MACH Deal Analytics

Streamlining the entire agreement and settlement lifecycle for maximum efficiency

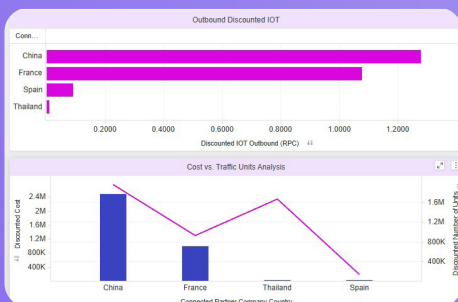**1. Budgeting** — **2. Segmentation** — **3. Analytics** — **4. Settlement**

① Group & Country Budgeting

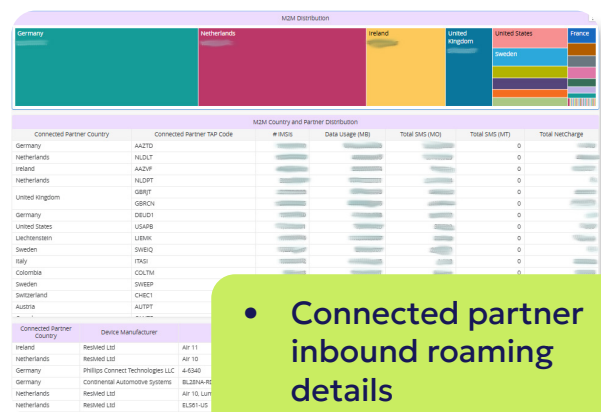Assisting roaming and financial managers to simulate, plan, and track financial year objectives.

- Online simulation application without the need to run reports.
- Easily build what-if scenarios based on forecasts before negotiations.
- Assess traffic steering variations among country partners and group affiliates.
- Review commitment positions.
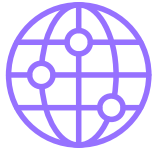- Save baseline results for financial tracking.

② Segment & Monetize Permanent IoT

Configure IoT segments into specific IMSI-based agreements to create new revenue streams.

- Segment IoT based on IMSI range, APN list, or number of roaming days.
- Leverage MACH's billing expertise to implement IMSI access, recurrent, minimum, presence, and capacity-based charging fees.
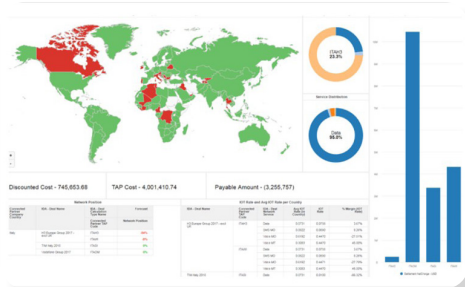- Create cross-commitments between retail and IoT agreements.

- Connected partner inbound roaming details
- Country heatmaps

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③ Monitor Accruals and Get Steering Recommendations

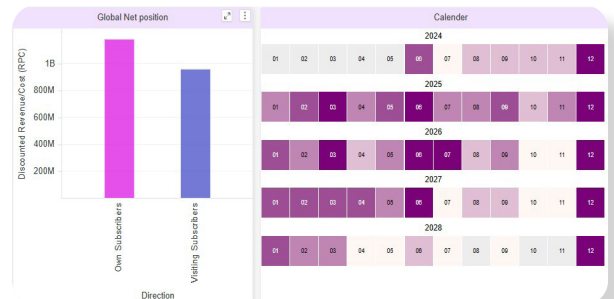Advanced accruals report to improve financial results.

- Run budget and accrual reports on a monthly basis to review actual and future deal performance.
- Use AI Analytics assistance to create personalized views and support informed decisions.
- Get recommendations to optimize roaming costs based on individual and group commitment achievements.

④ Fast-Flow Settlement

Automatic agreement calculations and simplified settlement to improve cash flow.

- Automated discount calculation.
- Expedite settlement and improve cash flow.
- Unmatched financial visibility with drill-down reconciliation services.

Deal Analytics, Engineered to Drive Smarter Decisions, Maximize Profitability, and Streamline Operations

- Strong Tier-1 references, including multinational groups and one of the largest US operators, demonstrating its market readiness.
- Dynamic segmentation and charging options suitable for IoT permanent roaming and 5G.
- Steering Recommendations to avoid the hassle of managing complex group commitment calculations and traffic distribution.
- Fast flow settlement saves time and effort, preventing manual calculations and recalculations.
- Snapshot deal performance on a monthly basis for audit and compliance.
- Increased efficiency with easy-to-use UX and AI assistance.
- Deal Analytics can be operated standalone.
- Fast onboarding within weeks, not months.

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