

Convergence: Not Only a Buzzword

Wednesday June 9, 15:00 -16:30, Hall 3

Host: Chris Giacomponello, Associate Vice President, Product Management, Intelligent Networks Division

Real convergence is finally here. Longed talked about and now happening, who is really implementing converged billing?

The existence of separate prepaid and post-paid systems means everything must be done twice. In this section we will explore the business drivers for a unified billing system. Can it really improve time to market, reduce operating cost and reduce financial exposure or is it just a myth?

The three presentations are:

Convergence: The Market Evolution

Chris Giacomponello, Associate Vice President, Product Management, Intelligent Networks Division, Converse

In this presentation, we identify the drivers for prepaid/post-paid convergence and explore the facts behind them. We address questions such as: What does convergence really mean? Is convergence practical in non-“Greenfield” situations? Does payment method really matter? Is the differentiation between prepaid and postpaid going to continue?

Convergent Pre-Postpaid Real-Time Billing Market Drivers

Isaac Eldar, Vice President, Marketing and Sales, FTS

This presentation highlights the emerging convergent billing market. The core benefits of convergence, the ability to increase revenues, reduce OPEX, and enhance ARPU, will be explored.

The Future of Convergence: – VOXmobile Vision

Pascal Koster, Chief Executive Officer, VOXmobile , (The first UMTS converged billing system in Europe)

VOX mobile presents their vision for converged billing. This presentation will detail some of the key elements and capabilities of their converged billing solution, and why it plays such a fundamental role in their strategy for success in the mobile market.