

Simplify Your Agreements Management with MACH One Agreement

Given the diverse connectivity demands, operators are negotiating tailored agreements per segment. This results in countless relationships with roaming partners and enterprises and multiple charging options across different settlement flows (TAP, BCE, discount). These are managed by separate billing systems, leading to fragmented reporting. The lack of visibility into margins affects business performance, delays time to market, and reduces the productivity of roaming teams.

One for All, and All for One Agreement

- Integrated application to manage **all commercial contracts** in a single place, eliminating the need for multiple agreements.
- Simulate and forecast the impact of new agreements before WAS, enabling **more favorable negotiations**
- Consolidate all settlement flows—**TAP, BCE, discounts**— for seamless operation, improved allocations, and optimized cash flow.
- Boost productivity and simplify workflows with a user-friendly experience that ensures **no billing opportunities are missed**.
- Leverage unified analytics for better control, visibility, and **robust revenue assurance**.
- Automated processes to unlock your enterprise's full potential and **capture untapped revenue opportunities**.

The screenshot displays the 'Contract List' interface. At the top, it shows 'GENERAL ONE AGREEMENT' and 'FULL ACCESS OF YYYY1 COMPANY LIMITED'. Below the header, there are filters for 'Orange Group 2025' and 'Telefonica Group 2025'. A 'NEW Contract' button is visible in the top right. The main content area features two summary cards: 'Total revenue' with a value of 2,056,078 and 'Total cost' with a value of 1,378,543. Below these is a table with the following data:

Contract Name	Contract Start Date	Contract End Date	Total Revenue	Total Cost
Orange Group 2025	2025-01-01	2026-01-31	1,000,000	656,054
Telefonica Group 2025	2025-01-01	2026-01-31	1,056,078	731,489

At the bottom of the interface, there are navigation links: 'My Calendar', 'My Noticeboard', 'Service Tickets', and 'Show contacts'. The 'unity' logo is in the bottom right corner.

Increase Margins and Improve Control with MACH One BI Advanced Analytics

To succeed in the 5G era and capture the expanding IoT enterprise market, operators should leverage advanced analytics to swiftly and profitably seize new business opportunities. This requires comprehensive subscriber segmentation, analysis of usage patterns, mobility events, and trends, alongside the ability to process, aggregate, and report billing data efficiently.

GoS &
CHARGE
USAGE &
LOCATION
DEVICES



- Superior subscriber profile visibility by leveraging **signaling and usage data**.
- Full visibility into **IoT devices, handsets, and Travel eSIM** roaming activity.
- **Configurable segmentation and traffic split** for TAP, BCE, and discount deals.
- Analyze, forecast, and monetize new agreement types.

Use case: Travel eSIM Unveiled

- 1 Analyze:** Travel eSIM activity including silent roamers and IoT, along potential news agreements.
- 2 Forecast:** Introduce Travel eSIM segments, wholesale pricing conditions, and measure the overall impact.
- 3 Conclude & Charge:** Negotiate new agreements leveraging BCE billing flexibility.

50%
average annual
growth rate for
Travel eSIM plan
adoption over the
next 5 years.

Source: Kaleido Intelligence