



Stop selling product.
Start selling recurring services.

Agile monetization platform

Full suite to launch new digital service



Partial or complete replacement of existing solution

Value proposition



Acquire

- Agile subscription or usage-based pricing
- Flexible catalog and bundles for services and products
- Offer simulation based on historical data
- Instant promotions based on multiple criteria
- Integrated quoting for direct and indirect sales



Monetize

- Custom mediation for usage events
- Billing, invoicing and partner management
- Integrated order management and provisioning
- Multichannel payment gateway
- Integrated AR management & dunning



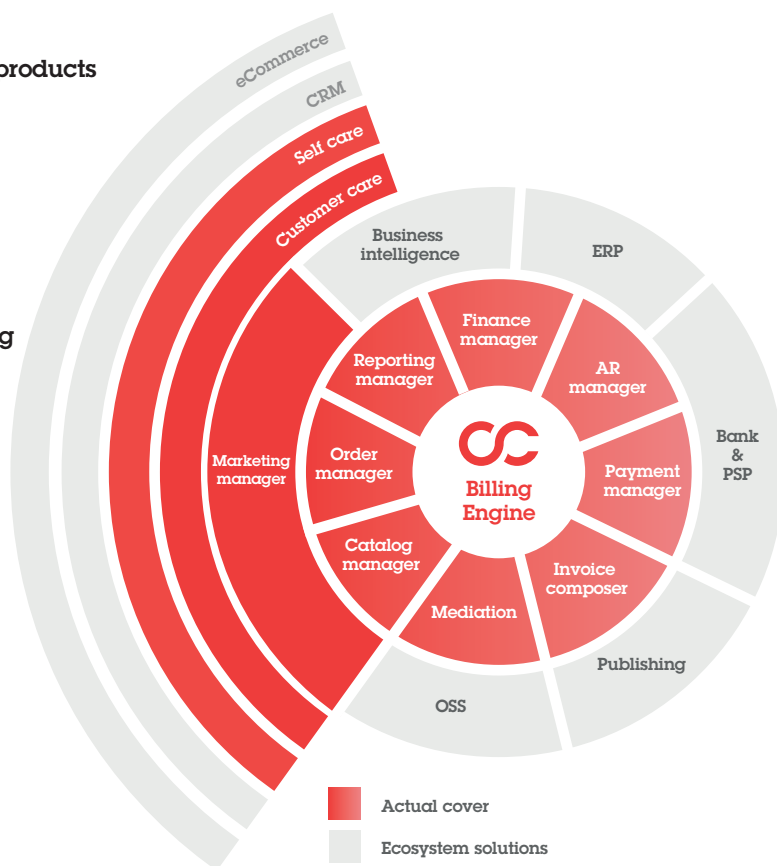
Retain

- Unified view of customer activity
- Upgrades, conversions and renewals
- Best offer management
- Customer care portal
- Selfcare and onboarding



Report

- Subscription analytics and data warehouse
- Customizable dashboards
- Integrated revenue recognition
- Tax management.
- G/L integration



Benefits



Quick time-to-market

Pre-configured offer template and friendly user interface



Reduced specific development

High customization and low development needs



Open platform

400+ rich APIs and third-party connectors



B2B or B2C

Rich B2B hierarchies • Settlement



Cloud-ready

On premise • Private or public cloud • SaaS



Open source

Open source code • No vendor lock-in

Telco ▪ Cloud infrastructure ▪ Cloud applications ▪ IoT ▪ Utilities ▪ Smart cities ▪ Data monetization ▪ Media ▪ Finance ▪ Insurance ▪ Health ▪ Transport

About us

Opencell is a software vendor leader with next-generation agile subscription and usage monetization platform, already used by over 30 customers worldwide. With a global team of more than 30 people and a strong R&D, Opencell is on constant way focused on new business features asked by marketing digital needs.

Designed to help you switching easily your business model from selling product to recurring business, Opencell guarantee a quick time to market and a seamless integration in your IT ecosystem. Opencell provides a large range of modules that allowed quick offer building, quote, billing, collection, report and customer care that guarantee the overall management support of your business process.

Business model

Support

Hotline support
Maintenance & hot fixes with SLA
Enterprise documentation
Upgrade scripts
Road map priority

Professional services

Training & certification
Architectural consulting
Developing service

Customer references

Telco, cloud & IoT

Actility
Alphalink
Axione
Bouygues
Telecom
Covage
Matooma
Objenious
Orange
Salt
Telus

Utilities & energy

Ciber
EDF
Energyshare
PIA4m Energie
RWE
Skwirrel
Total Spring

Mobility & smart cities

A-to-Be | Brisa
Group
Parkeon
Smooove

Other

Acetiam
Atos Worldline
BVA
Diabolocom
Docapost
Sofrecom
Techloq

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For the launch of the new Orange Cloud For Business platform, we were primarily interested in finding an open source solution that could be configured to model standard as well as completely customized subscription models. The product needed to be able to be administered by business analysts.

The Opencell solution fulfilled our requirements. Missing functionalities identified during the proof of concept workshop were quickly developed and integrated into the core open source model. The support team was very proactive and quickly helped us to resolve all technical issues encountered during the implementation phase.

Jean-Luc Raingeval,
Project Manager,
Orange Cloud For Business

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Opencell provided the flexibility we needed to adapt the product billing features to the complex and evolving needs of a marketplace for Devices, Applications and Connectivity, and the related settlement requirements. We intend to integrate it completely in our IaaS cloud to manage the complex financial flows matrix of ThingPark marketplace, and also make it available to our network operator partners for their own IoT billing & settlement needs.

Olivier Hersant
CTO & Co-founder
Actility

Strategic partners

