

# ACCELERATE YOUR TELECOM BUSINESS WITH KLOUDVILLE DIGITAL B2B2X SOLUTIONS

## THE INDUSTRY'S FIRST

CLOUD NATIVE, CLOUD AGNOSTIC, MODULAR SAAS SOLUTION SUITE FOR B2B2X

- | Product Lifecycle Management (PLM)
- | Configure Price Quote (CPQ)
- | Enterprise Product Catalog (EPC)
- | Partner Management (PM)



## ABOUT KLOUDVILLE TELECOM 360

Kloudville's Telecom 360 is a cloud-based business support system (BSS) solution that addresses business-to-business (B2B2X) process automation for telecommunications service providers.

Telecom 360 enables service providers to make the transformative leap from communications service providers to digital service providers. Deployable in a public, private or hybrid cloud environment, Telecom 360 provides the flexibility to rapidly deploy solutions that delivers the speed to market and low operational costs of cloud solutions, while meeting any regulatory requirements over data privacy and location.

Kloudville's competitive differentiator is its deep support for the complexity inherent in the B2B2X market. Designed as a business solution from the ground-up - not a consumer solution with a business wrapper. With out-of-the-box support for bespoke and contract pricing, bespoke solution sales, bulk orders, multi-jurisdictional, multi-currency and multi-language, this is a solution designed for the B2B2X market. With a catalog driven approach, and fully configurable business processes, the solution is rapidly configurable to meet the unique needs of your organization.



**Telecom 360 provides industry leading value, reducing the total cost of ownership for the operator, as well as the time-to-market for their products. It is a modular and open solution, designed to address the complexities of the B2B2X marketplace.**

# KLOUDVILLE TELECOM 360 SOLUTION

## PRODUCT LIFECYCLE MANAGEMENT (PLM)

Provides end-to-end management over the product portfolio. With project management, workflow and analytics covering ideation, business case approvals, development, testing, validation and commercialization. Working seamlessly with the **Enterprise Product Catalog (EPC)**, Product Managers are provided the ability to define a complete offer with all descriptions, images, attributes, filters and comparisons of a typical eCommerce catalogue, and to define the linkages and decomposition into the technical catalog aligned with the TM Forum entities, such as CFS, RFS and SUS.

## PARTNER MANAGEMENT (PM)

Provides partner lead and prospect management, onboarding, products and offer specification, ICB quotations, contract management, policy enforcement, case management, project management and portal for partner self-service. Working seamlessly with PLM, EPC and CPQ, Partner Manages enables a true marketplace within which products consisting of operator and/or partner products may be defined and sold.

## CONFIGURE PRICE QUOTATION (CPQ)

Provides full support for complex and bespoke quotations. With integrated catalogue, contract-based pricing, bill-of-materials costing support, and an integrated rules engine, full visibility into the details margins are available. The business-process driven workflow manages all aspects of simple to complex quotations, including feasibility approvals, and quotation delivery.

## SALES MANAGEMENT (SM)

Provides operators with end-to-end visibility into the sales lifecycle. The full lifecycle is supported, from territory and named account management, to registering leads in the CRM, to opportunity definition and pipeline management.



Aligned to industry standards with SID aligned data models, out-of-the-box Open API support, and TAM aligned modular plug-and-play components, Kloudville is a natural fit for your Open Digital Architecture transformation.



LET'S GROW  
BUSINESS TOGETHER!

 SALES & SERVICE DELIVERY

 SALES, DELIVERY & PRODUCT DEVELOPMENT

# CONTACT US

**Kevin Friel**  
CRO

**M:** +1 (703) 585 5710  
**E:** kevin.friel@kloudville.com

[www.kloudville.com](http://www.kloudville.com)



## Canada - HQ and R&D

5945 Airport Road  
Suite 266  
L4V 1R9 Mississauga  
Canada

## USA - Global Sales

30 S Wacker Drive, Suite  
2200  
Chicago, IL  
60606 USA

## Porto

Rua Padre António Vieira, nº148,  
4300-030 Porto  
Tlf: +351 22 325 9486

## Lisbon

Praça de Alvalade,  
nº7, 4th floor  
1700-036 Lisbon

## Fundão

Rua Cidade da Covilhã, 3ºandar  
Casa da Moagem do Fundão  
6230-346 Fundão

## Spain

Rua e Blein Budiño 1 Planta Ent  
Oficina 2  
36202 Vigo  
Pontevedra

## Serbia

Kosmajaska, 60b  
11000 Belgrade, Serbia  
Tlf: +381.69.44.210.44

## Chile

Av Vitacura 2736, Piso 2,  
Oficina 201  
Las Condes - Santiago -  
Chile  
Tlf: +56 2 23823450 / 51

## Peru

Av Álvarez Calderón, 185,  
San Isidro - Lima, Peru

## New Zealand

Suite 1003  
300 Queen Street  
Auckland CBD