


# COMARCH



## COMARCH OVERVIEW



Comarch is trusted across the globe as a provider of comprehensive and innovative IT solutions. It's a trust that the company has earned during the course of thousands of projects, in more than 60 countries over almost a quarter century of operations.

Now, Comarch is known in industries such as telecommunications, banking, finance & insurance, airlines, fuel vending, utilities, ERP and healthcare providers, and others. And in every one of them, the company is recognized for the breadth of its offer, which comprises the most up to date products, modern architecture, in-depth documentation, and cross-manufacturer compatibility.

Our clients know from experience that, when they come to us, they deal with a company that puts innovation at the forefront and has a proven willingness to invest in research and product development. And, because Comarch's corporate flexibility is reflected in its products, everything we do can be tailored to fit, precisely, you.

## COMARCH AT A GLANCE

**1991**

Comarch onset

Founding year

**1993**

**1999**

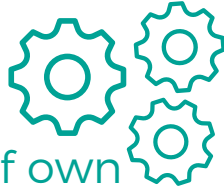
Publicly traded on Warsaw Stock Exchange since

OVER **5500**



EMPLOYEES

**93%**



of revenues sale of own software and solutions



**GLOBAL PRESENCE**



**RECOGNIZED BY**

Forrester Research, Gartner, IDC, and more



SUBSIDIARIES

**54**



HEADQUARTERS



KRAKÓW, POLAND

**THOUSANDS OF SUCCESSFULLY COMPLETED PROJECTS ON**



**6** Continents in about

**60**

Countries

**ADDED VALUE**

Comarch is a software house which sells own software products to large corporations along with implementation and managed services

**500** The total value of Comarch's shares on a **Stock Exchange**  
**MLN**  
**USD**

## BUILDING CONNECTIONS, INNOVATIVELY

Comarch provides the link between businesses and clients, via and the most up to date, innovative technologies. We have a proven track record and are trusted in fields such as:

- **Comarch OSS** - IT solutions for telecom network inventory and planning, network configuration management, service fulfillment, NFV/SDN, SON - to improve network performance and build future-proof network architectures
- **Comarch Integrated Assurance & Analytics** - a portfolio of solutions for service assurance, customer experience management and data analytics - to ensure the highest satisfaction of telecom customers



- **Loyalty Management** – single, cutting-edge, comprehensive solution to manage customer retention and targeted offers, dedicated for individual and business customers.
- **IoT Ecosystem** – full support for telecoms at all stages of the end-to-end IoT value chain with vertical business cases, horizontal platforms (including our M2M Platform), IoT building blocks, smart devices and the Comarch IoT Plant
- **Smart City** – connecting communities with a single, intelligent platform.
- **Thanks Again** – the world’s first and only airport-centric coalition of loyalty programs.
- **Gamification** – utilize the most effective game mechanics and storytelling to interact and engage with employees and customers.
- **The Health City** – improving patient care and resource management with advanced IT solutions connecting all the medical services offered across cities and regions.
- **Remote Medical Care** – advanced and automated telemedicine services, which allows constant monitoring of a patient’s condition and the performance of preventive and control check-ups outside the hospital environment.
- **Wealth Management** – multi-module investment system using virtual reality.
- **Conversational AI** – keeping track of personal wealth using a voice-controlled interface.
- **Comarch ERP Altum** – flexible multi-language business platform for companies whose specification requires an individual approach.
- **Comarch ERP XT** – easy to use cloud billing and invoicing application for micro and small businesses.
- **Comarch e-Commerce** – B2C, B2B & B2C2B internet sales platform for micro, small and medium businesses.
- **Voice and eye-based biometrics** – new methods of secure user authentication, also on mobile devices.
- **Comarch IoT Solution** – flexible and secure end to end solution combining SW & HW enabling creation of scalable IoT products.
- **Comarch IoT Devices** – a line of smart devices linked to Comarch IoT Platform through various wireless protocols such as Bluetooth Smart, Wi-Fi, 3G, Thread, and others.
- **Comarch IoT Plant** – offers sophisticated infrastructure facility suitable for industrial design, rapid prototyping, short/medium series manufacturing and quality control.
- **Comarch IBARD** – secure cloud backup and storage service with sync, sharing and collaboration features, accessible via all mobile and desktop devices.
- **Business Intelligence** – tailored solutions and services that help you stay ahead of the game including source integration and development strategies.
- **Comarch FSM** – a complete solution for staffing, scheduling and managing field force, offering a smooth and profitable service by linking connected devices to a cloud-based field service software.
- **Comarch BSS** – full portfolio of IT systems that help telecoms increase the effectiveness of business operations in areas such as billing, customer management, product catalog or order management
- **Comarch Location Based Services** – a robust software platform, which enables direct and real-time communication via a mobile application, based on its user’s location



## CUSTOMERS

TELECOM CUSTOMERS 	SELECTED CUSTOMERS IN OTHER INDUSTRIES 
           	           

## COMARCH FOR TELECOMMUNICATIONS

### WHY CHOOSE COMARCH FOR YOUR NEXT TELECOM PROJECT?

- Engineering **know-how built on experience** in major transformation projects.
- **Interoperability** with legacy systems.
- **“Agile-native”** implementations.
- **Products built in-house** allowing faster, “quick win” integration.
- **Complete BSS/OSS portfolio** covering all CSP strategy areas.
- An innovative challenger, **always on top of current trends**.
- **Cost-effectiveness, expandable framework** with transparent roadmap, data model and APIs ready for future extensions.
- **Flexibility and configurability of products**, customized to meet your company’s needs.
- **Trusted vendor** with proven willingness to invest, featured in IRCM and OSS Magic Quadrants by Gartner, and named Challenger in OSS Magic Quadrant four years running, also recognized by other analyst companies such as Frost & Sullivan or Analysys Mason.
- **Full support** from the very start of the project to the end.
- Consulting service to help clients find **the most efficient implementations**.
- Delivering **personalized services** for SME based on Comarch’s products in **WhiteLabel model**.

**END TO END PORTFOLIO COVERING ALL STRATEGIC AREAS OF A TELECOM BUSINESS:**

BSS SOLUTIONS			
IOT CONNECT	SALES & CUSTOMER MANAGEMENT	BILLING & CHARGING	BSS TAILORED TO YOUR NEEDS
<ul style="list-style-type: none"> <li>IoT Connectivity Management</li> <li>IoT Analytics Platform</li> <li>IoT Billing</li> </ul>	<ul style="list-style-type: none"> <li>Customer Management</li> <li>Self Care</li> </ul>	<ul style="list-style-type: none"> <li>Convergent Billing System</li> <li>InterPartner Billing</li> </ul>	<ul style="list-style-type: none"> <li>Smart BSS</li> <li>B2B Solution</li> <li>MVNO/MVNE Solution</li> </ul>
OSS SOLUTIONS			
FUTURE-PROOF OPERATIONS	NETWORK & SERVICE ASSURANCE	RESOURCE MANAGEMENT	SERVICE DESIGN & FULFILLMENT
<ul style="list-style-type: none"> <li>NFV/SDN</li> <li>Self-Organizing Network</li> <li>SON Integration Box</li> <li>Customer-centric OSS</li> </ul>	<ul style="list-style-type: none"> <li>Customer Experience Management</li> <li>Service Quality Management</li> <li>Service Assurance</li> <li>OSS/BSS Data Analytics</li> </ul>	<ul style="list-style-type: none"> <li>Network Inventory Management</li> <li>Network Planning</li> <li>Network Auto-discovery &amp; Reconciliation</li> <li>Network Configuration Management</li> <li>Network Consolidation for M&amp;A</li> </ul>	<ul style="list-style-type: none"> <li>Product Catalog</li> <li>Omnichannel Order Management</li> <li>Service Fulfillment</li> <li>Field Service Management</li> <li>Service Inventory</li> </ul>
PROFESSIONAL SERVICES			
BUSINESS CONSULTING	MANAGED SERVICES	BSS/OSS TRANSFORMATION	END TO END PROJECT DELIVERY



Comarch has a visible product roadmap and vision that address key CSP initiatives, such as how CSPs can monetize OSS investments related to SDN/NFV, OTT, big data, IoT and emerging big data industry vertical ecosystems in order to grow revenue, improve operational efficiency and customer experience.

**Magic Quadrant for Operations Support Systems, Gartner, 2016**

**ABOUT COMARCH**

Since 1993, Comarch's specialist telco solutions business unit has worked with some of the biggest telecoms companies in the world to transform their business operations. Our industry-recognised telco OSS and BSS solutions help telecoms companies streamline their business processes and simplify their systems to increase business efficiency and revenue, as well as to improve the customer experience and help telcos bring innovative services to market. Comarch's telco solutions customers include Telefónica, Deutsche Telekom, Vodafone, KPN and Orange.

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