

Overview

Aria for Communications is a SaaS billing solution. It enables CSPs to evolve beyond traditional connectivity services and build new digital propositions offered by agile 5G/SDN networks and enterprise partnerships.

Monetizes Connectivity and Beyond

- Dynamic telco & non-telco catalog
- Smart bundle management
- Partner marketplace & settlement
- Native multi-tenancy

Changes the Stakeholder Experience

- Hyper-personalization
- Multi-stakeholder accounts
- Headless omni-channel model
- Real-time billing

Enables Zero-Touch Automation

- Intervene-by-exception billing
- Business workflow automation
- Active eco-system integration
- Data lake and AI integration

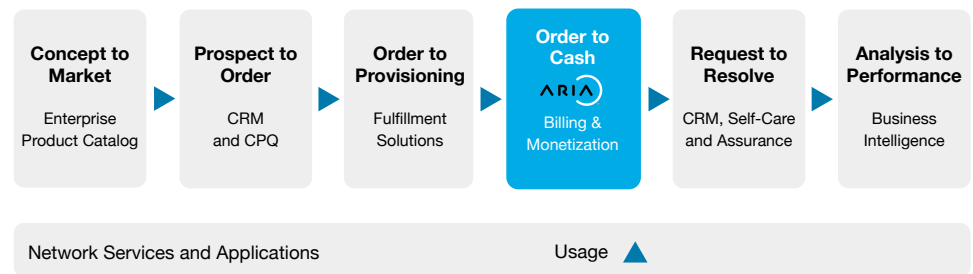
Delivers Your Cloud Native Strategy

- On-demand public-cloud solution
- TM Forum Open API compliant
- SaaS/PaaS cost advantages
- 100% configuration (no-code) SaaS

Aria for Communications

Communication Service Providers (CSPs) are actively shifting course to build a more agile and autonomous business and architectural foundation in support of opportunities driven by 5G/SDN (software defined networking), NaaS (network as a service), enterprise partnerships, and best-of-breed systems of engagement.

Aria is a new breed of vendor. Its SaaS billing and monetization platform is proven to manage order-to-cash processes for both telco and non-telco environments. It interoperates with cloud-native and legacy ecosystems using over 360+ APIs and TM Forum Open APIs as part of an automated Open Digital Architecture and Framework (ODA/ODF) aligned business support system.



Aria supports over 100 large enterprises and CSPs across multiple industry verticals enabling CSPs to monetize beyond connectivity and traditional telecom business models.

Aria Specializes in CSP Revenue Diversification & Commercial Agility

Monetizes connectivity and beyond



Multi-Industry Commercial Catalog

Offers the widest range of monetization models for telco and non-telco products using subscriptions, usage rating and partner settlement models to create multi-faceted service plans. Aria processes rated and unrated usage records from networks, real-time charging solutions (OCS/CCS) and, telco and non-telco applications.



Partner and Enterprise Relationship Management

Enables new business models, including direct, wholesale, billing-on-behalf-of and marketplace operations to maximize revenue opportunity. Aria's Marketplace Suite enables partner submission, business approval, provisioning, and settlement of partner-based portfolios.



Multi-Tenancy and LoB Autonomy

Offers native multi-tenancy to support new lines of business, MVNO/Es, and multi-brand initiatives as your business develops new autonomous routes to market or consolidates IT resources for different operating companies.

Aria Revolutionizes Your Go-To-Market & Powers Customer Trust

Changes the experience for every stakeholder



Smart and Dynamic Product Offers

Offers a powerful commercial product catalog for teams to create smart product plans. Aria's platform enables enterprise co-creation, customer self-configuration and drives extensible service bundles that reduce catalog explosion. It syncs with enterprise-wide product catalogs and helps companies exploit new 5G/SDN B2B and partner-based initiatives.



Complex Account Control and Empowerment

Aria's Omni-node™ captures complex hierarchies and sophisticated relationships between stakeholders, subscriptions and accounts. This enables empowered control over of high-volume accounts, service sharing and indirect routes to market in scenarios such as parent-child, enterprise service plans, mass IoT subscriptions and reseller/B2B2X markets.



Best-of-Breed Omni-Channel Integration

Operates headless as a system-of-record enabling omni-channel interactivity via modern systems of engagement such as CPQ/CRM, user apps, chatbots, partner portals, and more.



Real-Time Performance

Leverages cloud performance to change the billing experience with features such as real-time proforma billing and workflow automation that improve time-to-cash and revenue assurance.



Data Streaming and AI Integration

Streams data to external data solutions so your business can build a holistic view of customers, products, and business performance. Aria can ingest data and AI routines to augment its business processes and functions enriching the monetization process and experience.

Aria Lowers the Cost-to-Serve

Enables zero-touch automation



Lights Out Billing

Operates on a lights-out basis, reducing the size of your billing and revenue operations team to lower the cost-to-bill. Policy automation provides governance and peace of mind over bill accuracy, usage processing, and payment processing – so you only intervene an exception.



Differentiated Billing Experiences

Aria Workflow enables business processes to be tailored to specific needs. Processes can be triggered by systems and users access to differentiate your service by features, experience and speed of response.



Active Ecosystem Integration

Keeps your IT ecosystem prescriptive with active orchestration using 270+ standard events to drive proactive revenue assurance, distribute customer intelligence, capture revenue moments and much more.



Bi-directional Financial, Tax and Payment Integration

Bi-directionally integrates with ERP, tax engines and payment gateways for a holistic payment collection, balance tracking, and financial accounting operations from within Aria.

Aria Lowers the Cost-of-Innovation, Transformation & Operations

Delivers your cloud-native strategy



No-code and 100% Configuration SaaS

100% configurable (no-code platform) enables business and IT leaders to become self-reliant and agile to lower time and cost-to-market for new services. Automated updates keep features current.



Legacy Integration and Transformation

Replaces or augments legacy and best-of-suite business support system (BSS) architectures that restrict business agility. Offers gracious business, cultural and digital transformation.



TM Forum Compliance

Compliant with TM Forum Open APIs to standardize integration. Avoids vendor lock-in and lowers the cost of integration.



Cost and Operational Public Cloud Benefits

Operates on public cloud and serviced by Aria with the latest data security and privacy standards. Removes reliance and risk in maintaining your own infrastructure.

Common CSP Use-Cases

Aria for Communications delivers business solutions and use-cases through configuration. Here are common use-cases deployed through our platform for the communications market.

Complex Account Management for B2C to B2B to B2B2X

Divisional & Geographic Invoicing

Ability to bill at any level within a corporate account and by geography

Parent-Child Accounts

Account where subscriptions are paid for by parent account holders

Billing-On-Behalf-Of (Resellers)

Support B2B2X models, where CSPs are billing customers on-behalf-of partners and channels

Mass IoT Subscription Management

Omni-channel control over large subscription accounts and services

Business-Personal Usage Separation

Direct charging based on usage attributes to employer-employee balances

Hyper Personalization without Product Volume Explosion

Build Your Own Plans

Enable subscription plans to be created from reusable service elements and user measures

Bespoke Pricing

Enable plans to have bespoke pricing per subscriber (e.g. defined by sales)

Bespoke Service

Services dedicated for specific account(s) associated with unique pricing. Accelerates with virtualized NaaS growth.

Telco & Non-Telco Propositions

Create bespoke service plans combining traditional connectivity and non-connectivity product sets (e.g. IoT security products) on-demand

Virtualized 5G & Private Networks for Application & IoT Centric Billing

QoS vs QoE/SLA Based Charging

Apply service credits or differentiated charging based on actual service quality

On-Demand Slice & Slice-Switch Billing

Dynamically charge service usage-based on slice allocation(s) and characteristics driven by network or user application provisioning

Application & Device Sensitive Billing

Dynamically charge service usage-based on service application or end equipment

IoT Platform Event Monetization

Bill by IoT application outcome or transaction for value-based billing

Business Curator Driven Service Creation

Service, plan, and pricing parameters created on-demand from CRM/sales platforms. Supports business curator driven service creation and commercialization

Monetary Balances for Pre-Paid & Hybrid Users

Drawdown Funds

Manage models such as corporate technology funds from which corporate users can make tech or service purchases

Mobile Wallet

Manage monetary wallet that can be credited and debited through customer financial events and actions

Voucher & Balance Top-ups

Monetary top-ups via external voucher systems from which services are purchased

Automated Top-up

Balances are refreshed and automatically charged for on a periodic basis

Usage & Credit Management for Customer Centric Cost Control

Credit Limit Warnings

Notifications based on service usage and credit thresholds

Soft Barring

Invoke service downgrades instead of termination during dunning process

Account Pooling

Share and extend account usage pools at group level for each subscription added

Customer Gifting

Allow one user to gift subscription allowances to another user

Service Grace

Grace period or units for customers that deplete quota before renewal

Rollover & Usage Accumulation

Enable unused rollover and accumulation beyond billing period

Large Enterprise Bill Control for Proactive Payment Assurance

Electronic Presentation Portal

Direct online customer access to bill and spend analysis, reporting and cost center allocation

On-Demand Pro-Forma Bills

View of bill at any point in time including uninvoiced usage and transactions

Line-Item Level Payments & Disputes

Selective ability to pay specific time items and dispute others

Matched Product & Order Info

Direct access to product rates and order history behind invoice line items and related assets

Invoice Approvals

Review and approval of selective invoices before customer presentation

Partner Management to Support Off-Net & Non-Telco Plans

Partner Settlement Rating

Partner settlement rating based on user subscription and usage volumes

Partner Revenue Share

Share customer revenues by percentage points with partners

Partner Reconciliation Statement

Generate reports and service analysis to reconcile with partner service bills

Partner Account Management

Partner account credit alerts and P&L intelligence

Partner Marketplace

Automate the onboarding and approval of partner products via a partner portal

Embedded AR Management for Integrated Financial Control

Line-Item Payment Application

Ability for stakeholders to pay, be credited or dispute on a line-item level

Dispute Charge Automation

Tools to automate the management of charge disputes by business policy

Comprehensive Credit Management

Multiple credit and refund models, including service and cash credits, credit memos, voiding and rebill

Granular to Summary ERP Integration

Financial integration to chart of accounts that are automated at any level, format, and frequency

Service Outage Calculator

Automate customer credits based on service outage and performance

Sub-Brand & VNO Enablement for Segmented Market Operations

Multi-Tenant (M)VNO Billing Enablement

Enable light to full (M)VNOs with product catalogue control and billing autonomy

New LoB & Sub-Brand Initiatives

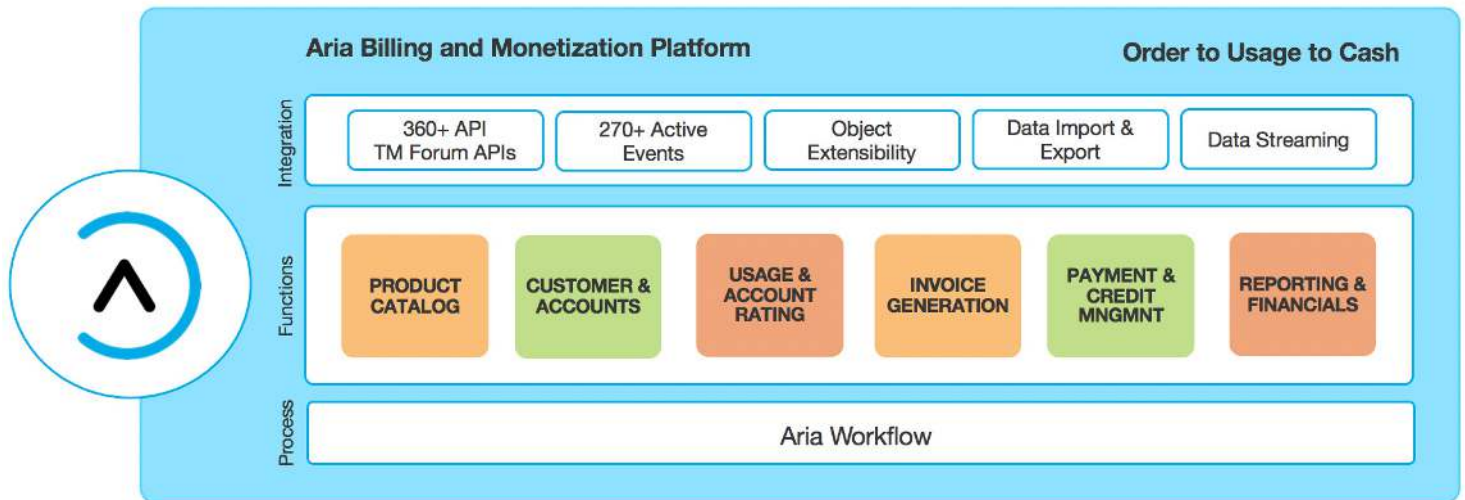
Launch new lines of business with total commercial and process autonomy

Wholesaler & Reseller Business Model

Bill resellers and business curators for wholesale services as indirect channels

Aria Functional Scope

Aria's order-to-usage-to-cash capabilities are delivered using the following functional scope, each configurable to suit your business requirements.



Product Catalog

Enables you to build and rationalize your products and pricing plans into fewer smarter marketplace products

Customers & Accounts

Enables the capture of complex accounts, hierarchies and relationships for multi stakeholder and partner control

Usage & Account Rating

Enables customer and stakeholders to access up-to-the-second charges and credits

Invoice Generation

Generates detailed bills with drilldown and dispute management

Payments & Credit Management

Comprehensively manages PCI compliant payment collection and dunning processes. Integrates directly to payment and service gateways

Reporting & Financials

Integrates with your financial ERP (enterprise reporting platform) for AR & GL management

Aria Workflow

Enables the creation of tailored business processes and eliminates the need for manual intervention

Active Integration

Used to provide extensive integration facilities with external solutions and systems-of-engagement

About Aria Systems

Aria Systems' cloud-based monetization platform is the analysts' choice, top ranked by leading research firms. Innovative enterprises like Adobe, Allstate, Comcast, Philips and Subaru depend on Aria to accelerate time to market and increase flexibility, enabling them to maximize customer value and grow recurring revenue through subscription and usage-based offerings.

The Aria Usage-based Data option is available now. For more information go to www.ariasystems.com or contact Aria at info@ariasystems.com or 1-877-755-2370.

Aria Systems and the Aria logo are trademarks of Aria Systems, Inc. All other trademarks are the property of their respective owners.

© Aria Systems, Inc.