



ROC[®] Cost Management

Introduction

ROC Cost Management, a Subex ROC component enables operators to efficiently manage the process of identification, collection and comparison of cost related data across multiple sources such as partner invoices, inventory, orders, and call detail records. It ensures the profit margins and operational agility through reduction of service delivery costs. It is built on a highly integrated platform using components-based technology to provide striking performance, scalability, interoperability and reliability.

ROC Cost Management collects, collates and correlates the information from Switch, Inventory, Billing, Partner Invoices, and Financial systems to provide deeper insights about the cost aspects in an easier to understand format through Dashboards & Reports. It enables to efficiently manage the process of identification, collection and comparison of cost related data across multiple sources such as partner invoices, inventory, orders, and call detail records. Thus it helps to improve the profit margins and operational agility through reduction of service delivery costs.

Business Benefits

Optimize Leased Circuit Costs

ROC Cost Management eliminates or reduces unwarranted costs by recognizing incorrectly overcharged invoices, stranded assets, unused circuits, and unexpected traffic patterns or trends. It helps to improve the profit margins and operational agility through reduction of service delivery costs. It discovers circuit usage patterns and reconciles circuit records data with invoices. Network experts can analyze traffic and trends based on several criteria, and make different network/business related decisions starting from call routing, quality of service, to analyzing usage of products and services.

Reduce Interconnection Costs

ROC Cost Management discovers transit traffic costs and reconciles with invoices received from other CSPs hence enabling faster Carrier to Carrier settlement. Discrepancy identification and analysis helps in identifying & reconciling discrepancies in the "real costs" incurred by CSPs based on actual usage data. Processing of different forms of incoming invoices with advanced OCR capabilities helps in reducing manual effort, thereby reducing time & costs and improving accuracy.

Automation of Invoice Verification Process

One of the main factors in managing partners, profits and losses would be verification of incoming invoices. The number of invoices that a carrier receives from other partners can be high and entering all these invoices into a billing system manually would be very tedious. Also, manually entering thousands of account lines is error prone. ROC Cost Management offers automatic loading of carrier invoices, thereby improving accuracy and simplicity in the interparty processes for the carriers. It converts paper invoices into digital formats and reconcile the invoice with actual usage data. It also detects the duplicate invoices and provides the use with the flexibility to make decision on which invoice user wishes to retain in the system.

Slash total cost of ownership

ROC Cost Management manages the payments for either incoming payments from other enterprises (but not retail customers) as well as payments that are made to other parties. It helps in identifying late payments, managing charge-backs & accruals and providing a view of the cash flow. ROC Cost Management recovers overcharged amount from suppliers after comparing expected by actual invoice amount. It also helps in partner profiling,

identifying trends and risks and provides an important input in monitoring cash flows. It ensures the recovery of over-payments made to partners, thus enabling real cost savings using automated settlements and recovery capabilities

Accelerate decision-making & time-to-market

The disputes in cost management are mainly related to invoices that the carrier has received from or sent to other partners, but need tracking for appropriate handling & closure. ROC Cost Management focuses on the partner's disputes lifecycle management with its suppliers, enterprise

customers, and other partners. It receives notification when disputes are automatically generated; manually initiates disputes; does end-to-end tracking of payments that are related to disputes; and ensures mutually acceptable dispute resolution process. Disputes in the current telecommunication scenario cannot be expected to follow a single workflow. Different partners can follow different dispute resolution processes. ROC Cost Management recognizes this requirement and provides a highly configurable set of dispute definition parameters. It ensures mutually acceptable dispute resolution process

About Subex

Subex Limited is a leading global provider of Business and Operations Support Systems (B/OSS) that empowers communications service providers (CSPs) to achieve competitive advantage through Business and Capex Optimisation - thereby enabling them to improve their operational efficiency to deliver enhanced service experiences to subscribers.

The company pioneered the concept of a Revenue Operations Centre (ROC®) – a centralized approach that sustains profitable growth and financial health through coordinated operational control. Subex's product portfolio powers the ROC and its best-in-class solutions such as revenue assurance, fraud management, asset assurance, capacity management, data integrity management, credit risk management, cost management, route optimization and partner settlement. Subex also offers a scalable Managed Services program with 30 + customers.

Subex has been awarded the Global Market Share Leader in Financial Assurance 2012 by Frost & Sullivan and has been the winner of Pipeline Innovation Award 2013 in Business Intelligence & Analytics; Capacity Magazine Best Product/ Service 2013. Subex has continued to innovate with customers and have been jointly awarded the Global Telecoms Business Innovation Award for 2012 with Idea Cellular for Managed Services and in 2011 with Swisscom for Fraud Management.

Subex's customers include 29 of top 50 operators* and 33 of the world's 50 biggest# telecommunications service providers worldwide. The company has more than 300 installations across 70 countries.

*Total Telecom Top 500 Telecom Brands, 2013

#Forbes' Global 2000 list, 2013

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