



The TowerCo System Integrator

Setting the standard for TowerCo excellence



Kumoco: the TowerCo Specialist System Integrator

Setting the standard for TowerCo excellence

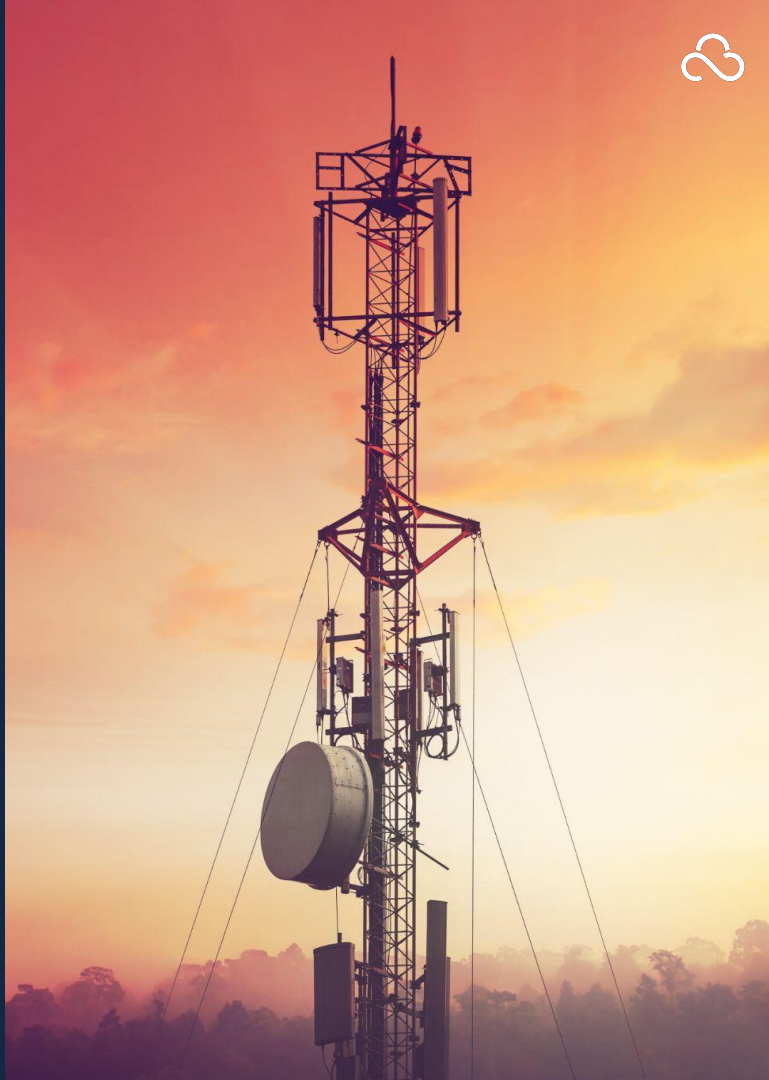
In the competitive global TowerCo landscape, it is crucial to employ efficient, adaptable processes and platforms. These should support rapid product launches and offer real-time business insights.

Real-time Operations and Maintenance are critical to achieve compliance with governance requirements.

Realise cost savings and build new products with an end-to-end TowerCo business platform.

Embed Best Practice processes to drive customer satisfaction.

Embrace a fully integrated TowerCo architecture.





Partner with Kumoco to transform your TowerCo

Choose the right TowerCo partner

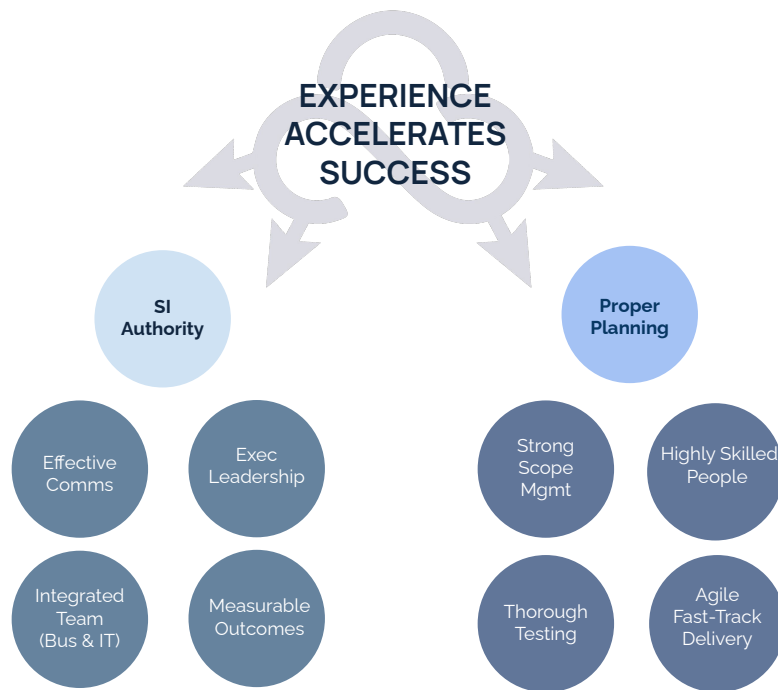
Expertise & Guidance: Kumoco navigates the complex landscape of TowerCo platforms, selecting the optimal solution for your unique needs

De-merge & Migrate: Kumoco executes the process of decoupling from the incumbent telco to create a standalone organisation

Strategic Delivery: Deliver using the experience of Kumoco to pragmatically address existing and future customer contractual requirements

Training & Support: Equip yourself and your customers with the knowledge and skills to operate and leverage your platform effectively, maximising its value

Ongoing Optimisation & Support: Partner with Kumoco TowerCo Managed Services to continuously monitor, refine, and optimise your platforms



The Kumoco partnership provides a comprehensive SI service to grow your TowerCo estate rapidly



KUMOCO & AFFECTLI The TowerCo Solution

Together we provide high performance
TowerCo Mission Critical Environments

Affectli is an award-winning flagship product of Mi-C3
International.

Aligned with TMForum processes, Affectli provides extensive
out of the box capabilities to accelerate your TowerCo
business transformation.

The cutting edge software solutions are tailored for Mission
Critical Environments that require a consolidated, detailed,
real-time view of highly complex operations, and deliver
meaningful Situational & Actionable Intelligence to the right
people at the right time.

Mi-C3 is at the forefront of Global Digital Transformation



AWARD-WINNING & TRUSTED.

We take data security seriously!





OUR INTEGRATED ITSM & TOC SOLUTION - KUMOCO & AFFECTLI

Simplify operations, drive revenue, and gain control with best practice and out of the box processes

Maximise Revenue Potential: Optimise revenue with automated tenant billing, proactive lease management, and tower space utilisation tools.

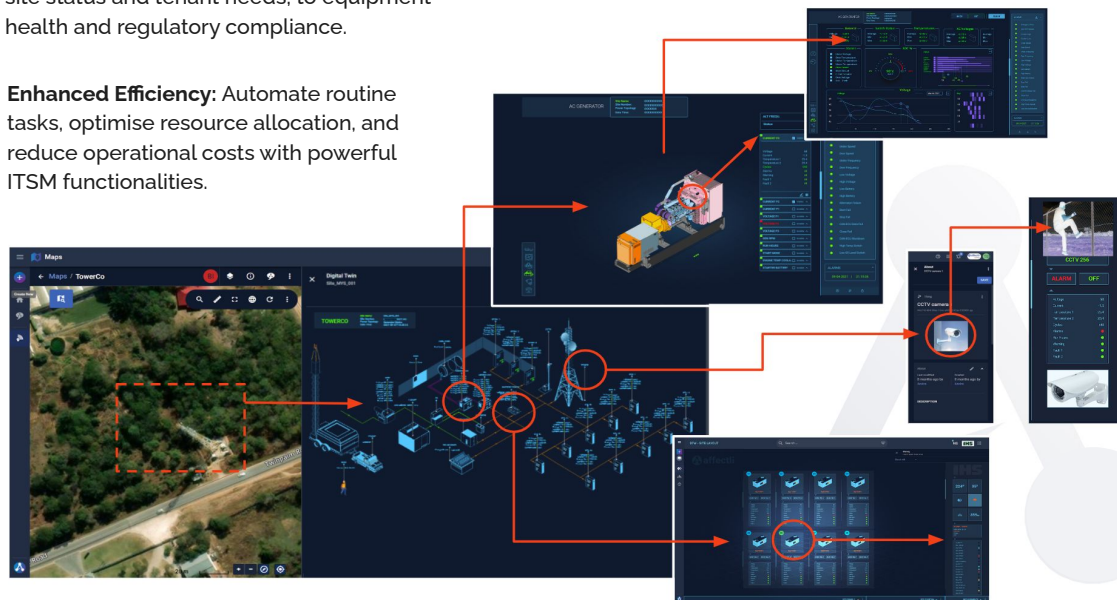
Data-Driven Decisions: Leverage powerful analytics, data variables and reporting tools to identify trends, predict issues, and make informed decisions for your business.

Future-Proof Solution: Our scalable platform adapts to your evolving needs and integrates seamlessly with existing RMS, IOT and enterprise systems.

Seamless Integration: Eliminate data silos and streamline workflows with our combined ITSM and TOC platform, built specifically for TowerCos.

Comprehensive Visibility: Real-time insights and reporting into your entire tower portfolio, from site status and tenant needs; to equipment health and regulatory compliance.

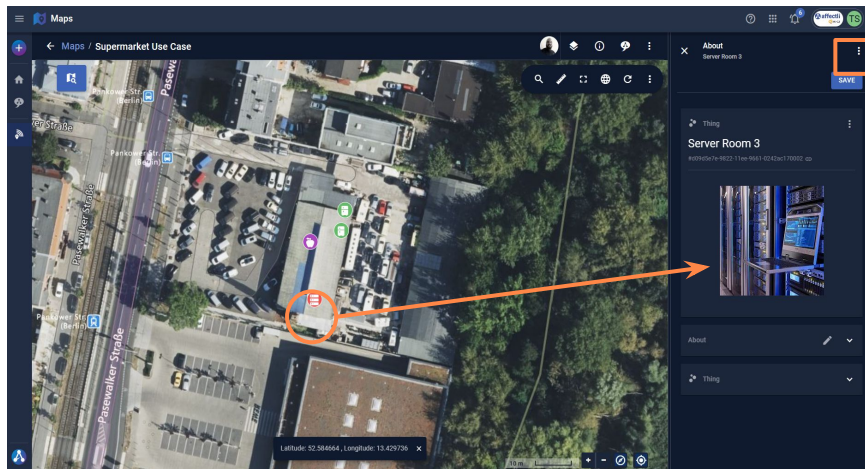
Enhanced Efficiency: Automate routine tasks, optimise resource allocation, and reduce operational costs with powerful ITSM functionalities.



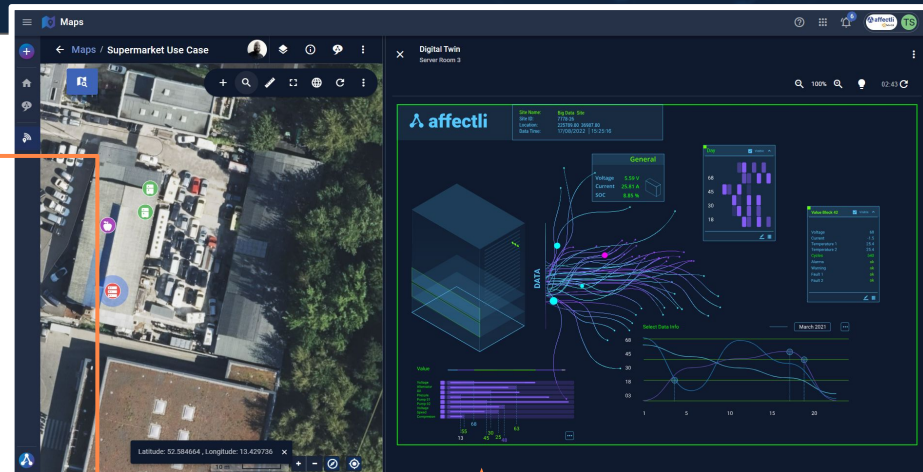


AFFECTLI TOWER

Real-Time Monitoring



Click on **Tower** icon to view all data, contact details and information relevant to that site, including maintenance history and schedules.

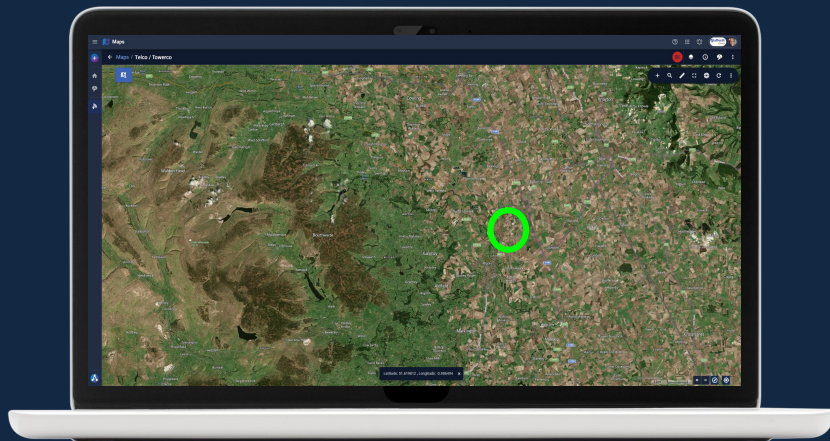


Click through to **Tower Digital Twin** and view real-time data pertaining to Doors, Temperatures, Voltage, Current, SOC and more.



AFFECTLI LANDLORD MANAGEMENT

Landlord Property Management (LPM) represents a significant advantage to making informed decisions on prime geographical gains. Our solution will track critical land and property data and provide informed insight into the landlord management lifecycle from the perspective of the landlord, as well as the tenant / tower owner.



1. ACQUIRE

Facilitate site agreement negotiations to maximise value for both parties

2. AGREE & CONTRACT

Execution of lease agreements through a secure digital signature portal

3. SECURE & CAPTURE

Implement processes to reliably capture information within the master data module

4. MANAGE

Generate reports to provide the organisation with insights into lease progression

5. MAINTAIN

Ensure maintenance of contractual obligations for both Landlord and Lessee

6. RENEW / CANCEL / RETIRE

Streamline the management of renewals, cancellations, and retirement of sites and assets



AFFECTLI REAL-TIME TOWERCO BILLING

Fully configurable billing system supporting all TowerCo use cases.



Real-time Power Consumption Metering: Gain granular insights into power usage with our advanced RMS metering system, ensuring accurate and real-time billing for each tenant.



VRan Consumption Metering: Provides metering of power usage, shared and dedicated rental, and data transmission costs.



Accommodate diverse tenant needs: Flexible equipment hosting options for equipment housed within your data centre.



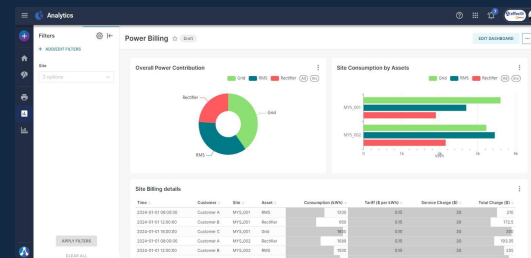
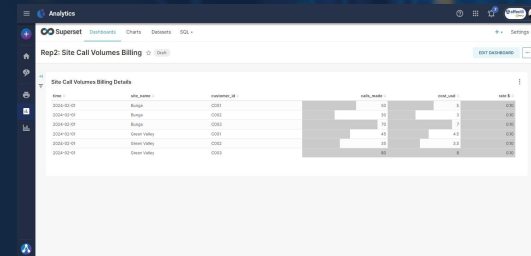
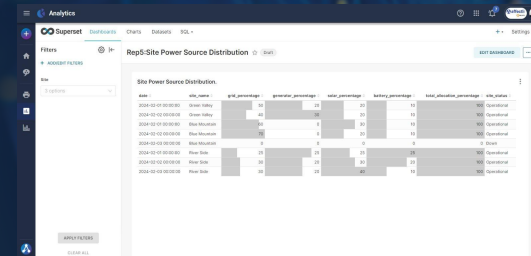
Eliminate manual calculations & disputes: with automated tower space rental & billing that is instantly calculated taking into consideration all pre-defined complex tariffs, discounts & agreements.



Transparent Consolidated Billing: Simplify financial management with consolidated billing for all TowerCo use cases.



Drill-down Reporting: Generate customisable reports with comprehensive filtering options, to track usage trends, identify cost-saving opportunities, and optimise your billing strategy.





AFFECTLI TOWERCO POWER BILLING

Fully configurable billing system supporting all TowerCo use cases.



RMS

RMS based billing allows the granular billing of all connected devices where usage data is available.

This includes all data records from the IOT devices, Rectifiers or any other technology.

The data records schema is conferred into the Affectli platform and the billing workflows assigned. These workflows take the Tenant data, asset register and tariffs and creates Power Billing Data Records (PBDR).

These PBDRs are rated against the Tenant tariffs applied as part of the contract.



NON RMS

Non RMS billing allows the aggregations of data per site for pro rata allocation per tenant per asset.

Non itemised data requires rules to be configured and include the following:

- Irregular meter reading
- Monthly averages
- Diesel litres
- Fixed/Mobile rating
- Split per tenant
- Split per asset
- Standing charges
- Other Weighting Factors



KUMOCO TOWERCO RMS INTEGRATES TO AFFECTLI

Seamlessly integrate to Affectli with our RMS or use your existing RMS for real-time insights and proactive management

KEY FEATURES:


- **Real-time Analytics:** Monitor everything from environment to equipment performance with instant IoT data
- **Smart Alerts:** Get notified instantly of critical events, enabling swift response
- **Customisable Dashboard:** Track key metrics across multiple sites with personalised KPIs & health visualisations
- **Predictive Maintenance:** Avoid issues before they occur with AI-powered maintenance suggestions
- **Real-time Energy Optimisation:** Reduce costs and enhance sustainability
- **Easy Integration:** Works seamlessly with your existing RMS and various sensors/protocols
- **Secure & Compliant:** Industry-leading security and regulatory compliance
- **ESG:** Understand the impact of your towers on the environment

BENEFITS:


- **Boost Efficiency:** Streamline operations, reduce manual inspections
- **Unmatched Reliability:** Ensure optimal tower performance and service availability
- **Extended Equipment Lifespan:** Identify inefficiencies and cut costs




KUMOCO TOWERCO RMS IoT SENSORS SUPPORTED


 Power Conversion Systems

 Site Battery DPP Voltage & Current


 Solar Power DPP Current & Energy


 Tenant DC Load DPP Current & Energy

 Lithium Ion Batteries BMS

 AC Supply/Load Voltage & Current Power & Energy

 IP Camera

 Gate/Door Access Control

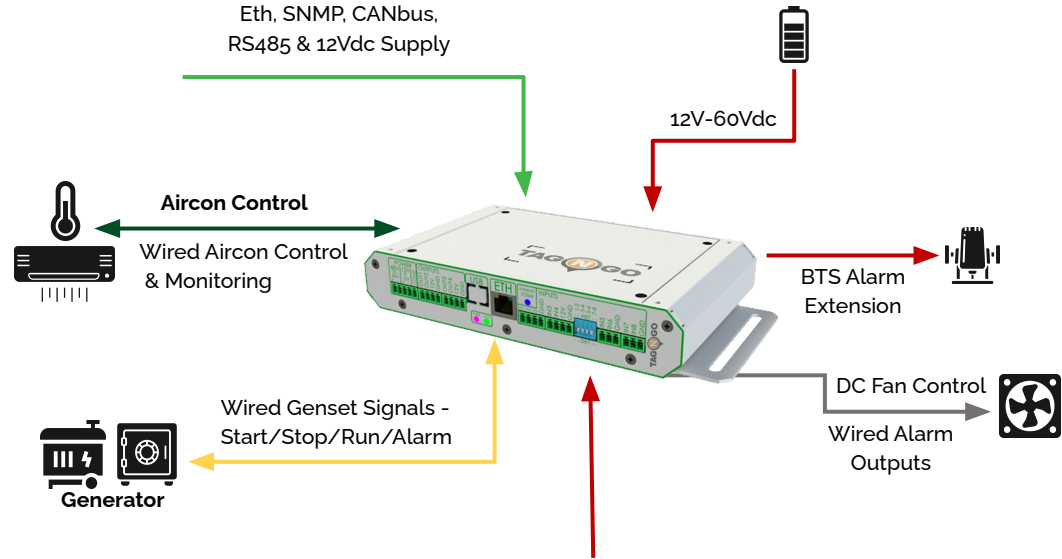
 Diesel Tank Fuel Level Sensor

 Weather Sensors

 Tilt / Vibration Sensors

Most standards supported:

- ITU-T X.3670
- 3GPP TS 23.234
- LwM2M
- LoRaWAN
- Sigfox etc



Temperature, Humidity Readings & Alarms



Smoke Sensor / Fire Panel / Gas Alarm



Cabinet Door Alarms



UPS / Inverter Alarms



Surge Protection Alarms



Motion Detector





AFFECTLI DIGITAL SMART LOCK MANAGEMENT & INTEGRATION

Bringing Security Of The Future To The Now

Embracing smart lock tower security management will benefit your business and operations in ways that you may never have considered.

KEY BENEFITS

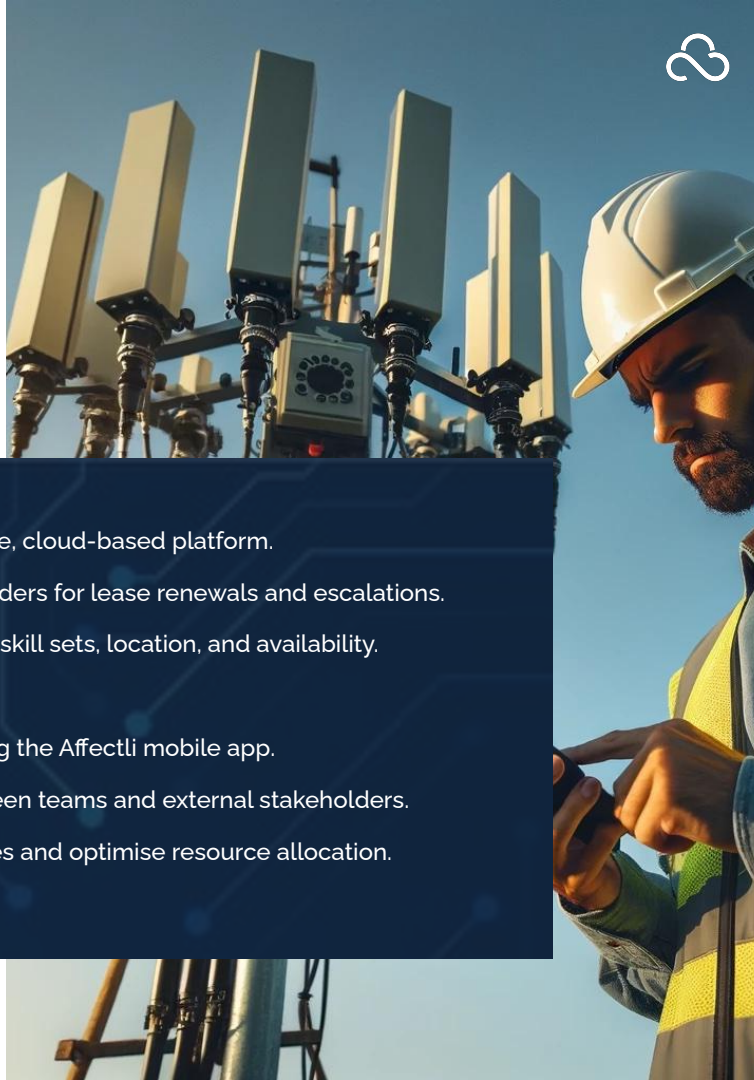
- **Remote Lock/Unlock:** Eliminates physical key handling and management; reduces physical site visits and associated costs.
- **Highly Discriminate Access Control:** Grant access to specific people for specific times = improved security and accountability.
- **Compliance & Safety:** Meet regulations and protect personnel with controlled access to potentially hazardous areas.
- **Integrations:** Link with security systems for holistic site protection and operational insights.
- **Durable & Reliable:** Purpose-design for harsh environments, strengthening operation whatever the weather.
- **Scalable & Flexible:** Easy and quick to add locks and update access rules.
- **High Security and Compliance:** Encryption, remote monitoring, and audit trails.
- **Reduced Costs:** Save on key management and physical site visits.
- **All common platforms supported:** Allegion, Assa Abloy, Honeywell, Nedap, ISEO etc.





FLM WITH INTEGRATED CONTRACT & ENGINEER MANAGEMENT

Manage First Line Maintenance, 3rd party contracts and contractors all on the one Affectli platform



Contract Management: Store, organise, and access all tower lease agreements in one secure, cloud-based platform.

Automated Workflows: Streamline approvals, track key dates, and receive automated reminders for lease renewals and escalations.

Seamless Engineer Management: Assign, track, and optimise engineer schedules based on skill sets, location, and availability.

Real-time Visibility: On contracts' status, engineer workloads and project progress.

Mobile Accessibility: Anywhere, anytime access to all information on handheld devices using the Affectli mobile app.

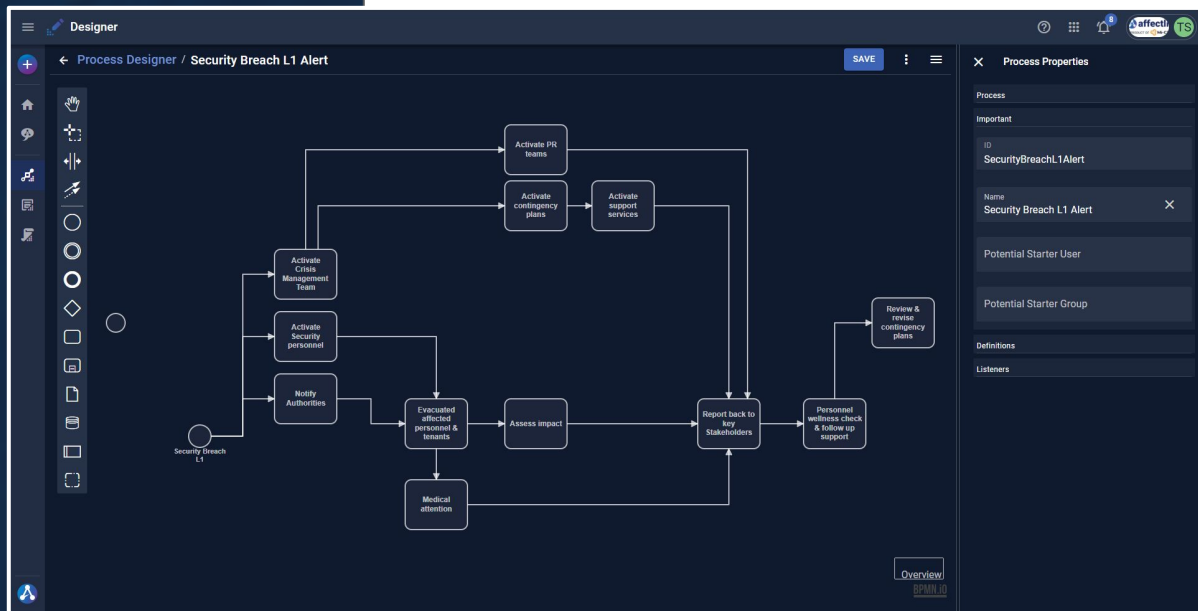
Enhanced Collaboration: Facilitates open, seamless communication and data sharing between teams and external stakeholders.

Data-Driven Decisions: Leverage reporting and analytics to identify cost-saving opportunities and optimise resource allocation.



BUSINESS PROCESS MANAGEMENT

Digitise Workflows & Business Processes through the user-friendly Low Code, No Code, drag & drop app designer tool.



- **Standardise** workflow processes across the organisation
- **Ensure** compliance
- **Immediate** implementation

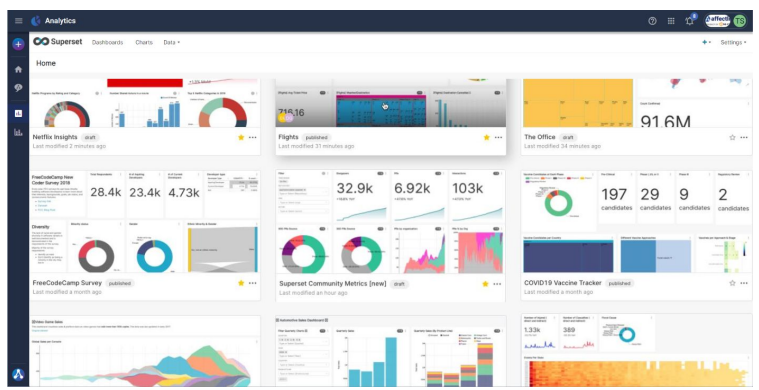
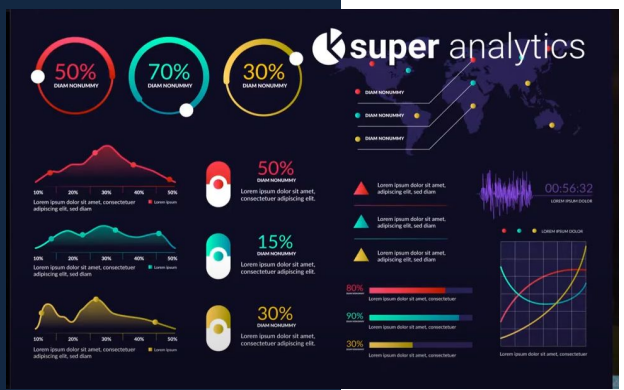


AFFECTLI REPORTING & SUPER ANALYTICS

Meaningful Intelligence

Customised dashboard & reports

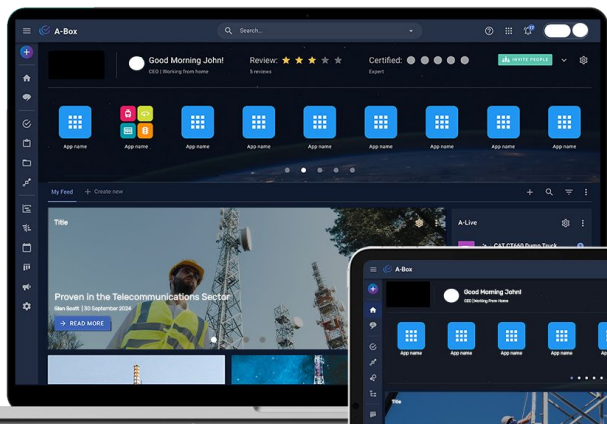
Real-time information



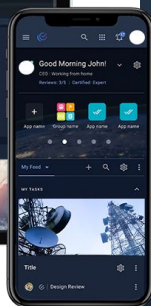
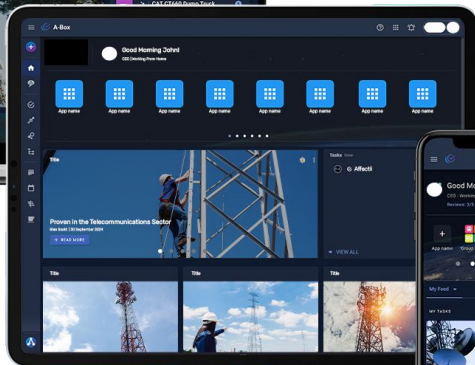


AFFECTLI IS DEVICE AND BROWSER AGNOSTIC

Personal Computer & Control Room Monitors



Tablet PC



Smart Phone

Designed using
Progressive Web App (PWA) technology
and always with a **“Mobile First”**
approach.

EASY TO NAVIGATE

FAST

FRESH

RESPONSIVE

AVAILABLE OFFLINE



Kumoco Real Experience

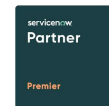
Working with Global Telecoms Companies for 30+ Years

Kumoco is a highly-regarded SI specialising in the execution of TowerCo strategies.

Kumoco has extensive experience designing and implementing Service Assurance, RMS, Billing, ERP and large-scale, complex transformation programmes across Europe and the Middle East.

We provide tower trends, roadmaps and investment advice to the ExCo and our comprehensive experience of agile delivery. This comes with a depth of knowledge and capability that helps to drive programmes smoothly, from strategy definition to operational implementation.





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