



## TRANSCRIPT OF AMDOCS VIDEO CLIP

**Speaker:** Dian Siswarini, CTO, XL Axiata

**Company:** XL, [www.xl.co.id](http://www.xl.co.id)

**Title of Video Clip – Amdocs Helps XL Win in the Prepaid Market**

### **01.42 mins**

In prepaid market, customers, they are not loyal. They are not loyal to their numbers. They are not loyal to their operators. So, people tend to switch from one operator to other operator. We have to be really innovative in keeping them in our network, in our service. We should be able to provide a package to the right customers, at the time, with the right content. We have to always stay ahead of our competition. We always have to be innovative. We have to be agile. We have to be fast. We select the partner based on their understanding to our business. They have to understand the market. They have to understand our strategy to face the challenge of that market. They have to understand our culture. They have to understand our value. Amdocs not only understands XL as the customer, but also understand XL's customers. So, takes two steps ahead. Amdocs really understand our business. Amdocs really understands our challenges in the market. Amdocs knows how dynamic Indonesian cellular market is. Amdocs will be able to provide the right application for us, will be able to provide the right tools for us, and also will be provide with the right expertise.

[Link to Video on amdocs.com](#)

<http://www.amdocs.com/About/Success/Pages/XL.aspx>