



jBilling

Build vs. Buy?

How to Achieve the Best of Both Worlds

Decisions on Billing Impact...



- Company Reputation
- Customer Satisfaction
- Support Call Volume
- CashFlow
- Payment Speed & Accuracy

Challenges of Building

Risks

- PCI compliance certification requirements
- Key employee/developer turnover
- No product documentation
- No Training or Support
- Staying current (new O/S versions, etc.)

Quality

- Untested foundation (secure, stable, reliable?)
- Not easily extensible or future-proofed
 - changing business needs
 - can't scale with growth
 - can't expand to new offerings



Challenges of Building (Cont.)

Development Time

- Opportunity Cost of delayed market entry
 - Revenue loss and/or missed key buying Season
 - Loss of current competitive advantage
 - Set-backs



In-House Development Costs

- Usually underestimated / hidden
- Must account for: testing, bug-fixing, security, backups, ongoing maintenance and support

AIIG study shows 68% of companies' internal IT projects don't succeed:

- *Taking over 180% of target time to deliver*
- *Consuming in excess of 160% of estimated budget*
- *Delivering under 70% of the target required functionality*

Common Motives for Building



- Complete control
- Tailored to unique business needs
- Ownership of the software code
- Perceived cost savings



Challenges of Buying

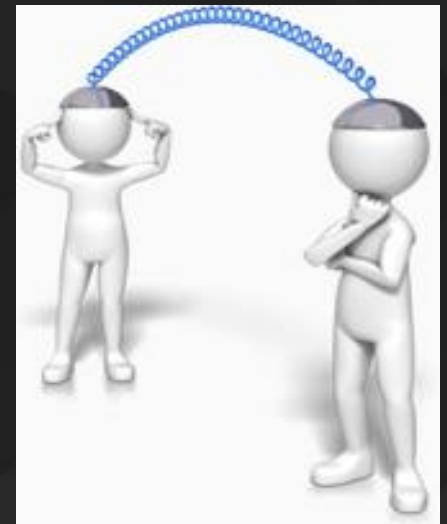
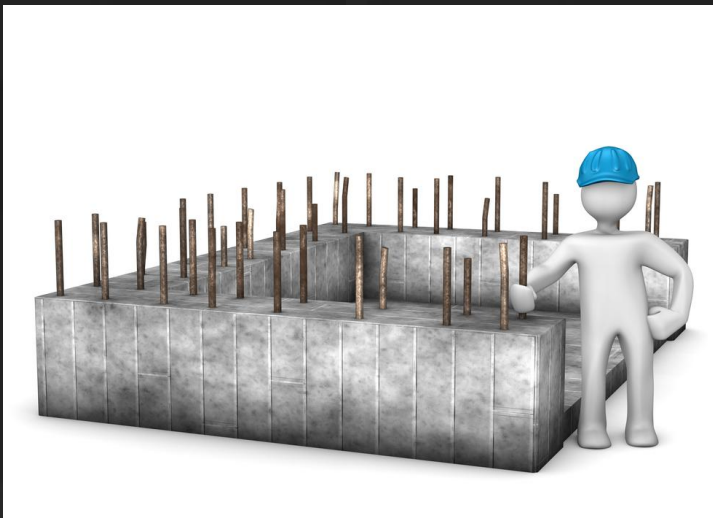


- Researching and vetting vendor solutions
- Lack of Control due to black box solution / no code visibility
- Cookie cutter solution can't meet unique requirements



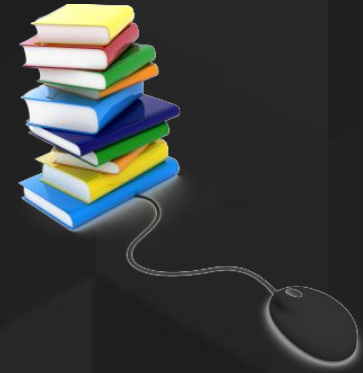
jBilling - The Best of Both Worlds

- Fully tested, stable foundation from tens of thousands of hours of R&D
- Complete control and ownership - You receive the code
- Expert support, training and knowledge Xsfer



jBilling - The Best of Both Worlds

- Full documentation available for download
- Ready-made solution
- Flexibility/adaptability - Customize to meet unique requirements
- Functionality continuously enhanced through customer input



jBilling is Trusted by...



swisscom

AppDirect



FONANGLE



essent



rackspace



PUREPLAY

Cloudwatt



Constant Contact

Connect. Inform. Grow.



AnswerConnect

Your answer to a busy world.



**Deutsche
Telekom**



TRITON
DIGITAL

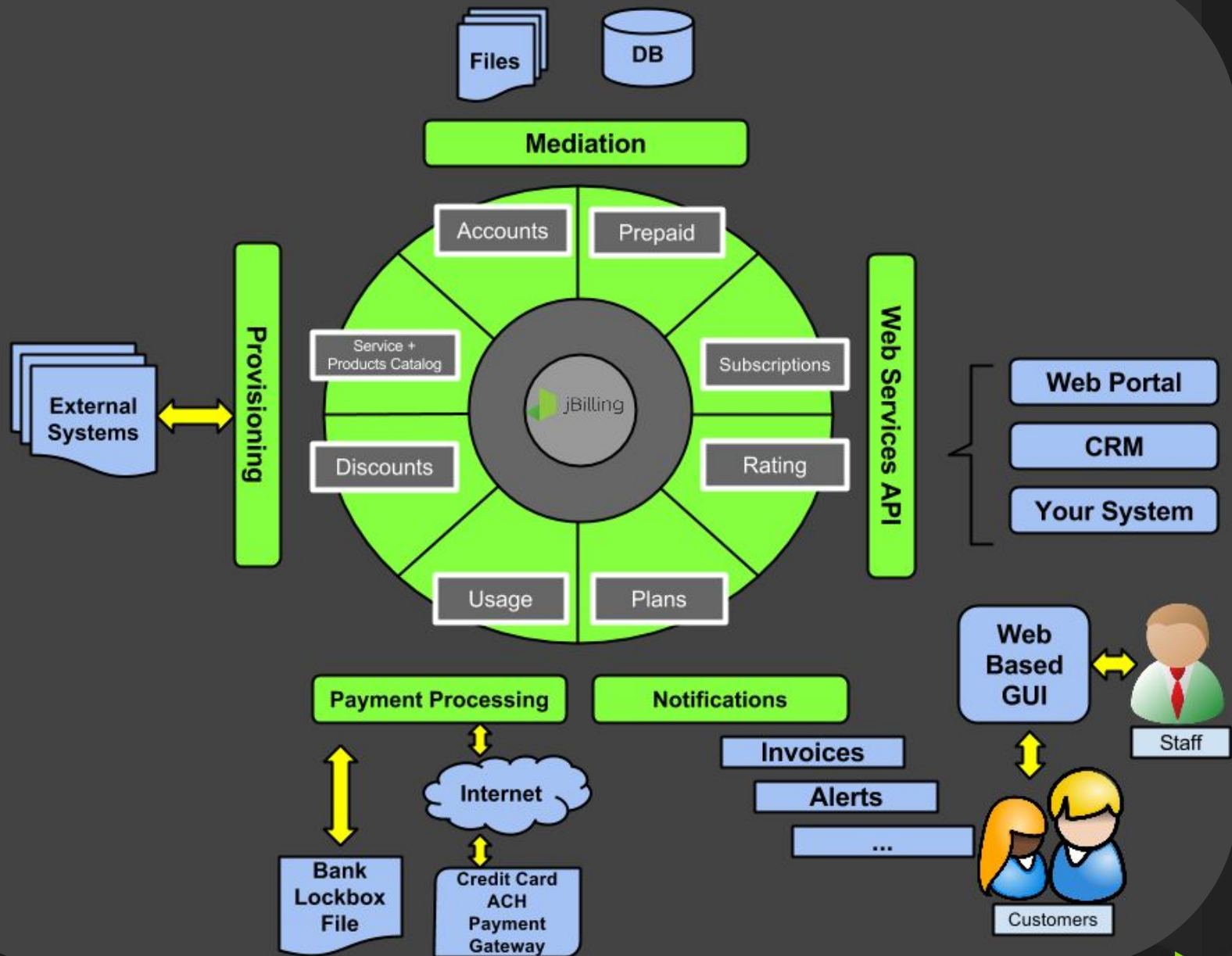


telcentris
SETTING COMMUNICATION FREE

jBilling cloud service or on prem

- Plans, bundles, add-ons, complex pricing
- Product catalogues
- Internationalization (language, currencies)
- Advanced mediation and rating
- AAA Diameter for real time prepaid
- Set up account or even company hierarchies for resellers
- Review bill runs
- Automate sending notifications
- Aging of accounts and dunning
- Payment processing
- Integration with tax engine
- Generate custom detailed invoices
- Create reports for business intelligence
- Customer self-serve
- Inventory management
- Robust high performance API

Solution Overview



Corporate Overview

Founded:	2002
Group Employees:	500+
Core competence:	Complex telco-grade billing solutions
Target Industries:	Telecommunications
Offices:	Ottawa, Canada; San Francisco, USA
President:	Emiliano Conde

An AppDirect Company

Privacy

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