



Neotropic SAS Partnership plan





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<https://www.neotropic.co>
contact@neotropic.co

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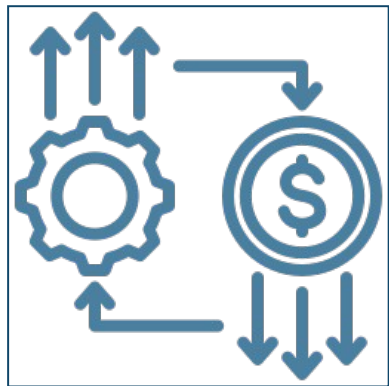
Neotropic Profile

- Neotropic SAS: Over 12 years of experience in OSS with a highly skilled team in the telecom industry.
- Collaboration Model: Offering both white-label solutions and joint project opportunities
- Global Success: Experience across multiple continents, demonstrating our adaptability to diverse market needs.

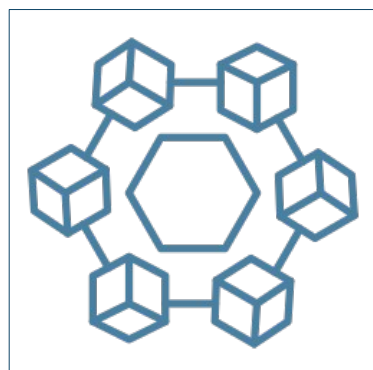


Comprehensive Inventory Solution and Services

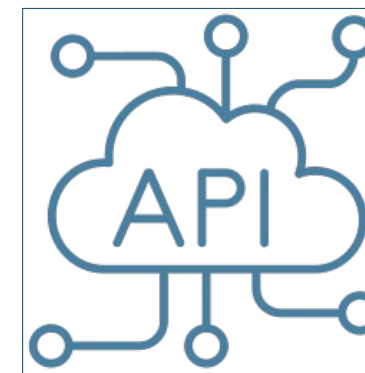
Extensive Module Portfolio and API Library



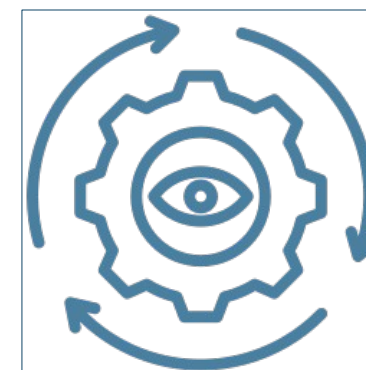
Kuwaiba, an open-source solution, optimizes network inventory with market-driven features, enhances cost efficiency, and ensures seamless compatibility with existing commercial systems



Full Range of Services: Including consulting, development, integration, training, and support.



Ready Modules: Network inventory, service management, software management, work order manager, an extensive library of APIs and reports, and self-management capabilities for all modules



Upcoming Modules: Monitoring, Automation, and Process Management



Customization Capability:

- Tailored solutions to meet market-specific needs
- Feasibility evaluated within project contexts

Diverse Network Model Support:

- Supports 5G, IoT for Smart Cities, FTTx, GPON, Wi-Fi, data centers, and more
- Enables cutting-edge network designs and implementations

Modular and Flexible Integration:

- Easily adapts to diverse environments
- Seamless connectivity with existing systems

Proven Deployment Options:

- Cloud (private/public) or on-premises flexibility
- Scalable to suit any business infrastructure

Comprehensive API Library with TMF Compliance

- Seamless integration with a wide range of open APIs
- Aligned with industry standards for enhanced scalability and flexibility

Competitive Advantages that Neotropic Brings to a Partnership

Future-Ready Technology:

- Inventory evolves to support legacy, current, and future technologies
- Dynamic updates as business needs change

Advanced Reporting:

- Kuwaiba delivers smart reporting tools for streamlined decision-making, offering flexible, contextual insights to simplify data analysis.

Kuwaiba reduces operational costs while unlocking revenue opportunities:

- Its deep relational inventory reveals critical insights for planning, product creation, and failure impact analysis, driving smarter investments and maximizing ROI.

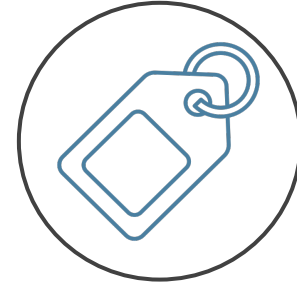


Business Model Options

Support and Training



Revenue shared: Ideal for subscription-based models, such as Kuwaiba Cloud



White-Label Licensing: Especially suited for integrators seeking a customizable solution.



Continuous Support: 24/7 assistance to ensure platform availability.



Training: Technical and commercial training for partner teams.



Pre-Sales Support: Assistance in the early stages of sales and client presentations.

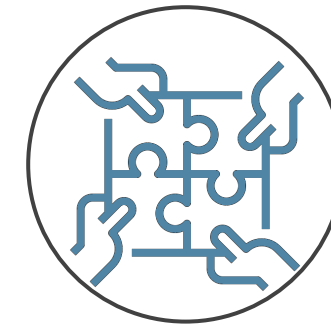
Partnership Responsibilities – Model A



Neotropic

Technology: Provide a powerful and flexible OSS platform with a wide range of modules covering network inventory, service management, automation, and more.

Technical and Commercial Support: Provide a powerful and flexible OSS platform with a wide range of modules covering network inventory, service management, automation, and more.



Partner

Local Support and Client Management:

Manage customer interactions, client accounts, and provide first-level support, ensuring fast response times and high client satisfaction

Partnership Responsibilities – Model B

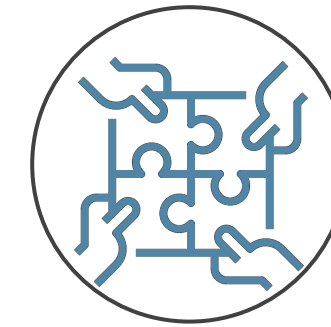


Neotropic

Complementary Modules: Provide modules such as network inventory, service management, and automation to expand the partner's product range.

Ongoing Support: Offer integration support, documentation, and updates to ensure Kuwaiba's modules function seamlessly within the partner's ecosystem.

@neotropic_co
contact@neotropic.co



Partner

Primary Solution Provider: Lead the client relationship, with Neotropic modules enhancing the primary solution.

Integration and Support: Use in-house resources to integrate Kuwaiba's modules, with technical assistance from Kuwaiba as needed.

THANK YOU!!

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contact@neotropic.co

