

Kloudville 360

Company and Solutions Overview



KLOUDVILLE
TELECOM360



KLOUDVILLE
EPC/PLM360



KLOUDVILLE
MARKETPLACE360



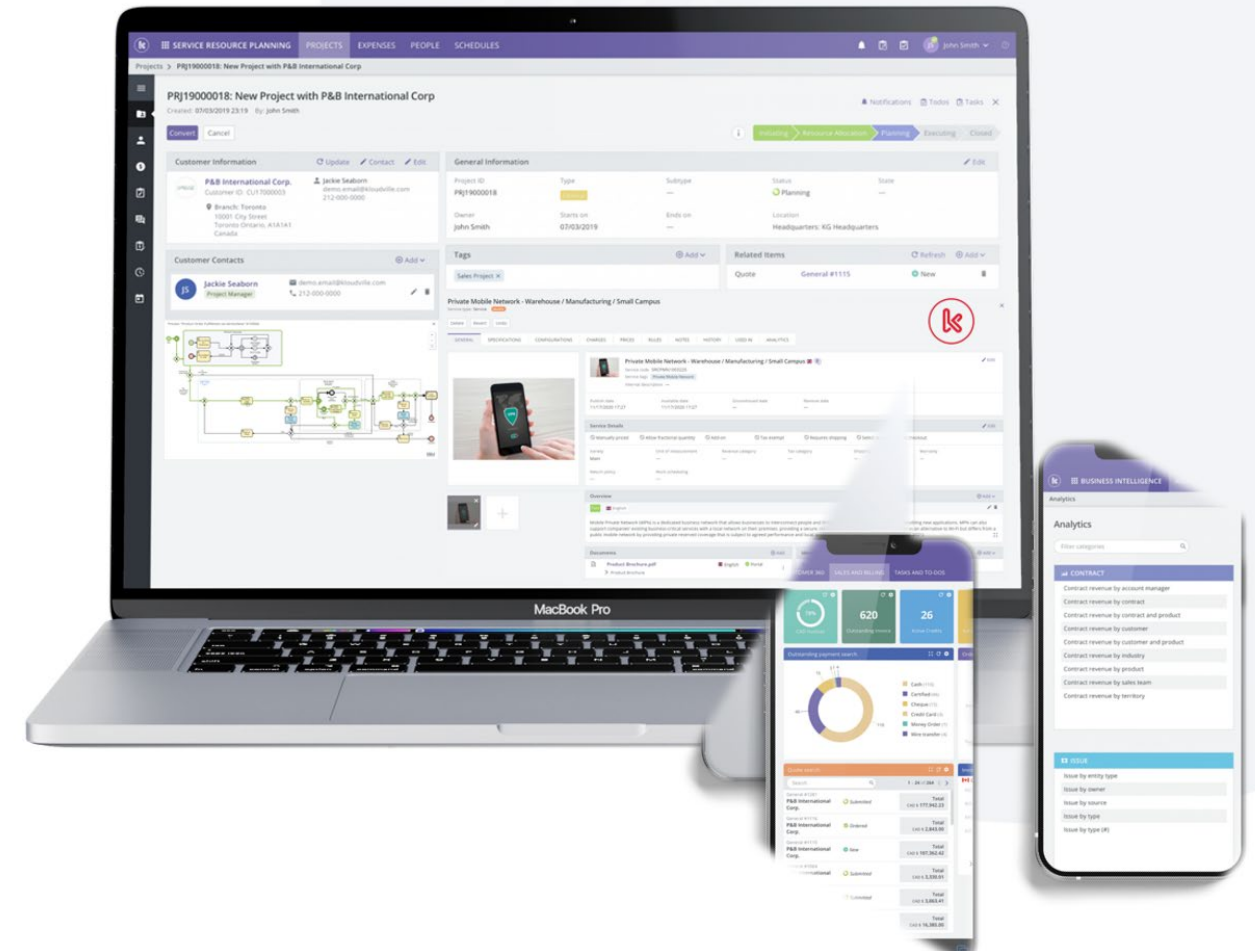
KLOUDVILLE
CPQ360



KLOUDVILLE
PARTNER360



KLOUDVILLE
ORDER360



Commercial in Confidence

www.kloudville.com

About Kloudville

Kloudville is a horizontal cloud native business support system (BSS), that addresses business-to-business (B2B2X) process automation for telecommunications service providers. Our Kloudville 360 solutions enable service providers to make the transformative leap from communications service providers to digital service providers. Kloudville is cloud agnostic and can run in any private or hybrid cloud environment enabling the flexibility for CSPs to rapidly deploy solutions that deliver both speed to market and a low TCO, while meeting any regulatory requirements over data privacy and or location.

Kloudville's competitive differentiator is its deep support for the complexity inherent in the B2B2X market. Designed as a horizontal business solution from the ground-up, hence 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. Through a catalog driven approach, and fully configurable business processes, the solution can be rapidly deployed to needs of Tier 1 operators across the globe and in any market segment.

We invite you to spend some time with our team to explore the many reasons global Tier 1 Operators are selecting Kloudville 360 solutions for their digital transformation projects as outlined below.

- ✓ Cloud based: Secure, scalable and maintenance free
- ✓ Low OPEX: Deploy in Public or Private Cloud, Hybrid or On-prem
- ✓ Highly flexible: Configuration-driven adaptability from the core
- ✓ Highly configurable: Built to adapt to your business ways of working
- ✓ Industry grade: Enterprise scalability and quality
- ✓ Seamlessly Integration: Kloudville built adaptors and TMF Open APIs
- ✓ Telco Experienced: Our solution architects understand B2B & B2B2X
- ✓ Functionally rich: Covers the full breadth of business functions

Leadership Team with Experience and deep competence in Telco

An **entrepreneurial group** with proven track records of building, growing and deploying enterprise-scale software solutions & businesses

Proven track records of technical and business management skills

Previously built two successful software solution companies, whose assets now belong to Oracle and Ericsson and are **deployed** in over **100+ communications** companies across the globe



Per Borgklint | CEO
Experience: SVP Head of Business Unit Support Solutions and President Ericsson Silicon Valley, CEO CANAL+, CEO Tele2 Netherlands



Zarar Rana | Founder & Chairman
Experience: Founder and CEO of Concept Wave (acquired by Ericsson) & Objectel (acquired by Architel/Oracle)



Kevin M. Friel | CRO
Experience: Executive Management CSG Systems International, Executive Director, Intec Telecom, ADC, & Saville



David Keller | Founder & CTO
Experience: Chief Technical Officer driving Founder and Chief Architect ConceptWave & Objectel



Hammad Abuisseifan | SVP MENA
CEO CellMax Technologies, Vice President and GM at Ericsson



Robert Emery | SVP Product & Solutions
Experience: Sr. VP Services & Product Management, Ericsson & ConceptWave



Omair Rana | VP Partners/Channels
Experience: Sr. Consulting Mgmt. Leadership, Channels/Partners at EdTech, Microsoft, and BCG



Zaldy Reblora | Regional Director APAC
Experience: Regional Director, Software Consulting, Business Development, IBM, Capgemini, Amdocs, and CSPs



George Zelenjuk | Regional Sales CALA
Experience: Executive Director and Business Development Convergys, Intec Telecom, and CSG Systems

Our Company: History of Innovation

Zarar Rana | Kloudville Founder & Chairman
 Founder & CEO of ConceptWave & Objectel

David Keller | Kloudville Founder & CTO
 Chief Architect at ConceptWave & Objectel

2015

2017

2021

2022

2023

2001

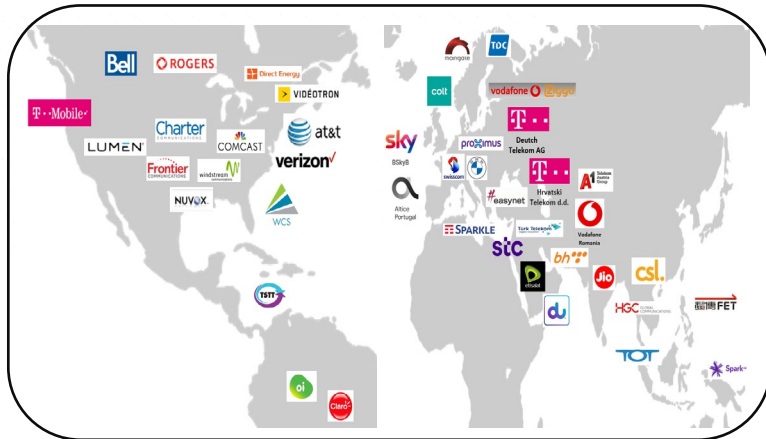
OBJECTEL

Network Inventory software platform deployed globally at Tier 1 Operators

2012

CONCEPTWAVE

Catalog & Order Management software solution deployed at over 100+ Tier 1 Operators across the globe



 **KLOUDVILLE BUSINESS360**

Initial launch of our next generation, Business 360 cloud native business software solution platform (Cloud, SaaS, On-Premise) design framework supporting E2E solutions for Order to Invoice to Cash business automation Kloudville Business 360.



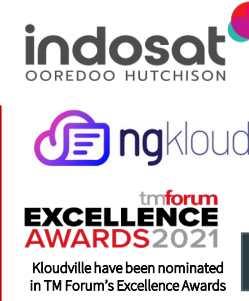
 **KLOUDVILLE TELECOM360**

Launch of Telecom 360 our next generation cloud native, cloud agnostic, PLM, EPC, CPQ, Order Management, and Partner Management solution designed with a tmForum certified ODA and Open API framework with a no code development architecture.



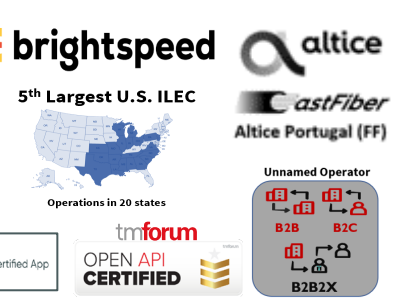
 **KLOUDVILLE MARKETPLACE360**

Launch of Marketplace 360 expanding Telecom 360 Partner and Marketplace Management capabilities offering operators a single solution for managing any product, any service, and any order along with traditional CSP telco market offerings.



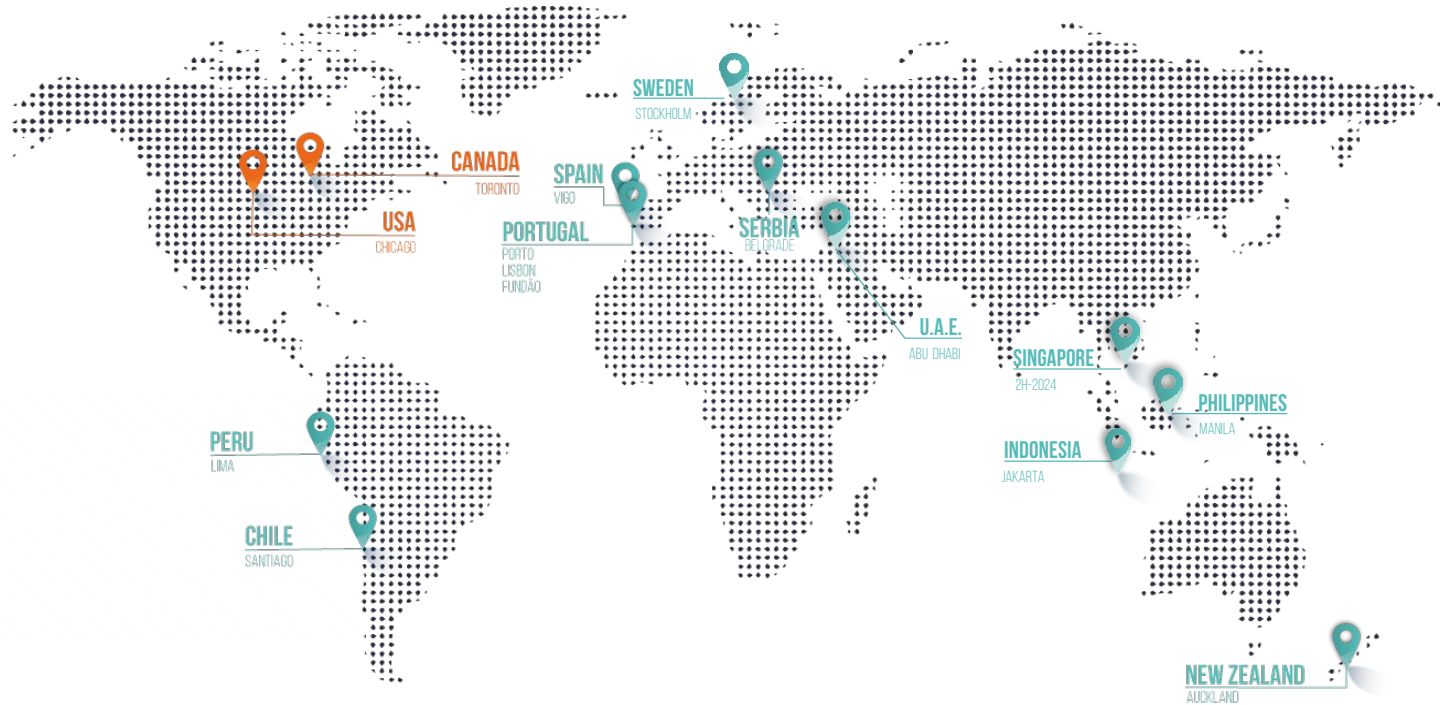
 **KLOUDVILLE PLM/EPC360**

Enhanced KV360 solution capabilities across all solution modules offering CSPs quick deploy solutions integrated with legacy BSS for enhanced CPQ, COM, Partner Management, Catalog, and Product Lifecycle Management.



Our Locations: Global Sales, Delivery & Support

Over 400+ Kloudville dedicated resources within our delivery ecosystem, across the world. Through our history as a software solution provider, we have delivered OSS/BSS solutions into 100+ operators around the globe, with experience across all market segments and product lines.



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Singapore/Bangkok

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Peru

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San Isidro
Lima

Sweden

Stureplan 1, Stockholm

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Our Solutions: Designed for CSPs and their Partner Offerings

Enabling telco operators to quickly deploy new B2B2X revenue streams with a fit to purpose solution portfolio



Note: Please click or hover over images below to access links for additional details on each Kloudville 360 solution

 <p>Kloudville Telecom 360</p> <p>Embrace the Revolutionary Shift from a Communications Service Provider to a Digital Service Provider</p>	 <p>Online Marketplace</p> <p>Create and manage B2B and B2C Marketplaces, in an all-in-one, ready to use platform. Generate new revenue streams through business partnerships</p>	 <p>PLM - Product Lifecycle Management</p> <p>Innovate faster with our TMF accredited PLM solution that simplifies managing and publishing product portfolios</p>	 <p>EPC - Enterprise Product Catalog</p> <p>The world's first cloud native, cloud agnostic, modular Enterprise Product Catalog (EPC) deployable in the cloud (public or private), on-premise or via a hybrid model</p>	 <p>CPQ – Configure Price Quote</p> <p>Differentiate with our high-performance Catalog and Order Management (CPQ) supporting complex and evolving B2B2X commercial models</p>	 <p>Partner Management</p> <p>Monetize 5G and IoT Opportunities by Leveraging Partner Products and Native B2B Support with Kloudville Partner 360</p>	 <p>Order Management</p> <p>Unleash Efficiency with Seamless and Swift Operations - Empowering Excellence with our Kloudville Order Management 360</p>
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CUSTOMER

- Customer
- Partner
- Pipeline
- Contracts
- Portal

COMMERCE

- Quotes & Orders
- Product Catalog
- Subscriptions

OPERATIONS

- Inventory
- Procurement
- Fulfillment
- Issues
- RMAs

RESOURCES

- Schedules
- Projects
- Expenses
- My Company

INTEGRATIONS

- Sales Channels
- Payments
- Accounting

PLATFORM

- Analytics
- Dashboards

Our Customers: Global Telco Operators

Solution designed for CSP's to support new revenue streams, marketplaces, and verticals



Enabling the digital transformation of the MENA region

The leading national telecommunications provider in Saudi Arabia offering innovative services and emerging platforms to enable digital transformation.



Indosat's Digital Marketplace

Indosat Ooredoo Hutchison, is a telecommunications provider in Indonesia that offers wireless services for mobile phones and broadband internet.



A new mobile plan from STC oriented for the youth

Digital-first works off an app, and customers can personalize, monitor, and manage their plan in real time. Jawwy represents real experience innovation in the telecoms category.



The next generation of cloud services

Support businesses to migrate, modernize and manage workloads in the cloud, to gain business benefits, at a much faster pace and at a lower cost.



On a mission to power more homes with ultrafast, reliable internet

With a relentless commitment to innovation, Brightspeed is at the forefront of developing cutting-edge solutions that bridge the gap between people and technology.



Dedicated to connecting individuals and businesses seamlessly in the modern digital world

The largest fiber optic wholesale operator in Portugal, FastFiber has a primary goal is to expand its national coverage, aiming to make Portugal the first European country with full optical fiber coverage.

Kloudville 360 – Deploy, Integrate, and Launch

Cloud Native/Cloud Agnostic, Modular SaaS Solutions supported by certified TMF Open APIs

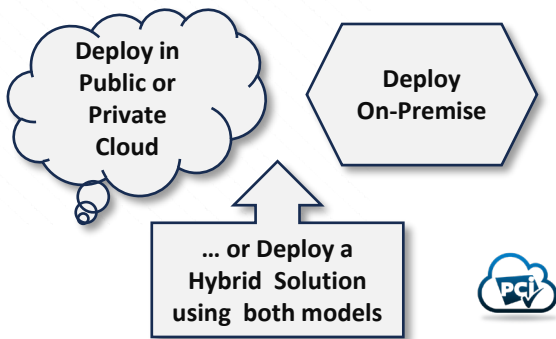
1. CLOUD NATIVE / CLOUD AGNOSTIC



Google Cloud



* Also supporting Operator/CSP clouds



2. MODULAR SAAS SOLUTION SUITE



Configure, Price, Quote
Quotation generation for bespoke and complex offers



Enterprise Product Catalog & Product Lifecycle Management
Manage Product Offerings from ideation through to retirement



Partner & Marketplace Management
Partner onboarding and product lifecycle management



Order Management
Order orchestration and management for end-to-end B/OSS integration



Sales Management
Leads, Opportunities, and Sales Funnel

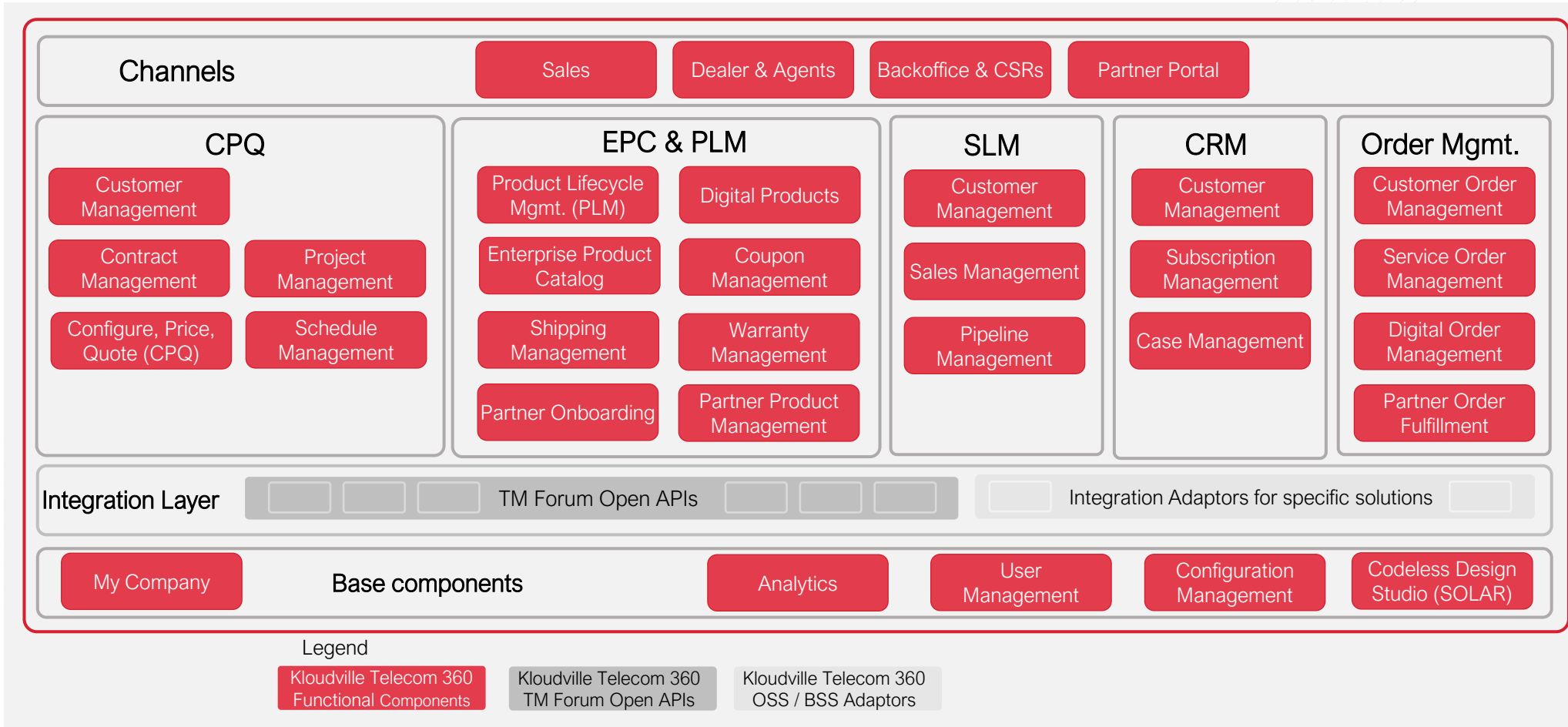
3. INTEGRATE SEAMLESSLY



* Extensive list of pre-built adaptors

Telecom 360 – Modular SaaS Cloud/Hybrid Design

Use only the solution components/modules you require and integrate easily to your B/OSS



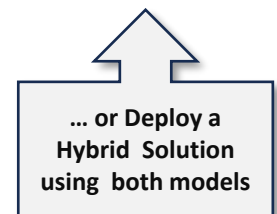
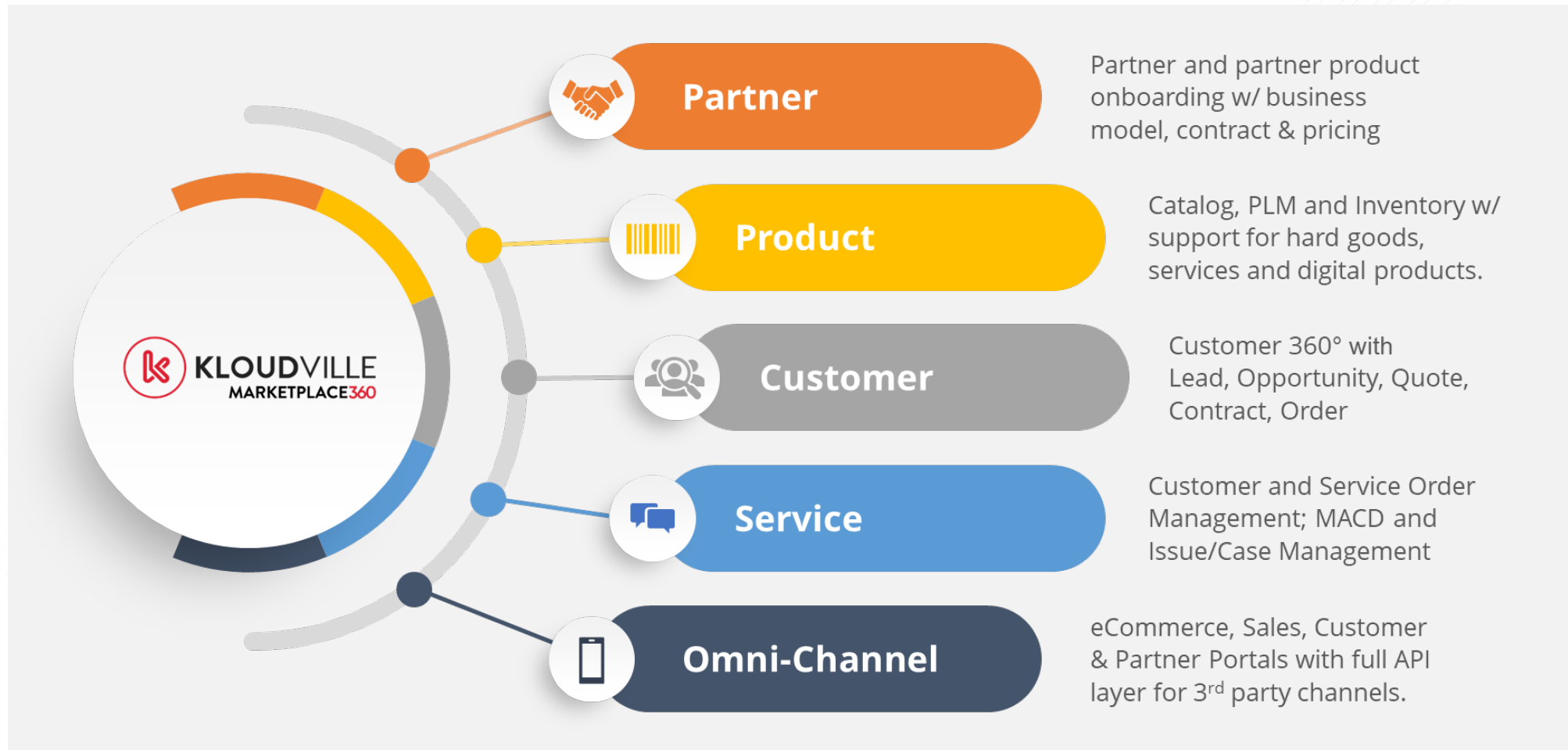
Deploy in Public or Private Cloud

Deploy On-Premise

... or Deploy a Hybrid Solution using both models

Marketplace 360 - Tailored Horizontal Platform

Combine all stakeholder needs covering Telco, Partner, and Industry solutions in one Marketplace



Kloudville 360 – Enabling CSP B2B2X Digital Transformation

Redefining how telcos approach the next decade of digital transformation to drive new revenue streams

- Drive new revenue and market share by targeting specific subsets of the B2C, B2B, and B2B2X markets.
- Provide tailored solutions that combine traditional telco services with non-telco assets
- Leverage partner’s products and offers to create a complete end to end solution across industry verticals
- Expand solutions to compliment horizontal partner offerings while leveraging your core telecom offerings



Enterprise Product Catalog (EPC) & Product Lifecycle Management (PLM)

Manage Products and Offerings from ideation through to retirement



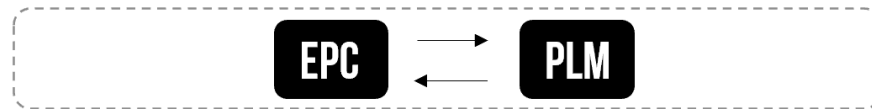
Configure, Price, Quote (CPQ)

Quotation generation for B2C, B2B, & B2B2X complex offers, contracting and catalog integration



Sales Management (SM)

Leads, Opportunities, and Sales Funnel



Concept

- Enterprise Product Catalog
- Partner Catalog Mgmt.
- Product Management
- Marketplace Catalogs
- Regulatory



Design

- Product Management
- Pricing
- Marketing Comms
- Product Modelling
- Creatives



Approval

- Customer Service
- Information Technology
- Product Management
- Capacity Planning
- Product Marketing



Production

- Agents, Retail POS
- Self-Service
- CRM, eCommerce
- Mediation, Billing
- Charging, ERP



Partner Management (PM) & Marketplace Management (MM)

Partner onboarding and lifecycle management



Order Management (OM)

Order orchestration and management for end-to-end B/OSS integration

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