



# HOW TO BECOME MVNO & HOW TO BUILD YOUR MVNO OFFER

Choose:

Your industry  Retail  Bank  Media  Sport  Travel  Entertainment  FMCG\*  Post Office

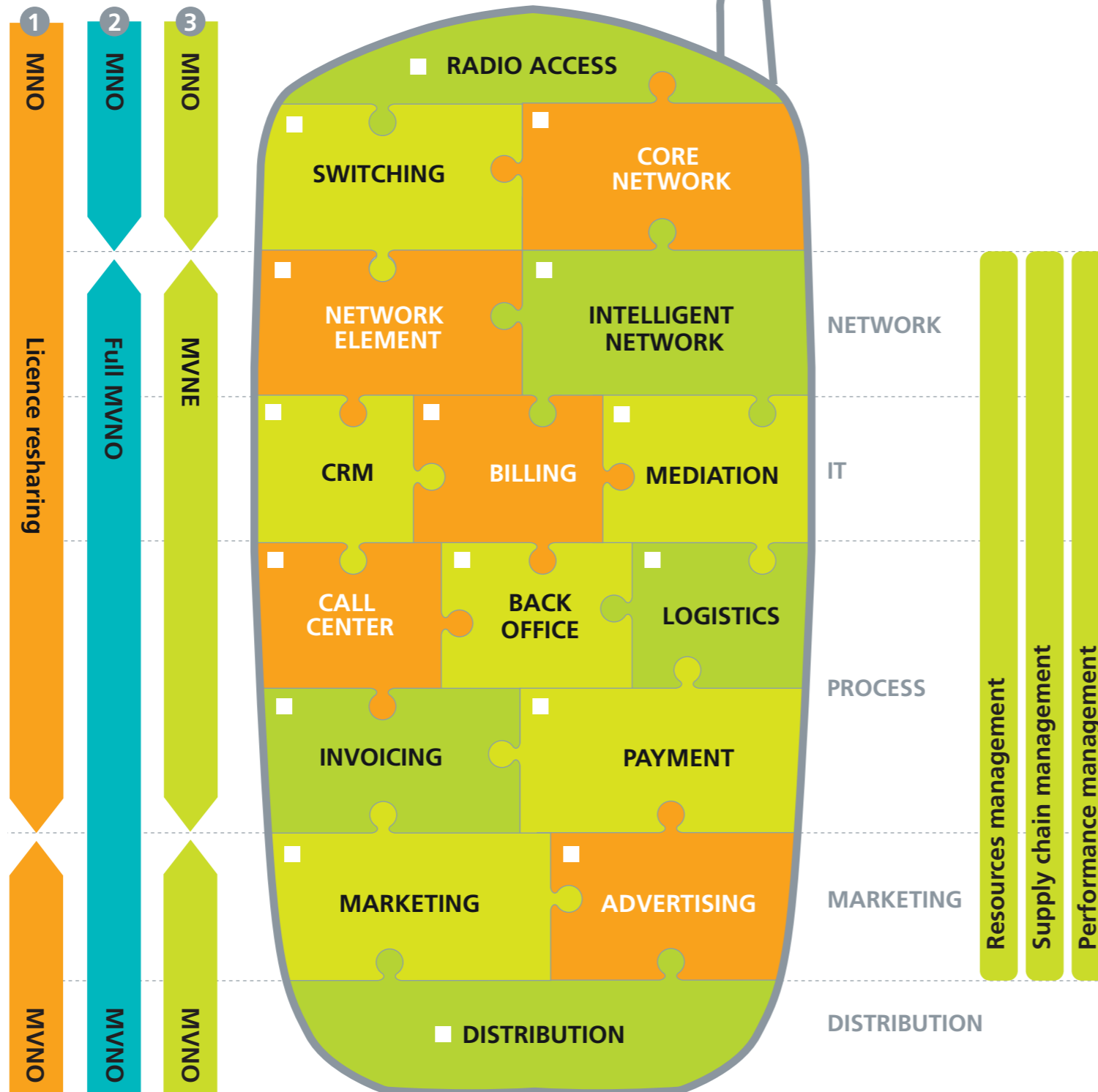
Your objective  New product New revenues  New Channel for distribution and communication  New closer relationship

Your strategy  **DIFFERENTIATION** New value added services  **NICHE** community  **LOW COST**

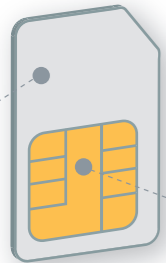
Your target  **BtoB**  **BtoC**  **M2M**

\*Fast Moving Customer Goods

Your offer



## M2M Machine-to-machine solutions



**For operators:**  
Extelia enables operators to explore new ways to generate revenue.

**For customers:**  
Extelia provides customers connectivity to their devices.

Extelia enables you to design, develop and deploy your M2M solutions for:

- Fleet Management
- Logistics and supply chain management
- Telesurvey, Security and Surveillance
- Traffic flow
- Point-of-Sale and ATM
- Building intelligence
- Healthcare

## Pay as you grow

• **Minimal Investment and quick ROI**

Our MVNO customer launch their telecom business with a minimal initial investment and quick ROI.

• **Risk sharing**

Extelia shares project risks and rewards. Our reward sharing partnership model has earned us the loyalty of a growing number of MVNOs and ISPs. Extelia focuses its proven resources on the success of your project.

• **Long term partnership**

Extelia brings new MVNOs financial power and geographical reach.

## A comprehensive solution

• **"One stop shop"**

Extelia selects and manages all partners in the value chain. All business and technical processes are managed by Extelia's Operations Command Center.

• **Flexible, efficient and open outsourcing solutions**

Extelia is a leader in Business Process Outsourcing for the telecommunication industry. Our pragmatic mix of outsourcing and tailored development gives us an edge over standard System Integrators.

• **Partners in every country**

Extelia fields highly skilled teams who are fully conversant with local legal and business environments.

• **Competitive prices**

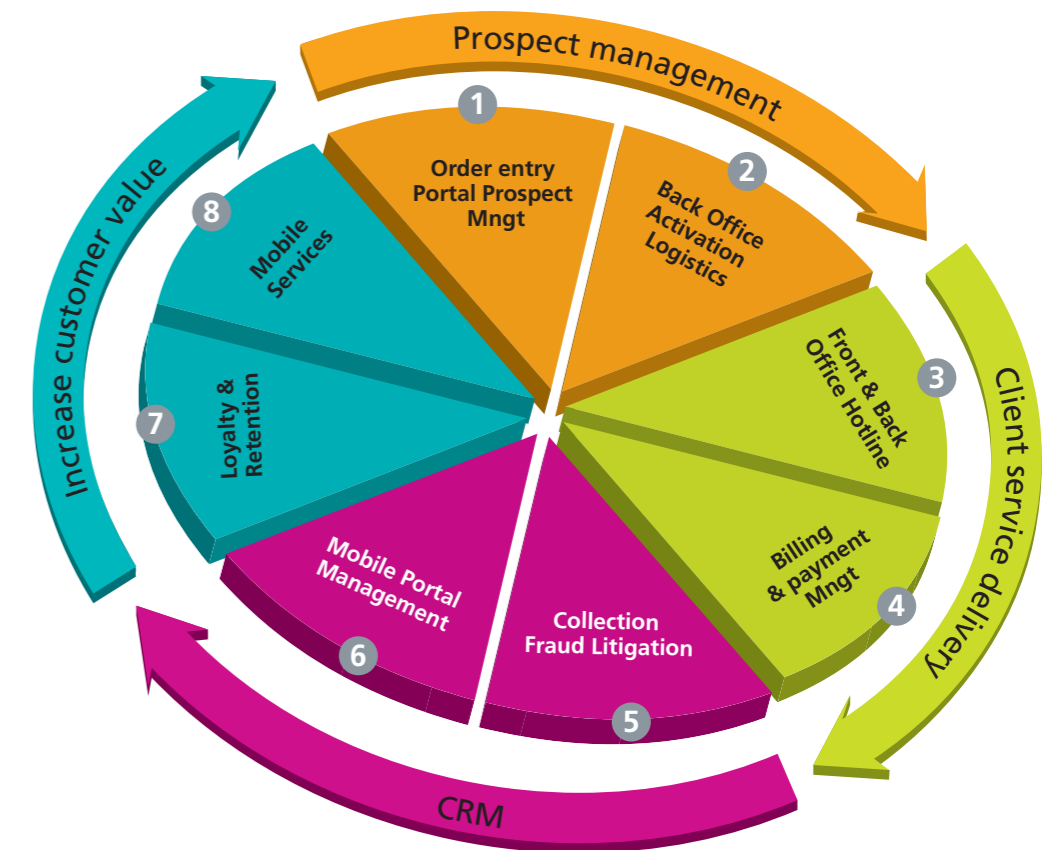
Pricing is optimized thanks to mutualized IT infrastructures and near-shore partnerships.

• **Tailor made solutions**

Legacy IS, retention programs, customer databases, market differentiators.

• **Time to market**

Pre-tested products combined with a dedicated senior team guarantee efficient and timely implementations.



**The 8 points** of the Business Process Outsourcing