# Simplify how you connect, manage and monetize IoT and M2M services.

**RevX Systems and Verizon**

**Connect** ▸ **Monetize** ▸ **Manage**
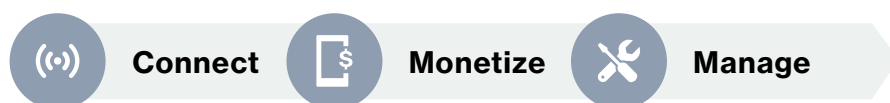
The Internet of Things (IoT) has brought opportunities to Verizon partners and resellers, but as deployments multiply, management and billing becomes complicated.

Verizon Partner Program (VPP) partners looking to increase margin as they install more devices and handle more accounts are suddenly left with the hassle of managing the subscriptions, licenses, billing and headaches that come with them. To combat some of the challenges you face as you grow, we've joined with RevX Systems to simplify the way you connect, monetize and manage your IoT devices and subscription services.

Now, not only do you get the power of America's largest, most reliable 4G LTE network, you have access to some of the most trusted IoT billing and management systems available.

## Stress-free device and subscription management

Using RevX, Verizon partners get access to a management solution that lets them handle all IoT and machine-to-machine (M2M) billing and subscription tasks in one place. From automated device and software provisioning to billing, credit card processing, reporting and more, RevX puts you on a fast path to more active devices and more profit, while minimizing the need for more office staff and home-built management solutions.

**Billing and subscriber management**

- Monetize anything as a service.
- Get access to advanced software and device provisioning, billing and customer care.
- Give customers a branded self-care portal for real-time activations and 24/7 account management.
- Ensure compliance with Customer Proprietary Network Information (CPNI) and other taxing requirements.

**Monetize anything as a service.**

- Access an affordable, easy-to-use platform for managing devices and accounts.
- On-board subscribers, charge and bill for subscription and usage-based services.
- View detailed data analytics.
- Fully managed outsourced billing— no need to hire a back office staff.
- Embrace subscription-based services.

**Maximum revenue potential.**

- Increase margin through automation and more efficient operations.
- Eliminate the operational challenges of growing quickly.
- Bill clients directly as you deliver and manage subscription-based services.
- Improve your experience with a one-stop vendor solution.

## Integrated IoT service delivery with the RevX platform

RevX Systems provides powerful tools that combine IoT and M2M management into one place for a seamless single-vendor solution.

- Automated provisioning
- Custom rating and billing
- Advanced customer relationship management
- Seamless, expandable service delivery
- Scalable data mediation
- Detailed reporting and analytics
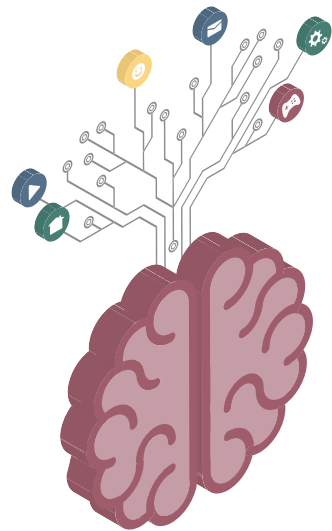
### Automated provisioning

Activate and deactivate devices, services and applications in real time:

- On-demand connectivity
- On-demand software entitlement management for cloud and mobile services
- Auto-synchronize billing with active/suspended/deactived network devices
- Simplified fulfillment to support a variety of over-the-air (OTA) activation models

### Custom rating and billing

Fully customizable pricing and billing rules.

- Monetize subscriber events based on any unit of measure.
- Use subscription-based or usage-based pricing, or both.
- Charge for one-time, entitlement or transactional user events.
- Manage renewals, extensions, promotions, subsidized plans and more.

### Advanced customer relationship management

Manage devices, subscribers, accounts, rules, policies and more.

- Manage customer subscriptions and devices.
- Define rules, thresholds and entitlements.
- Give customers access to a white-labeled self-care portal.

### Seamless, expandable service delivery

Provide newer services more easily.

- Simplify, centralize and seamlessly integrate network providers.
- Launch new services rapidly with a rich business application framework.
- Provide new business models and services to customers.

### Scalable data mediation

Collect and review subscriber events for billing, analytics and downstream systems.

- Monitor every individual subscriber event at every location.
- Correlate events to trigger billing rules.
- Scale management to millions of events per day.

### Detailed reporting and analytics

Review reports on data trends, analytics and more.

- Make informed decisions about pricing, trends and new sales.
- Get complete visibility into subscriber and operational data.
- Set up alerts and notifications on various subscriber events.

## Why RevX Systems?

RevX is a premium provider of management and operational support systems for communications, internet and application service providers. As a Verizon partner using RevX, you expand control of your customer's experience and the data created by their devices.

**Here's what to expect while working with RevX and Verizon:**

- RevX engages directly with you. Its rapid deployment model lets you get to market—and revenue—quickly.
- RevX is pre-integrated with Verizon M2M. RevX reps will work closely with you and Verizon to set up your account.
- As a managed service, RevX is competitively priced.
- You'll be billed by RevX for its platform fees and by Verizon for your data plan(s).

## RevX use case

### Challenge

Verizon IoT partners continually evolve their service offerings and product lines, so they need a way to ensure seamless interoperability between devices, services and back-end systems. As they acquire new subscribers and more devices go online, they also need a platform that lets them easily manage devices, subscriptions, customer experience and data analytics, while giving them a way to increase profits by managing and selling subscription-based or bundled services.

### Solution

In order to gain more control over the connectivity, management and billing of devices, Verizon partners can now engage with a leading provider of IoT connectivity and subscriber management solutions, RevX. Using RevX, partners can grow their businesses without disrupting day-to-day operations, and minimize the need for new staff.

### Partners are using RevX to:

- Connect, monetize and smart-enable customer IoT value chains.
- Drive revenue through an anything-as-a-service delivery model.
- Unify supply chains, equipment and business workflows.

### Key results

With new device connectivity options, streamlined back-office operations and unlimited ways to monetize services, RevX helps Verizon partners increase profits almost immediately. Partners using RevX experience:

- Simpler back-office billing and subscriber management processes.
- Reduced processing and workflow— from days to minutes. Partners can increase efficiency and cost savings, and reduce the need for new hires.
- Lower total cost of ownership, time to market and time to revenue with lower operational and capital expenditures to manage complex IoT ecosystems.
- Standard device monitoring, remote equipment control and data collection, and real-time alert notifications.
- Revenue assurance–ability to bill for overages, optimize plans and audit network connections. Eliminate revenue leakage and reduce network cost.

## Our reliability is your reliability.

Your success depends on your ability to provide reliable services to your clients. When it comes to network connectivity, better matters, and it's important to know you have a partner you can trust. According to RootMetrics[1], Verizon is number one in speed, data, reliability and overall network performance in the U.S.[2] This kind of reliability lets you cement trust with your clients to ensure that you're always their go-to provider.

### Learn more.

For more information about Verizon and RevX Systems for your IoT services, please contact your Verizon Wireless business specialist.