

Frost & Sullivan Lauds Nebula's Cloud-based Telecommunications Management Solution, OneView

OneView system addresses a clear need for real-time, dynamic, and actionable telecommunications environment data

CAPE TOWN, South Africa. — 30 August 2016 — Based on its recent analysis of the telecommunications management solutions market, Frost & Sullivan recognises Nebula with the 2016 South Africa Frost & Sullivan Award for Product Leadership. Nebula has ably addressed the market need for a provider-agnostic telecommunications management solution with its cloud-based system, OneView™. The solution integrates with the various telecoms service providers and internal systems present in the client's enterprise environment to provide real-time data on a single platform. This vastly eases enterprises' digitalisation initiatives and helps them achieve considerable direct and indirect cost savings. In addition to rapid return on investment, its analytical depth, intuitive and user-friendly interface, and fast implementation time have made it the telecommunication management solution of choice among enterprises in South Africa.

OneView's telecommunications knowledge base enables reporting and analysis of historical and real-time data, both at a broad level and in granular detail. This assists the efficient management of telecommunications expenditure, usage, and performance. Consequently, OneView aids the automation of many complex operational tasks by helping enterprises centrally manage the telecoms environment. Depending on their need, clients can choose from three OneView support packages —remote assistance, an on-site analyst, and an on-site specialist support.

"OneView should be expected to become even more popular as telecommunications systems further evolve and more companies take on the challenge of digitalization," said Frost & Sullivan Research Analyst George Etheredge. "Nebula is constantly looking for ways to further innovate the OneView system in order to ensure that the solution is ready for the next wave of digital disruption."

One of the outstanding optimization benefits of the OneView solution is that it facilitates comparisons between a customer's current telecommunications environment and other potential environments. It will indicate to the user when costs can be saved by switching to another provider or service.. In allowing customers to cherry-pick the most suitable products for their specific and proven needs, OneView has shed the telecommunications management

solution tag and can now be positioned as a telecommunications digitalisation solution.

Another vital product benefit is its rapid deployment time. Nebula takes a maximum of 40 hours to fully deploy the system in the client's operation. Because OneView is cloud based, the system itself does not require any installation. The deployment process primarily involves linking the data from the customer's telecommunication providers to the OneView system.

Nebula's client base is primarily comprised of prominent JSE listed companies and multinationals like the Foschini Group, Deloitte SA, Phillip Morris, and the Clicks Group. Nebula plans to break into international markets on the back of the success that the solution has achieved in the South African operations of these multinationals.

"Nebula evaluates the success of its OneView system by the impact it has on a client's telecommunications expenditure," noted Etheredge. "Nebula is typically able to save customers 30 – 40% in direct telecoms costs. Although indirect cost savings are more difficult to measure, the company estimates that it can save clients up to 70% in this area."

Each year, Frost & Sullivan presents this award to the company that has developed a product with innovative features and functionality and is gaining rapid market acceptance. The award recognises the quality of the solution and the customer value enhancements it provides.

Frost & Sullivan Best Practices awards recognise companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research to identify best practices in the industry.