

Webcast: February 24, 2000
"On the Menu: OSS Served Up ASP-Style"
PRESENTERS:



ROBERT KOVEN
President and CEO
CTI



MIRO FOREST
Principal Engineer
CTI



ROB RICH
Executive
Vice President
The Yankee Group



FRANK FAWZI
Founder,
President and CEO
CommTech
Corporation



WILLIAM P. McHALE
President and CEO
DSET Corporation

ASP-Hosted OSS: Solutions for New Competitors

24 February 2000

Rob Rich

Executive Vice President

Telecommunications Research and Consulting

On the Menu: Serving Up OSS ASP-Style

Frank M. Fawzi

Founder • President • Chief Executive Officer



COMMTECH

ASP Definitions

- **ASP Industry Consortium:**

"An ASP manages and delivers application capabilities to multiple entities from a data center across a wide area network."

- **CommTech:** *"Build on the ASP model by providing OSS via ASP, giving customers new hosting/payment/financing options. Help them roll out new services and bill for them to earn revenue quickly. Keep IT investment low."*

Using OSS ASP-Style:

Robert Koven

President and
Chief Executive Officer

Combined Telecom Inc. (CTI)

Miro Forest

Principal Engineer



OSS ASP-Style: The New Model

CTI's focus: deliver high-value services to customers. Needs back-office support infrastructure to help exceed customer expectations as it competes against the incumbent.

- Old model: hardware/hot standby for survivability...but costs sharply higher and still required day-to-day operations management.
- ASP model: access same OSS without hardware headaches and responsibility.

Deploying OSS ASP-Style: CTI-CommTech-Nortel

- CTI's chosen infrastructure: Nortel Networks. Nortel and CommTech partners since 1996; FastFlow® incorporates processes flowing to and from Nortel voice/data legacy and NGN network elements.
- Implementing FastFlow suites:
CommTech + Nortel's Professional Services team.
- FastFlow suites pre-integrated: avoid cost, time integrating point solutions in multivendor environment.

Succeeding ASP-Style: CTI

- Automating service delivery: few human resources to operate/manage back office.*
- 24 x 7 x 365, highly-redundant environment under supervision of highly specialized IT resources; best of both worlds.*
- Cost control; time-to-market; real-time service management; end-user capabilities/eSuite.*
- Help CTI dominate its market, create new benchmark for customer service.*

Interconnection ASP Style

Bill McHale
President and Chief Executive Officer
DSET Corporation

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