

## Subex to focus more on managed services portfolio

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SUBEX, the Bangalore-based telecom software products company, is giving greater thrust to its managed services portfolio given the strong traction it has been witnessing at the marketplace.

Managed services, which accounted for around 11% of Subex's product revenue for FY09, will be further consolidated under its centre of excellence portfolio.

Subex chief operating officer Sudeesh Yezhuvath said that increasing number of telecom services operators are looking to outsource their managed services requirements in a bid to cut down costs.

Managed services refers to activity revolving around delivery and management of network-based services, applications and equipment. Managed services allows the telecom operators to cut down on their costs at various levels — operational, capital and people. According to Yezhuvath, they would be providing these services only to operators who will be using their products. Subex provides software solutions in various areas of telecom like revenue maximisation, fraud management, interconnect billing and has more than 300 installations across 70 countries. Subex has been providing managed services in the past but never in a very concerted fashion. Mr Yezhuvath said that it currently has around 24 customers and that it has signed around three 'big' deals in the recent past.

Mr Yezhuvath said they are able to provide 'significant' cost savings to the customers and felt that this is more step for the company to move up the value chain. Subex would be providing these services either directly or through the partner network.