

Multi Services Operator:

Partnering and Monetization Platform Thread Smart Grid

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To enable the various solutions that can be deployed on the fractal infrastructure with simplistic repeatability and at scale, they need to be highly configurable in a shopping cart and then activated, controlled, and managed seamlessly from the tiered cloud environment. In parallel, a seamless deployment approach will also help avoiding the manual use and sharing of passwords which occurs in device establishment.

Additionally, these solutions include a broad range of products and services which are sourced from multiple partners and suppliers – which lead to the need to enable the partners and suppliers to trade frictionlessly to support the seamless automation from the shopping cart through to activation of the devices and the services. And ... all the partners and suppliers need to be able to bill for the consumption of their offerings.

New techniques and systems have been developed over the last couple of years which provide the automation required to bring the components from many partners together. This capability enables solutions, including devices and any software to be deployed zero touch as secure trusted endpoints – without sharing any passwords.

This capability automates from the selection and configuration in the shopping cart, orchestrating the various partners and suppliers as selected by the choices made in the shopping cart, right through to activation.

There are a number of key conjoined systems which enable this capability, spanning digital partnering and trading (Infonova), Single Sign On (MVine), Distributed Ledger Technologies for tracking of physical (IoT) and virtual ownership (R3 Corda), solutions for zero touch orchestration of devices and services (BT's ZTO and Intel's SDO), portal technologies for storefronts, assurance

& audit compliance services, and integration with dynamic protection for cyber security (Intuitus) + more.

Infonova provides the system which translates each company's specific commercial articulation into a common language – and is therefore at the core of this capability:

- The Infonova Digital Business and Partnering Platform provides each of the partners in the DBM ecosystem with an end-to-end abstracted realization of their business “concept to cash” processes and activities, including products & service catalog, customer management, order management, billing and revenue collections (all this functionality is available in both the UI and APIs) – plus the full B2B2x partnering capabilities to frictionlessly trade their products and services into chosen partner solutions, calculating all billing & settlements between partners and customers.
- Being service and technology agnostic, Infonova enables any product manager to onboard and describe “anything” as a service plus any technical mandatory and optional requirements, as well as to apply any type of pricing and contractual framework using the configurable pricing and commercial widgets, for his / her own company's offerings, plus (re-)pricing all the other 3rd party offerings included in the overall solution.
- Infonova also enables rapid onboarding of new offerings and solution creation via frictionless partnering and trading with other 3rd party companies creating growth with new revenue streams – enabling each organization to run their own marketplace and simultaneously participate in a global marketplace of marketplaces.