

Amdocs Enterprise Accelerator

Sell smarter. Deliver faster. Grow beyond.

An enterprising opportunity

Acceleration of the digital society is driving businesses to engage and interact with employees, partners and customers in new, diverse ways. At the same time, it's creating higher demand for a wide array of communication, collaboration and productivity solutions from business and enterprises of all sizes, representing a key growth opportunity for service providers worldwide. Moreover, "softwarization" of the network is introducing opportunities for growing the enterprise business in the form of upselling and cross-selling NFV/SDN-based services to existing customers, among others.

Yet, alongside the multiple opportunities, service providers also face threats from OTT providers, who are targeting those same enterprise customers with their own innovative digital services.

In such a complex and highly competitive environment, service providers need to unleash the growth potential of their current and future networks to serve customers better across all verticals. This requires simplification of processes and increasing automation.

Yet, the hurdles are many

Staying ahead requires the agility to deliver services faster, the ability to quote complex sales accurately, and being able to quickly offer new, innovative and compelling enterprise services beyond connectivity.

But all too often, current systems and processes stand in the way. Lead-to-care processes are typically manual, labor-intensive and fragmented; existing systems are siloed and disconnected, often based on individual product lines, businesses and so on. Furthermore, closed, monolithic software solution stacks, lack the extensibility to support business processes for new service domains and offerings. The result is a long and cumbersome sales cycle, complex order delivery with limited visibility, a poor customer experience and a slow, challenging process to introduce new services.

The enabler: Amdocs Enterprise Accelerator

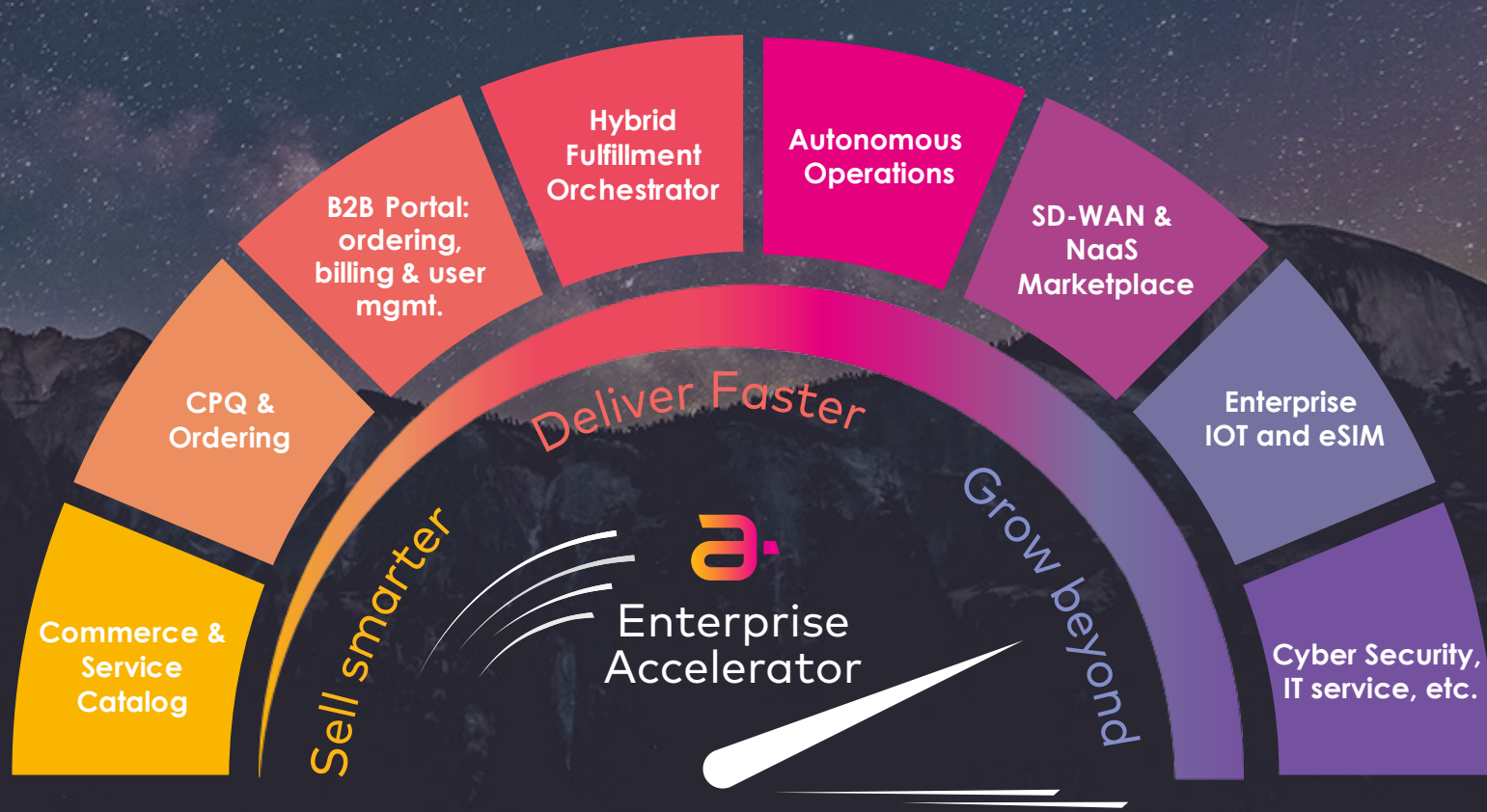
Amdocs Enterprise Accelerator enables you to successfully grow the enterprise (B2B) business with differentiated value-added services. It provides modern, automated solutions for accurate selling, faster service delivery and increasing revenues beyond connectivity.

Amdocs Enterprise Accelerator frees you from the constraints of complex, time-consuming, manually-intensive, expensive processes by injecting intelligent automation into every facet of your business, allowing you to accelerate sales, streamline operations and drive new growth.

With our offering, you can overcome the challenges of servicing the high-potential enterprise market. Its pragmatic and modular approach allows you to seamlessly:

- Configure, price and quote offerings
- Automate order fulfillment
- Empower enterprises to consume and manage next-generation network services via a digital self-care and self-scale experience

In addition, being a modular solution, Amdocs Enterprise Accelerator can be deployed in a phased manner, in cloud environments, with flexible commercial arrangements.



How to sell smarter, deliver faster and grow beyond connectivity

Amdocs Enterprise Accelerator enables you to deliver a superior, automated enterprise service, with the ability to:

Sell smarter:

Enabling accurate processes and profitable deals sales with holistic customer and contract management



Highlights:

- Flexible offer creation and bundling (catalog)
- Quote-to-order automation (CPQ, order capture)
- Enterprise journey management (next best offer, user lifecycle management)
- B2B self-service omni-channel engagement

Amdocs Enterprise Accelerator digitizes, automates and speeds the entire process, from sales to delivery, to help generate more accurate processes and profitable sales with holistic customer and contract management.

Uniquely designed to simplify complexity and scale up or down to meet the requirements of businesses of all sizes, the solution enables you to create a single proposal that drives orders for hundreds, even thousands of different branch locations, both regional and global, irrespective of the different network requirements or use of partner networks as an underlay.

Deliver faster:

Enabling end-to-end visibility and control through automated order fulfillment and service assurance

Whether physical, virtual, or hybrid networks, Amdocs Enterprise Accelerator enables you to fulfil orders, verify service delivery status and ensure service quality with automated, analytics-based service assurance. It includes an award-winning hybrid fulfillment orchestrator and integrates with Amdocs NFV powered by ONAP packages such as SD-WAN.



Highlights:

- Service design and creation (SD&C)
- Order management (capture, handling, orchestration)
- Hybrid fulfillment, active inventory
- Autonomous service assurance and operations
- Next-generation connectivity support (SD-WAN and VNFs)

Amdocs Enterprise Accelerator also works together with our turnkey Network-as-a-Service (NaaS) integrated solution, which provides enterprise customers with the flexibility to tailor networks to their specific needs.

Grow beyond connectivity:

Compelling business accelerators beyond core connectivity business

By providing and seamlessly supporting value-added services that align with industry growth engines such as IoT, enterprise eSIM and cyber security, Amdocs Enterprise Accelerator enables more rapid launches of such offerings to market. The solution also supports a large ecosystem of NFV and cloud-based value-added services, providing even more opportunities to accelerate growth beyond connectivity.



Highlights:

- IoT enablement, enterprise eSIM
- Marketplace (VNFs, enterprise software, OTT apps, and more)
- IT and cloud services
- Cyber-security

Competencies

Our competencies across the Enterprise Accelerator offering include:



Highlights

- Code modernization and co-development
- Architecture modernization to microservices
- New practice implementation (e.g. DevOps and SRE)
- Cloud consulting and migration
- Smart operations (SOC, O2A)
- Quality engineering
- Process optimization and automation
- Standards-based systems integration
- Data collection, analytics and intelligence

Conclusion

Amdocs Enterprise Accelerator is a uniquely scalable enterprise enablement solution, supporting service provider growth into the era of 5G-enabled enterprise services. The solution is simple to use, agile, and automated, enabling service providers to capitalize on the growth potential of their current and future network. Moreover, Amdocs Enterprise Accelerator is field proven with many service providers worldwide, who can now deliver smart, fast, and superior enterprise customer experiences.

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