



E D S | H P | C I S C O

**TRANSFORM USER DATA INTO REVENUE**

The IP Usage Billing solution helps maximize service provider profitability with the integration of the IP Usage Management solution and Portal's real-time customer management and billing software.

To succeed in the increasingly competitive New World of mission-critical service management, you need an advanced, integrated customer management and billing system that gives your service business real-time support rather than full-time limitations. The IP Usage Billing solution integrates the IP Usage Management solution from EDS, HP, and Cisco with Portal Software's best-in-class Infranet IP customer management and billing software. This comprehensive solution includes a complete suite of revenue-management services that can take you into the New World of mission-critical service and customer management with confidence.

The IP Usage Billing solution allows you to move out of the flat-rate billing paradigm associated with "best-effort" networks. That's critical because as your differentiated, customized offerings expand into your customers' mission-critical business functions, your ability to enable flexible billing based on usage, content, and other attributes like contracted QoS levels will deliver a clear competitive advantage. The IP Usage Billing solution provides you not only with world-class tools for metering, billing, and customer management, but also with the consulting expertise to design a billing strategy that manages your profit margin and leverages your network as a competitive advantage.

The IP Usage Billing solution allows you to manage user data down to the packet per subscriber level – filtering and aggregating this data into event levels that a subscriber can understand and a billing system can manage. By applying this level of granularity, the IP Usage Billing solution gives you a comprehensive tool to pinpoint revenue opportunities, identify and control network throughput and costs, and balance traffic patterns. The IP Usage Billing solution also greatly cuts time-to-market for new services because it provides you with a single, consistent, rules-based means to generate billing records for all services on your network – independent of the application providing the service.

#### Customer Management and Billing Applications

One of the key elements to successful growth in the IP market space is the ability to effectively manage customers and bill for differentiated mission-critical services. The IP Usage Billing solution incorporates the ability to provide alternative billing schemes, such as flat-rate, time-of-day, usage-sensitive, application, destination/distance/carrier, class-of-service, or any combination of these rating elements. Using this new degree of flexibility, you can set prices for the services offered that more accurately reflect the delivery cost or enable increased revenue for high-demand service value.

The IP Usage Billing solution uses Portal's real-time customer management and billing software to help service providers rapidly develop, price, and provide new services and effectively manage customer usage and billing. This solution allows providers to generate more revenue and be more competitive by enabling them to bring new services to market more quickly, thus increasing their ability to identify, acquire, and retain customers while increasing profitability.

#### Some of the benefits of IP Usage Billing include:

- Rapid introduction of new services to the market, keeping you ahead of your competition
- Revenue assurance by eliminating fraud through real-time authentication and authorization
- Proof positive that the service provided meets or exceeds the Service Level Agreement
- Increased revenue through demonstrated value for premium services
- Accountability for the service provided to customers, regulators, and policy makers
- Billing options that include electronic bill presentment and payment and transaction-based pricing

**Solutions Brief: IP Usage Billing Solution**

**Key features of the Portal software component of IP Usage Billing include:**

**Real-time system** – allows the service provider to intelligently monitor and manage the interaction between the user and the service during service delivery and exploit this ability for business advantages

**Industrial-strength platform** – ensures the robustness and scalability of the mission-critical customer management and billing operation in the service provider's environment

**Flexible pricing tool** – makes it easy to add new services, price them, and create combinations of services or bundles to target specific market segments and affinity groups

Portal's real-time capabilities allow you to respond to customer needs immediately, helping to increase revenues and customer loyalty at the same time. Infranet has a flexible, open architecture that is easily integrated with HP Smart Internet Usage and Cisco NetFlow technology.

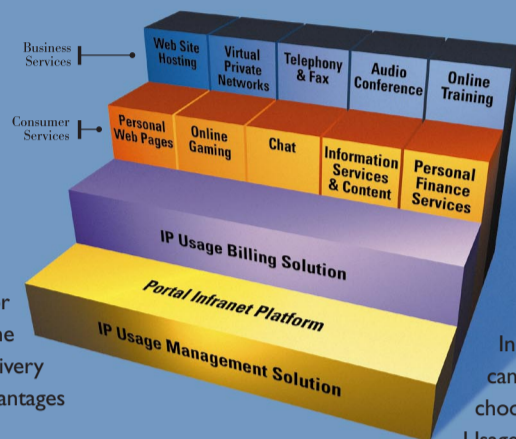
**The foundation for this solution includes four principle components:**

EDS provides expertise in developing end-to-end, business-process solutions that span and link an enterprise's operational and business support systems. Combining this ability with the technologies of HP, Cisco, and Portal, EDS delivers a world-class foundation upon which to build your business.

HP Smart Internet Usage (SIU), an advanced technology, gives service providers and network managers a consolidated Internet data-metering and analysis-mediation platform. SIU enables simplified data mining, tracking, and billing of subscriber utilization of network resources, services, and systems.

Cisco NetFlow technology, working at the router, identifies IP packet flows, performs efficient data collection, accelerates security filtering and exports the data to downstream collectors – all while maintaining high router performance.

Portal Software, Inc. offers a scalable and adaptable customer management and billing software system for service providers. Portal's Infranet software was designed specifically for the Internet and offers comprehensive functionality to register, manage, and bill customers.



**A world-class, fully integrated customer management and billing solution to make your business more profitable**

In today's competitive IP market, you can't afford to make mistakes when you choose your business partners. With the IP Usage Billing solution, you get the combined

strength and expertise of top industry leaders EDS, HP, Cisco, and Portal – strength and expertise that provide a critical competitive advantage.

No other offering competes with the IP Usage Billing solution. Which means you can't successfully compete in the market without it.

**For more information, call the Alliance Hotline at 1-888-346-8287 or visit these Web sites:**



**EDS**  
www.eds.com



**Hewlett-Packard Company**  
www.hp.com/smartinternet



**Cisco Systems, Inc.**  
www.cisco.com



**Portal Software, Inc.**  
www.portal.com

EDS and the EDS logo are registered marks of Electronic Data Systems Corporation. Hewlett-Packard and HP are U.S. registered trademarks of Hewlett-Packard Company. Cisco, Cisco Systems, and the Cisco Systems logo are registered trademarks of Cisco Systems, Inc. in the U.S. and certain other countries. Portal and Infranet are U.S. registered trademarks, and Portal Software, the Portal logo, and the Real Time-No Limits tagline are trademarks of Portal Software, Inc. All other trademarks mentioned in this document are the property of their respective owners. All rights reserved. Printed in the U.S.A., April 1999. Lit # 952902