

Enxoo API Hub - Product Sheet

Problem Statement

Today, most service providers in the communications industry still rely on manual ways of working to buy and sell their services.

This is not sustainable in the long run, because:

- Connectivity services are becoming a commodity and declining margins can't cover for manual work that is currently powering the wheels of the industry
- Customers demand services to be delivered in near/real-time, however current manual ways of working prevent that
- New service offerings escape traditional network boundaries and rely on seamless multi-party innovation

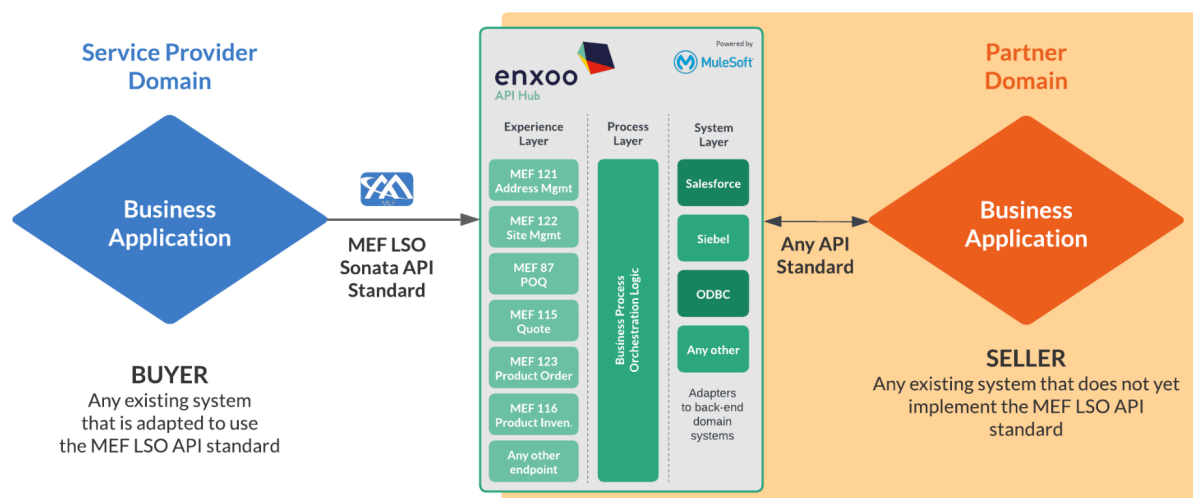
Communications Service Providers are forced to adopt new ways of working to stay relevant in the new market reality.

Our Solution

We've partnered with industry standard pioneers from MEF as well as leading enterprise cloud technology providers - Salesforce® and MuleSoft® - to deliver an end-to-end LSO API solution for carriers - Enxoo API Hub.

With Enxoo API Hub, Network Sellers can expose their network capabilities to their partners via an automated, self-serve, API-driven channel, eliminating the burden of time-consuming, manual operations and automating high-volume serviceability and quoting requests. Ultimately, this leads to increased monetisation of existing network assets.

Network Buyers can orchestrate their end-to-end customer solution build processes, easily connecting the global ecosystem of partners (with a worldwide network footprint) to their in-house product and service portfolio.

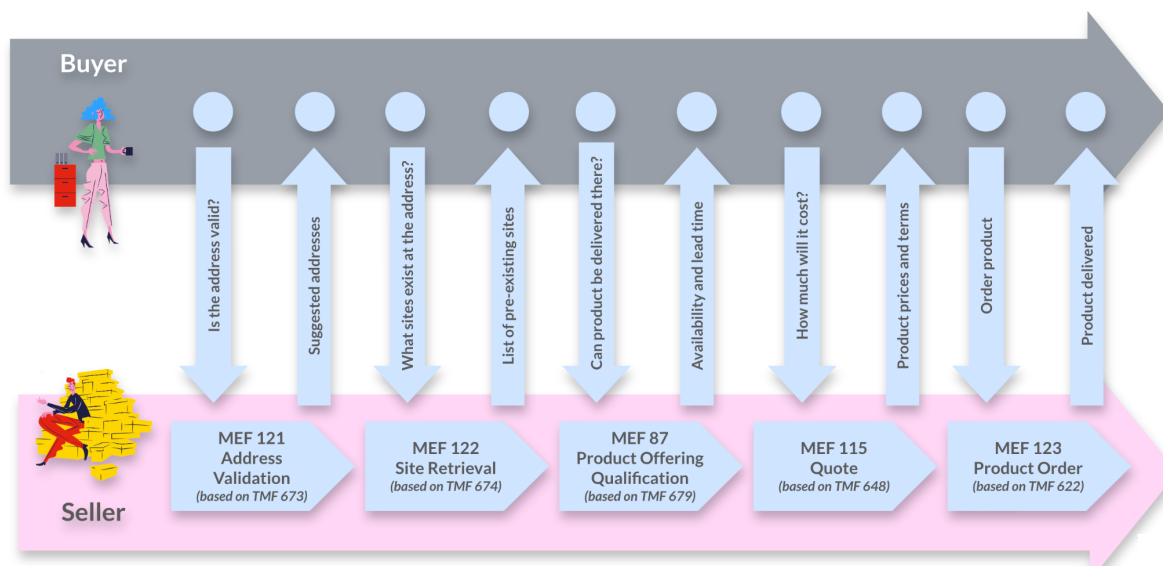


High-Level Approach

Enxoo API Hub is like a gateway to your company. It provides a new, unified way for your partners - buyers & sellers - to perform business with you, allowing them to get quotes, place orders and access relevant data.

Enxoo API Hub acts as an umbrella on top of your existing business IT applications, seamlessly working with any technology behind the scenes and providing the required translation layer to expose these internal functionalities to the external world in a LSO API-compliant format.

Enxoo API Hub can also boost your existing IT systems' capabilities with a MEF-compliant business-process orchestration layer that can unify multiple disjointed systems and data sources, enabling a seamless serviceability, quoting and ordering processes to the external world.



Key Benefits

Fast-tracked industry standards adoption

Enxoo API Hub accelerates the move away from manual processes and proprietary APIs to an industry-standard, reusable and scalable approach. With its built-in MEF LSO Sonata API endpoints and available connectors to the multitude of back-end systems, it is like a ready-made recipe allowing to jump-start LSO APIs learning process and avoid boilerplate code development.

Shortened turnaround time. Improved win-rate

LSO APIs early adopters report an average 25% reduction in order cycle times, targeting to reduce the typical time it takes to order and provision a service down from 60 to 90 days to 60 to 90 seconds when the physical infrastructure is in place.

In the wholesale connectivity market, quick turnaround time is perceived as one of the most important factors contributing to close-rate and Enxoo API Hub allows to drastically improve that.

Improved Customer Experience

Today's buyers expect a cloud-like, on-demand experience, ideally with no human interaction, which is considered to be the primary reason for delays and errors. Enxoo API Hub is an enabler for the carrier customer experience transformation, equipping customers with visibility through self-service channels.

Packaged for quick deployment. Open for future extensions

Enxoo API Hub is a pre-packaged solution that allows for rapid deployment. But once deployed, it's open for future extensions which can be done internally, or externally by Enxoo in a managed service model or by any other implementation partner.

Enterprise-scale ready

Security and trust are core values for the business. Thanks to partnering with leading technology providers - Salesforce® and MuleSoft® - Enxoo API Hub is built on an enterprise-grade integration platform, leveraging state-of-the-art security tooling, enabling it to always stay up-to-date.

Configurable & Extensible

The MuleSoft® Platform and Enxoo API Hub are built with a declarative philosophy in mind where APIs are built with clicks, not code. With this approach, APIs are built quickly and easily. On top, anything that is available out-of-the-box can easily be adapted to specific requirements and extended to cover additional areas.

Baseline Packages Overview

	Essentials Implement basic functionality to get started with MEF LSO Sonata APIs	Standard Deliver all critical MEF LSO Sonata APIs for zero-touch pre-quote, quote and ordering processes	Full Implement full-blown MEF LSO Sonata API functionality	Bespoke Tailor-made setup to fit your own MEF LSO Sonata APIs implementation roadmap
Supported APIs				
MEF 121 Address Validation	✓	✓	✓	tbd
MEF 122 Site Retrieval	-	✓	✓	tbd
MEF 87 Product Offering Qualification	✓	✓	✓	tbd
MEF 115 Quote	✓	✓	✓	tbd
MEF 123 Product Order	✓	✓	✓	tbd
MEF 116 Product Inventory	-	✓	✓	tbd
MEF 124 Trouble Ticket	-	-	✓	tbd
Bespoke API	-	-	-	tbd
API Version	Ella	Ella	Dolly, Ella	tbd
Product Payloads supported				
Access E-Line	✓ *	✓	✓	tbd
Internet Access	-	✓	✓	tbd
Non-standard Product Payload	-	up to 1	up to 3	tbd
Integration with back-end systems				
MEF 121 Address Validation	✓	✓	✓	tbd
MEF 122 Site Retrieval	-	✓	✓	tbd

MEF 87 Product Offering Qualification	✓	✓	✓	tbd
MEF 115 Quote	Manual **	✓	✓	tbd
MEF 123 Product Order	Manual **	✓	✓	tbd
MEF XXX Product Inventory	-	✓	✓	tbd
MEF XXX Trouble Ticket	-	-	✓	tbd
Operator Onboarding				
OIT service testing ***	-	✓	✓	tbd
Number of operators	1	1	1	tbd

* In a Standard Package - Access E-Line payload can be exchanged for Internet Access payload

** Manual Integration Approach - <to explain>

*** OIT Service is a separate offering and has to be procured from MEF directly

About Enxoo

Enxoo is a boutique Salesforce Partner specialising in digital transformation for the Communications Industry. Our mission is to transform your telecom business into an efficient, agile and customer-centric organisation, ensuring you stay competitive in the future. We work with you to increase revenue, shorten sales cycles, and achieve cross-departmental alignment to build a foundation for future growth.

Visit the Enxoo API Hub [webpage](#) or email us at contact@enxoo.com