



# Turn the negative impact of vendor consolidation into a great opportunity

More than ever before, services must be maintained at all times. Therefore, losing a vendor or having to replace obsolete equipment is not only an inconvenience, but more importantly, results in extra capital, resource cost and loss of efficiency for customers.

Vendor consolidation therefore almost always has a negative impact on service providers' businesses. This due to the merging vendors' product line often being consolidated to deliver the expected efficiencies of the unification. As a result, the affected customers are forced to upgrade or even entirely replace their existing platform with another.

As most operators know, platform migrations or replacements bring unnecessary risk, additional operational costs and potentially an unfamiliar platform that needs to be integrated, which also means re-training your staff. Not great news.

However, since a re-evaluation of the new platform is required, it also opens the door for affected operators to review their current technology choice and compare it to other options available on the market. If these operators must go through the pain of changing their platform, why not go all the way, change vendor and benefit from significant savings?

By doing so, operators may find that by replacing their current vendor entirely, and at the same time the expensive support contracts they have in place, it may actually enable them to buy a brand-new platform that pays for itself in less than two years. This made possible by using the ongoing support cost savings achieved by doing so.

## The problem - Forced replacement

Consolidated vendors almost always force their customers to replace their server hardware or, even worse, to replace the entire model of one of the



vendors with another from the merged parties.

This leads to significant additional costs. Not only to purchase a new vendor specific server hardware, but also to support its deployment, training and migration, whilst the annual support contracts continue to run at the original purchase value.

### **The solution – Cataleya's Orchid SBCs**

Instead, operators could migrate to a more attractive commercial option, such as Cataleya's Orchid software SBC, allowing them to purchase standard COTS hardware that pays for itself. This enables them to benefit not only from significant cost savings, but also from better and faster local support, as server manufacturers such as Dell or HP are widely available.

The Orchid SBC is offered through either a purchase or subscription option, or as a hosted solution, if preferred. Whatever the desired model is, we have a solution.

As the Orchid SBC solutions is very competitively priced, an entirely new platform might be paid for with the savings generated from cancelling the current vendor's support contract. This within two years or less.

This also means avoiding future negative impacts from end of life of vendor specific hardware, and since our software simply evolves, there is no end of sale for the

Cataleya SBC Software either.

If you are one of the operators having to deal with the painful outcome of a vendor merger, proactive infrastructure renewal becomes a necessary consideration. Doing so may help you avoid being forced into a corner and having to spend un-budgeted money to deal with unplanned network upgrades or changes.

In addition, you don't want to lose the opportunity to gain operational efficiencies and cost savings, making them an integral part of your competitive strength.

We at Cataleya understand your challenges and have therefore created a proactive infrastructure renewal program to help you transition away from a new reality you have no control over – the unpleasant outcome of a vendor marriage.

Our aim is to provide you with a painless, easy to integrate, cost effective SBC solution, paid for by savings and not extra cash.

To learn more about our infrastructure renewal program, please contact our commercial team.

**Contact us for more information about our replacement program:**  
[info@cataleya.com](mailto:info@cataleya.com)



# ABOUT CATALEYA

Cataleya provides the most tailored, reliable and easy to integrate real-time communications switching, service creation and analytics platforms in the industry. Our solutions are aimed at communications service providers, mobile operators and unified communications companies looking to offer cutting edge IP services.

Our portfolio ranges from build-your-own SBC or class 4 switch for interconnect and access solutions to built-in analytics and fraud detection. We also offer a fully-fledged voice wholesale business platform as a service.

Service and application enablement for SIP-trunking, call recording and many other features allow our customers to put their customers in control when it comes to service creation.

For more information, please visit [www.cataleya.com](http://www.cataleya.com)