



Is it right?

...

“How many of my customers receive incorrect invoices or no invoice at all, and how much revenue is lost as a result?”

“How much money am I paying unnecessarily for obsolete circuits?”

“Is our data—the data on which I’m basing all of our critical performance measures—reliable?”

These are the questions which plague every executive in the telecommunications industry.

Allolio&Konrad serves the telecommunications industry by assuring the quality of data on which critical business processes and decisions rely.

Is it right? Allolio&Konrad has the answer.

... "Allolio&Konrad provided us with an inventory of circuits that had not been billing correctly—allowing us to recover millions of Euros."

Andrew McFadzen  
HEAD OF SALES EMEA, EQUANT

...

Paradoxically without ego and yet the best at what we do. Go figure.

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Certainly, revenue assurance and cost management consulting to the telecommunications industry is not a glamorous occupation. But when performed by Allolio&Konrad, it offers the utmost financial utility to your company.

Successful data quality improvement initiatives combine highly conceptual and often unconventional thinking with roll-up-one's sleeves-and-get-dirty-in-the-trenches work.

Fortunately, Allolio&Konrad is not intimidated by such a challenge. In fact, we take pleasure in embracing this critical mandate.

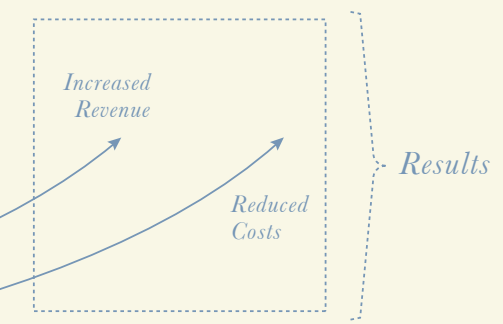
Yes, we gleefully merge an auditor's attention to detail with a consultant's ability to grasp the big picture. It's quite a one-two punch.

Workflow Management

Leakage Identification

Leakage Validation

- <sup>1</sup> Collection
- <sup>2</sup> Disconnection
- <sup>3</sup> System Updates



"Allolio&Konrad offers a rare combination of expertise and dedication."

Janet Matulia  
PRESIDENT, FRANCE TELECOM LONG DISTANCE USA

## Allolio&Konrad finds nothing humorous in bad data jokes.

This is primarily because the founders are German and, perhaps more to the point, there are no bad data jokes. Only bad data. Very funny.

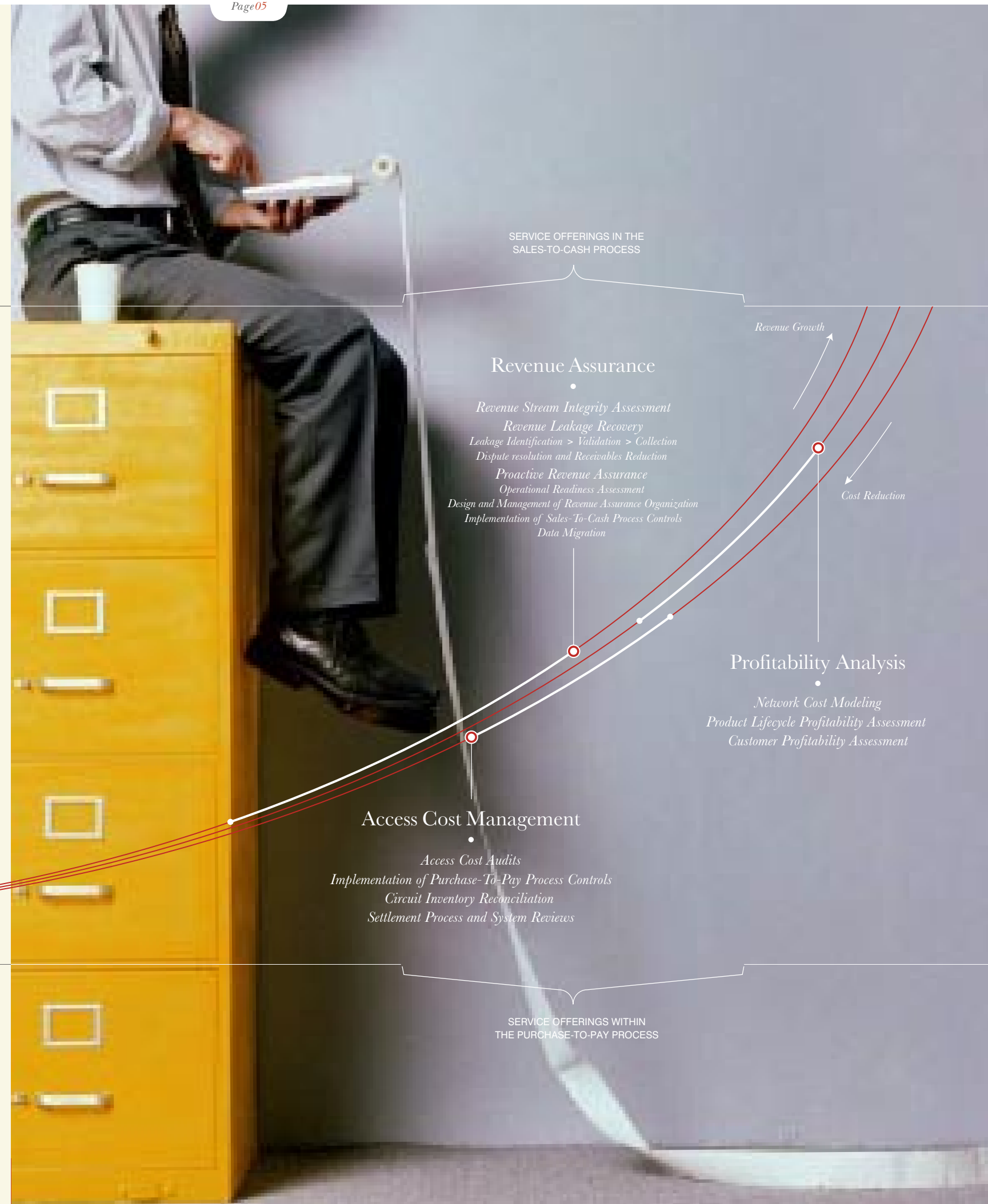
However, our associates hail from funnier countries, and that balance creates a unique esprit de corps, allowing us to

focus with considerable energy and expertise directly on your core challenges.

We might crack a smile from time to time, but overall, we apply our finely honed skills to configure a powerful suite of specialized methods and tools to your needs with a dogged grimace on our face.

Our core competency

All our service offerings leverage two core competencies—our deep understanding of network management, order management and billing data, and our unique ability to correlate and reconcile technical and financial information.



SERVICE OFFERINGS IN THE SALES-TO-CASH PROCESS

### Revenue Assurance

- Revenue Stream Integrity Assessment
- Revenue Leakage Recovery
- Leakage Identification > Validation > Collection
- Dispute resolution and Receivables Reduction
- Proactive Revenue Assurance
- Operational Readiness Assessment
- Design and Management of Revenue Assurance Organization
- Implementation of Sales-To-Cash Process Controls
- Data Migration

Revenue Growth

Cost Reduction

### Profitability Analysis

- Network Cost Modeling
- Product Lifecycle Profitability Assessment
- Customer Profitability Assessment

### Access Cost Management

- Access Cost Audits
- Implementation of Purchase-To-Pay Process Controls
- Circuit Inventory Reconciliation
- Settlement Process and System Reviews

Sales

SERVICE OFFERINGS WITHIN THE PURCHASE-TO-PAY PROCESS

SELECT CASE STUDIES

### Millions found. Millions collected.

<p><b>OBJECTIVE</b></p> <ul style="list-style-type: none"> <li>Resolve tens of millions of dollars in invoice disputes between our client and their largest wholesale customer.</li> </ul>	<p><b>SERVICE</b></p> <ul style="list-style-type: none"> <li>Data reconciliation throughout the sales-to-cash process to identify and validate inconsistencies between the network, order management and billing system inventories.</li> </ul>	<p><b>RESULT</b></p> <ul style="list-style-type: none"> <li>\$22 million in revenue collected for previously unbilled services. Reduced effort to generate invoices and reduced DSO.</li> </ul>	<ul style="list-style-type: none"> <li>Allolio&amp;Konrad's Revenue Assurance Solutions place equal weight on revenue recovery and leakage prevention. Once databases have been cleansed revenue stream integrity is paramount to protecting the investment in data quality.</li> </ul>
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### System migration across Europe.

<p><b>OBJECTIVE</b></p> <ul style="list-style-type: none"> <li>Centralize distributed data/IP billing data and activities representing client revenues of 500 million US\$ into one location. Design and implement corresponding changes to sales-to-cash process.</li> </ul>	<p><b>SERVICE</b></p> <ul style="list-style-type: none"> <li>Automation of data extraction from legacy systems and loading of cleansed data into target systems. Work with local resources in 14 countries to cleanse historic billing data and implement new processes locally.</li> </ul>	<p><b>RESULT</b></p> <ul style="list-style-type: none"> <li>Consolidation of multiple billing entities within two merged companies into one single billing system.</li> </ul>	<ul style="list-style-type: none"> <li>Allolio&amp;Konrad's Data Migration Solutions employ intelligent data mining and data mapping tools imbedded in a highly controlled process enhancing both the speed of the migration and the quality of the migrated data.</li> </ul>
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### Access management and then some.

<p><b>OBJECTIVE</b></p> <ul style="list-style-type: none"> <li>Global effort to validate voice and data access circuits with missing or incorrect circuit information—potentially representing millions in superfluous access cost for our client.</li> </ul>	<p><b>SERVICE</b></p> <ul style="list-style-type: none"> <li>Develop a workflow management solution to control the decentralized validation and cleansing of 200,000 circuits.</li> </ul>	<p><b>RESULT</b></p> <ul style="list-style-type: none"> <li>Accurate inventory of circuits purchased from partners worldwide. Cost reduction through identification and disconnection of obsolete local loops.</li> </ul>	<ul style="list-style-type: none"> <li>Allolio&amp;Konrad's Access Cost Management Solutions associate circuits purchased with services sold—reducing access cost by identifying superfluous circuits and detecting errors in supplier invoices along the way.</li> </ul>
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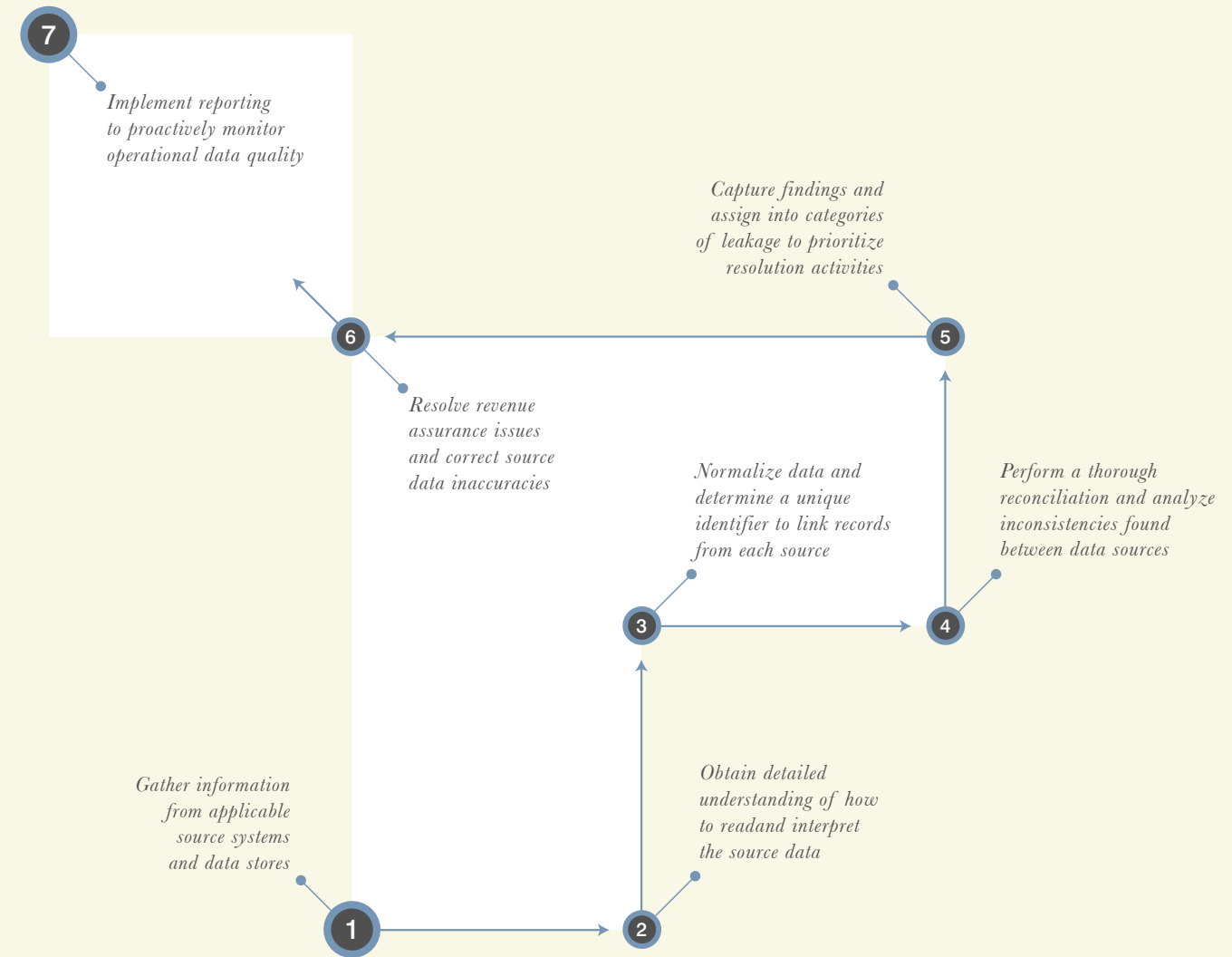
### Know actual profitability by knowing actual costs.

<p><b>OBJECTIVE</b></p> <ul style="list-style-type: none"> <li>Provide better visibility into customer and product profitability to improve fact-based decision making ability.</li> </ul>	<p><b>SERVICE</b></p> <ul style="list-style-type: none"> <li>Develop a network costing model to achieve the best possible allocation and valuation of network elements and services used by a customer network or product.</li> </ul>	<p><b>RESULT</b></p> <ul style="list-style-type: none"> <li>Profitability assessments of customer solutions, products, and profit centers based on true costs. As a by-product, the identification of superfluous services, circuits, and equipment.</li> </ul>	<ul style="list-style-type: none"> <li>Allolio&amp;Konrad's Network Costing Model Solution provides a sophisticated cost allocation framework that lays the foundation for reliable customer and product profitability analysis.</li> </ul>
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“ We experienced Allolio&Konrad as very structured and results-driven from the first day of the engagement. Their consultants got familiar with the specifics of our company very quickly, which enabled them to provide us with a concise and meaningful assessment of our sales-to-cash process in a very short time frame.”

Frédéric Salmon  
CBU STRATEGY & BUSINESS DEVELOPMENT, BELGACOM

SEVEN MAJOR STEPS OF OUR APPROACH TO IMPROVING DATA QUALITY



A word about the competition

Our competitors will claim that they can identify 8%, 10%, 12% of revenue leakage for their clients. To us, that figure is meaningless unless this revenue can actually be recovered. Allolio&Konrad's service offerings will restore revenue stream integrity all the way. Our work is done only when we have actually collected incremental revenue for our clients. Our revenue recovery figures are therefore lower—more like 2%–3% of revenue investigated—but that is *measurable* and *real* money received by our clients.

... "I would recommend Allolio&Konrad to any carrier facing data quality issues and seeking tangible answers."

Markus Schanz  
MANAGING DIRECTOR CENTRAL & EASTERN EUROPE, CARRIER1

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Make it right. Allolio&Konrad has the answer.

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Talk to us about how we can help your company to improve data quality. You will find that we put our money where our mouth is: we are ready to link our compensation to the quantifiable benefits we deliver to you.

To learn more about Allolio&Konrad please contact:

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