

Price Performance Value Leadership Award in OSS BSS Software – Billing and Charging Solution Market

FROST & SULLIVAN

2009
BEST PRACTICES
AWARD

Price Performance Value Leadership Award in OSS BSS
Software – Billing and Charging Solution Market

AWARD DESCRIPTION

The Frost & Sullivan Award for Price Performance Value Leadership is presented each year to the company that has demonstrated excellence in generating price advantage for its customers while delivering high value solutions gaining customer's satisfaction. The recipient company has shown excellence in delivering products at highly competitive prices.

RESEARCH METHODOLOGY

To choose the recipient of this Award, the analysts analyze a set of measurement criteria. This is achieved through interviews with all market participants and extensive secondary research of proprietary data sources. Finally, competitors are compared and ranked for relative positions. Frost & Sullivan then presents the Award to the company that receives the number one industry rank.

MEASUREMENT CRITERIA

Specific criteria are used to ascertain final competitor ranking in the industry. The recipient of the Award has excelled based on one or more of the following criteria:

- Competitive pricing of product
- Features, ease of use, and support services
- Product matching clients' need

AWARD RECIPIENT: ELITECORE TECHNOLOGIES LTD.

Elitecore is a leading provider of Convergent Billing Software solution and Billing and Charging Software to organizations across India and abroad. It has deployed its solution across India for both the incumbents BSNL and MTNL.

KEY HIGHLIGHTS:

- o With its Engineering and R&D center based out of Ahmedabad, Elitecore Technologies Ltd. has been able to offer its solutions at highly competitive prices, winning some key deals against established players in the Indian OSS BSS market.
- o Elitecore Technologies Ltd. provides onsite and offsite support and professional services at far more competitive prices than other players.



- o Based out of India, it is preferred by some of the telecom services providers for its better understanding of complexities related to operators in India.
- o Elitecore Technologies Ltd.'s billing and charging solution is also offered in modular form unlike some other key players who offer complete packages and not the modules. Thus operators can buy individual modules as per their requirement, thereby reducing their cost.
- o Elitecore's high value solutions and efforts to fulfill client's requirement even under challenging conditions have helped it to increase its scope of engagement with existing clients.

Frost & Sullivan commends the excellence of Elitecore Technologies Ltd. and is proud to recognize Elitecore Technologies Ltd. as the deserving recipient of the 2009 Frost & Sullivan Price Performance Value Leadership Award in OSS BSS Software – Billing and Charging Solution Market.