

**experience success**

simplify experience | harness data | stay ahead | be efficient

# Amdocs Business Focus

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**amdocs**

embrace challenge **eXperience success**

# Introduction

25 years within Amdocs



# Agenda

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Market Trends

Amdocs Business Focus

# Agenda

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Market Trends

Amdocs Business Focus

# Market trends

## North America

- Fierce competition
- Multi-play
- SMB & Enterprise
- Faster time-to-market
- Consolidation
- Pressure on OPEX
- Customer experience as a differentiator

## Europe

- Market saturation
- Slow growth
- ARPU pressure
- Multi-play
- Consolidation
- Pressure on OPEX, CAPEX
- Regulatory pressure

## Rest of World

- Rising middle class
- Fierce competition
- Multi-play
- Increased complexity
- Move towards higher value customers

# Consolidation

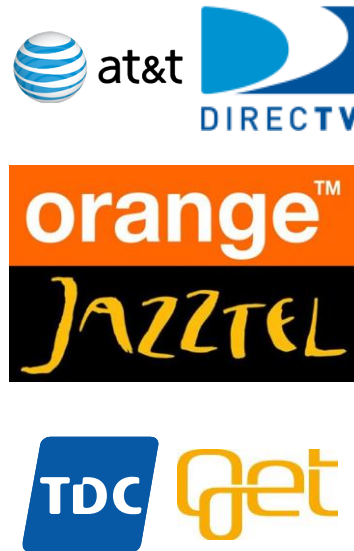
## In-Market Consolidation



## Across Regions



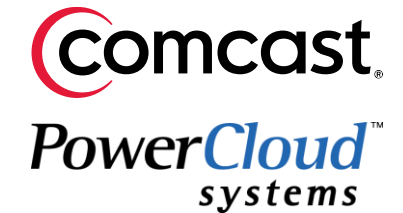
## Multi-play/ Across LoBs



## For New Digital Technologies



## To Prepare for the Connected World/IoT



Consolidation drives dynamic change

# Agenda

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Market Trends

**Amdocs Business Focus**

# Amdocs multi-dimensional business focus

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Maintain momentum  
in **key accounts**

Sales and delivery focus  
on **global groups**

Establish position in  
**emerging offerings**

Continued expansion  
in **Rest of World**



# Amdocs multi-dimensional business focus

Maintain momentum  
in **key accounts**

Establish position in  
**emerging offerings**

## Taking our key accounts to the next level

### North America



### EMEA



# Amdocs multi-dimensional business focus

Maintain momentum  
in **key accounts**

Establish position in  
**emerging offerings**

## Emerging offerings

**Early success—executing our strategy to expand offering**

- **Big Data Analytics**—first go-live
- **Network Solutions**—extensions and new logos
- **Mobile Financial Services**

# Amdocs multi-dimensional business focus

Continued expansion in Rest of World

BSS transformation



Sales and delivery focus  
on **global groups**

Continued expansion  
in **Rest of World**

# Amdocs multi-dimensional business focus

## Focus on global groups

Managed Services for 7 affiliates



The Telefonica logo, consisting of the word "Telefonica" in a white serif font on a dark teal rectangular background.



Sales and delivery focus  
on **global groups**

Continued expansion  
in Rest of World

# Amdocs multi-dimensional business focus

## Focus on global groups

Telefonica—BSS transformation success in Argentina led to expansion to Chile and Peru



Sales and delivery focus on global groups

Continued expansion in Rest of World

# Summary

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Market dynamics create real **opportunity**



**Multi-dimensional** business focus provides strategy for continued growth



Quality execution and new offerings allow us to build on the value we deliver, and fuel expansion

Thank You



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