

Telcordia Value Assessment Services

The Telcordia Value Assessment Services group performs highly accurate business case analyses of new network engineering and inventory management initiatives. Before committing to new technology, service providers worldwide rely on our rigorous, 5-stage process, so that decisions are backed by sound forecasts of business costs and benefits.

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Significantly reduce the risk of deploying major network systems

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Demonstrate the value of investments for senior decision-makers

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Allocate precious resources with confidence

- ▶ Capital projects are always risky, because so many variables have to be factored into every decision. The uncertainties are compounded when it comes to weighty issues like how to automate physical and logical network operations. For instance, no technology can be judged without considering the scale of the business, operating culture, customer base, competition, regulatory environment, economic climate, and embedded infrastructure.

That's why decision-makers need a way to construct sturdy business cases to clarify their options and validate go/no-go decisions.

LEAVE NOTHING TO CHANCE

Our valuation assessment methodology guides complex network system deployments for service providers of all sizes around the world.

This disciplined process allows our experts to quantify the potential impacts of new, automated network engineering, inventory management, or integrated solutions. The result is a business case that measures the expected value of deployment (efficiencies, revenues, time-to-market, customer retention and winback, among many others) against required short-term and long-term investments and market uncertainties.

TAKE EXTRA CARE WITH NETWORK SYSTEM DEPLOYMENTS

Improving data accuracy and flowthrough can bring invaluable business benefits to all network operations — design, planning, engineering, construction, assignment, and activation. However, it is often difficult to measure how

centralized, clean data can impact asset management, order fulfillment, capacity management, service introductions, network builds, and customer experience.

We clarify those impacts using a 5-stage process that includes:

1) Benchmarking

Preliminary interviews help us understand a client's present method of operation: the business initiatives driving new services, and how network planning, engineering, assignment, design, and provisioning are performed. Operational metrics (number of service orders processed, time to process each order, number of engineering work orders, number of employees, among many others) are entered into our modeling tool. Using benchmarks from similar companies, we perform a high-level analysis projecting operational impacts of new information technologies.

2) Discovery

Based on our benchmarking results, if the client chooses to proceed, we convene on-site discussions with stakeholders and decision-makers to gain more detailed information on business issues and the strengths and weaknesses of present operations. From these in-depth forums, we collect extensive data to refine our analysis.

3) Financial Modeling and Analysis

Using a modeling tool created by Telcordia and perfected over numerous client engagements, we develop the first version of a business case citing financial results based on both deterministic (assuming all input parameters are known) and probabilistic (accounting for uncertainties) analyses. The results are packaged in a report and distributed to all participants for review.

4) Review

Follow-up sessions are conducted to review the first-draft business case to help ensure that we have represented all opinions and data accurately, and to identify adjustments and any new or unresolved issues.

5) Reporting and Recommendations

We finalize our business case analysis, produce an executive report, and present our findings and recommendations to decision-makers.

DON'T GUESS ABOUT SUCCESS

Telcordia Value Assessment Services support service providers whenever they are thinking about allocating precious resources for network engineering and/or inventory management systems. Find out more about how we can help you make the right decisions about technologies that directly impact your company's efficiency, profitability, and competitiveness.

GET IT RIGHT

With the expertise to solve the world's most complex communications challenges, Telcordia is known for helping its customers get it right so they can reap the greatest business benefits. Our Solution Delivery services are part of our broad offering of products and services designed to help you operate more efficiently, drive revenues, and deploy innovative new services.

AT A GLANCE

Telcordia has conducted successful value assessments for service providers around the world, because our process has a proven track record of:

- Addressing the objectives and business realities of every client
- Recommending optimal use of precious resources
- Accounting for uncertainties and future market conditions
- Forecasting the financial returns and operational benefits of new network inventory automation technologies.



For more information about Telcordia Technologies, contact your local account executive, or you can reach us at:

+ 1 800.521.2673 (U.S. and Canada)

+44 (0)1276 515515 (Europe)

+1 732.699.5800 (all other countries)

info@telcordia.com

www.telcordia.com