#### Tell us about yourself and your job.

As Chief Evangelist for Beyond, I draw on decades of telecom industry knowledge (personally and in our teams) to advise and support telecom projects for clients on a broad spectrum of subjects, ranging from industry standards and BSS solutions to innovation and creativity. I'm very proud to be a Distinguished Fellow in TM Forum thanks to many years of contributing to the Core Standards practice where I'm mostly active in ODA serving as co-lead of the Open API program and working on Open Digital Ecosystem Enablement (ODE).

# Why do you believe in TM Forum's Open API program?

Beyond by BearingPoint has always been a strong advocate for the importance of Open and I'm proud to have been one of the driving forces behind the Open API program. Open APIs are an essential IT Architecture element when designing technology solutions such as BSS and OSS. Beneficial for system integration, as well as product innovation, Open APIs enable partnering and bundling which results in company-wide and vertical monetization. Open APIs also increase longevity of investment and return on investment as they allow for future additions and integrations based on their standard interfaces on an existing platform.

# What TM Forum Open APIs are most valuable to your company?

The most valuable API for our customers is definitely the Service Ordering API (TMF641). This API is at the core of every OSS/BSS project, so it is an essential cog in our Infonova platform which acts as is a solid foundation for CSPs who wish to capture new digital services opportunities, or to modernize their BSS/OSS environment and grow revenue fast.

### How have you benefited from using this API?

The benefits are tangible, mainly a noticeable acceleration in our R&D progress, especially in the areas of moving towards a microservices architecture significantly. In our solution presales phase, rapid prototyping for catalysts and POC implementations. agility of development has been enhanced by more than 50%. We have also managed to streamline our solution architecture to utilize the Open API approach to remove core code customizations by 100%. As a consequence, risk and effort in software version upgrades has been reduced from 6 months to 2 weeks. For our customers, there's been a significant improvement in time-to-market, in fact, the sales-cycle for major client targets has reduced by 50% in the last 18 months. This has been helped by the reduced implementation time (by 10-20%) in complex multi-country, multi-unit project rollouts for clients. And to support ecosystem orchestration, providing an Open API enabled ready-made platform means 3rd parties are onboarded in record time (6 weeks vs 1 year). This has then led to reduced risk and budget/investment dependency by 75% in service partnering projects. There has been a huge leap in test coverage by 30% through harmonizing the software testing harness used in the continuous integration approach with Open API standards. And lastly, we spend 15% less time answering RfX in the sales team where Open API compliance is part of a standard TM Forum RfX template used.

#### Where do you use the APIs?

We're proud to say that 100% of Beyond by BearingPoint's solution portfolio use TM Forum Open APIs, in fact, as many as 17 Open APIs have been implemented so far and counting. These solutions have been rolled out for multiple clients globally.