

Telecommunications Industry Solutions “At-a-Glance”

Telecommunications



- *Leverage revenue management as a competitive weapon with Revenue Management Solutions*
- *Simplify order management, automate complex service orders, and drive down the cost of legacy systems with Service Fulfillment Solutions*
- *Streamline the “traditional” services model while offering new levels of customer service and developing new sources of revenue with Next-Gen Solutions*

Fujitsu Consulting can show you how. Our industry-leading enterprise value management techniques provide the strategic foundation to exceed your customer’s demands, address the requirements of current and future products, and utilize technology to create an exceptional TCO business model.

Fujitsu Consulting Telecommunications Industry Offerings

Fujitsu Consulting fully understands the changing demands on global carriers as the industry moves beyond legacy systems toward a converged communications and computing model. Our telecommunications industry offerings help local exchange, inter-exchange, wireless, wholesale, broadband, utility-telco, and internet service providers respond to these demands with holistic revenue management and fulfillment strategies.

Revenue Management Solutions

- *Strategic Billing Services* to better align revenue management processes and systems with evolving business objectives
- *Platform Consolidation Services* combine billing functionality from various billing systems / processes into a single system
- *Contract Management Services* improve contract management with external organizations and achieve regulatory compliance
- *Revenue Assurance Services* identify where revenues are not being counted and stop revenue leaks
- *Application Outsourcing Services* reduce the cost of legacy system maintenance through classical Applications Portfolio Management

Service Fulfillment Solutions

- *Order Management Services* reduce costs and cycle time by maximizing service order flow-through
- *Provisioning / Workflow Solutions* coordinate the design, assignment and activation of on-net services across access, transport, and edge networks
- *Business Process / Systems Architecture Services* better align organization and technology, systems architecture, and operational systems and software (OSS) strategies/investments with changing business needs
- *Service Activation Services* streamline processes and reduce errors with automated activation of various telco services based on business rules and equipment interface requirements
- *Order Capture Solutions* increase the performance and flexibility of interfacing to ordering systems (Web, XML, external partners, CRM, etc.) and lead to increased customer satisfaction and market share

Next Generation OSS Networking Solutions for Enhanced Internet and Mobility

- *Business Abstraction Systems* with process-portal solutions that provide business functional support across multiple legacy systems
- *System Integration* solutions using middleware and system information data models to provide flow-through provisioning
- *Business Integration Software* components that provide a broker solution between legacy system data and new front-end business abstraction portal applications
- *Business Process and System Integration Process* solutions that allow for the introduction of transitional architectures for the migration from legacy systems to Next Generation OSSs

Proven Success

Fujitsu Consulting has delivered:

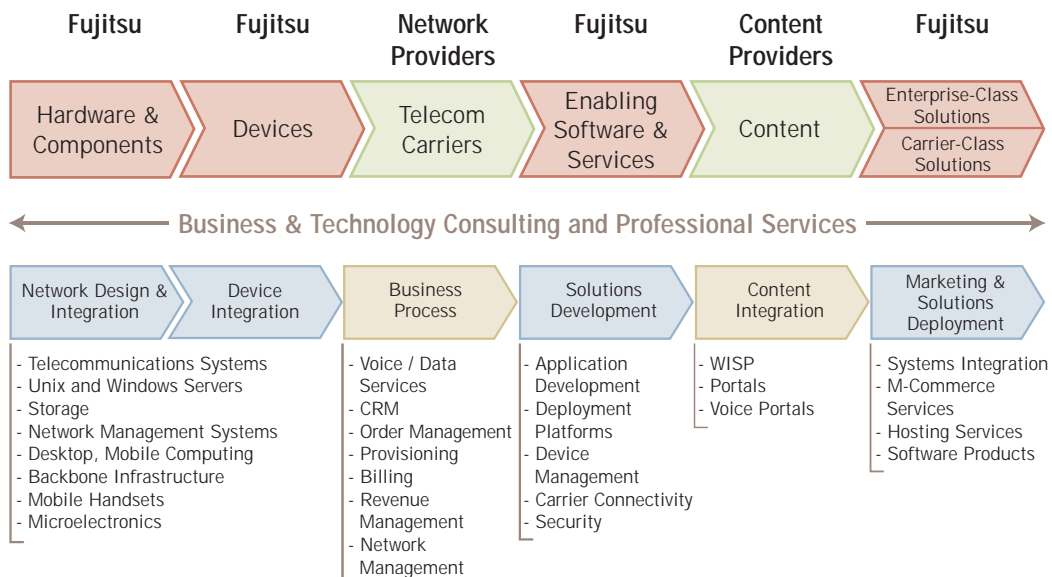
- Numerous IT transformational blueprints to Global 100 clients, many with Tier 1 Global Carriers
- Over 50 successful process and application re-engineering initiatives for Tier 1 carriers around Revenue Management, Service Fulfillment, and Service Assurance
- Technology leadership in network based computing and in network evolution
- Risk/gain sharing business models—Fujitsu Consulting is a well-capitalized global corporation
- Award winning methodologies highly rated in the Gartner Group “Magic Quadrant”

Our global market presence provides the foundation for a strong, compelling business partnerships, and we offer thought-leadership and real insight into telco business evolution and demand drivers. We also bring strong business partnerships that complement our core capabilities so we can deliver end-to-end solutions.

Telecommunications and Consulting Leadership

Fujitsu Consulting leads the world in helping telecommunications companies consolidate and re-engineer billing systems to lower costs and gain competitive advantage in bringing new products to market. Our comprehensive suite of Enterprise Value Management (EVM) services, frameworks, processes, techniques and tools provides a structured yet flexible approach to unlock the full value potential of all your organization's assets—both tangible and intangible.

Fujitsu is one of very few companies globally that offers a complete spectrum of telecom products and services—everything that would comprise a complete system. Additionally, Fujitsu Consulting is the only company offering solutions that address all three layers of VOIP switching: network infrastructure, OSS, and BSS (business support systems).



Fujitsu Consulting offers end-to-end experience and knowledge to deliver complete telco industry solutions

What further sets Fujitsu Consulting apart as a consulting partner is our ability to leverage our own telecommunications heritage to help clients effectively transition from circuit- to packet-switched technology, thereby lowering costs and gaining marketing advantage. Fujitsu Consulting's leadership in packet-switched technology is based on its familiarity with IP networks gained from building carrier-grade products for telecom companies.

Why Choose Fujitsu Consulting

Fujitsu Consulting integrates processes, transactions and applications to enhance your customers' experiences and secure their loyalty. We help you understand and select the infrastructure components, applications, and services your enterprise needs to bring new services to market quickly. Our complete Telecommunications Industry Solutions also optimize business processes and implementation activities to allow for more effective investment management. With Fujitsu Consulting as your telecommunications business partner, you will:

- **Overcome business challenges** – Network evolution, extended enterprise, customer loyalty, operations optimization
- **Streamline business processes** – Customer and order management, network and provisioning management, billing and revenue management, business and operations management, technology and process integration
- **Move to new Information Technology** – BSS/OSS (business support systems / operations support systems) and NSS (network support systems)
- **Implement better networks** – Design, operations, maintenance
- **Have global access to components** – Communications equipment, hardware / software, systems, applications, professional services
- **Achieve business benefits** – New business opportunities, capital investment management, operations efficiency, innovative partnerships, and risk mitigation

Telecommunications Industry Solutions provide a global window for *complete* telecommunications systems and consulting solutions from all parts of the Fujitsu Group for you, your partners, and your clients.

Experience the Fujitsu Consulting Difference

As the management- and technology-consulting arm of the US\$45-billion Fujitsu group, Fujitsu Consulting integrates the core expertise of Fujitsu companies and its partners to deliver complete solutions to businesses and government in the areas of Information Management, Legacy Modernization and Managed Services. The scope of these offerings extends from strategic management consulting to the tiniest detail of infrastructure operations. Through its industry-recognized strategic methodology, MacroScope®, Fujitsu Consulting assists clients in incorporating more value into their investments and driving their leadership in the marketplace.

We work with you to create solutions and produce results that drive your business.

Headquarters & United States
FUJITSU CONSULTING
333 Thornall Street
Edison, NJ 08837
United States
Tel: +1 732 549 4100
Fax: +1 732 549 2375

Canada
FUJITSU CONSULTING
200 Front Street West
Simcoe Place Suite 2300
Toronto, Ontario
Canada M5V 3K2
Tel: +1 416 363 8661
Fax: +1 416 363 4739

Quebec
DMR CONSEIL
1000 Sherbrooke Street West
Suite 1600
Montreal, Quebec
Canada H3A 3R2
Tel: +1 514 877 3301
Fax: +1 514 877 3351

