

Sales and Distribution Management Solutions for Telcos

REINVENTING DEALER MANAGEMENT SOLUTION FOR REAL-TIME SALES & DISTRIBUTION INSIGHTS

140%

Ardvark's emPOS helped CSPs increase their revenue by 140%

Enhancing the sales & distribution and empowering the dealers to do more

Communication Service Providers (CSPs), Mobile Network Operators (MNOs) and MVNOs are on the path of a significant digital transformation. Confronted with growing competition and commoditization of traditional services, CSPs, MNOs and MVNOs are progressively relying on future-ready solutions to manage their sales and distribution of sim and other add-on services backed by data and analytics to help them enhance the end-to-end sales and distribution cycle and provide seamless customer experience to improve the revenue and market share.

With the increase in Smartphone adaptation and the significant growth in Mobile Payment systems, Ardvark enables the Telecom Operators to extend their point of sale (POS) to their subscribers rather than operating from a single location. With the help of mobile POS (mPOS) systems and real-time sales analytics, the Telecom operators now can focus more on rapid customer onboarding and maximizing their sales without any limitation on location and physical stores.

85%

Ardvark's emPOS improved service delivery by 85%

How Ardvark Empowers CSP to maximize their sales — Key Use Cases

Ardvark empowers the leading CSPs, MNOs and MVNOs to enhance and expand their sales and distribution channels to acquire more customers at a rapid speed with the help of real-time sales analytics, predictive analysis of sales information and reaching out to their customers with the help of next-gen Mobile POS (mPOS) system. Additionally, Ardvark's emPOS solution enables the CSPs, MNOs and MVNOs to track and monitor the field agent's activity and prioritize the action accordingly.

KEY USE CASES



DEALER MANAGEMENT

- DEALER ONBOARDING
- DEALER PERFORMANCE
- DEALER COMMISSIONING
- DEALER GAMIFICATION



MOBILE POS (mPOS)

- MOBILE RECHARGE
- DATA RENEWAL
- POSTPAID BILL PAYMENT
- VOUCHER PRINTING
- SIM ACTIVATION
- SIM SWAP



SALES TRACKING

- DEALER ACTIVITY TRACKING
- REAL-TIME SALES TARGET
- PREDICTIVEVE ANALYSIS AND FORECAST
- LOGISTIC AND DISTRIBUTION

75%

Faster time to market

10X

Increase in ARPU

40%

Decrease in user Churn

Capabilities in emPOS Dealer Management solution

Ardvark offers an end-to-end sales and distribution management platform that helps operators drive sales seamlessly and provides insights into the dealers' performance to take corrective and predictive actions, in real-time.

Digital Subscriber Engagement

Enable MONs to engage with the customer during activation or recharge with new promotions, in real-time, thereby reducing the time-to-market of customized products and services, offers, value-added services etc. With emPOS, the MNOs are enabled to communicate and collaborate with the dealers to offer the latest promotions to their subscribers in real-time, with quick market offer availability from premium retail outlets to informal street vendors and rural locations, enabling instant reactions to competitive activities.

Dealer Performance Management

Equipping dealers with capabilities like dealer self-registration, dealer scores, performance-based dealer recommendations, request for inventory/place order, track order status, view invoices, statements, credit limit management/digital wallet, and payments to reload that balance, all in one platform. Build trust with dealers, by providing them with real-time information on their sales performance and commission. Enable the dealer to view their sales numbers and, most importantly, their commissions.







eKYC for your subscribers with Fingerprint Verification

Enabling dealers to Capture your subscriber details for KYC prepaid registration using standard, low-cost devices. Photograph the ID (using the mobile device), enter additional contact details and accept a signature all via the mobile app. Authenticate the subscriber via fingerprint verification. Link to the SIM activation and reduce dealer equipment and paperwork required for the KYC process.

Multi-tenant & SaaS platform or On-Premises

Deploying a single convergent solution simplifies features like enhanced collaboration, Pay as You Go, and low maintenance cost with in-built capabilities like scalability, security, backup & restore improvements. Ardvark's emPOS is also supported on-premises deployment to ensure the MONs comply with the regulatory mandate of User Data Security based on their country.

What emPOS solution can offer you:

<p>SaaS Model/OPEX Based/Modular</p> 	<p>Multi-tenant</p> 	<p>Dealer Self-Onboarding & Access Management</p> 
<p>Accurate & Immediate Incentive Calculation</p> 	<p>Proactive Fraud Detection by geo-tracking</p> 	<p>Sales tracking on real-time</p> 

Benefits

Realtime Activation

Activate the SIM in the real-time and perform the eKYC with paperless application and authenticate your subscribers in the real-time using fingerprint verification.

Realtime Sales Forecast

Track your sales figures in real-time and get the precise predictive analysis to plan your future sales target accurately.

Realtime Dealer Management

Track and manage your dealers in real-time to analyse their performance and calculate their commission.

Realtime Inventory Management

Track and manage your stocks in advance to ensure you have surplus sim and vouchers available for your POS systems

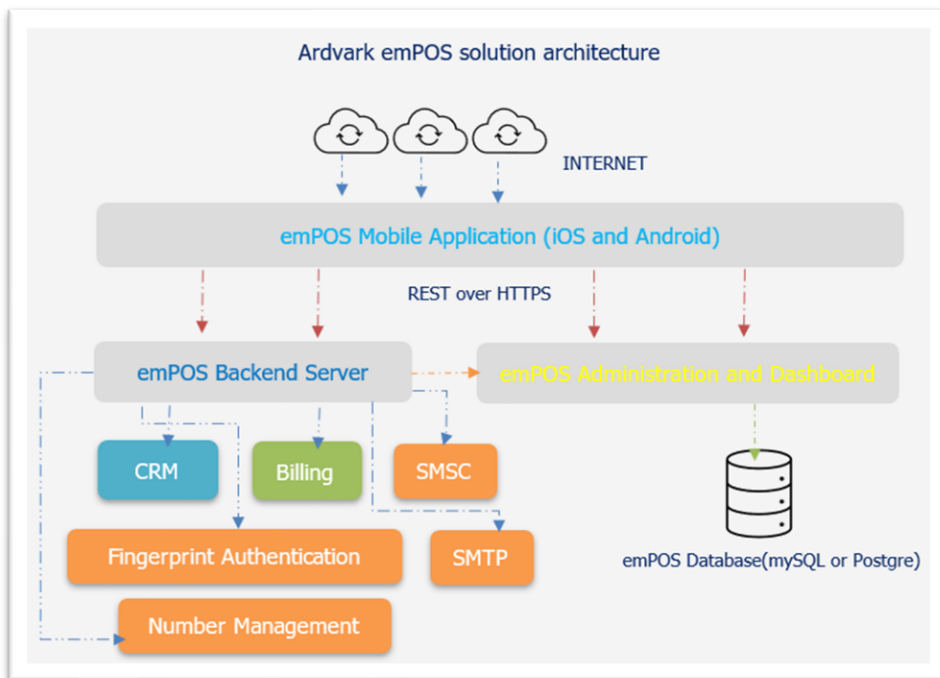
Available both in OPEX and CAPEX models to reduce your cost of ownership

A solution that is flexible enough as per your need and supports your objectives to eliminate the huge cost of ownership.

- Minimal one-time setup fee
- Monthly, Quarterly or Annual subscription
- On-premises or cloud hosting
- Opensource technologies to reduce your cost

Solution Architecture

Ardvark's emPOS platform is designed on open-source technologies to reduce your operational cost. The application seamlessly integrates with most of the CRM and billing platforms like Huawei CRM, Oracle Seibel, Ericsson IN and Charging, MIND Billing platform, Netcracker OSS and BSS platform etc.



About Ardvark

Ardvark Network Solution is founded in London, UK, in 2022 by a few Telecom veterans and technology experts with vast industry experience of more than 20 years with the vision and passion to solve the complex issues for Telecom Operators and MVNOs with the expertise in Service Activation, Service Provisioning, SIM Activation, and Telecom Operation Managed Services.

The Ardvark team has wide hands-on experience in delivering quality services and solutions with passion and enthusiasm. The management team is led by the co-founders with the frequent help of advisors, who are usually industry veterans.