

AMDOCS BEYOND CONNECTIVITY

Beyond Connectivity encompasses a range of solutions and services that augment traditional connectivity offerings, empowering communications service providers (CSPs) with opportunities to expand into digital enterprise services covering a broad range of domains, including B2B, B2C, and B2B2X.

By incorporating your most valuable assets into the transformation process, Beyond Connectivity offerings enable you to respond to increasing customer demands for advanced digital services, stay competitive in the rapidly-evolving digital landscape and capitalize on monetization opportunities.

Yet, delivering such services involves an intricate process that demands a broad range of expertise, solutions and partners. With Amdocs' industry leadership and experience, we provide all the benefits and synergies of a wide ecosystem of partners, standards and alliances.

Amdocs Beyond Connectivity services are part of the wider Amdocs Networks suite of digital transformation solutions. Together, these offerings are designed to monetize your critical assets, support investment in new technologies, while allowing you to acquire new skill sets and redefine business models to better align with the digital age.

Addressing key challenges

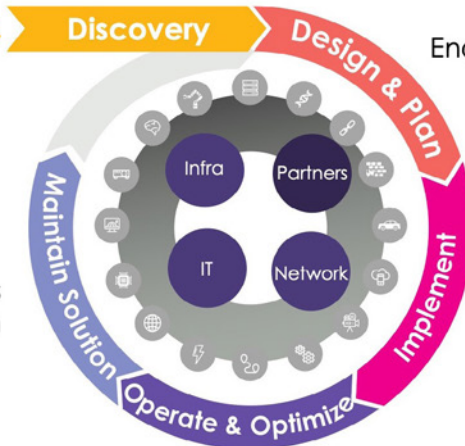
The process of delivering Beyond Connectivity services starts with discovery of the desired solution or business goal and continues through design, planning, implementation, operation, optimization and maintenance of the end solution and future upgrades.

Benefits

- Launch and monetize new offerings at speed
- Build a robust ecosystem of expertise, allowing you to collaborate, co-create and sell new, innovative solutions with new technologies and partners
- Transform the sales process to align with digital services commercial demands
- Deploy new services with advanced automated orchestration and monetization capabilities
- Obtain end-to-end visibility and transparency across all devices and services for you and your customers via a single pane of glass
- Deliver complete end-to-end operations and management services



Problem and solution discovery, mapping requirements and assessment to **meet Enterprise business goals**



End-to-end **solution definition** together with an **partner ecosystem** across **cloud, edge, network and security**

Future use cases analysis to evolve solution

Construct, integrate, test & tune across Network and IT to enable solutions that deliver value

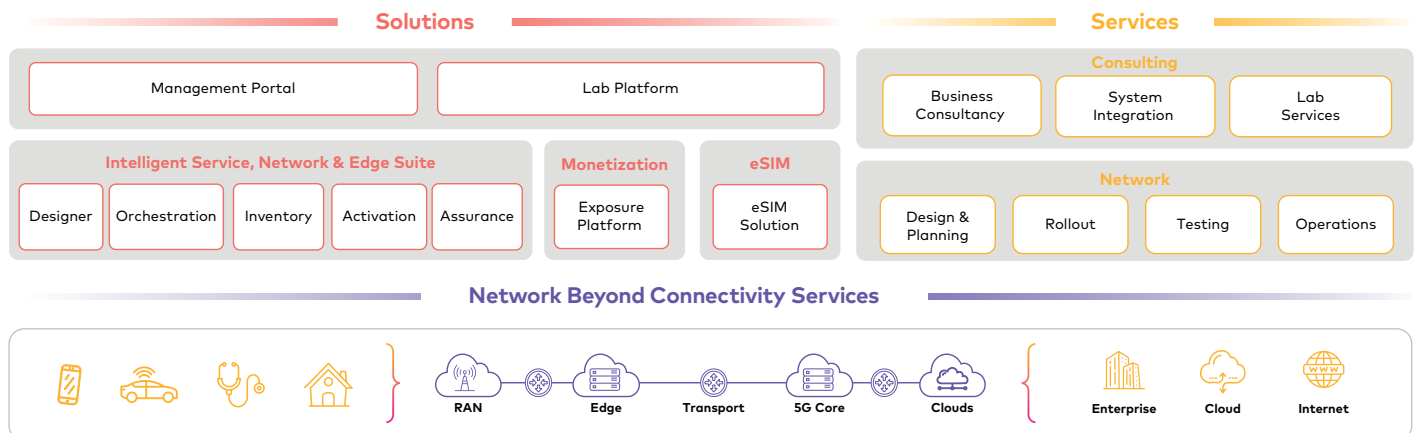
Long term **operation** of the implemented solutions and **optimization** based on usage

Challenges include:

- **Building offerings:** building repeatable, commercially viable offerings; testing and certification of new solutions; building partner ecosystems; ensuring entire process supports faster build and launch of new monetizable services
- **Sales support:** cumbersome, long sales cycle with iterative negotiations and inadequate pricing models often result in lost deals – which is particularly problematic in complex B2B opportunities where understanding the enterprise’s problems and the ecosystem within which Enterprises operate in can be challenging
- **Deploy and monetize:** complex delivery, long deployment times and platforms not meeting innovative service requirements; unable to monetize beyond access and usage fees
- **Operations:** limited visibility across partner systems and compromised customer SLAs

Our solution

Amdocs Beyond Connectivity combines our market-leading products and extensive consulting, integration and network services, leveraging decades of experience from both Amdocs and our partners. The offering’s modularity enables us to offer you flexible, tailor-made solutions, tailored to your business’ specific needs and those of your enterprise customers.



Key capabilities

Our modular offering is designed to address your challenges and it comprises a diverse range of products and services that are customized to support the deployment and operations during every stage of the digital transformation journey:

Building new commercial solutions

- Amdocs Design Studio: supports developing, integrating and testing new offers in preparation for market launch
- Range of labs: with supporting services and platforms for successful outcomes
- Partner ecosystem: supports new solutions and proofs of concepts

Sales process support

- Business consulting services: supports new business generation
- Pricing and commercial support: work through the entire solution ecosystem to define the right business and pricing model

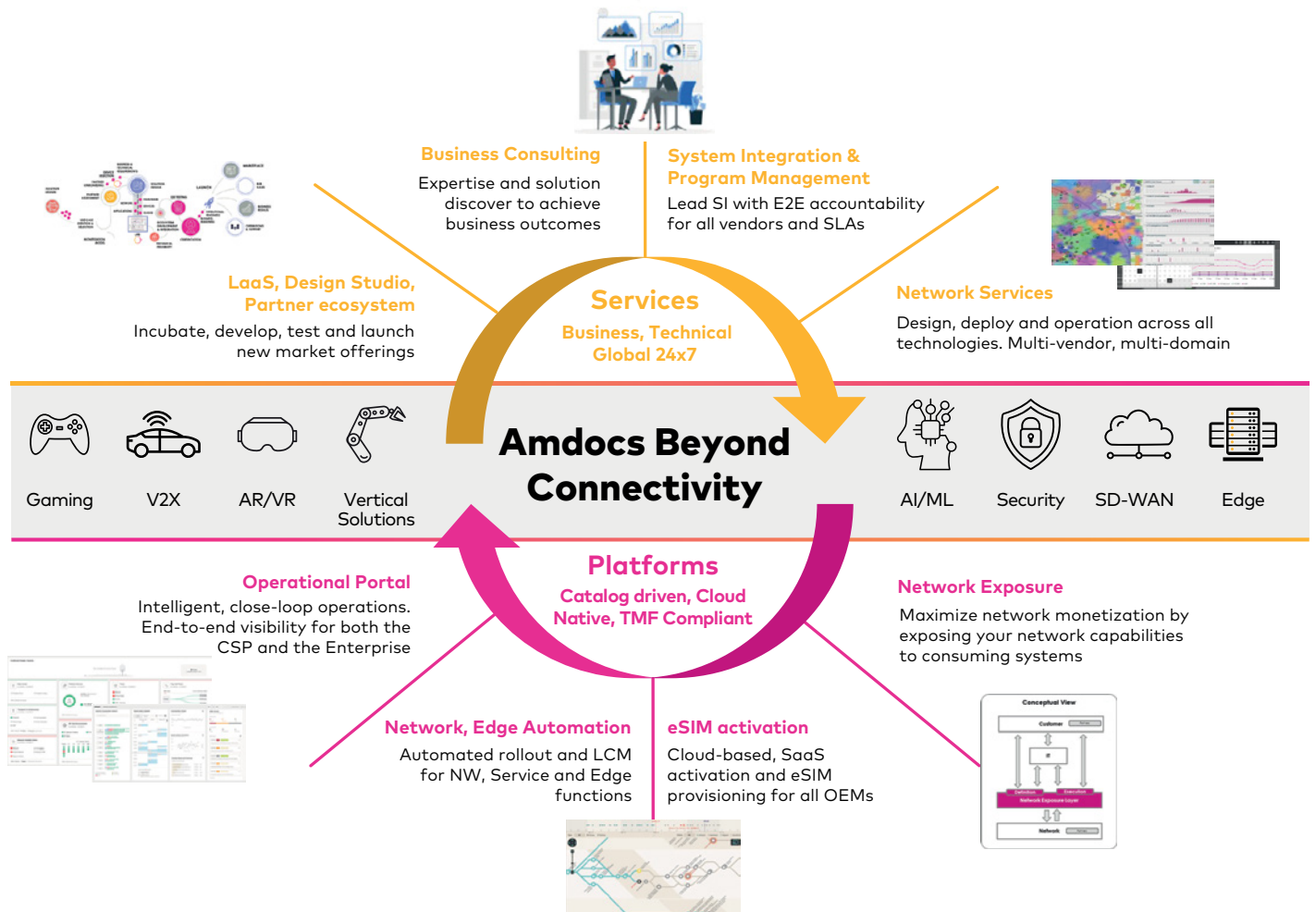
- Integrated lead-to-order solution: simplifies ordering complexity and reduces pre-sales times

Deployment services and platforms

- Extensive expertise, coupled with advanced automated orchestration, fulfillment, and monetization solutions, including a comprehensive Inventory solution, Network and Service Orchestration for catalogue and policy driven dynamic decision making, Service Activation for easy deployment, and intent driven close loop intelligent assurance

Operations

- Amdocs Management Portal: supports deployment automation and AI-enabled operations solutions, leading to improved operational efficiencies and customer experience
- 24/7 global support services: supports your customers with zero-wait, zero-touch, zero-trouble services



Delivering true enterprise-grade customer experiences to unlock growth

"Connectivity, and indeed high-value connectivity services, will always be at the core of the CSPs' businesses, but in order to grow revenues they need to build highly agile and scalable enterprise services on top of the connectivity.

CSPs are looking to rapidly pivot their businesses in order to go beyond connectivity and deliver enterprise services.

And therefore, they must also be open to adopting new business models so that they can partner with the right companies to ensure they have a solid role and further reach into the enterprise market."

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Ongoing development

Amdocs is proactively deploying and testing new use cases to accelerate the commercialization of new, cutting-edge services, including advanced computer vision, remote healthcare, smart factories and more.

About Amdocs

Amdocs leverages a deep understanding of existing capabilities and strategies to create tailored solutions that combine our assets with those of the service providers' enterprise customers. Our holistic solution design approach considers enterprise requirements, use cases, future vision, as well as the degree to which the enterprise wishes to manage its network operations. By leveraging our vendor experience, flexible solution blueprints, and mobile private network deployment expertise, we provide a single point of accountability for committed SLAs. While minimizing risks to enhancing the customer experience and improving operational efficiencies through our global delivery and support organization.

For more information on all end-to-end network solutions, visit: [Amdocs Networks](#).