

Comarch SA is a supplier of state-of-the-art software and IT services to the international market. By providing our clients with modern information technology systems and services, Comarch helps network operators gain a significant competitive advantage and meet their strategic goals.

In 2004, Comarch, a software house and systems integrator, signed an agreement for the delivery of Comarch InterPartner Billing system to Netia SA.

### About Netia SA

Netia is a leading Polish independent, fixed-line telephony operator. It operates on the basis of its own state-of-the-art fiber-optic backbone network which covers all major Polish cities (5,000 km long) as well as using local access networks. Netia provides a wide range of fixed-line telecommunications services including voice, data transmission & Internet access, and wholesale network services. Netia's goal is to become the service provider of preference for broadband services, and to deliver growth by establishing the Company as the leader in the rapidly expanding Polish broadband market.

### Project description

The project goal was to handle Netia's interconnect agreements and manage the end-to-end processing path: starting from data loading from mediation, rating, billing and reporting with respect to multi dial-plans, integration with GL and external sources of reference data.

### Time and Scope

Project was started in November 2004 and first settlements were produced in June 2005.

Implemented solution covers:

- 300M of monthly usage data records
- Over 40 Interconnect partners



### The Challenge:

Providing proper standards of partner relationship management and a system that can perform mass processes of interconnect billing.

### The Result:

Analysis, design and implementation of an interconnect billing system based on Comarch InterPartner Billing (IPB) that is ready to process millions of CDRs monthly, that accommodates record re-rating and enables Least Cost Routing and automated Reconciliation.

### Implemented Functionality

Implemented functionality includes:

- Partner Data Management
- Agreements Management
- Multi-Dial Plan Management
- Rule-based Rating and Pricing
- Financial and Statistical Reports
- Multi-Environment Handling (based on Flexible Data Replication tool)

### Result

A high quality, cost-effective solution implemented in a timely manner, of comprehensive functionality, covering the current and future needs of Netia. The solution has ready to use voice and non-voice services with usage based and non-usage based charges.

## Business and Operational Benefits

The key benefits of implementing the Comarch Inter-Partner Billing (IPB) solution include:

- Netia maintaining its strong position on the market and being ready to offer new services
- Comarch solution offers support for many partners and provides security guarantees regarding loss of control over vital and sensitive data covered by different agreements
- System gives one single view for all crucial data (general, addresses, financial and usage)
- System architecture allows integration of all the services offered, starting with cable and cell telephony through data transmission networks, line leasing, mobile services and WLAN to IP-based services, using the likes of electronic mail, access to the Internet, VPNS, Web Hosting, or Web Farming
- Least Cost Routing module enables increased revenues using the optimal routing table and Reconciliation enables decreased costs via automated dispute management
- Comarch InterPartner Billing is prepared for future requirements to meet the developing needs of the market
- New standards compliance with products developed based on roadmap

Solution is ready to handle wholesale, revenue sharing and third-party billing with option of implementing various business scenarios such as:

- Per-event and summary-based processing
  - “Statistical data”-based charging
  - “Bucket/quota pricing”
  - One off/recurring
  - And more
- Rating/charging based on rules

*Comarch provided us with two great aspects: a proactive approach to our needs and excellent solutions. This proactive approach enabled us to rapidly start agreements handling and Comarch solution has been recognized as extremely flexible at handling not only current needs but also new services and business scenarios within the rapidly evolving Telco market.*

**Robert Kipczak,**  
Project Manager, Netia

- Usage based, non-usage based charging
  - Trunk-based billing
  - Rating calculates both revenue and cost
- Various business scenarios including:
  - Volume discounts
  - Penalties
  - Volume Commitment (send or pay)
  - Swap deals
  - Back to the first minutes, thresholds, B2FM, B2FT
  - Transit Fee Volume/Amount Commitment
  - Origin-based pricing and cost
  - Transit and Termination fee split
  - Content Based Billing
  - Real Bit Pipe Based Billing
  - And more

Netia holds a stable, leading position on the Polish telecommunications market. Netia’s mission is to provide fully integrated fixed-line telecom services thanks to the use of state-of-the-art networks, as well as reaching the position of the preferred service provider both for business and individual customers. Netia’s goal is to achieve this through the quality of its networks & services, customer satisfaction and competitive tariffs.

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