



Subex Case Study

Summary

Business Challenge

Managing their legacy on premise datacenter was proving to be an expensive and cumbersome task for the award winning enterprise software company Subex. They wanted to transform from their on premise legacy set up to a cloud based IT solution which would not only have the capability to support their ERP and finance applications, but also increase agility and reduce expenditures drastically.

Addressed By NxtGen

With NxtGen's cloud services, Subex found a solution. This move from the legacy infrastructure to NxtGen's cloud services helped Subex run their crucial finance applications and ERP smoothly. Savings increased considerably, making them agile and better equipped to respond to queries. Thanks to NxtGen's cloud services, Subex could now solely focus on improving their business further instead of managing their legacy infrastructure.

About Subex

Subex Limited is a leading global provider of Business and Operations Support Systems (B/OSS) that empower communications service providers (CSPs) to achieve competitive advantage through Business and Capex Optimisation – thereby enabling these CSPs to improve their operational efficiency to deliver enhanced service experiences to subscribers.

The company pioneered the concept of a Revenue Operations Center (ROC®) – a centralized approach that sustains profitable growth and financial health through coordinated operational control. Subex's product portfolio powers the ROC and its best-in-class solutions such as revenue assurance, fraud management, asset assurance, capacity management, data integrity management, credit risk management, cost management, route optimisation and partner settlement. Subex also offers a scalable Managed Services program with 30+ customers.

Subex has been awarded the Global Market Share Leader in Financial Assurance 2012 by Frost & Sullivan; has won Carriers World Awards 2015 for Best Security/ Fraud Solution; Telecoms Award 2015 for Advances in B/OSS; Pipeline Innovation Award 2016 for Security & Assurance and in 2013 for Business Intelligence & Analytics; and the Capacity Magazine Best Product/ Service Award 2013. Subex has continued to innovate for customers and has been jointly awarded the Global Telecoms Business Innovation Award in 2016 with BTC Botswana; in 2015 with Mobily; in 2014 with Telstra Global; in 2012 with Idea Cellular for Managed Services and in 2011 with Swisscom for Fraud Management.

Subex's customers include 39 of the top 50 telecom operators* and 7 of the world's 10 largest# telecom companies worldwide. The company has more than 300 installations across 70 countries.

*TelecomOperators500,2015

#The World's Largest Telecom Companies 2015 – Forbes

Challenge

Subex wanted to digitally transform their business as the company hoped to phase out their legacy hardware quickly, and thereby simplify several core processes. At the heart of their transformation program was a move from the existing, on-premise legacy setup to a cloud-based IT solution. The expense of managing core applications on the legacy on-premise datacentres was high; capital and operational costs were limiting and time-consuming.

Subex wanted to migrate their mission-critical SAP ERP and Finance applications to the cloud. The most important thing was for the company to select a cloud platform that had a proven ability to support such a crucial solution. Their intention was to reduce the TCO for their infrastructure as well as to increase agility and speed.

Results

Having selected SAP as their partner for their ERP program, Subex opted for NxtGen who came on board as SAP's solutions partner. This alliance soon proved to be a win-win situation for Subex, as they could now run critical Finance applications and their SAP ERP solution on a cloud-based infrastructure. This allowed them to save time and costs, as well as to be agile and respond to queries and issues quickly.

Since Subex is now running their ERP and Finance applications on NxtGen's cloud infrastructure, they now save substantially on not having to invest in hardware, maintenance and other overheads like storage, and several critical functions have been simplified.

Additionally, Subex can now focus on transforming their business, and not be diverted by routine maintenance of their legacy infrastructure.