



**A Winning BSS can help PHS win  
the Business**

*Comware*





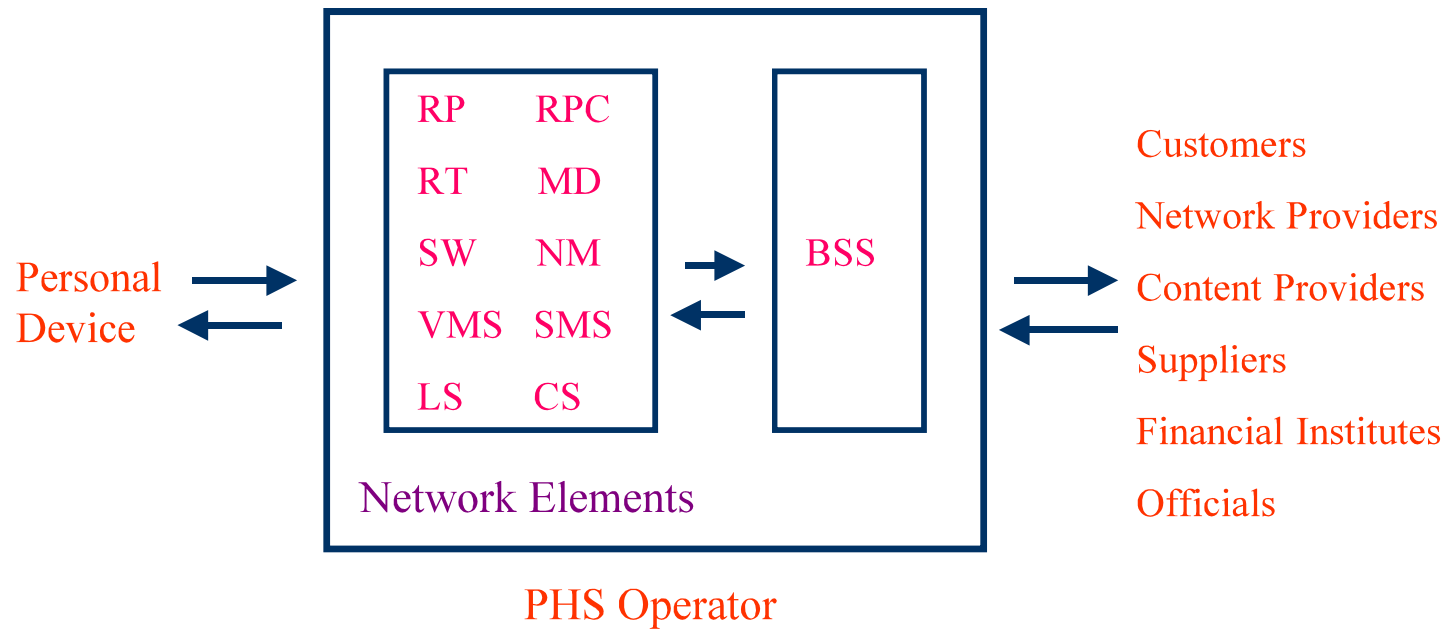
## What is Business Support System (BSS)



Generally, all systems besides  
the network elements (N.E.)

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# N.E. and BSS



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## BSS includes

- Customer Care & Billing
- Customer Service
- Fraud Management
- Revenue Assurance
- Decision Support System
- Customer Relation Management
- Partner Relation Management
- Enterprise Information Portal
- Collection
- e-Commerce
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# A Winning BSS (1)

All systems works as a total solution

- Convergent
- Integrated
- Synchronized

Winning factor :

- Helps operator to serve customers better than competitors

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## A Winning BSS (2)

All Systems can be tailored according to operator's business needs and schedule

- has control over the system
- has control over the tailoring schedule

**Winning factor :**

- Can make emergent change anytime
- New promotion to market at a shorter time

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# A Winning BSS (3)

## Low Cost

- Low cost to implement
- Low cost to tailor
- Low cost to maintain
- Low cost to integrate

## Winning factor

- More cost saving than competitors

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# A Winning BSS (4)

Experienced and considerate system provider, developer and integrator

- Knows operator's business
- Cares operator's business

## Winning factor

- Ensure the quality of the system
- Ensure the customers' satisfactory
- Operator works more efficient and effective than competitors

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## Who is Comware ?

- An experienced and considerate BSS provider, developer and integrator
- 8 years in the industry
- 8 operators serving record
- Knows PHS business
- Cares PHS business

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# Comware Track Record (1)

China Telecom, Harbin - 1995

- Order Management
- Provisioning
- Rating
- Billing
- Collection
- Customer Management

A convergent system for fixed line, mobile phone and paging

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## Comware Track Record (2)

China Unicom, Hei Long Jiang - 1996

- Order Management
- Provisioning
- Rating
- Billing
- Collection
- Customer Management

for GSM

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## Comware Track Record (3)

China Unicom, Guang Xi - 1997

- Order Management
- Provisioning
- Rating
- Billing
- Collection
- Customer Management

for GSM

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# Comware Track Record (4)

China Guangdong Mobile Communication - 1997

- Order Management
- Provisioning
- Rating
- Billing
- Collection
- Customer Management

for **AMPS**

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## Comware Track Record (5)

### Taiwan Infinity Telecom - 1997

- Inventory Control
- Order Management
- Provisioning
- Rating
- Billing
- Collection
- Customer Management

for CT-2

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# Comware Track Record (6)

## Taiwan Formosa Telecom - 1997

- Inventory Control
- Order Management
- Provisioning
- Rating
- Billing
- Collection
- Customer Management

for CT-2

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# Comware Track Record (7)

Taiwan Cellular Corp. - 1998

- Order Management
- Provisioning
- Rating
- Billing
- Collection
- Customer Management

for GSM

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## Comware Track Record (8)

### Taiwan First International Telecom - 2000

- Order Management
- Provisioning
- Rating
- Billing
- Collection
- Customer Management
- Settlement
- International Roaming
- ERP

for PHS

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**Currently**




**The PHS Prepaid System  
Provider**

for

**UTStarcom**

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# Q & A

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