



MOST™ Sales Manager

The main issue in any Wholesale Carrier business is to ensure that traffic sold to other carriers is profitable.

MOST Sales Manager supports the entire Sales process between carriers providing the features necessary to evaluate the variables involved in generating sales prices, driving revenues and protecting margins.

MOST Sales Manager is part of a larger modular software suite that covers the entire Wholesale process from Buy rates, Quality and Traffic management, Routing decisions, Switch Management and Sell Rates.

MOST Sales Manager Delivers

To exercise control over the Sales process, a vendor has to determine the base costs of the minutes sold, set margins to create profitable offer prices, compare these against any target rates issued by customers and generate a competitive offer that protects against loss making routes. Without a sophisticated software product to manage this activity the selling carrier can experience:

- Difficulties in Determining and Setting the Base Costs
- Lack of formal Margin Management
- Inability to understand Customer Target Rates
- Ineffective Quote Management and Contractual Processing
- Invoice Disputes with other carriers

MOST Sales Manager addresses these issues to ensure that the best price and highest margin is achieved and delivers unprecedented flexibility, manageability and control with the following benefits:

Holistic Price List Management

Management of all elements involved in setting prices, including adjusting base costs to accurately reflect destinations offered and calculation of minimum & advised offer prices to avoid loss making routes.

Advanced Rules Based Margin Management

Unparalleled flexibility to incorporate a range of attributes during price setting with user defined rules.

Independent Sales Destination List

Customization of the sales routes providing further negotiation flexibility to ensure revenue and margin optimization.

Dynamic Offer Management

All views on available destinations, cost/price information and carrier rates are maintained dynamically on a single screen. This ensures up-to-date data is used in decisions reducing risk and increasing effectiveness of negotiations.

Sophisticated Customer Rate Management

Through a better understanding which destinations meet customer target rates carriers can ensure they are maximizing revenue opportunities and providing superior account management.

Powerful Portfolio Management

Portfolios allow the grouping of various regions, countries and carrier organizations into defined groups for ease of management.

Efficient Contractual Engagement

Customer engagement is undertaken using a formal process flow from the calculation of the sale prices to issuing an offer in a customer specific template.

Trend Analysis Capability

Trending of both sales price and margin is possible for all rates to all carriers at all times.

Product Features

- Independent Sales Destination List
- Dynamic user-defined Rules based Cost Management
- Dynamic user-defined Rules based Margin Management
- Sophisticated Customer Target rate Management
- Quotation Management
- Privilege and Authority Management
- Customer based Quotation formats
- Actual Traffic Volume analysis
- Portfolio Management
- Destination Analysis
- Export of Billing data
- Flexible on-demand profitability reporting

MOST Sales Manager Deployment

Multiple Delivery Options

MOST Sales Manager can be uniquely delivered in a number of options

- **Installed** with small footprint and low operational impact
- **Hosted** in a secure managed 24*7 operation with zero operational impact
- **Managed Service** including all Data management

Low Operational impact

If MOST Sales manager is delivered in a hosted environment or as a managed service, there is zero impact on your internal IT and Operational environment.

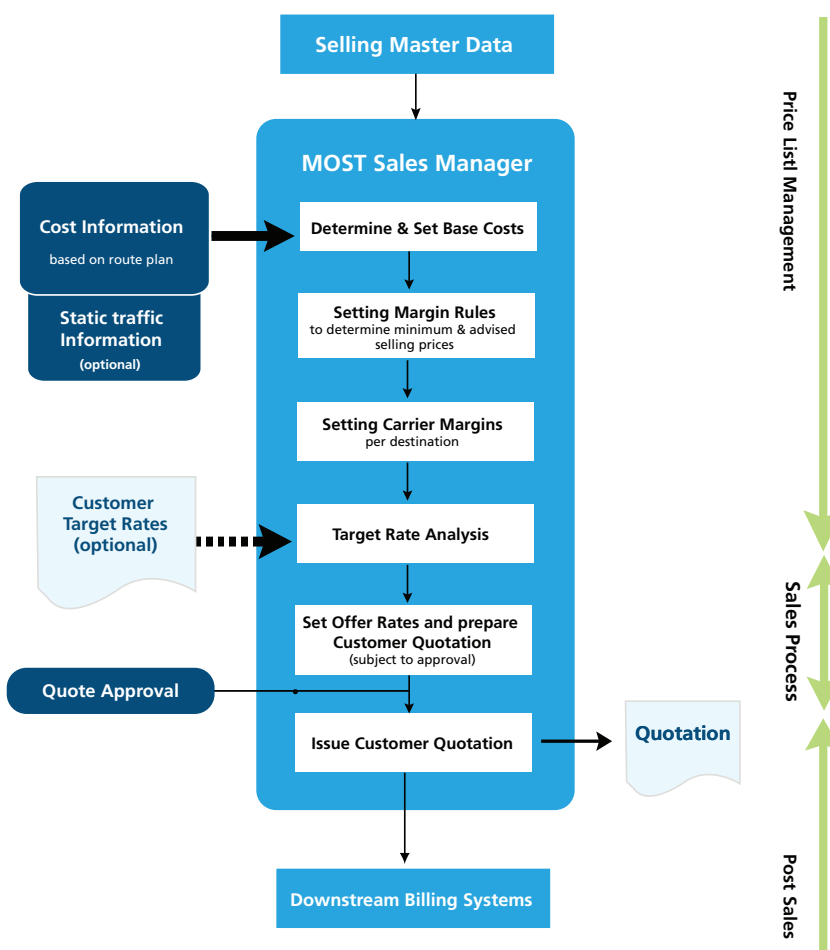
Modular Approach

Can seamlessly add other parts of a modular software suite that covers the entire Wholesale process.

Industry Proven

Prime Carrier's products are industry proven, with a number of large scale Tier 1 deployments on a global basis delivering cost savings of around 5%, Margin improvement in the range of 2% to 5% and ROI within four to six months.

The Sales process workflow supported by MOST Sales Manager is described in the diagram below:



For further information on the Prime Carrier products and services, please contact us at

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