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## Equipment Leasing Options

Azotel understands that one of the major issues preventing operators from expanding their networks in the current financial climate is the lack of capital to purchase new radio equipment. To help our current and potential operators overcome this obstacle, we have explained the benefits of the Azotel SIMPLer business model to our finance partners and are now in a position to provide leasing through those finance partners.

If leasing would be of interest to you, please let us know your requirements by emailing [leasing@azotel.com](mailto:leasing@azotel.com) and we will be happy to discuss next steps. The first of a series of meetings will take place in Dublin, Ireland on Oct 14.

## Mergers and Acquisitions (M&A)

The Azotel SIMPLer platform has become a key enabler for Mergers and Acquisitions amongst Operators. Managing all subscriber information, network equipment information, product and accounting information via SIMPLer, reduces the due diligence process to a matter of hours as the buyer knows exactly what they are purchasing. Secondly, the integration of networks becomes a non issue, due to the SIMPLer multiple instance and master portal design. Consequently, our Operators who are in acquisition mode are now demanding that Sellers put in place the Azotel SIMPLer platform *before* the deal is finalized.

Lastly, if you are considering the option of selling your network we may well be in a position to match you with a buyer.

If any of these situations applies to you, please let us know by emailing [mna@azotel.com](mailto:mna@azotel.com) so that we can discuss the options with you.

## New Distributors/Resellers



Azotel has recently signed an agreement with [DoubleRadius](#) to act as a Reseller of our SIMPLer platform in the USA. Based in North Carolina, DoubleRadius's goal is to provide best of breed networking, consulting, designing, planning and financing solutions to the data communications community.



Meanwhile, we've completed an agreement with [Multisource](#) to act as a Distributor of our SIMPLer platform throughout Sub-Saharan Africa. Based in Johannesburg, Multisource, with over 35 years experience, stock, distribute and deploy reliable, cost-effective products from world-class vendors in the broadband and wireless markets.

The Azotel SIMPLer platform is an exciting new addition to the portfolios of both of these companies and enables us to better serve our Operators.



Azotel SIMPLer reduces the costs and simplifies the business of delivering telecommunications services.

The SIMPLer platform delivers everything a wireless Operator needs (other than the radio equipment) which can be seamlessly integrated with any access network such as Motorola, Ubiquity, Mikrotik, Alvarion etc.

Simplification is the key to the Azotel approach. By following a prescribed simple business process, we significantly reduce the operating costs and increase reliability of the services delivered to end-users. This in turn leads to much higher satisfaction levels and less churn amongst subscribers.

Azotel was first deployed in 2002 and today has in excess of 50 Operators worldwide.

Traditionally, Operators tend to build up their core network and management system using various vendors to address all necessary functions.

SIMPLer delivers all this functionality via a **single interface**.

Learn more, visiting us on the web at [www.azotel.com](http://www.azotel.com) or contact us at [info@azotel.com](mailto:info@azotel.com)

## Recently-Completed Features

### Ability to Attach Files to Customer Record

A new feature has been implemented that allows files of any type to be added to a customer record. This allows scanned copies of contracts, photos of installations, recordings of phone conversations etc. to be stored as part of the customer record, so that they're always quickly and easily accessible.

#### Last 5 Attachments (all..)

File	Size	Description	Date
phone_call00383.mp3	3.57M	Phone call record containing bank detail (...)	27 Aug 2010
CustomerEquipmentList.xlsx	29.09K	CPE list	27 Aug 2010
customer_site.jpg	46.29K	Installation site	27 Aug 2010

[Click here to view the full feature description.](#)

### Billing Issue Auto-Creation/Closure

The Subscriber Auto Notification/Disconnect (SAND) process has been enhanced so that it can now automatically create a billing issue when an account is overdue for a specified period, and close that billing issue when all overdue invoices have been paid.

[Click here to view the full feature description.](#)

## Ability to Defer SAND

The SAND process has been enhanced so that an operator can defer disconnection for specific customers, to give them more time to get their account in order before being disconnected. This can be done by setting the SAND Status to "Deferred" in the Billing Details section of the customer page, and specifying the date until which SAND has been deferred.



An operator can now also specify days of the week and specific dates on which SAND won't disconnect any customers. This is useful in cases where an operator doesn't want to disconnect customers on weekends, public holidays and other special occasions.

[Click here to view the full feature description.](#)

## Auto Provisioning of Alvarion CPEs

Auto provisioning within SIMPLer is now supported for Alvarion CPEs in addition to Canopy, Ubiquiti and MikroTik CPEs.

[Click here to view the full feature description.](#)

## Support for IP Pay Payment Gateway

Support has been added for the payment gateway from [IP Pay](#). If you're interested in using this, please contact [Azotel Support](#) for help in configuring the gateway on your SIMPLer instance.

## Other Enhancements

Other recent improvements to the SIMPLer system include:

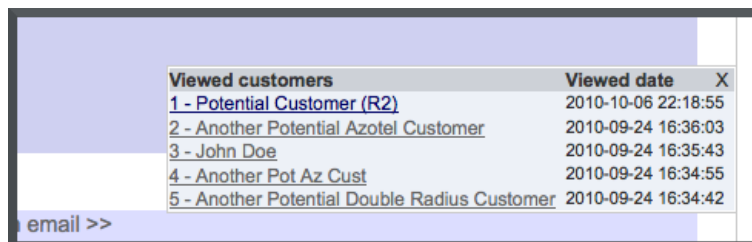
- [Ability to edit contact details.](#)
- [Default search option is now customisable.](#)
- [Ability to specify a customer's site, and to search based on the assigned site.](#)
- [Ability to set customers to "post" at a future date.](#)
- [Automatic maintenance issue emails.](#)
- [Ability to preserve current map settings.](#)
- [Ability to define customer groups.](#)

## Upcoming Features

Work is currently in progress on the following features:

### View Last 5 Customer Records

An enhancement is in progress which will display the last 5 customer records that a user has accessed in the bottom right-hand corner of the screen. Clicking on any of the entries in this list will bring the user directly to the appropriate customer details page.



Viewed customers	Viewed date	X
1 - Potential Customer (R2)	2010-10-06 22:18:55	
2 - Another Potential Azotel Customer	2010-09-24 16:36:03	
3 - John Doe	2010-09-24 16:35:43	
4 - Another Pot Az Cust	2010-09-24 16:34:55	
5 - Another Potential Double Radius Customer	2010-09-24 16:34:42	

## Multi-Homing Support on ImageStream

Changes are being made to improve support for multi-homed networks (networks with multiple internet feeds) when the WIB firmware is running on an ImageStream router.

## Radius Integration

Work is in progress to provide the ability for SIMPLer to integrate with equipment / networks supporting RADIUS (**Remote Authentication Dial In User Service**) based AAA servers. Radius is a networking protocol providing centralized Authentication, Authorization, and Accounting (AAA) management information services for computers to connect and use a network service. This will help to improve the flexibility of the SIMPLer system, and allow easier integration with existing networks which are already using RADIUS.

## Flexible Reporting / Custom Fields

Work is in progress to support a flexible reporting engine which will allow operators to create their own reports using data from SIMPLer. We're also working on an interface to allow operators to add custom fields to the subscriber record. The combination of these two features will provide operators with the ability to add and report on new data fields without requiring software changes from Azotel.

## Enhanced Campaign Support

We're currently working on enhancements which will provide better support for promotional campaigns. Campaigns will be more clearly separated from products, it will be possible to define trigger criteria which must be met before a customer is eligible for a campaign, and the campaigns that a customer is on will be more visible from their customer details page.

## Pro-Rated Billing

At the moment, if an operator invoices all their customers on a fixed day of the month (typically the 1st) and a customer is installed part of the way through a month, there isn't an easy way to pro-rate the charge for the first month. Changes

will be made so that SIMPLer will automatically calculate the pro-rated charge in this situation.

## About Azotel

[Azotel](#) is a world leader in the development of integrated Core Network and OSS solutions (Operational Support Systems including subscriber management and operations automation). The company equips Operators with the technology and management services required to build out commercially successful broadband networks anywhere in the world. Azotel currently powers multiple broadband networks across [Ireland, Europe, Africa, Canada and the United States](#).

## To Find Out More

If you're an existing customer, then the latest versions of all of our customer documents are accessible via the "Documentation" link in SIMPLer. Descriptions of recently-developed features are available on our [external portal](#).

If you're a potential customer, then why not [sign up for a demonstration](#) of our SIMPLer platform or [request a quote](#) from a distributor/reseller near you.

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