

LEVERAGE SPEED AND EXPERIMENTATION TO LAUNCH NEW SERVICES



MONETIZE YOUR NETWORK IN NEW WAYS

According to The Boston Consulting Group, two-thirds of investments made by major telecom companies are in adjacent and new frontier business opportunities.

Zuora helps Telco companies create returns on network investments by enabling them to:

- ✓ Launch new IoT and OTT services with speed and ease
- ✓ Automate billing for a variety of monetization strategies
- ✓ Easily connect into your IT ecosystem
- ✓ Guide business decisions with customer-centric metrics

ZUORA SITS BETWEEN YOUR CRM AND ERP TO ORCHESTRATE YOUR ENTIRE ORDER-TO-REVENUE PROCESS



ZUORA IS THE ONLY SOLUTION THAT WAS PURPOSE-BUILT TO HELP YOUR BUSINESS ACQUIRE, MONETIZE, AND RETAIN SUBSCRIBERS



HOME SECURITY

- 24/7 professional monitoring
- Real-time activity alerts
- Mobile control center app
- Optional hardware: Live video monitoring

PRICE:
Starting at
\$39.99/mo

- Emergency assistance
- Location and trip history
- Unlimited 4G hotspot data
- Connect up to 10 devices



CONNECTED CAR

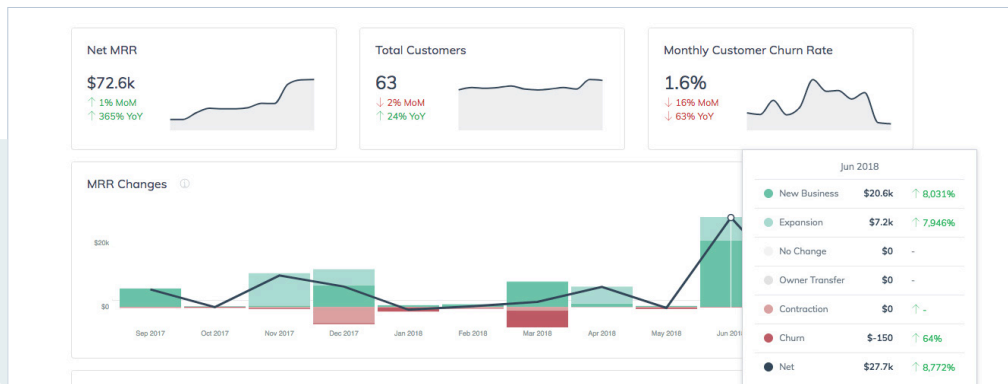
PRICE:
Starting at
\$14.99/mo
One time equipment fee: \$39.99

- Internet - up to 250 MBPS
- Voice - unlimited calls nationwide
- TV - 140+ channels
- Home Security - home security solution with 24/7 professional monitoring



ULTIMATE BUNDLE

PRICE:
Starting at
\$129.99/mo



1. Accelerate time to market and increase ROI for new services

- Allow product teams to create new offerings and pricing strategies in minutes, not months or quarters
- Enable agility and flexibility to test the market by experimenting with multiple offers, bundles, and pricing strategies
- Launch seasonal and competitive promotions

2. Automate billing for any business model

- Automate invoicing for new services, or integrate with core billing systems to produce a single consolidated bill
- Accurately bill for a variety of usage-based pricing strategies
- Enable customer self-service with account management and payment portals

3. Leverage the Zuora platform to connect seamlessly into your IT ecosystem

- Easily integrate Zuora with your call center, CRM, mediation, provisioning, inventory, and ERP systems with 100% REST APIs and pre-built connectors
- Automate business processes and trigger callouts to other systems with Workflow

4. Accurately guide your business with customer-centric metrics

- Compute and track board-level KPI's like ARPU, ARR, LTV, and churn with configurable dashboards
- Identify new upsell and cross-sell opportunities
- Analyze churn risks and tailor save strategies