



# Partner Program Brochure

About  
**UMBOSS**  
Company



# Introducing UMBOSS Company

UMBOSS Company, the vendor for its genuine software product UMBOSS, serves as a trusted advisor to telecoms and enterprise IT, streamlining digital services provisioning through end-to-end resource and service assurance processes.

Our dedicated team, comprised of subject matter and domain experts, continuously enhances UMBOSS to be the preferred choice for assurance solutions.

Committed to TM Forum and other industry standards, we aim to create a cloud-native, AI-backed autonomous assurance product for global telecom and enterprise IT customers.

## Our team

40+ experts with years of experience in OSS & NMS.

10+ years of experience with customers worldwide.

## Vendor and Integrator

We are a software product vendor, but we also deploy, integrate, commission and support the solution based on UMBOSS and other OSS vendors.

## Industry Standards

- Aligned with TM Forum standards and recommendations
- ISO 27001:2023
- ISO 9001:2015

# Digital Infrastructure Management

## Topics We Cover

### RESOURCE ASSURANCE

Consolidated inventory, event, alarm, and performance management

- ✓ Discover any resource
- ✓ Consolidate events and performance data
- ✓ Manage alarms and performance of your resources

### SERVICE ASSURANCE

Service Quality Management (SQM) backed with service inventory and service-aware portal

- ✓ Measure & manage service quality
- ✓ Detect and resolve issues quickly
- ✓ Improve satisfaction and efficiency

### PORTAL AND TOOLS FOR NOC & SOC

Single pane of glass experience - 360° view with powerful automation

- ✓ Easily test, monitor and troubleshoot resources and services
- ✓ Empower your NOC and SOC with automatic actions



# References

## UMBOSS Deployments

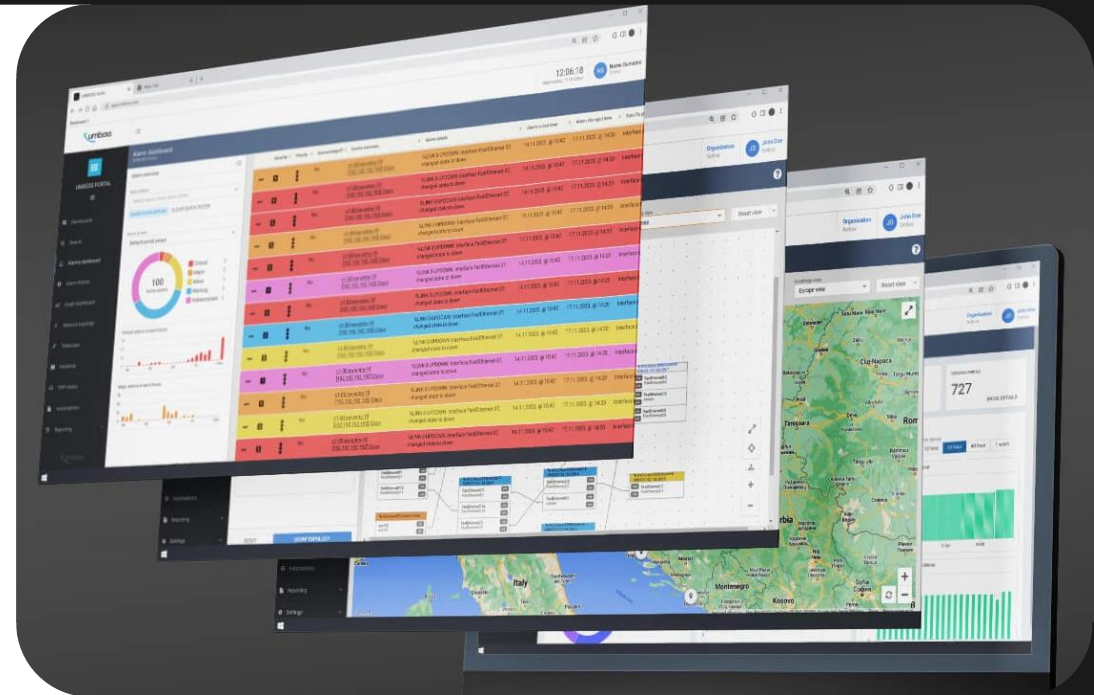
UMBOSS has been recognized and utilized not only by telecoms but also by various enterprises in manufacturing, airline, railway, education, and other industries, as well as by government entities.

UMBOSS's customers are both regional and international companies.

We can share some names, but some of our clients prefer privacy, and we respect it!



# About UMBOSS Product



# Introducing UMBOSS Product

UMBOSS is a unified Network and Service Assurance product designed for telecom providers and enterprises managing complex communication, hybrid data centers, IT infrastructure and digital services.

Crafted by a passionate team of experts, UMBOSS offers practical tools to streamline resource and service assurance.

UMBOSS has been developed with an umbrella concept in mind, and its name stands for "Umbrella Operations Support Systems."

## Consolidated data management.



UMBOSS seamlessly integrates and processes data from various sources, ensuring comprehensive data processing across all network and IT domains.

## Unified operations.



Experience a unified approach with UMBOSS, offering event and fault management, performance management, inventory management with interactive topologies, automatic network discovery and reconciliation, service inventory, and service quality management, all in one platform.

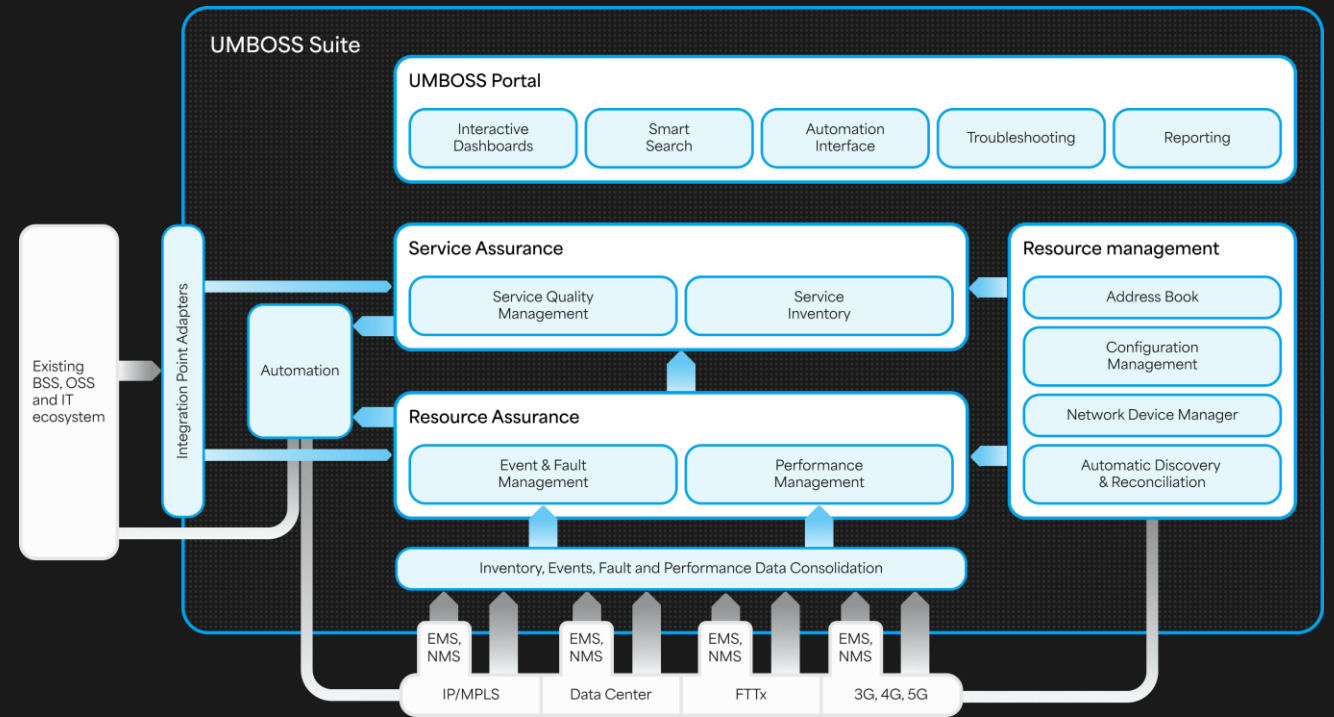
## Umbrella network insight.



UMBOSS integrates with your BSS, OSS, and IT systems, providing a complete overview of your network, hybrid data center, customers, and services. Equipped with analytics tools, corrective actions, and report sharing, UMBOSS ensures comprehensive network management.

# Architecture That Streamlines Assurance Processes

- UMBOSS Resource Assurance consolidates all network health data. It is supported by its Event & Fault Management, and Performance Management modules.
- Resource Management provides automatic network discovery and stores information about network inventory, configurations, location, and customer data.
- Service Assurance starts with Service Inventory, mapping customers' services to resources.
- Service Quality Management provides service degradation alarms.
- The Portal is where a unified 360° view of the network, customers, and services begins. Engineers see all the information and can manually activate remediation actions through the automation module.
- The Automation module can also act autonomously, replacing engineers for repetitive remediation activities.



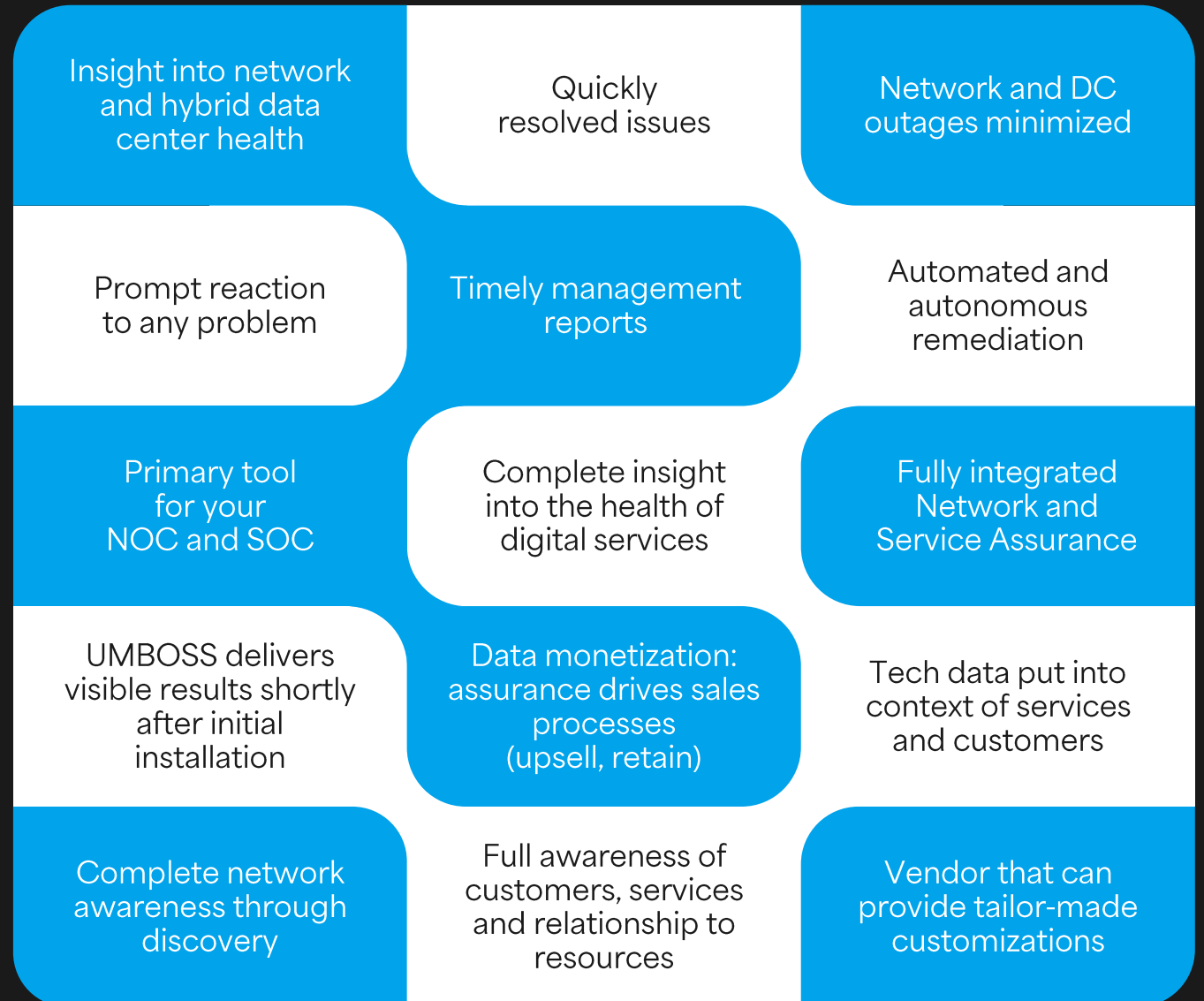


# The Unique Benefits of UMBOSS

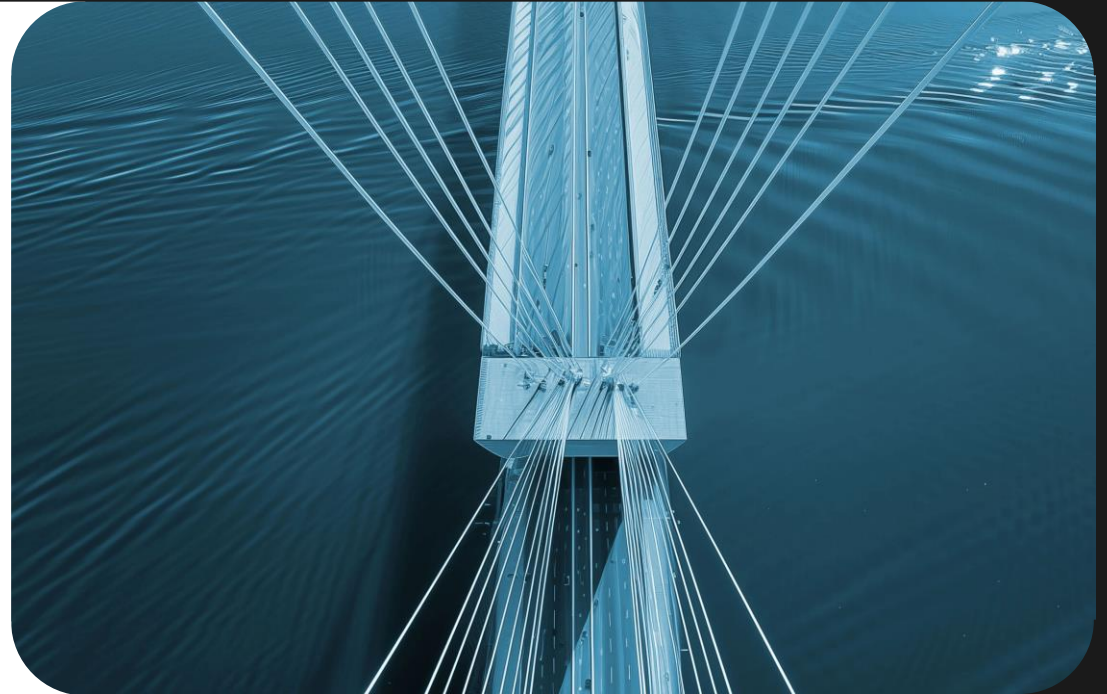
UMBOS customers are its strongest advocates, and they enjoy a multitude of benefits.

With UMBOS, you gain deep insight into how everything operates across all corners of your network or within your hybrid data center environment while assessing the health of your service platforms.

This all-encompassing view is further enhanced by providing a consolidated perspective of your customers and the services they consume.



# Partner Program At a Glance



# Why it Makes Sense To Partner Up

We are all in the same business – delivering true value to our customers. With us, this value comes in a very special form: Network and Service Assurance Done Right!

Providing great value to the end customer means being able to execute projects at a fair price and still obtain good profitability.

Our partner program is designed to help our partners deliver excellent value to their customers, build relationships with them, and still be highly profitable.



Leads received for your territory channeled directly to you.



Sales and presales training help you execute the job independently.



Stimulative license discount scheme.



Training enables you to handle deployment projects alone or partially. Whatever suits you.



A vendor customizing its solution to provide tailor-made functionalities.



A wealth of marketing, sales, and presales collateral is made available to you.



Fast solution delivery to obtain revenue quicker.



Our partners are selected in a way that any competition is highly unlikely. Opportunity lock is there to enforce it.



Support for your project-based business or annual recurring revenue business models.



White labeling is an option when delivering a custom solution for a customer.



We provide you with the bespoke support you need to make your customer happy.



A competitive position in all assurance-encompassing RFI/RFQ/RFPs.

# Partnership Models

## Referral Partner

- ✓ Trusted advisor to both the customer and UMBOSS
- ✓ Making connections and facilitating the transaction
- ✓ The effort is rewarded with a stimulative commission
- ✓ Deepening the connection with the end customer for both the referral and UMBOSS

## Reseller Partner

- ✓ Licenses, deployment, commissioning and M&S services provided to end customer on behalf of partner
- ✓ Stimulative license discount starting at 30%
- ✓ Partner providing all-encompassing solution combining UMBOSS with BSS solution, hardware-based solution or simply adding value to an already operating ICT solution

## Value Added Reseller Partner (VAR)

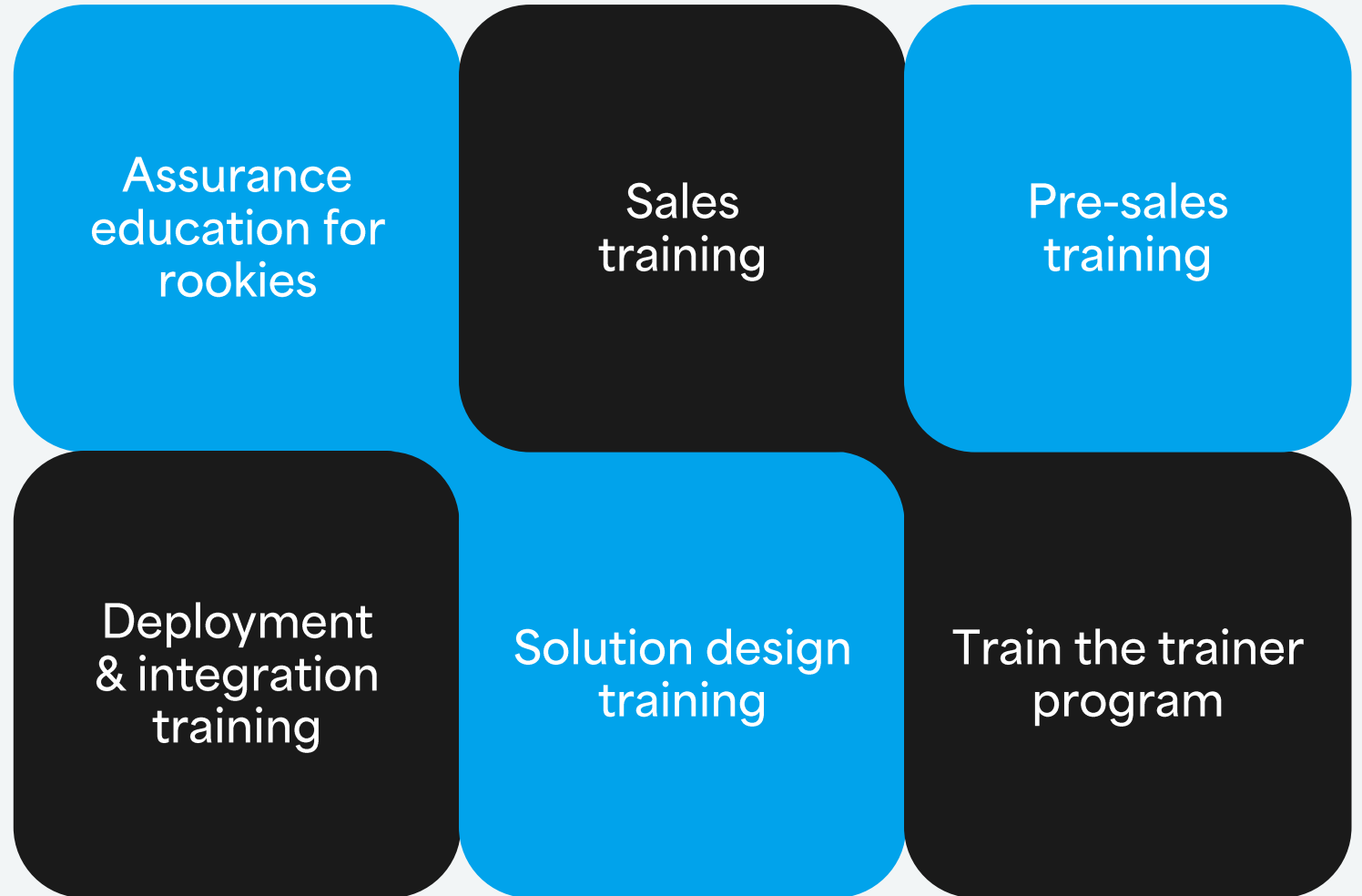
- ✓ Licenses provided by UMBOSS, but professional services are provided by VAR, fully or partially
- ✓ Stimulative license discount starting at 30%
- ✓ UMBOSS is always a backup if anything goes wrong
- ✓ VAR can develop and provide custom developed code incorporated in UMBOSS

# Training and Education Programs

Partnering means we work together to create value for our customers and ourselves. We enrich our customers with the technology they need and the knowledge we possess.

Therefore, we believe that educating our partners and enabling them to provide customers with the best possible value is one of our primary tasks.

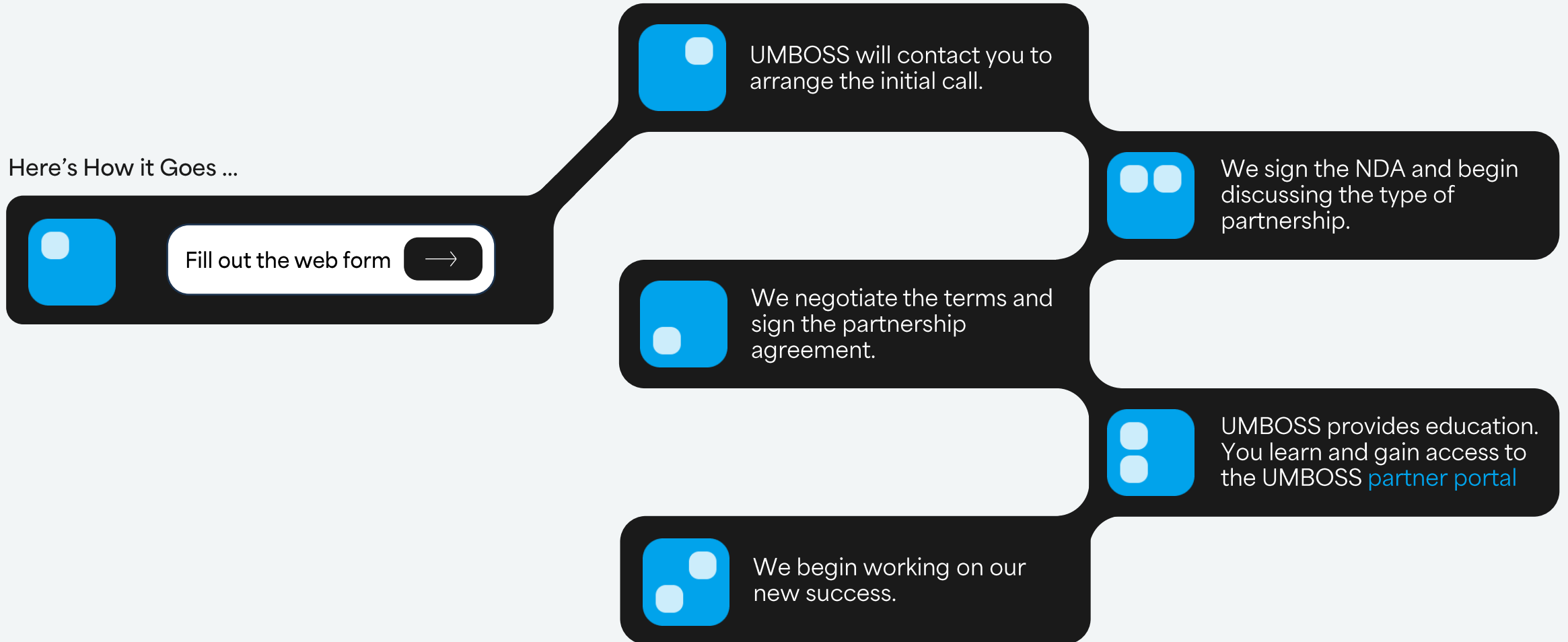
We have prepared formal and mentorship-based training to fully enable you to understand basic assurance topics, promote, sell, deploy, integrate UMBOSS, design the solution, and train your end customers.





# Interested in Partnering With Us?

Here's How it Goes ...





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Partner with **UMBOS**  
and **assure real value** for  
your customers.

Become a Partner

