

Beyond billing: understanding partnerships

## Comarch InterPartner Billing

### Introduction

Today, the competition on the market has become increasingly fierce, while at the same time customers are demanding new and sophisticated services.

Telecommunication service providers cannot individually become market leaders by fulfilling all customer needs and expectations. By engaging in partnerships, carriers may share challenges and responsibilities with third parties but more importantly, they can launch new business ideas.

**Comarch InterPartner Billing** provides a multi-party billing functionality that fulfills the requirements for handling the revenue sharing process between business partners involved in the supply chain.

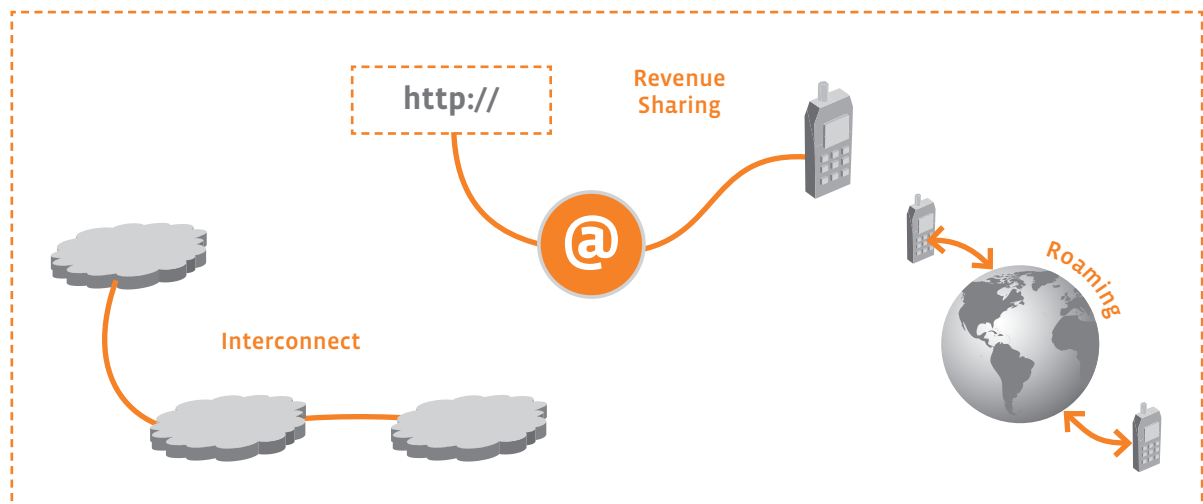
The system supports many business models connected with multi-party billing:

- **Interconnect** billing with support of least cost routing and reconciliation of settlement reports
- **Revenue Sharing** for calculating revenues and commissions for partners in the chain of **Value-Added Services** delivery
- **Roaming** for handling mobile roaming and managing agreements between roaming partners.

Comarch InterPartner Billing provides professional **Partner Relationship Management** functionality that covers the entire settlement process for all partnerships. It includes business agreement definition, loading and rating as well as settlement generation.

One of the core modules of Comarch IPB is **Least Cost Routing**. Its main task is to optimize connections between telecommunication operators by minimizing costs and maximizing the efficient use of the existing network infrastructure. Based on a series of reference data (operators' pricelists, network configuration) Comarch LCR automatically finds the optimal route configuration for interconnect traffic (assigning the most appropriate points of interconnection for specific traffic directions and termination points).

**Reconciliation** processes support operators in the creation of settlement reports. This module is fully managed from the GUI screen and allows both automated and manual reconciliation processing.



## Key Features

- Support for **Interconnect** and **Roaming** agreements
- **Partner Management**, fully integrated in the solution for the management of comprehensive partner business processes
- Partner access to their own data (browsing reference and financial data)
- **Financial Documents** and **Invoicing** with customization and easy layout definition
- Complex business scenario processing
- **Least Cost Routing**
- **Reconciliation** of settlement reports
- Advanced **Account Management** with unlimited levels of account hierarchy, individual billing cycles and contract management
- **Rule-based rating** including numerous ranges of tariffs, **taxation**, **discounting** and **threshold** charging that are open for future services.
- **Reporting** utilizing a report **designer** and the generation of mass reports
- **Multicurrency**
- **Fixed, mobile** and **IP** networks supported
- **Cascade** and **direct** billing
- **Split Charges** between transit and termination fees
- **Summary level** and **event record** level charging
- Traffic **analysis** and **statistics**
- **Commission** calculation for partners
- Interfacing with **GL** systems
- Fast, **rule-based** processing
- **Database** or **file** usage data storage
- **SOA** architecture
- **Highly efficient, flexible & scalable**

## Benefits

- **Increased Revenue** – through interconnect routing optimization (**LCR**) and improved settlement report **reconciliation**
- **Increased Competence** – fast time to market for new services and quick implementation of business rules
- **Decreased OPEX and CAPEX** – by reusing system infrastructure for connecting new partners and launching new services
- **Support for various business models**

## Selected references

- America Movil – **Nicaragua & Honduras** (interconnect)
- Bite – **Lithuania, Latvia** (interconnect, SMS interworking, roaming)
- Bouygues Telecom – **France** (content/service providers billing)
- CableOnda – **Panama** (interconnect, triple play, broadband)
- Cablevision De Saltillo – **Mexico** (interconnect)
- DTMS – **Germany** (interconnect, offline billing)
- Netia – **Poland** (interconnect)
- Polkomtel SA – **Poland** (interconnect)
- PTC – **Yemen** (interconnect)
- Sotto Wireless – **USA** (interconnect)
- Vistream – **Germany** (interconnect)

## Voice & non-voice services:

**Calls, Content, Data, SMS, MMS, Mobile TV, other VAS**

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