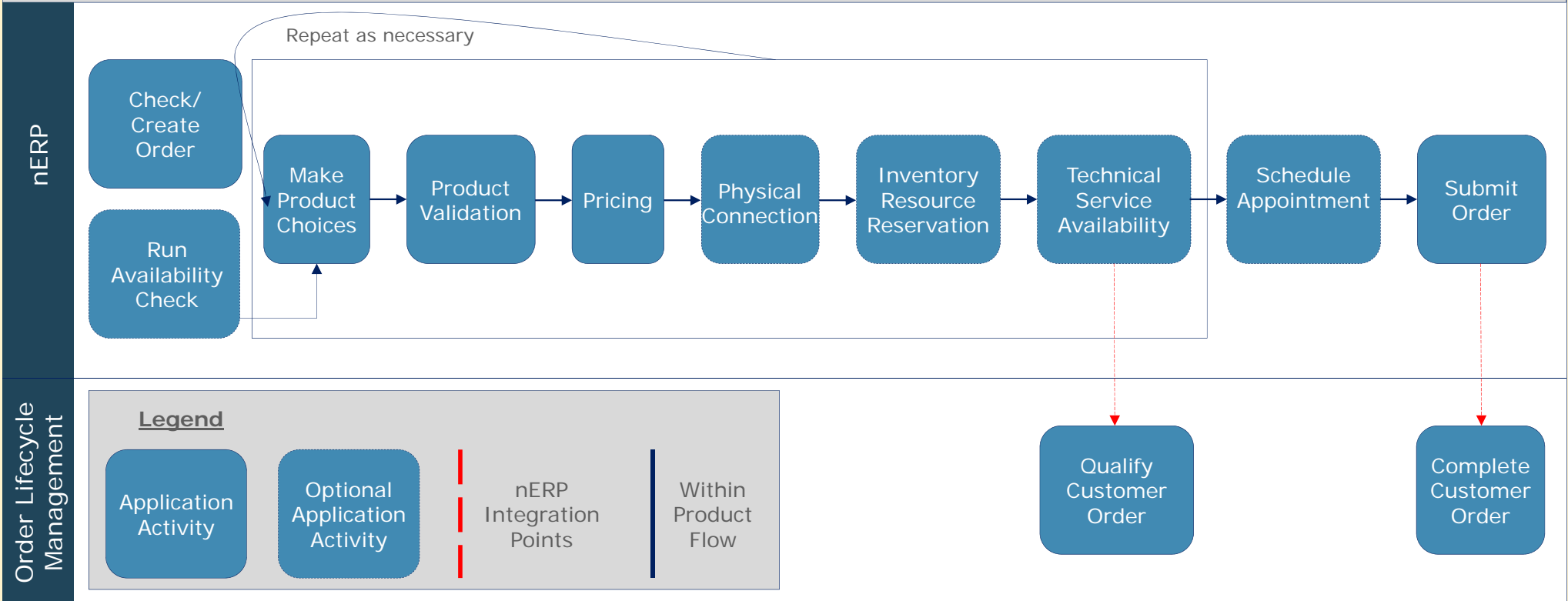


TELECOM BUSINESS PROCESS

Customer Setup End to End Process Functional Flow

Example

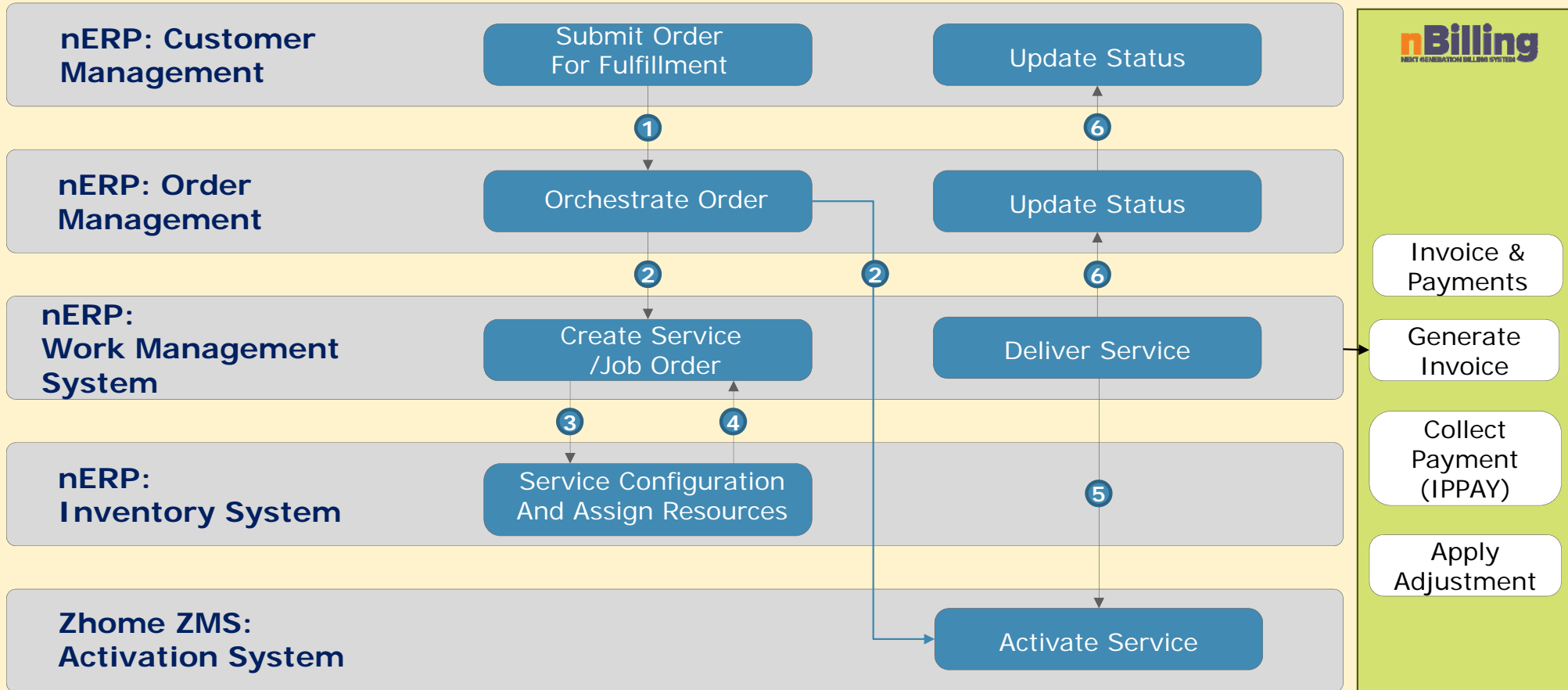
ORDER CAPTURE SUB-FLOW





CUSTOMER AND ORDER PROCESS

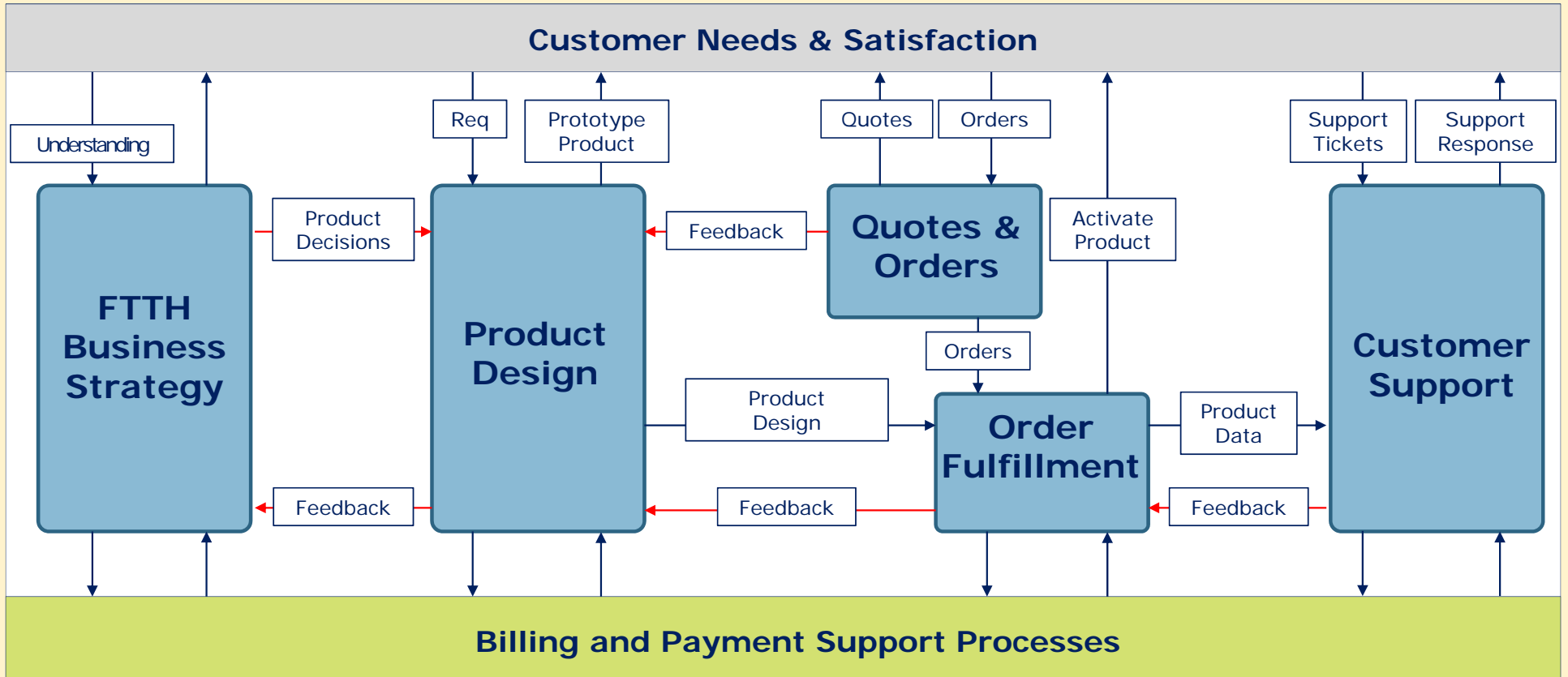
Order Fulfillment





CUSTOMER SUPPORT PROCESS

Customer Driven Business





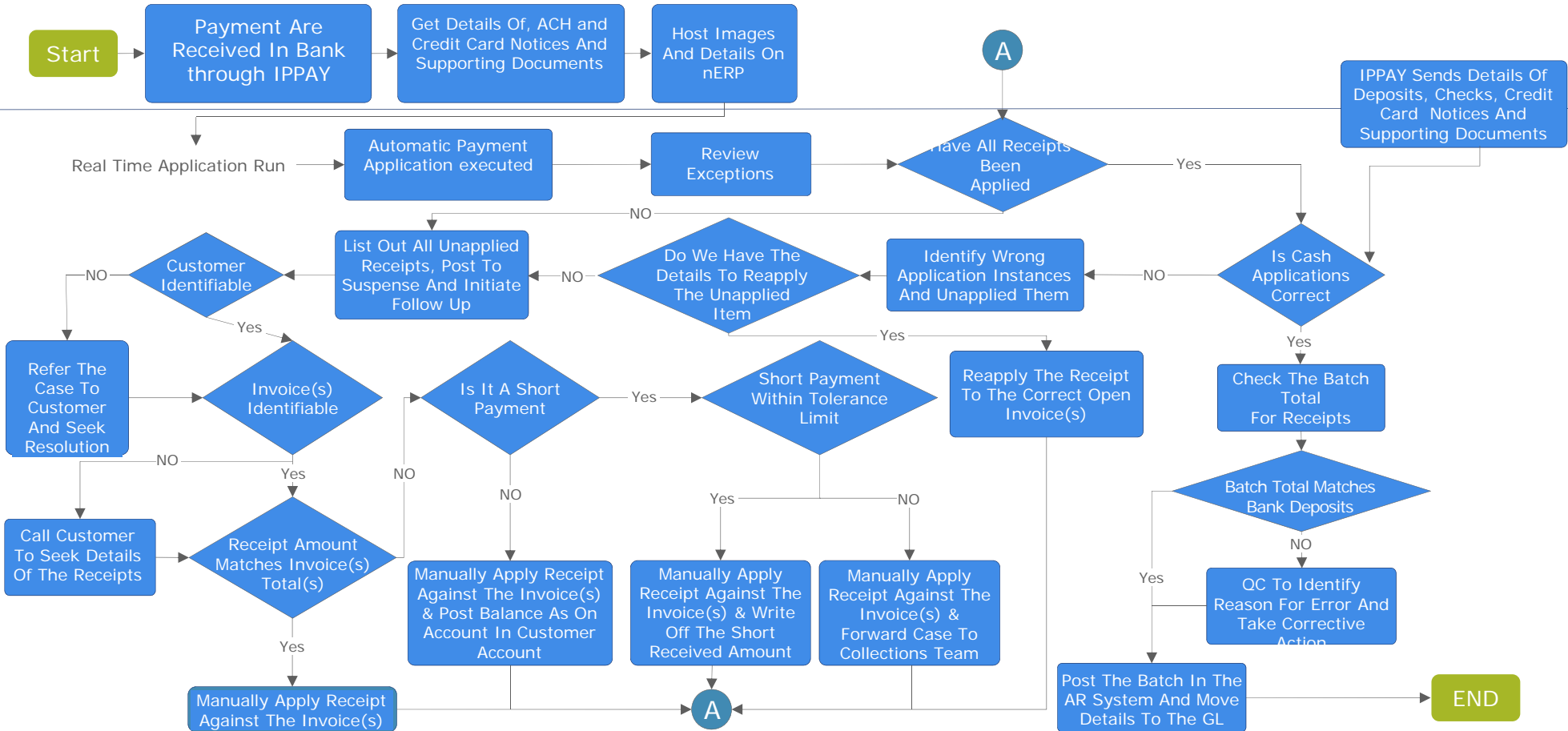
CUSTOMER PAYMENT TO BANK: PAYMENT COLLECTION TO GL PROCESS

Example

Process Map – Cash Applications

IPPAY / BANK

Back Office Activity

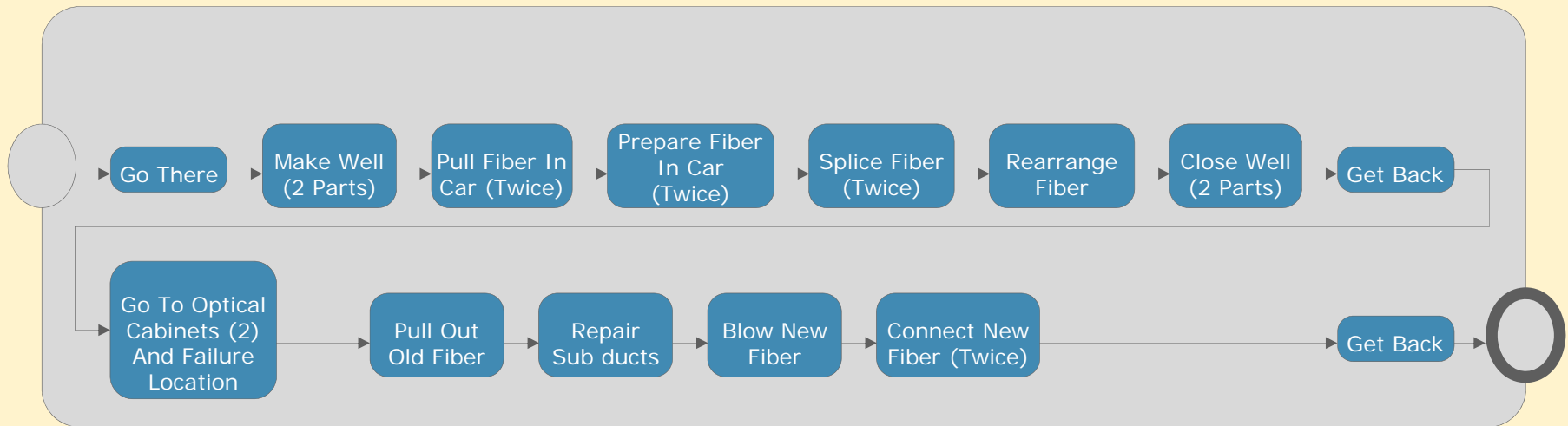




FIBER NETWORK SUPPORT PROCESS

Cut Repair In Fiber Network

Example

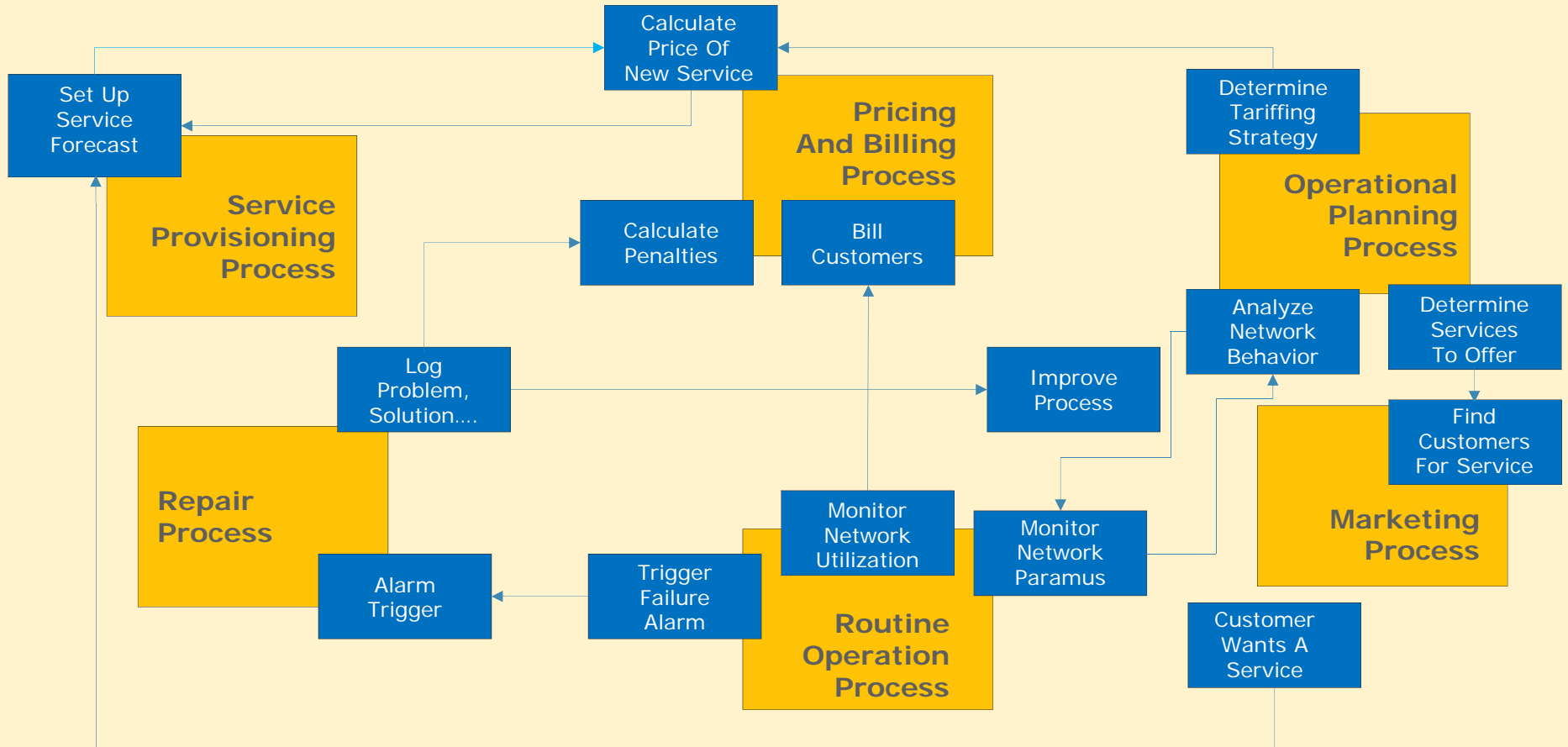




TELECOM BUSINESS PROCESS

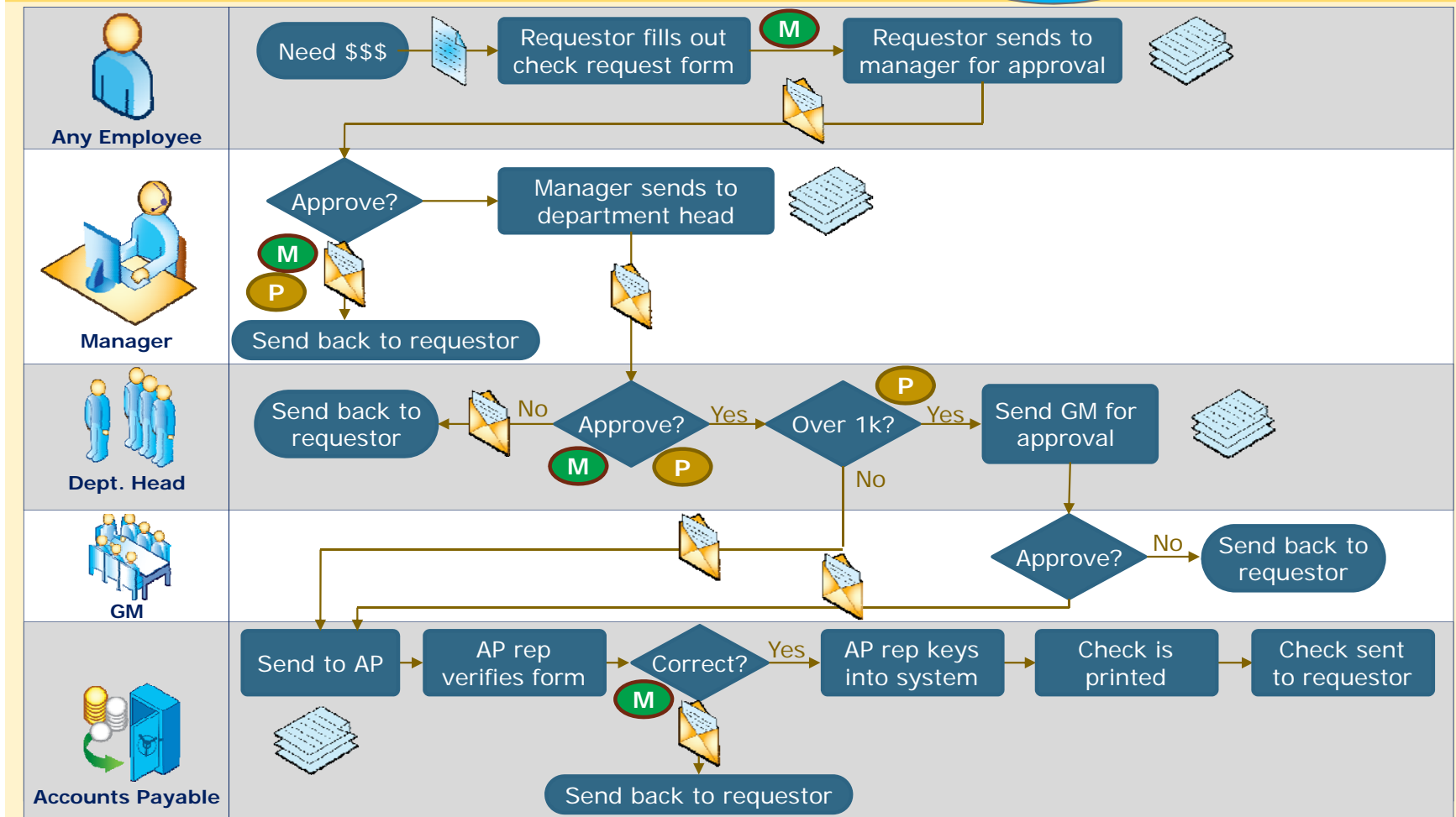
Example

Network Asset Management



CHECK REQUEST PROCESS - nERP

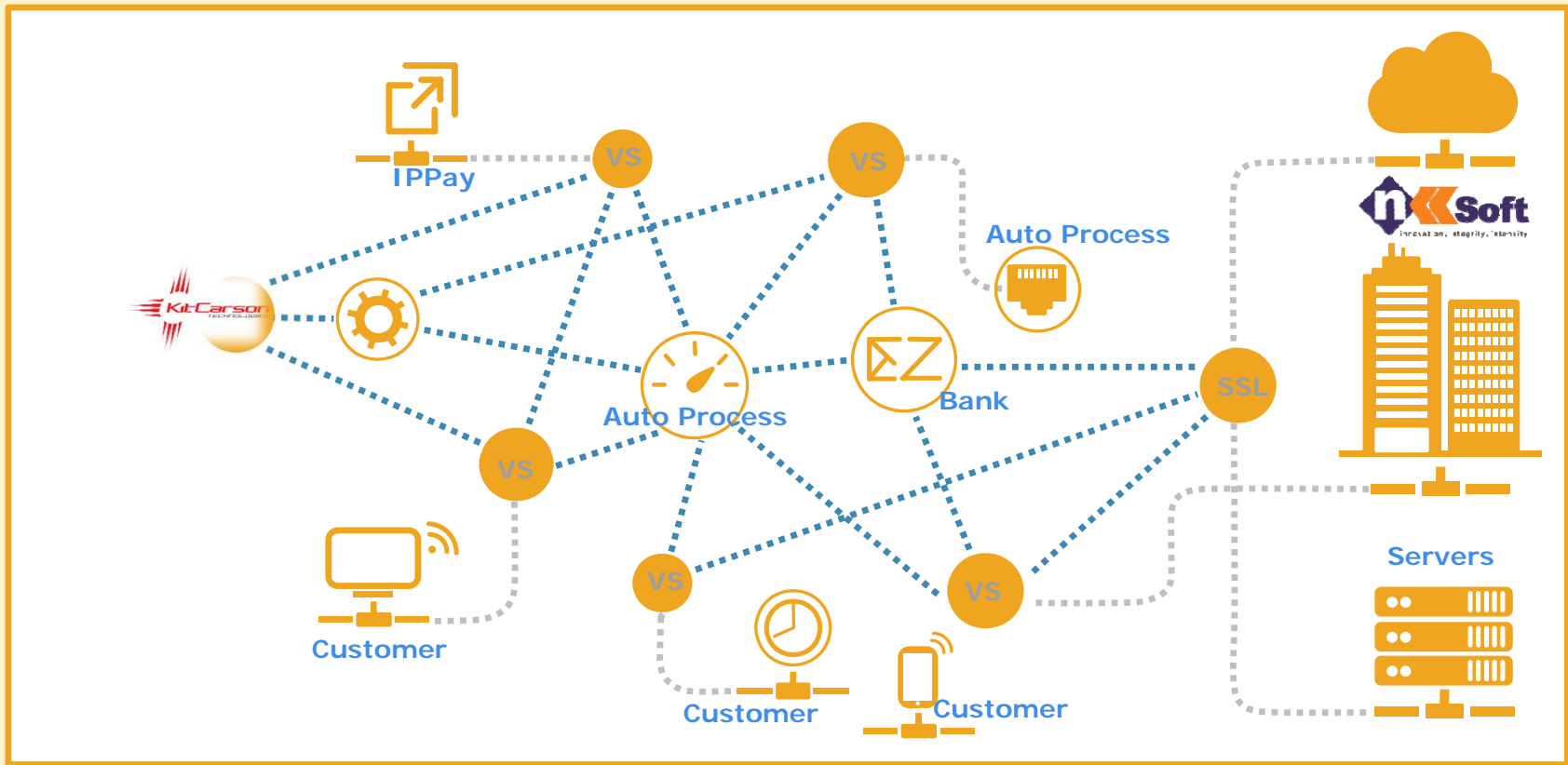
Example





HOSTED BILLING, ERP AND PAYMENT PROCESSING

PCI Compliant Hosted Solution with Auto Failover





ESTIMATED PRICING

- ✓ Customer-oriented pricing options: Simple, Flexible and Comprehensive
- ✓ World-class service and support
- ✓ Clear and Simple SLA Guarantees

nProject

Your single project management tool which can manage

- Project Dashboard
- Gantt Chart/Timeline
- Task
- Issues
- Project Files Management
- Reminders
- Contacts

\$5/User/Month

No hidden fees

nBilling

Next Generation Billing and Payment Management solution for the FTTH operators

- Customer Registration
- Service Management
- Pricing Management
- Invoicing
- Payment Processing
- Triple Play Offering
- Customer Portal

\$1/Bill/Month

No hidden fees

nCRM

Next Generation Sales, Marketing and Trouble Ticket Management solution for the FTTH operators

- Lead Management
- Opportunity Management
- Quote Management
- Trouble Ticketing
- Order Management
- Partner Portal

\$1250/Month

No hidden fees

nERP

Next Generation Procurement, Warehouse, Accounting Management solution for FTTH operators

- Complete Procurement Process
- Complete Accounting
- Warehouse Management
- Barcoding
- Bid Management

\$1250/Month

No hidden fees

nHRM

Next Generation Human Resources, Payroll Management solution for FTTH operators

- Complete Payroll
- HR Management
- Incentive Management
- Recruiting Management
- Taxation

\$5/User/Month

No hidden fees

Clear and Simple SLA Guarantees with Uptime of

> 99.95%

> 99.99%

> 99.99%

> 99.99%

> 99.99%



EXPERIENCED RESOURCES

Aubrey Roberts

Managing Director, Service Delivery & Professional Services

- Responsible for all customer delivery, billing and customer BSS systems.
- 25+ years experience developing, deploying and operating BSS/OSS platforms for carriers worldwide both as a senior executive consultant and operator.
- Performed leading roles in implementation and operations for leading Telecommunication and Communication service providers such as Kit Carson Telecom, Excel Communications, Level 3, US Tele Pacific and GCI to name a few.
- CISSP certified, a leading globally recognized standard in the field of Information System Security
- Prior to NKSoft, Mr. Roberts held senior positions at Ernst & Young, CSG Systems and GCI

Sukant Ghosh

Project Management Office (PMO)

- Responsible for Professional Services project delivery and implementations.
- 7 years experience in transformation, solution definition, delivering and implementing complex BSS/OSS solutions for global telecommunication service providers
- Responsible on average for over \$25 million annually in net new Professional Services spend during this tenure Sean has led large deployment teams BSS/OSS efforts covering POS, CRM, billing, ordering, provisioning, interconnection, & network inventory
- Prior to NKSoft, Mr. Ghosh held senior positions at Samsung R&D Systems



EXPERIENCED RESOURCES

Christopher Dunphy

Vice President, Product & Architecture

- Responsible for developing and managing the NKSoft solution and overall application architecture
- 19 years of business transformation, solution definition, product development, IT strategy, architecture, data conversion and implementation experience exclusively in the communications space
- Responsible for \$10 million annual product development spend and has led in excess of \$100 million worth of OSS/BSS efforts covering POS, CRM, billing, ordering, provisioning, interconnection, & network inventory
- Prior to NKSoft, Mr. Dunphy held senior positions at Oracle, IBM & Ernst & Young

Nick Uddin

Vice President, Network Design, Provisioning, Security, and NOC

- Responsible for all Network security, design & development and integration layer development
- Certified Top Cisco engineer and certified Security Officer
- 20+ years of Fiber design/development experience, primarily in telecom
- Development lead for top management consultancy, to manager of development and integrations at NKSoft
- Prior to NKSoft, Mr. Uddin held senior position with Dell SecureWorks, Megapath, Tmanage and American Airlines



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nkSoft
INNOVATION, INTEGRITY, INTENSITY

Aubrey Roberts III
Managing Director

2665 Villa Creek Dr. Suite A127
Dallas, TX 75234

Cell: +1 214-636-8726
Office: +1 214-389-3200

Aubrey.Roberts@nksoft.com
skype: AubreyNksoft

innovation

integrity

intensity

Information Communications Technology Service