

# CASE STUDY

## Portfolio Management

### > Context

- Our client, a MNC telecom operator, is managing the huge portfolio of 2500+ offers across the globe and is in the partnerships with 200+ service providers.
- To remain in the leading position, our client faces the challenge of having the best market intelligence through well managing the upstream supply chain: ISP partnerships, products portfolio, pricing catalogs, ISP information.
- Officience, with its expertise on client's Quote-to-Bill chain, was chosen to support our client outperform the market intelligence.

2500+

Offers managed

200+

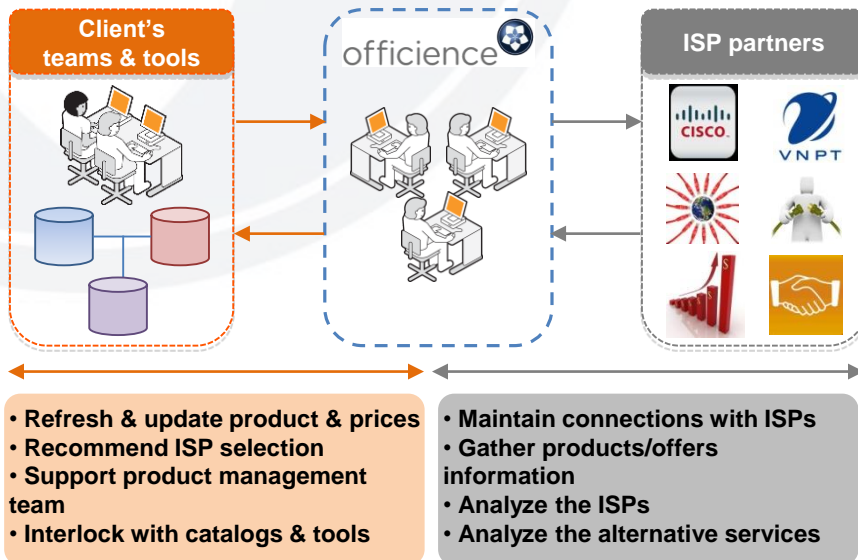
Service providers managed

5+

Tools & catalogs mastered

### > Solution

We put in place a **team of Data Analysts** who **master** the client's **presales tools & processes** and are **strong at interpersonal skills**:



### > Benefits

We implement a solution with both short-term and long-term focuses:

- **Quick implementation:** Operational team involved from day 1
- **Strong governance model:** Steering Committee, Business review meeting, and Project follow-up meeting
- **Transparent operating model:** Smart project organization, Customized tracking tools

### > Achievements

We are our client's long-term partner in this service:

- **6.5 years** in service
- Thanks to a deep understanding of client's business, Officience is able to deliver **accurate recommendations** and rapidly **became a true asset** supporting client's product management.