

BUSINESS BENEFITS AND RETURN ON INVESTMENT (ROI)

VISIONAEL 6 NRM: YOU CAN'T PROVISION WHAT YOU CAN'T SEE™

Visionael NRM provides for rapid network design and builds, saving time and cost and providing the platform for launching new services faster, accelerating time to revenue (TTR). Visionael customers save massive amounts of money every year by better utilizing and controlling leased circuits and expensive network equipment.

On complex network engineering projects:

- Out-of-the-box automation plus removal of unnecessary/redundant activities increase efficiency 5-20%
- Reduction in rework (via automation/collaboration) increases efficiency an additional 5-10%
- Templates and design guides automate tasks and enforce standards
 - Adherence to standards promotes productivity
 - Task automation saves employee-hours
- Reservation and conflict notification ensure collaboration across multiple parallel activities
 - Reduce conflict errors and associated rework
 - Better utilize network assets and resources
- Device Configuration Management automates configuration changes
 - Template configurations, automation save employee-hours
 - Conflict notifications reduce errors, rework
- For network operations and fault management:
 - Detailed, accurate physical and logical network inventory, accessible to operations staff, reduces mean time to resolution (MTTR) by 10-50%
 - Increased accuracy of network information, reduction of redundant data and data entry, conflict management, and Visionael's security and workflow reduces errors, leading to fewer faults and outages
 - Spares Management reduces time to resolution by 10-30% when replacement of equipment is necessary
 - Automates the identification of replacement equipment and updates network documentation
 - Better utilizes network assets
 - Automates and manages repair and return processes
 - Device Configuration Management provides tools to diagnose and resolve configuration errors and faults
 - Access to history of configuration changes
 - Tools for comparing configuration files and revisions
 - Ability to quickly apply configuration changes
 - Reduces time to resolution 20-40%

VISIONAEL SERVICEBASE: IF YOU CAN CONCEIVE IT AND YOUR NETWORK CAN SUPPORT IT, WITH VISIONAEL YOU CAN DELIVER IT™

Visionael ServiceBase, working in concert with Visionael NRM, provides for rapid network design and builds, saving time and cost and providing the platform for launching new services faster, accelerating time to revenue (TTR). Visionael customers are positioning themselves to save massive amounts of money every year automating the delivery of today's services and future-proofing their businesses for the menu of services they will offer in the future.

- Rapidly and cost-effectively deliver high-demand services to subscribers
- Double your engineering and provisioning productivity and reduce errors with ServiceBase
- Extend your business model into new value-added services including IP-VPNs and hosted solutions; position your business to make the move to ISP-style services and voice over IP
- Introduce new interactive services quickly and effectively to capture market share
- Optimize productivity, revenues, margins, customer retention and time to profit (TTP)
- Automating with ServiceBase can provide dramatic efficiency increases for routine activities-such as the daily provisioning of routers and other network devices-to reduce the labor (and opportunity) cost associated with these repetitive tasks by up to 90%
- Eliminate high cost and inescapable inaccuracies of manual audits and data entry
- Drive opex out of provisioning the network
- Build a ready migration path to customer self-care

Service creation business benefits are not limited to service providers. Consider a global financial services powerhouse with network infrastructure and network management requirements that resemble those of a service provider. It wants to quickly produce five to 10 medium-sized network-based solutions in a 10-month period:

- Conservatively assuming six solutions, each a six-employee-week effort, equals 36 employee-weeks
- Visionael Service Base will reduce this by at least half
 - Savings = 18 employee-weeks of development
 - Many organizations routinely charge \$200,000-300,000 for this extent of solution development
- Savings = \$200,000-300,000 in the first nine months on development projects alone

This same type of customer reaps value in rolling out its network solutions sooner thanks to the reduced development time:

- It can bring new applications and services on line six to nine months sooner with ServiceBase
- If a particular solution saves 20% of 10 people's time, that's a savings of approximately \$250,000 per year, every year, on that solution alone
- Saves \$125,000 in the first six months alone by bringing this solution on line six months sooner than they could have by developing it internally

NETWORK OUTSOURCERS/MANAGED SERVICES PROVIDERS (MSPs)

- Scope your potential outsourcing engagements to gauge associated pricing
- Dramatically reduce the time required to transition customer's network from internal to outsourcer control: slash your time to revenue (TTR)
- Replace costly, time-intensive, labor-intensive manual audits with autodiscovery, collection and validation/reconciliation of both topology (logical connectivity) and detailed physical network device data
- Drive opex out of provisioning and monitoring your outsourcing clients' networks
- Rapidly establish/improve network management practices and data integrity to meet SLAs
- Document for customers: ports in use, ports connected and what they are connected to, so you can bill accordingly
- Slash the time and cost of populating existing network infrastructure into the system; eliminate high cost and inescapable inaccuracies of manual audits and data entry
- Reduce the need (or the time required) to have your personnel at customer sites to map their networks
- Operational excellence drives customer retention and cost-efficient, profitable deployments
- Port utilization: industry average 30-40%; with Visionael: 60+%
- Single central repository drives security and workflow to enforce best practices and reduce errors for network changes and configuration management; removes redundancy, increases accuracy as changes "cascade" through network documentation
- Correlation of Visionael NRM with fault and trouble management systems reduces mean time to repair (MTTR) network outages and faults by up to 40%
- Automate activities and reduce rework through increased accuracy and collaboration

LARGE ENTERPRISES

- Replace costly, time-intensive, labor-intensive manual audits with autodiscovery, collection and validation/reconciliation of both topology (logical connectivity) and detailed physical network device data
- Recover and re-deploy stranded assets
- Slash the time and cost of populating existing network infrastructure into the system; eliminate high cost and inescapable inaccuracies of manual audits and data entry
- Drive opex out of provisioning and monitoring the network
- Operational excellence drives cost-efficient operations to keep YOU in control of your network
- Port utilization: industry average 30-40%; with Visionael: 60+%
- Single central repository drives security and workflow to enforce best practices and reduce errors for network changes and configuration management; removes redundancy, increases accuracy as changes "cascade" through network documentation
- Correlation of Visionael NRM with fault and trouble management systems reduces mean time to repair (MTTR) network outages and faults by up to 40%
- Automate activities and reduce rework through increased accuracy and collaboration

SERVICE PROVIDERS

- Replace costly, time-intensive, labor-intensive manual audits with autodiscovery, collection and validation/reconciliation of both topology (logical connectivity) and detailed physical network device data
- Recover and re-deploy stranded assets. Current, accurate knowledge of network resources: average 30-60% industrywide; with Visionael: 99+% in documented current deployments
- Automating with ServiceBase can provide dramatic efficiency increases for routine activities- such as the daily provisioning of routers and other network devices-to reduce the labor (and opportunity) cost associated with these repetitive tasks by up to 90%
- Slash the time and cost of populating existing network infrastructure into the system; eliminate high cost and inescapable inaccuracies of manual audits and data entry
- Improve the accuracy of your inventory of existing cable plant by exposing inaccuracies in current data
- Drive opex out of provisioning and monitoring the network
- Single central repository drives security and workflow to enforce best practices and reduce errors for network changes and configuration management; removes redundancy, increases accuracy as changes "cascade" through network documentation
- Operational excellence drives cost-efficient operations to keep YOU in control of your network
- Correlation of Visionael NRM with fault and trouble management systems reduces mean time to repair (MTTR) network outages and faults by up to 40%, enabling service levels that support customer retention instead of generating customer churn
- Provide single point of contact for help or answers to questions, thus increasing customer loyalty
- Build a ready migration path to customer self-care
- Automate the delivery of today's services and future-proof your business for the menu of services you will offer in the future
- Extend your business model into new value-added services including IP-VPNs and hosted solutions; position your business to make the move to ISP-style services and voice over IP
- Introduce new interactive services quickly and effectively to capture market share