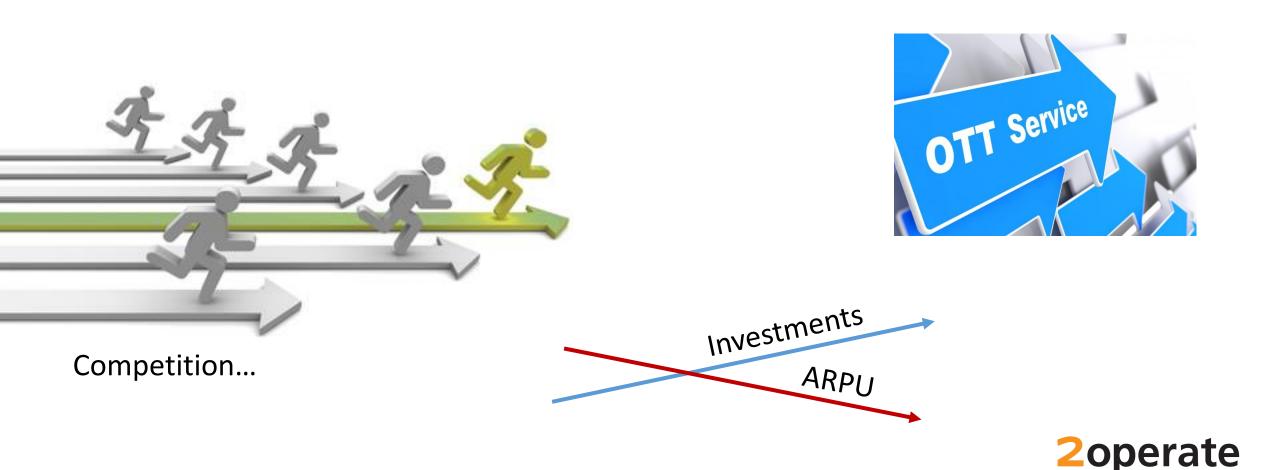


#### Content

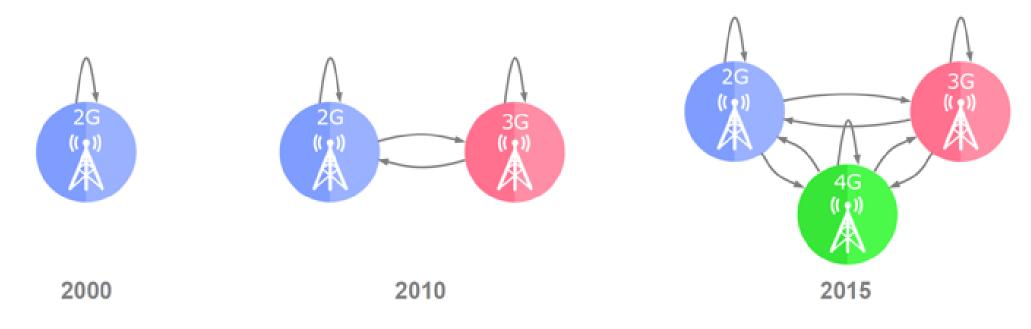
- Key challenges of CSPs today
- Balancing customer and network focus
- How to exploit global expert knowledge in your organisation?
- Questions



# Challenge no. 1: Tough business environment



#### Challenge no. 2: Increasing network complexity



Types of "handovers" in mobile networks

More technology => More things to go wrong!



### Challenge no. 3: <u>Huge amounts of data</u>



**Customers** 

Customer Experience Data

Network Performance Data

- "Big Data" helps to capture huge amounts of data
- Automated processing is required (algorithms)!



**Network** 



#### Keep your eyes on key assets!





Customer

- Customer focus
- Reactive
- Millions





Network

- Technology focus
- Proactive
- Thousands



## Split of responsibility...

**Front Office** 

**Back Office** 



Customer

Network



## Split of responsibility...

**Front Office** 

**Back Office** 

• But "Back Office" should also have customer focus!



Customer

Network



## Split of responsibility...

Front Office

**Back Office** 

• But "Back Office" should also have customer focus!



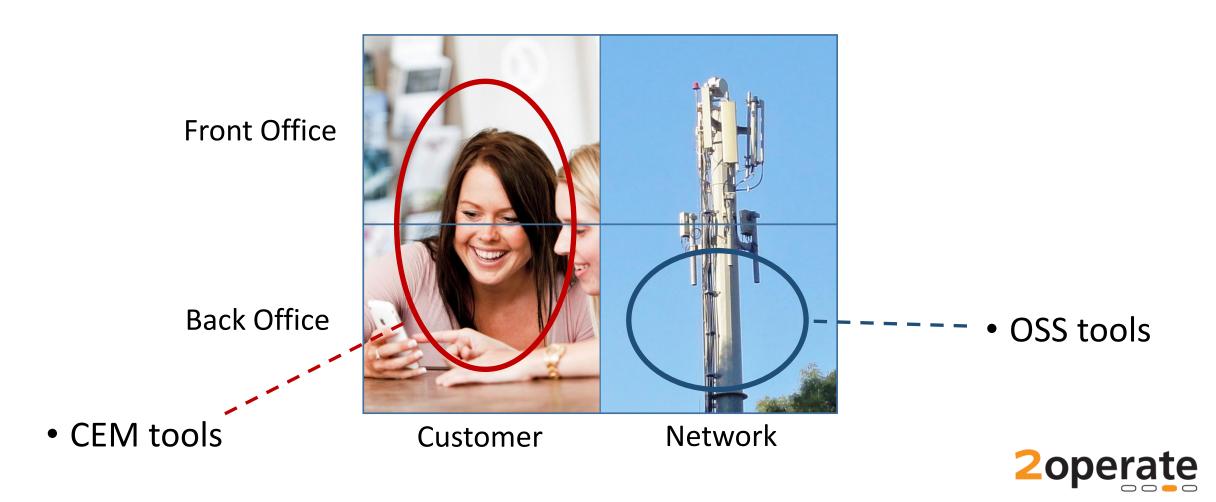
Customer

**Network** 

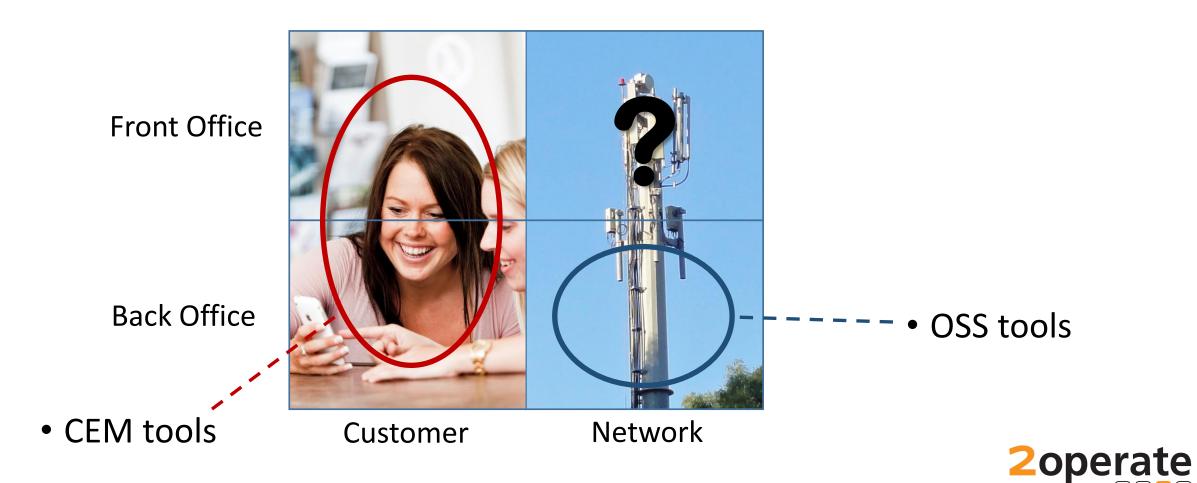
• And "Front Office" should be proactive!



#### Traditional tools in the market



### How to fill the gap?



#### How to fill the gap?: Requirements

Customer



**Back Office** 

CEM tools



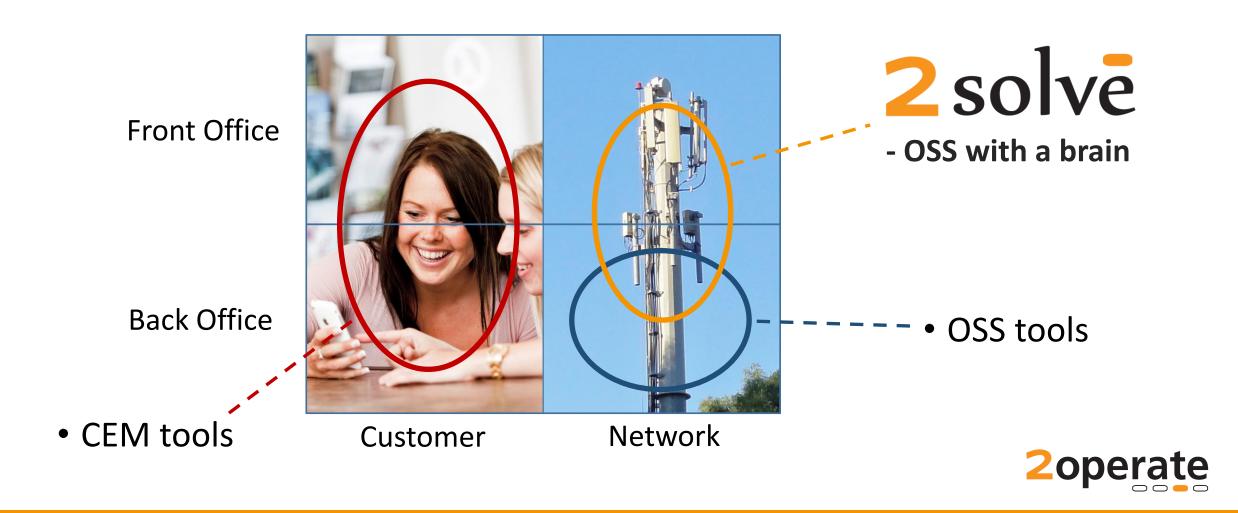
- User friendliness!
- Hide technical details
- Automated reasoning
- Collaborative support

---- • OSS tools

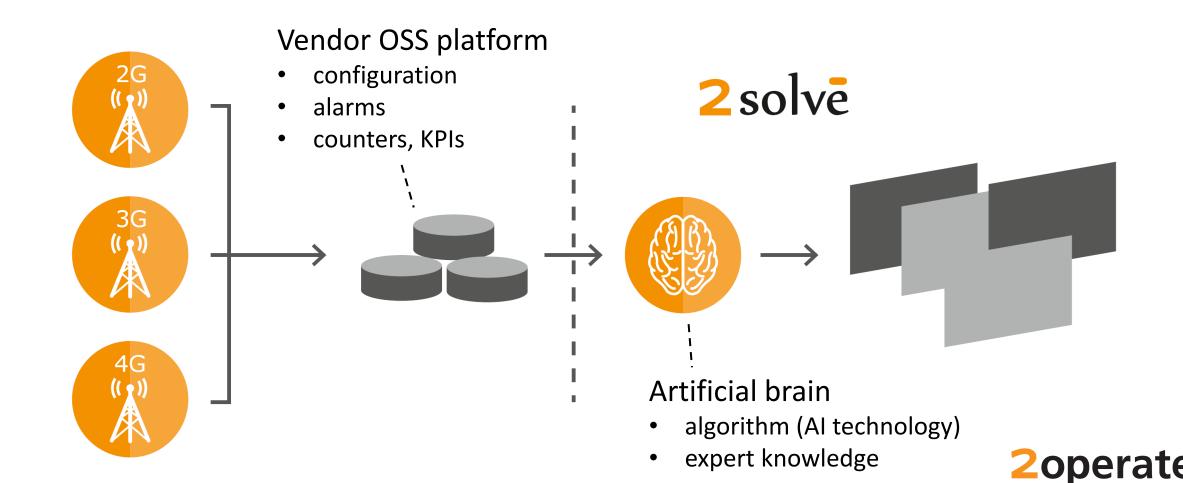




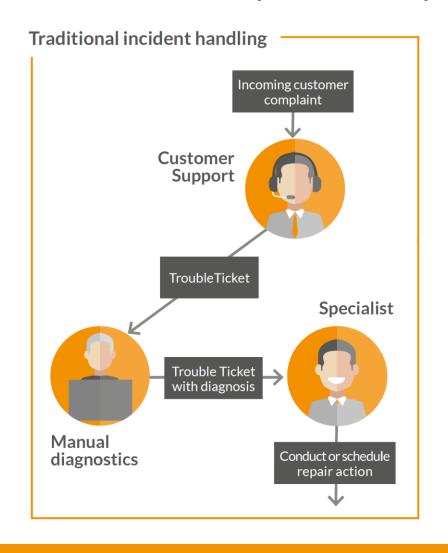
#### How to fill the gap?: 2solve

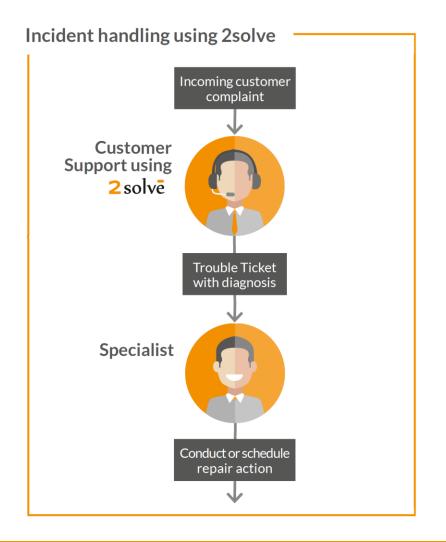


### 2solve – Enrich your "raw" data



#### 2solve – Empower your support organisation







#### Questions?

#### Thank you!

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#### See also!:



2nd quarter 2016 edition

