



# CSG Wholesale & Partner Management



# Profit from Partnerships

## Streamline Wholesale, Launch New Services Faster, and Grow Margins

In the fast-paced telecom world, partnerships are crucial for growth but managing them can be complex. CSG's wholesale and partner management portfolio helps you turn those challenges into opportunities, making it easier to drive resilient growth from your wholesale and partner relationships.



**Get Paid Faster and More Accurately:** Our wholesale billing and partner settlement solutions ensure you get paid on time, every time, with precise calculations and minimal disputes.



**Launch New Services Ahead of the Competition:** With our streamlined product catalog and quoting, you can quickly develop and launch new offerings, gaining a first-mover advantage.



**Build Stronger Partnerships:** Our digital partner management platform makes it easy to collaborate, share information, and manage contracts, leading to happier partners and more profitable deals.



**Bring New Partners On Board Quickly:** Onboard new mobile virtual network operators (MVNOs), resellers, and other partners seamlessly, getting them up and running in less time, so you can tap into new revenue streams sooner.

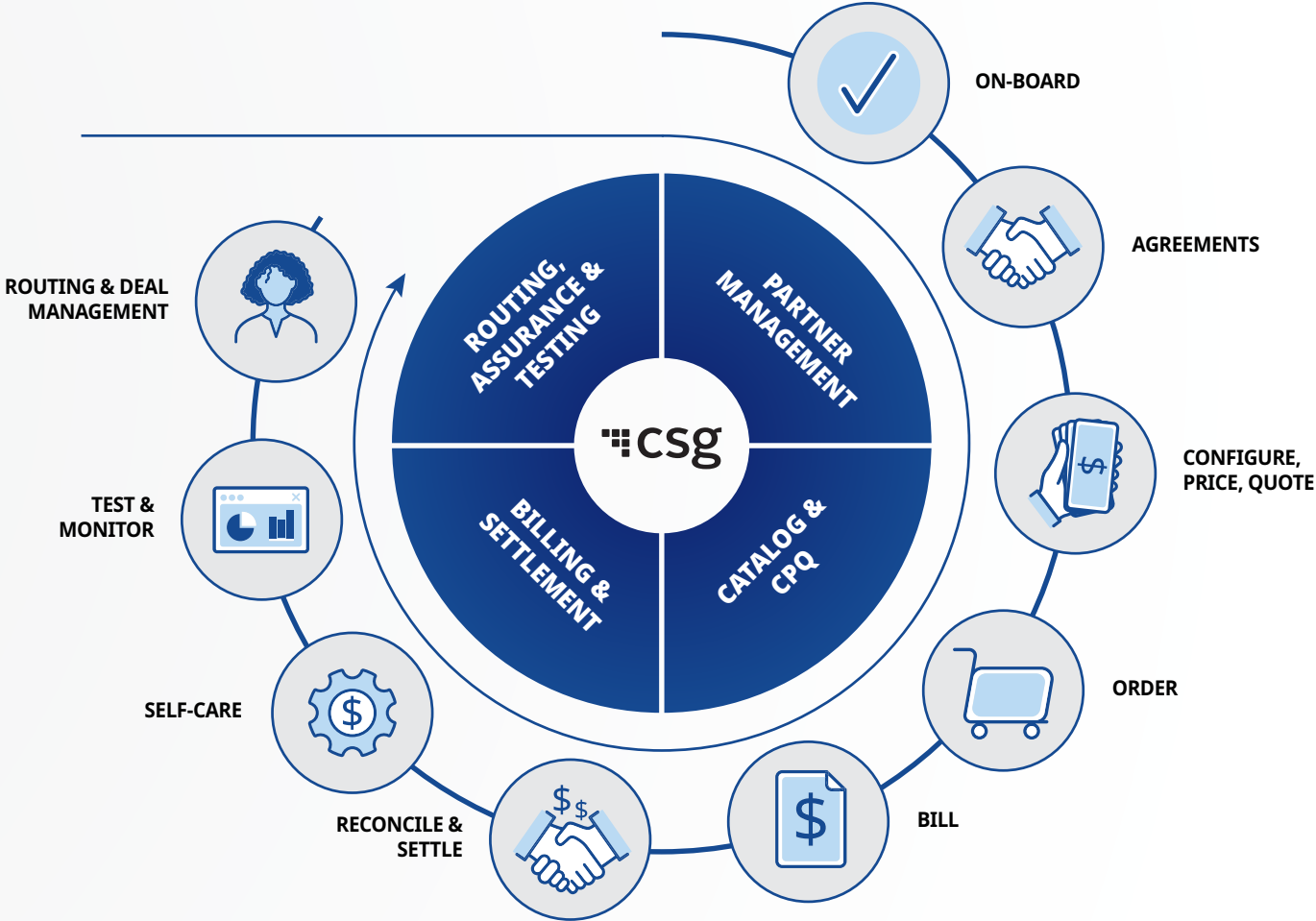


**Simplify Complex Processes:** Automate manual tasks like billing, settlement, and partner onboarding, freeing up your team to focus on strategic initiatives and growing your business.

CSG's wholesale and partner management solutions are your toolbox for success. We'll enable you to simplify complex processes, build and grow stronger partnerships and, ultimately, boost your bottom line.

**Services are becoming more specialized as competition intensifies. But with disruption comes opportunity. CSPs who can adapt quickly and leverage the right tools will succeed in this new era.**

CSG's wholesale and partner management solutions are your key to unlocking the potential of this changing landscape. We understand the pressures you face: shrinking margins, evolving customer expectations, the growing complexity of partner ecosystems and the need to automate for efficiency and cost reduction across an expanding product portfolio. Our comprehensive portfolio is designed to help you navigate these challenges, streamline your operations and discover new revenue streams.



## Wholesale Billing

## Turn Network Connections into Profit



**Challenge:** In a commoditized market, speed and flexibility are key. Complex interconnect agreements and billing processes can slow you down and cost you money.



**Our Solution:** We simplify everything. Clear agreements, easy-to-understand bills and transparent reports that show exactly how your network is being used.

### Proven Outcomes:



Adapt to new business models, expand your network, reduce costs - all while maximizing efficiency through automation. 20% reduction in billing disputes and 15% increase in interconnect revenue with significant reduction in manual intervention.

## Roaming

## Seamless Experiences, Satisfied Customers, Increased Revenue

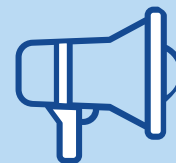


**Challenge:** Customers expect seamless roaming experiences across a growing range of services, while eSIM technology is disrupting traditional models.



**Our Solution:** We make roaming easy which means your customers get seamless service wherever they go, and you get paid on time. We handle the complexities of diverse roaming scenarios, ensuring accurate rating and charging for everything from voice to video streaming.

### Proven Outcomes:



Happier, more loyal customers and increased roaming revenue all while reducing operational overheads. 30% decrease in customer complaints and 10% increase in roaming revenue.

## RAN Share

## Share the Costs, Share the Benefits



**Challenge:** Building and maintaining network infrastructure is expensive. Expanding coverage while keeping costs down is a constant balancing act.



**Our Solution:** Team up with other operators to share network resources. Our radio access network (RAN) share solution ensures transparency and fairness, so you can expand coverage and lower costs.

### Proven Outcomes:



**Reduced infrastructure costs, wider coverage, and new revenue opportunities through collaborative partnerships.**

## Digital Partner Management

## The Secret to Successful Partnerships



**Challenge:** The telecom ecosystem is more complex than ever, with a growing number of partners and service providers. Onboarding new partners can be slow and inefficient.



**Our Solution:** A simple platform that makes partnering easy. Quick onboarding, clear communication and tools to manage contracts and performance like a pro.

### Proven Outcomes:



**Faster time-to-market for new services, stronger partner relationships, and increased revenue from collaborations. Plus, the ability to create custom solutions and bundles that set you apart from the competition. 50% faster partner onboarding and 20% boost in partner satisfaction.**

## Wholesale Fixed Line

## Expand Your Reach, Deliver Tailored Solutions

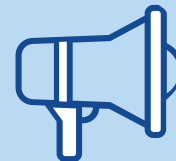


**Challenge:** The lines between B2B and wholesale are blurring. Businesses want telco services tailored to their needs, just like any other customer.



**Our Solution:** We streamline wholesale fixed line operations, from provisioning to billing. Our platform is flexible enough to handle both standard and custom offerings, so you can meet the needs of any customer. Our automated provisioning and billing processes reduce errors and improve efficiency.

### Proven Outcomes:



**Expand your customer base, offer personalized services and increase revenue without adding complexity to your operations.**

## MVNE/ MVNO

## Your Digital Brand, Your Way



**Challenge:** Launching and managing your own digital brand is complex, with operational and billing challenges at every turn. You need a solution that's as agile and flexible as your business model.



**Our Solution:** We handle the complexity so you can focus on building your brand and serving your customers. Our streamlined platform makes it easy to onboard new customers, manage billing, and deliver a superior experience. Our automation capabilities ensure efficiency and cost savings at every step.

### Proven Outcomes:



**Launch faster, operate more efficiently and keep your customers happy, leading to increased brand loyalty and revenue growth.**

# We're Your Partner in Success

Our solutions are backed by a team of experts who are passionate about helping telecom businesses like yours thrive in the digital age.

**Get Paid On Time, Every Time:** Our wholesale billing solutions ensure accurate, timely invoicing and payments, so you can stop chasing down late payments and focus on growing your business.

**Make Partnering Profitable:** Our partner settlement tools optimize revenue sharing and commission calculations, ensuring fair and transparent deals that keep your partners happy and your profits healthy.

**Launch New Mobile Brands in Record Time:** Our MVNO/MVNE solutions streamline onboarding, making it faster and easier to launch new mobile brands and tap into new markets.

**Create Winning Products and Services:** Our configure, price, quote (CPQ) platform simplifies the entire product lifecycle, from ideation to launch, helping you get new offerings to market faster and outsmart the competition.

**Build Stronger Partnerships, Faster:** Our digital partner management platform streamlines onboarding, communication, and collaboration, so you can build trust and drive mutual success with your partners.



## Customer Spotlight

Three Group Solutions, a leading mobile virtual network enabler (MVNE), transformed its business by leveraging a complete cloud-native mobile core solution on AWS. Partnering with CSG and Working Group Two (WG2), Three Group Solutions achieved significant growth and agility:

- 5x customer base growth in less than 2 years
- Reduced onboarding time from 9 months to 6-8 weeks
- 80% reduction in third-party vendors
- Enhanced operational efficiency and cost optimization





**We have reduced third-party vendors by 80% and maintained a consistently lean team despite growing by five times in less than 2 years. With CSG...we can onboard customers in 6-8 weeks instead of 9 months.**

— **TOM GARDNER**

Director of Enterprise, Wholesale, and IoT Products  
Three Group Solutions



## About CSG

CSG empowers companies to build unforgettable experiences, making it easier for people and businesses to connect with, use and pay for the services they value most. Our customer experience, billing and payments solutions help companies of any size make money and make a difference. With our SaaS solutions, company leaders can take control of their future and tap into guidance along the way from our fiercely committed and forward-thinking CSGers around the world.

Want to learn more about how to be a change-maker and industry shaper like the global brands that trust CSG? Visit [csgi.com](https://www.csgi.com) to learn more.