

Accelerate definition and design of digital ecosystems with your customers

The success of your communication service provider customers is no longer only based on their service and network excellence. Now more than ever, CSPs need to extend into partnerships that deliver new capabilities and opportunities through digital ecosystems and platform-based business models. As their supplier, by co-creating solutions and spotlighting what you bring to the table, you can show your value in this complex new digital business environment.

Your Challenges:

Inserting yourself into new Business Models

- Defining and maximizing your customer's value in ecosystem opportunities and demonstrating how you enable that value
- Untangling complex ecosystem products and services that require input from multiple internal and external parties while becoming a larger part of the total solution

Customer Relationships

- Complexity of ecosystems means exponential complexity in working with customers and prospects
- You are constantly reworking requirements with your customer as new decisions are made around business models

Clear Requirements Definition

- Capturing detailed and prioritized business requirements and project scope for ecosystems
- Obtaining perspectives of multiple stakeholders in reasonable timeframes

Time to Market

- Enabling your customers to keep up with market speed
- Providing rich yet easily understandable information to customers that enables rapid decision making

As a result of these challenges:

- You are missing business opportunities
- You need to spend extraordinary effort to capture your customer's needs
- You overspend on sales and business development
- You struggle to reduce errors in IT/implementation handovers from the business team

CurateFx will help:

Define business scenarios, ecosystems, products and services

Co-create new business models through the built-in methodology, best practice guidance and visualization tools that accelerate the capture of your customer's concepts

Design with the power of proven TM Forum blueprints behind you

Clearly define the roles of ecosystem stakeholders and map their multifaceted relationships with the Ecosystem Designer purpose-built interface

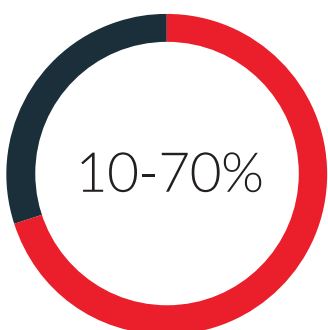
Scope projects using proven Framework models

Industry leading Framework and Open APIs are integrated into the tool, allowing IT and business to clearly capture and assign ownership of requirements

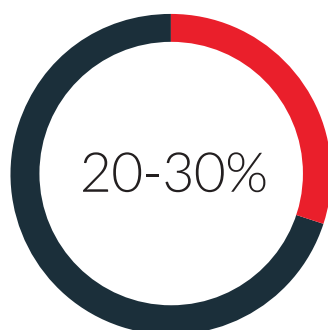
Collaborate inside and out

The key to effective collaboration is flexibility which is why CurateFx can be used simultaneously by your team and your customer's team including stakeholders outside of your customer's organization

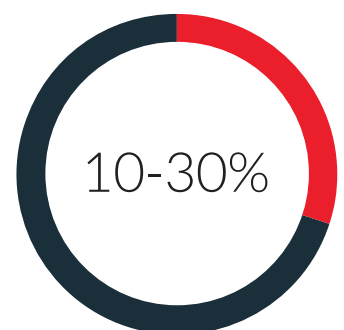
Potential value to your company: (Industry verified)



Faster ecosystem definition



Reduction in time to agreement among stakeholders



Decrease in IT rework through clear requirements definition

*Data aggregated from a survey of companies that have used CurateFx within their Catalyst projects