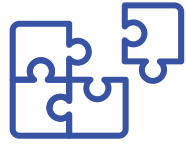# Operator Connect **Accelerator**

Accelerate your Operator Connect Program

Microsoft's Operator Connect Accelerator through NUWAVE, allows any **Microsoft approved Carrier/Operator/SI** to quickly connect to **Microsoft's Operator Connect** service by bringing their own SIP trunks in order to easily deploy their Microsoft Teams Operator Connect offer.
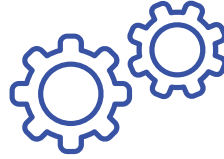
By interfacing with the Microsoft Teams API infrastructure through **iPILOT** and acting as the "front end" for a partner's network, **NUWAVE does all the heavy lifting**, essentially meshing the NUWAVE's carrier grade redundant network with the partners' for the most optimal routing and resilient delivery of services through Microsoft's Operator Connect.

Simple Connection

- **Simple** SIP trunk Connection

- **Seamless** integration into Operator Connect

- **Geo-Redundant**, carrier level service

- **Global** connectivity & support

- **Accelerated Deployment** of your Microsoft
  Teams Operator Connect offer (days, not
  months)

Automated Management

- **Fully Self-Serve**, automated platform

- **API Integrations** and automated PowerShell

- **Zero-Touch**, on-demand scaling

- Ability to **Deploy**, **Manage**, **Support** OC
  partner and customer lifecycles

- **Decreased Complexity** – can be managed by
  non-technical personnel

Increased Opportunities

- **Expanded Market** reach through the
  Microsoft Teams Operator Connect ecosystem

- **Increased Revenue** potential

- **Increased Profit** margins and profitability
  within traditional markets (i.e., Enterprise)

- **Expanded Reach** through other market
  segments such as SMB
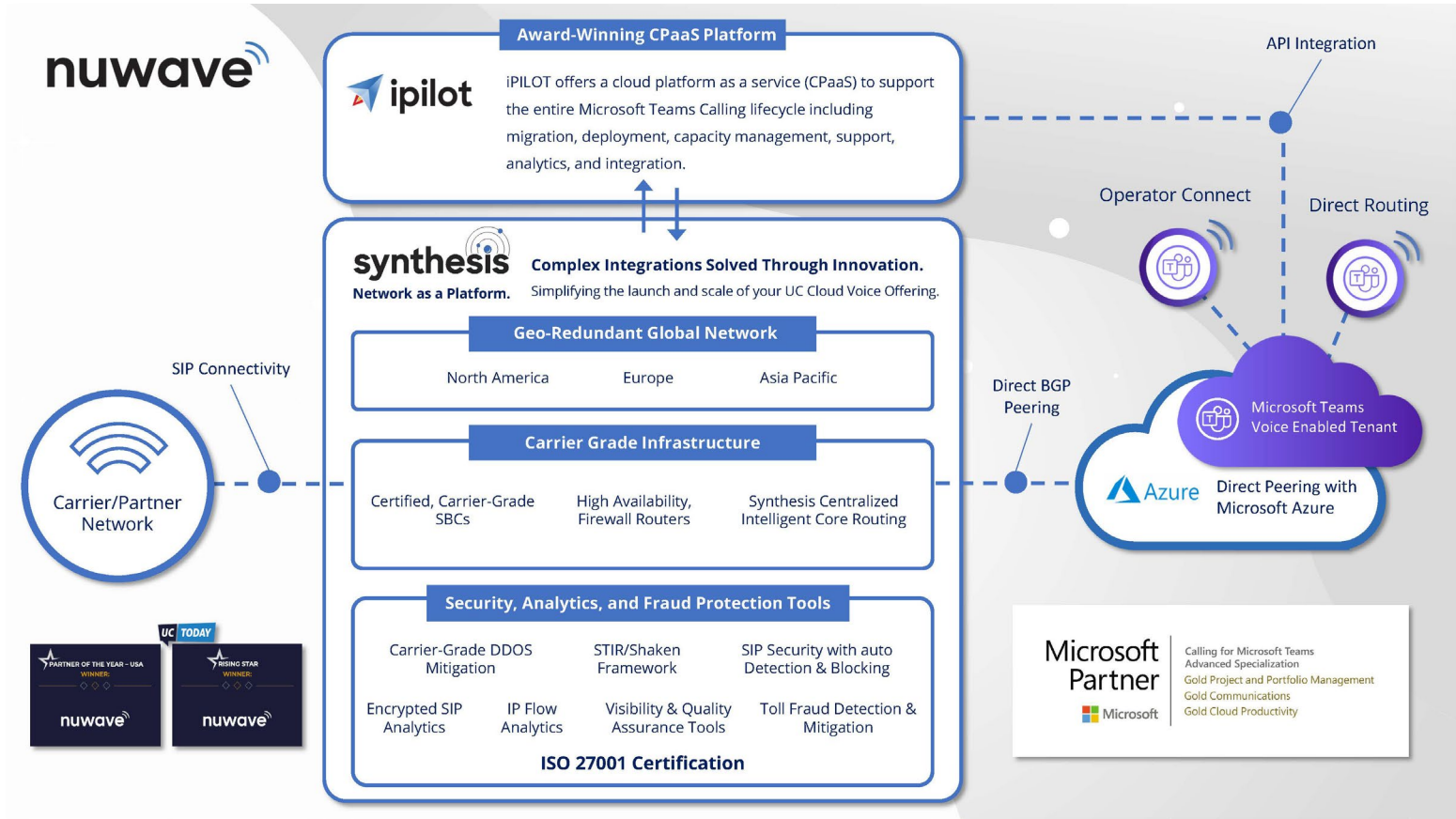
Advantages of NUWAVE's Platforms

Partner Network

- Quickly enable the MAPS connection requirement
- Accelerate your OC voice services in market
- On-demand enablement of partner network

Simplicity

- Turnkey Platform with Orchestration, Automation and Provisioning
- Includes API integration for Microsoft Teams
- Single Pane of Glass focused on full lifecycle
- Enhanced Carrier Functionality

Deploy, Mange, and Support

Connect

iPILOT offers a robust set of time-tested APIs to connect your **Global Infrastructure** end-to-end in minutes.
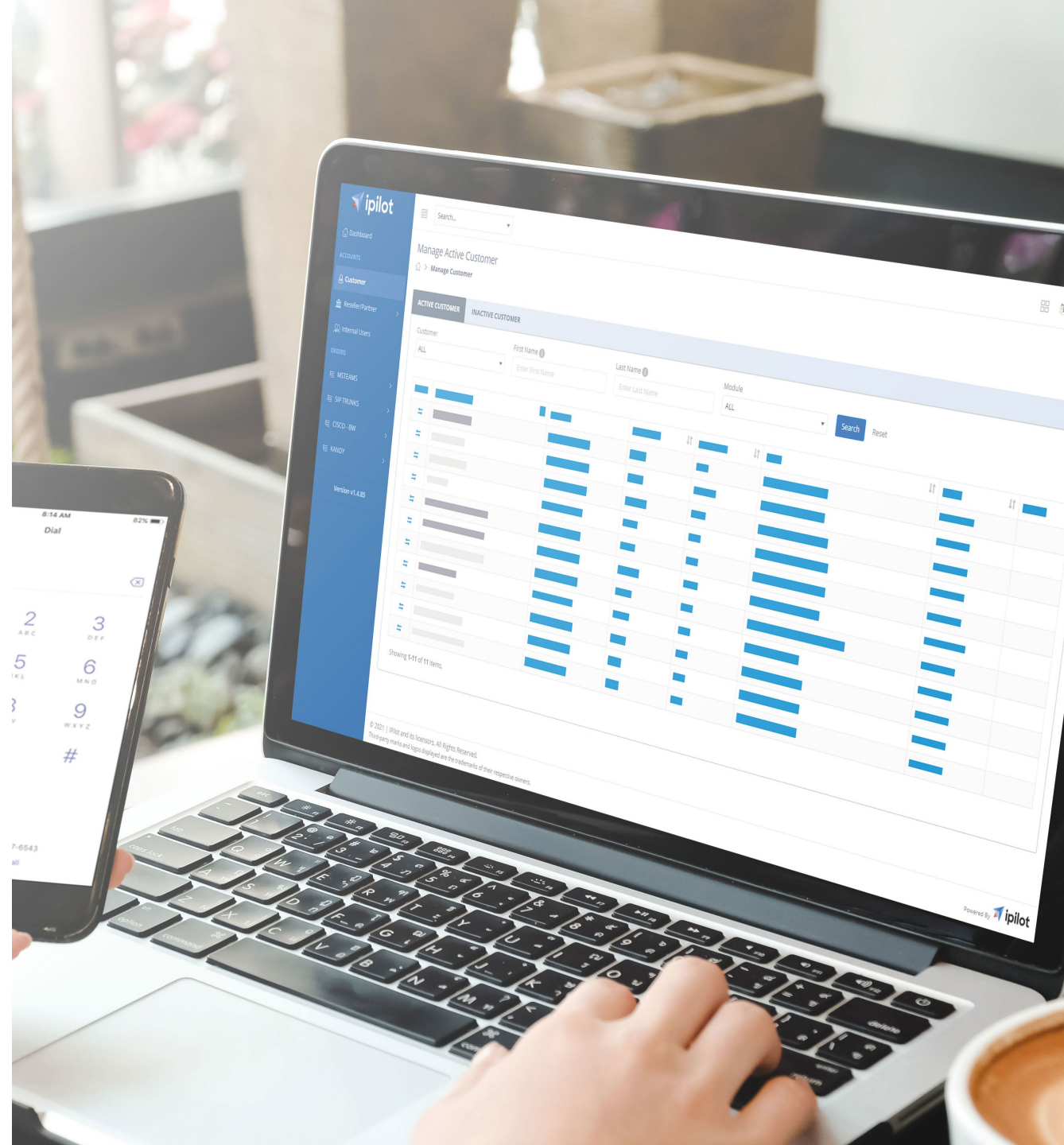
Automate

iPILOT leverages existing APIs to automate **Microsoft Teams Global Provisioning** through a single orchestrated workflow.

Orchestrate

iPILOT orchestrates an **Optimized Sequential Workflow** that is so simple that non-technical personnel can now manage service delivery.

Control

A **Single Pane of Glass** with end-to-end global control of your entire communications infrastructure with elastic, on-demand scaling.

ipilot | Key Features

Automation

End-to-end communications management platform that is unmatched in the industry with its high level of service availability and support.

- Number activation
- Direct Routing Tenant Configuration
- Bulk Phone Number Assignment
- MACD for Teams Voice
- Carrier Management
- iPILOT Controlled Operator Connect Phone Number Assignment

Planning

Versatile Disaster Plans with flexibility to mitigate multiple forms of outages for customers. Built in PBX Assessment tools to efficiently plan your migrations.

- PBX Assessment
- Disaster Planning
- Account Provisioning Staging
- Phone Number Self-Service Porting

Analytics

Full-service analytics and reporting features, including:

- Quality of service reports
- Call logs
- Call Data Records
- Call quality dashboard
- Error Status reporting

Administration

Versatile features built into iPILOT that help you manage your phone system for Microsoft Teams.

- Call Forwarding
- International Calling Restrictions
- CNAM
- Emergency Calling Services
- Department Admin Role Based Access

Challenges for launching an Operator Connect offering:

- Large CAPEX Investment into certified SBCs, Software, or required API integrations

- GTM Readiness delay, with 6-12 Months as a standing goal

- Increased cost which results in a Less Competitive offer in the market

- Need a way to easily manage and deploy users into Microsoft Teams

- Need to integrate with Cloud Solution Providers network (Azure Peering)

- Partner struggle to find right skill resource specially in today's Hybrid work environment

- Technology headache in setting up and managing required APIs and network infrastructure

ipilot & synthesis

- Solves network integration and API integration requirements for a UC Cloud Environment

- PURE OPEX -NO Need for Initial Investment

- Supports multiple UC Cloud Providers

- Solves automation for highly scalable end to end service offering

- Success Based Billing on Customer Elastic Usage

- No Business/Investment Risk

- Go To Market Readiness in 30 Days

- BYON and Leverage iPILOT Capabilities

- White Label Ready, Zero-Touch management for your end customers

iPILOT & Synthesis (NRC+MRC) Partner Pricing

iPILOT Enablement FEE and SUBSCRIPTION

	Price	Charge Type
iPILOT Partner Enablement	$ 25,000.00	NRC
0-50000	$ 2.00	PUPM
50000-100000	$ 1.80	PUPM
100,000 –199,999	$ 1.70	PUPM
200,000 –499,999	$ 1.60	PUPM
500,000+	$ 1.50	PUPM

SYNTHESIS Platform FEE

	Price	Charge Type
Synthesis Platform Setup - (2 POP) Per Region	$ 5,000.00	NRC - PER REGION
Dedicated Network Connectivity - (2 POP) Per Region	TBD	MRC - PER REGION
Synthesis Platform Management - (2 POP) Per Region	$ 500.00	MRC - PER REGION
Synthesis Platform Usage – Per Active DID Per Month	$ 0.15	PDPM
Synthesis Platform SBCaaS Usage – Per Active DID Per Month (optional)	$ 0.25	PDPM

	Price	Charge Type
Microsoft Operator Connect Accelerator Management	$ 5,000.00	NRC

iPILOT & Synthesis (100% Opex) Partner Pricing

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Minimum Seats	Price
500	$ 3.00
50,000-100,000	$ 2.80
100,000 –199,999	$ 2.60
200,000 –499,999	$ 2.30
500,000+	$ 2.00

ipilot & synthesis + SBCaaS

Minimum Seats	Price
500	$ 3.50
50,000-100,000	$ 3.30
100,000 –199,999	$ 3.10
200,000 –499,999	$ 2.80
500,000+	$ 2.50

	Price	Charge Type
Microsoft Operator Connect Accelerator Management	included	NA

ipilot ITSM & BILLING INTEGRATION APPROACH

BASIC (INCLUDED)

TICKETING

Bi-Directional ITSM Integration

(ADO, MS Dynamics, ServiceNow...)

Incident Notification

BILLING

iPILOT Billing Usage summary report via SFTP

On-demand Report download – via iPILOT

Access to Bill Center –Billing Portal

Integration Duration– 2 Weeks

PREMIUM

✅ **BASIC +**

TICKETING

Integration with other choice ITSM Systems

Resolver Group logic for ITSM Integration

Inventory Mgmt.

BILLING

White Label Billing (Optional)

Non-Recurring Charge – $10k

Integration Duration– 8-12 Weeks

CUSTOM

FULL INTEGRATION

Deeper Integration with Telco OSS/BSS

Customized Data feeds

Customized Business logic

Limited Orchestration

Partner UI Integration

Two-way Inventory sync

Customized APIs

Integration with Legacy Systems which are not API compatible

Integration Duration– Project Based

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USE Our Platform for:

- API Integration Requirements

- Global Connectivity through MAPS

- Single Pane OC/DR Automation & Management

- Geo-Redundant Network Integration

- Go-To- Market readiness

Microsoft
Operator Connect Launch Partner
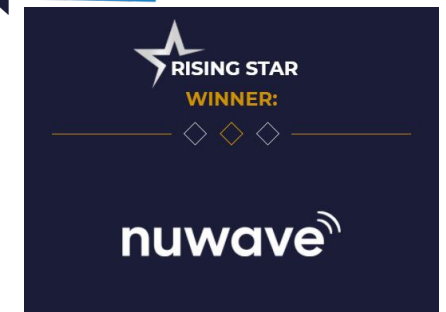
Get it from
Microsoft
AppSource

Microsoft
Partner

Calling for Microsoft Teams
Advanced Specialization

Gold Project and Portfolio Management
Gold Communications
Gold Cloud Productivity

Microsoft

UC TODAY

PARTNER OF THE YEAR – USA
WINNER:

nuwave

RISING STAR
WINNER:

nuwave

"NUWAVE is focused on the simplification, automation, and innovation that enhances our partners to be successful in the ever-changing marketplace. Our goal is to enable a scalable future for all that strive to be the best in their cloud communication service offerings." Mark Bunnell - COO

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