

nexign

# Enabling communications service providers to transform their businesses

Company overview



# Welcome to Nexign

Company introduction



# Nexign today



**28 years**

of experience  
in the global  
BSS market



**120+**

successful  
projects



**50+**

telecom  
operators



**16**

countries




**1800+**


employees  
worldwide

# Nexign as a part of ICS Holding




## Areas of expertise

 digital transformation of enterprise companies


 cryptography and quantum computing

 information security

 machine learning and artificial neural networks


 data storage systems

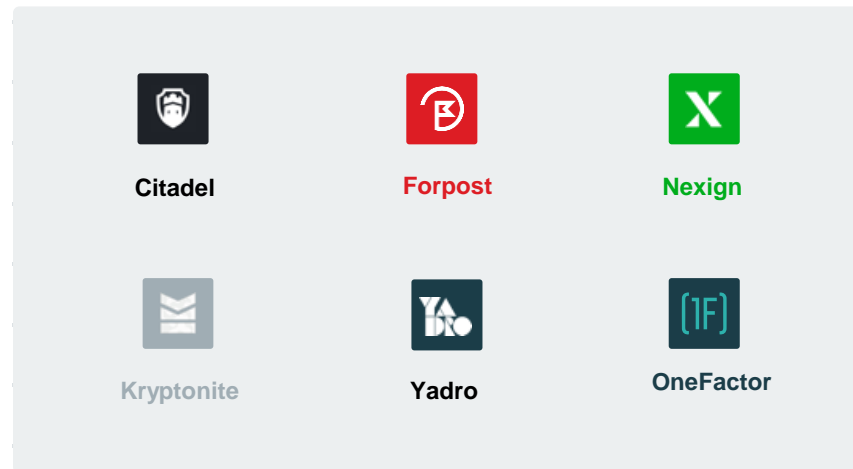
 blockchain technology

 big data management and analytics

 Artificial Intelligence (AI)

 predictive analytics

 Internet of Things (IoT)



A Russian multidisciplinary IT group bringing together **more than 30 IT companies**

**Top-3 fastest growing**  
IT-groups in Russia  
(Cnews Analytics, 2019)

**Top-10 largest**  
IT-groups in Russia  
(Cnews Analytics, 2019)

# Industry and analyst recognition



# Membership in leading industry associations



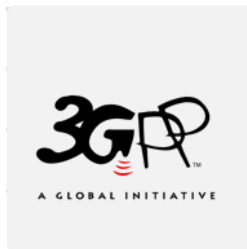
*member since 2002*

Participant of Billing & Charging Evolution, Wholesale Agreements & Solutions working groups



*member since 2007*

- Shortlisted as Finalist for Two TM Forum Excellence Awards 2019  
*(Operational Transformation and Agility Award & CTO of the Year)*
- Catalyst participant  
*(2020)*



*member since 2007*



*member since 2020*

Winner of 2019 RUSOFT Awards in *the Greatest 2018 Business Growth* category



*member since 2020*

Participant of the "Digital services" working group

# Recognition by leading analytical agencies



Analysys Mason annually issues the report on market share data for communications service provider spending on telecoms-specific monetisation platforms software systems and related services - "[Monetisation platforms: worldwide market shares](#)". For three years in a row Nexign has been included as one of the leading vendors in the market.



**John Abraham**  
Principal Analyst,  
Analysys Mason

*Nexign has a strong presence in the CIS region and is gaining a foothold in the MEA region. The company has gained critical experience from working on a variety of projects with multiple CSPs including large digital transformation projects for Tier 1 CSPs. Nexign's product development is focused on further expanding its capabilities related to 5G and eSIM technologies. The company also continues to invest in strengthening its BSS portfolio organically and through partnerships.*

# Recognition by leading analytical agencies



IDC published a Market Note entitled “Nexign: Transforming Itself to Help Telcos Transform”, examining the changes the company has undergone to enter the world stage and pursue its goal of becoming a competitive global player



**Rosalind Craven**  
Research Manager, IDC



*Working closely with large and small clients on significant transformation projects over the years enabled Nexign to develop and hone its product portfolio.*

*Like many of its peers, Nexign is aiming to move from a product-focused business to one that is almost entirely services-focused.*

*Nexign believes this experience of offering sophisticated solutions with a comparatively low TCO places it in a unique position of strength for expanding into markets with very low margins and high consumer expectations.*





# Nexign pioneers the first Catalyst project driven by vendors and Champion CSPs of Russian origin

The Catalyst named “**Vertical Industry Telcos: a federated DLT-based marketplace**” is built on the previous phases of the project to create an ecosystem supporting a wide range of physical and digital assets from RAN resources, network slicing, edge clouds to eSIM-based products. It enhances the standard-defining approach by adding new levels of trust, confidence and transparency as a foundation of the Business Assurance Framework.

## Champions

Operators



## Participants

Vendors



# Nexign awards and nominations



*The Operational Transformation and Agility Award (shortlisted as Finalist)*



*BSS/OSS Transformation Excellence - 2019,  
Mobile Money Mastery - 2020  
(shortlisted as Finalist)*



*Innovation Award – Vendor  
(shortlisted as Finalist)*



*The Greatest 2018 Business Growth*



*Silver prize*



*Digital Transformation Award – Vendor  
(shortlisted as Finalist)*

# **Nexign products and services**



# We offer

Nexign possess a strong product portfolio of modular, truly convergent solutions that enable stress-free modernization and sustainable performance. By developing, implementing, and maintaining products of the highest quality, the company provides the customers with reliable services and help them achieve their business goals.

The logo for Nexign Digital BSS features a white stylized 'X' icon on a dark green background, followed by the text 'digital' and 'bss' stacked vertically in a white sans-serif font.

Nexign Digital BSS is an end-to-end platform that delivers comprehensive BSS functionality to simplify digital transformation for communications service providers in a 5G-driven ever-changing business environment.

The logo for Nexign Network Monetisation Suite features a white stylized 'X' icon on a dark teal background, followed by the text 'network', 'monetisation', and 'suite' stacked vertically in a white sans-serif font.

Nexign Network Monetisation Suite is a versatile solution for real-time rating, charging and policy control across all network services, from e-banking and e-commerce to mobile and fixed communications, as well as VAS and OTT services.

The logo for Nexign IoT Platform features a white stylized 'X' icon on a light grey background, followed by the text 'iot' and 'platform' stacked vertically in a white sans-serif font.

Nexign IoT Platform is a highly reliable solution that helps operators get the most out of IoT technology. This telco-grade platform, proven by Tier 1 communications service providers, unlocks new revenue streams by providing advanced connectivity management enabling digitalisation and automation of IoT business processes as well as new value-added services.

# Nexign Digital BSS

A convergent BSS platform for CSPs' efficient transformation

- Ability to support any technology and payment method, and all lines of business on a single platform
- Omni-channel and multi-touchpoint customer experience
- Catalogue-driven approach improving business agility
- Faster TTM for new products and services
- Revenue growth from traditional and non-telecom services
- Monetisation of 5G-driven use cases
- eSIM support
- Microservices frameworks
- Readiness for cloud deployment
- Agile and DevOps based methodologies
- Compliance with the industry standards (3GPP, TMF)
- Following Open Digital Architecture (ODA) principles

The logo for Nexign Digital BSS, featuring a stylized 'X' icon and the text 'digital bss' in a sans-serif font, all contained within a green circle. The background of the slide is dark blue with a grid of small dots and several overlapping, thick, curved lines in shades of green and blue.

**digital  
bss**

**nexign**

# A single convergent platform



# Nexign Network Monetisation Suite

Pre-integrated solution for convergent charging and policy control

- Convergent charging, authorization and policy management
- Complex product offerings and partner-based bundles
- Support of mobile money and e-commerce
- Direct integration with ASP, IoT platforms and OTT services
- Congestion management
- Non-IP delivery support
- 5G- and IoT-readiness
- Ultra-high performance
- Virtualisation and cloud deployment
- Access to the global DLT-based marketplace for eSIM and product subscriptions



 **network  
monetisation suite**

# Nexign IoT Platform

## Telco-grade IoT solution for connectivity management


- Centralised, real-time management of SIM cards, IoT devices and services
- Reduced OPEX
- Growth of subscriber base (B2B clients)
- Full control over costs & assets
- NB\_IoT support
- Business-oriented GUI
- Expanded fraud identification functionality based on device behavior analysis
- Service quality management and remote firmware updates
- Support for 3GPP MTC






# Nexign Services

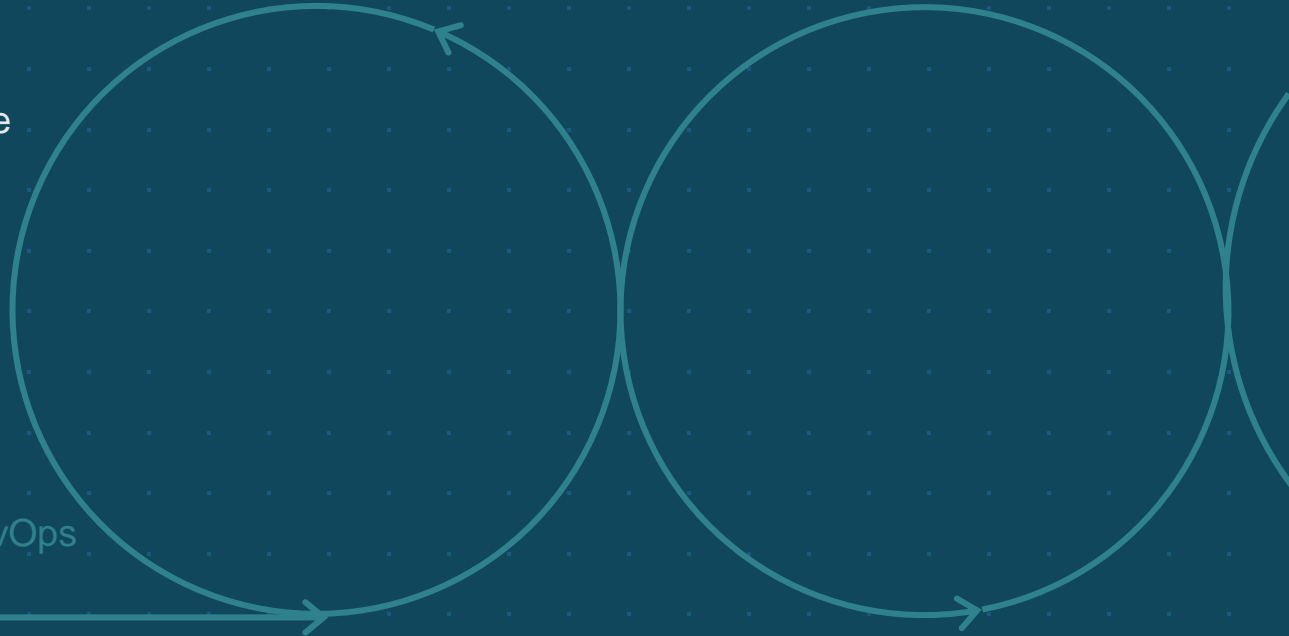
Services support from the beginning and throughout the operations

 Consulting and Delivery

 Support and Maintenance

 Managed Services

 Agile Development & DevOps



# Partnership ecosystem



# Nexign partnership ecosystem

Nexign is working on establishing most-valuable partnership with best-class world companies

## Technology



## Software



## Regional



# Customer references



# Any scale projects successful execution



MegaFon



Rostelecom



Gazprom  
Telecom



Yota



Ucell



Zain



Tele2



MTS



Uztelecom



MTT



Turkcell



Moldcell

## Case #1

# MegaFon: BSS Transformation

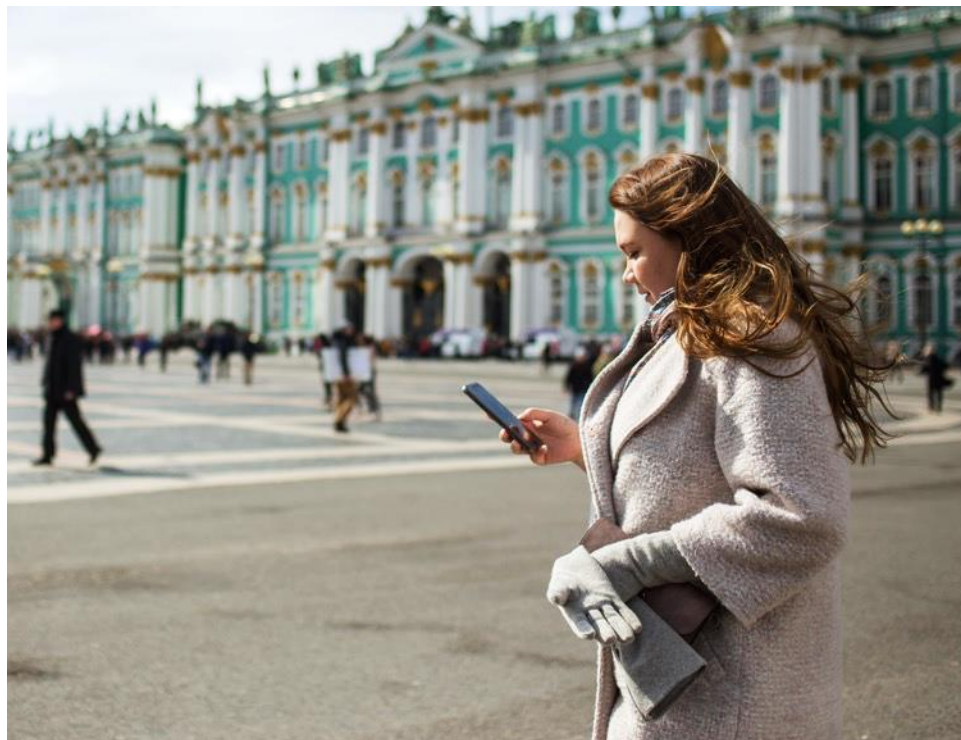


## Project Overview

Unifying 7 billing systems into a single BSS platform with a flexible, distributed architecture based on physical and logical redundancy is always a challenge. Nexign delivered an end-to-end unified BSS for convergent rating and billing that optimises TCO and fully supports MegaFon's digital transformation.

## About MegaFon

- Leading pan-Russian provider of digital opportunities, operating across the telecommunications market
- 76 million subscribers



# MegaFon: BSS Transformation



## MegaFon's Objectives

- Realise digital and business transformation
- Improve the customer experience and quality of service
- Centralise and accelerate the process of launching new business initiatives
- Create an ecosystem that enables rapid integration of external partners
- Optimise the total cost of ownership (TCO)



## Achievements

- Unification of 7 billing systems into one single digital BSS platform
- Architectural transformation of BSS
- TCO optimisation and support for long-term growth
- Reduced TTM for new products and services



## New Capabilities

- End-to-end, unified BSS platform, including converged rating and billing
- Open-API based architecture
- Centralised product catalogue with flexible aggregation and configuration capabilities



## Business Value

- Nexign reduced TTM by a factor of three, enabling MegaFon not only to maintain its competitive edge in the industry, but also to surge ahead of the pack
- Accelerated integration with business partners and is helping MegaFon build its next-generation product catalogue, which simplifies the partner experience for faster deployment
- Modern and aligned with industry standards, the system helps MegaFon increase revenue by creating new capabilities for neat network monetisation while keeping the user experience transparent for subscribers

# MegaFon: BSS Transformation



## Key Features of the Solution

- Single rating platform
- High performance: more than 33,000 transactions
- Overload protection: 4 times capacity margin against peak load
- Platform agnostic
- Commercial off-the-shelf servers
- High availability: 99.9999%

## Development, Delivery and Configuration

- DevOps-based development, delivery and configuration of the solution
- Fully automated data migration procedure
- On the Flight method of subscriber data migration



Simultaneous deployment of 9 federal products



Integration of Nexign products with 81 external systems



460 + 356 project team (Nexign+ MegaFon)

2,000+

processed business requirements

140+

business processes



## Case #2

# Rostelecom: BSS Transformation



## Project Overview

Implementation of a single BSS solution serving the entire Rostelecom subscriber base across 7 regions instead of 80+ different systems.

## About Rostelecom

- One of the largest digital services providers in Russia
- 40+ mln subscribers
- IPTV, mobile and broadband, PSTN





## Challenges

- 80+ billing systems with no interaction between them from 10 vendors across 7 regions
- Long TTM of federal products due to different business processes in regions
- Human resources scalability issues



## Objectives

- Streamline business processes across Russia
- Set up common standards for subscriber accounts and apply them to fixed, wireless and pay-TV subscribers everywhere in the region
- Cut costs of support for various IT systems



## New Capabilities

- A single convergent BSS platform serving all Rostelecom subscribers
- A unified CRM for B2B segment
- Consolidation and migration to a new BSS architecture of over 50 million subscribers



## Business Value

- The centralised service for subscribers will drastically cut the TTM of new products
- Reducing IT infrastructure costs and simplifying the IT landscape
- Enhancing human resource management flexibility

## Case #3

# Chinguitel: Revenue Increase by 10%

## Project Overview

- Revenue increased by 10% compared to the legacy system
- The subscriber base increased due to the new services launched
- Products implemented: Converged BSS, NWM etc

## About Chinguitel

- One of the largest communications service providers in Mauritania
- Subscriber base of over 1.2 mln subscribers

Nexign's products give Chinguitel the flexibility to offer new, competitive services that supported the CSP in growing its subscriber base to 1.5 mln by the end of 2019.



# Chinguitel: Revenue Increase by 10%



## Objectives of the Last Project

- Combine all customers into a single system
- Cut TTM and maintenance costs
- Provide a modern, converged solution designed for the digital era



## New Capabilities

- End-to-end, unified BSS platform, including converged rating and billing
- Support both for prepaid and post-paid customer lifecycle
- Analytics-based decisions



## Achievements

- Migration performed in 7 months
- Optimisation of operations within the company
- 27 new subscriber services launched within 12 month of Nexign's solution implementation
- Workload for the technical team decreased by 40%



## Business Value

- Unification of different functionalities resulted in reduced costs
- Support for modern business processes
- New opportunities for the development of new services

# Thank you!

This document contains unpublished, confidential and proprietary information of Nexign, JSC that is protected by copyright and other intellectual property laws.

Nexign, JSC software and its related documentation are subject to and made available only pursuant to the terms of a separate license agreement to be entered into with Nexign, JSC and may be used or copied only in accordance with the terms of such agreement.

Any use, copying, reproduction, alterations, transmission or translation of these materials, in whole or in part, in any form or by any means, without the prior written permission of Nexign, JSC is strictly prohibited.

If this material is provided with software licensed by Nexign, JSC, the information herein is provided subject to the terms of the warranty provided with a software license. If this material is not provided with licensed software, the information herein is provided "as is" without warranty of any kind. In either case, there are no other warranties, either express or implied, including, but not limited to the implied warranties of merchantability, fitness for a particular purpose, non-infringement, or quality. In no event shall Nexign, JSC or any of its affiliates be liable for any direct or indirect, special, incidental, consequential, punitive or exemplary damages arising out of the use or inability to use the materials and/or information contained herein. Some jurisdictions do not allow the exclusion of implied warranties, so the above exclusion may not apply to you.

Nexign, JSC takes reasonable measures to ensure the quality of the information produced by Nexign, JSC that is made available herein. However, these materials may contain technical inaccuracies or typographical errors, and are not guaranteed to be error-free. Information may be changed or updated without notice. Nexign, JSC has no obligation to update the information in this material based on changes to its products or services or those of third parties. Nexign, JSC may also make improvements or changes to the products or services described in this material at any time without notice.