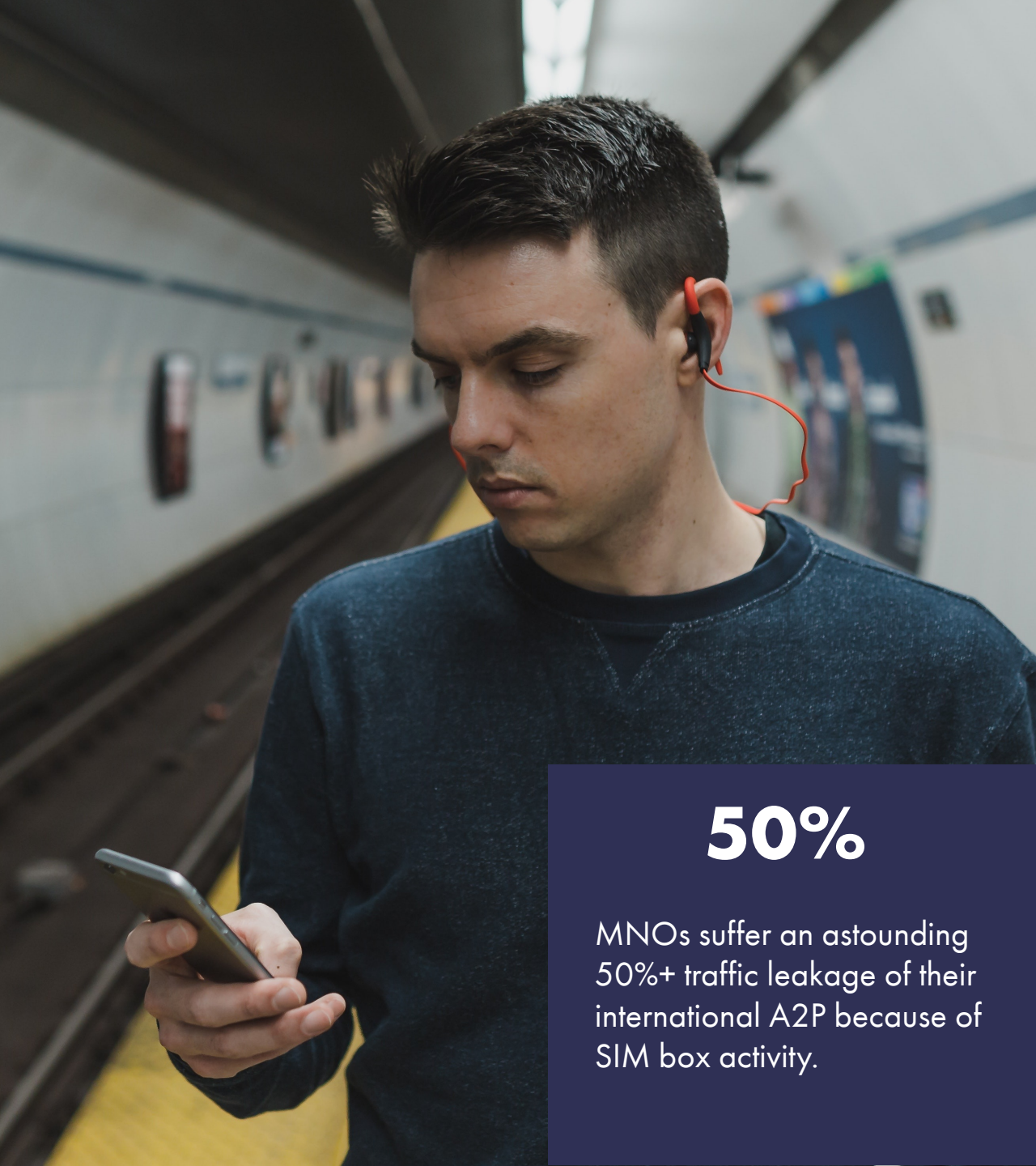


# Waking The Sleeping Giant

A four-point strategy for A2P Monetization that's simple and effective



**50%**

MNOs suffer an astounding 50%+ traffic leakage of their international A2P because of SIM box activity.

## Not a core focus for MNOs

Revenues have historically been small, and management time-consuming

## Price Increases

Fraudulent traffic incentivized by price increases

## Fixed Price Model

Removes visibility and agility away from the MNO

## Do Nothing

Time to capitalize is running out. Everyday which passes is another day of revenue lost



# However the market potential of A2P is huge!

**A2P SMS is a communication channel to rival email**

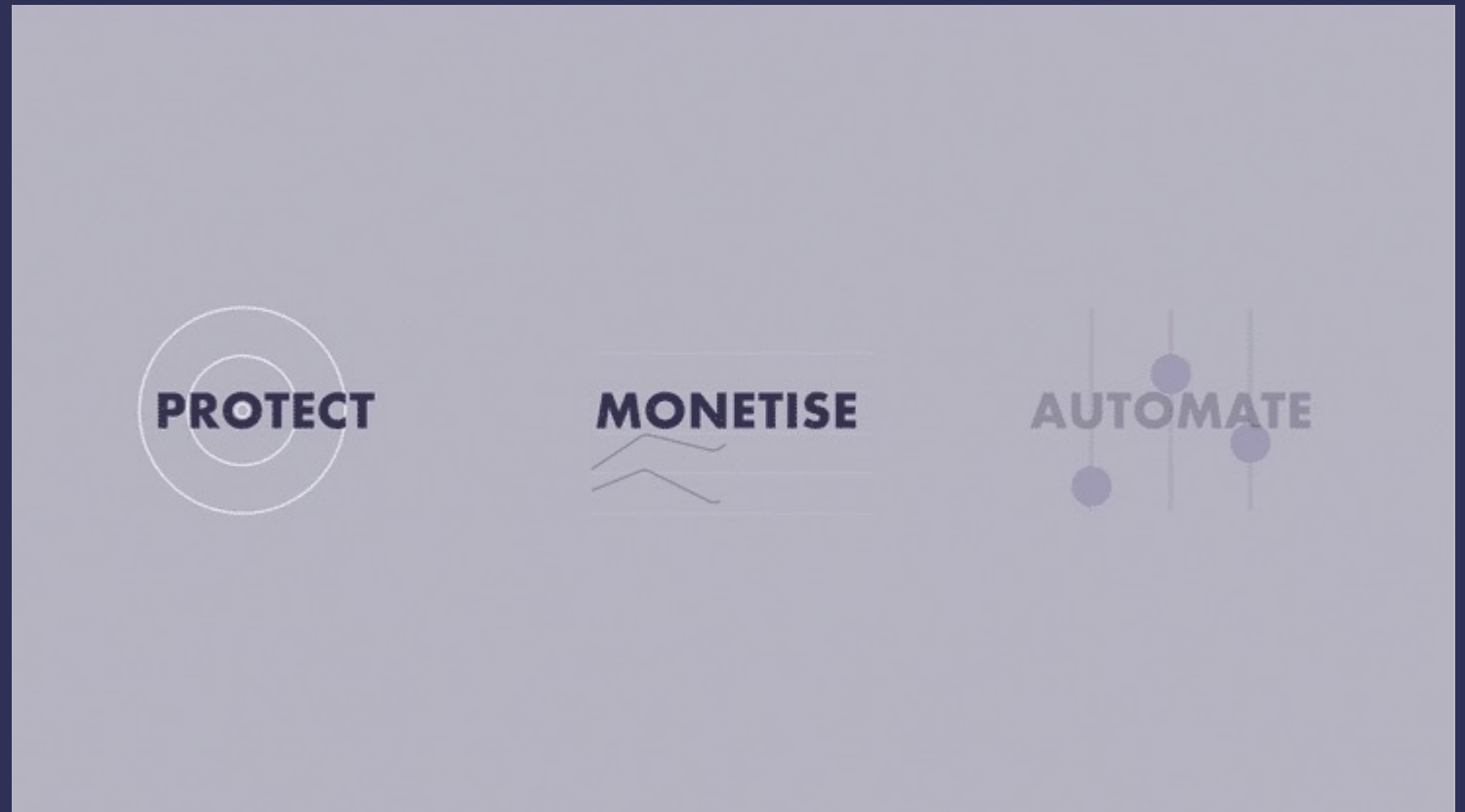
SMS holds a more  
trustworthy reputation  
over email

Drives unrivalled  
engagement through  
open rates

Continues to convert at a  
higher percentage in a  
mobile 1st world

# A four-point strategy for taking back control of A2P:

1. Protection
2. Action
3. Creation
4. Execution





# Protection starts with visibility

## Old World

NO FIREWALL OR  
OUTDATED FIREWALL

NO VISIBILITY OF TRAFFIC  
PASSING ACROSS  
THE NETWORK

NO TRAFFIC INSIGHTS  
CONSTRAIN PRICING  
METHODS

NO CHARGING  
FLEXIBILITY

NO REVENUE GROWTH

## New World

NEXT-GENERATION FIREWALL

CATEGORISATION FILTER

TRAFFIC INSIGHTS

NEW MONETISATION STRATEGIES

— New markets

— Agile team collaboration

— Differentiated pricing

AUTOMATION

# Once you can see it, you can take Action!

## Discover

Build business intelligence:  
Categorize the traffic in  
real time

## Incentivize

Incentivise a culture of  
revenue growth

## Prioritise

Prioritize routes with  
maximised revenue  
opportunities

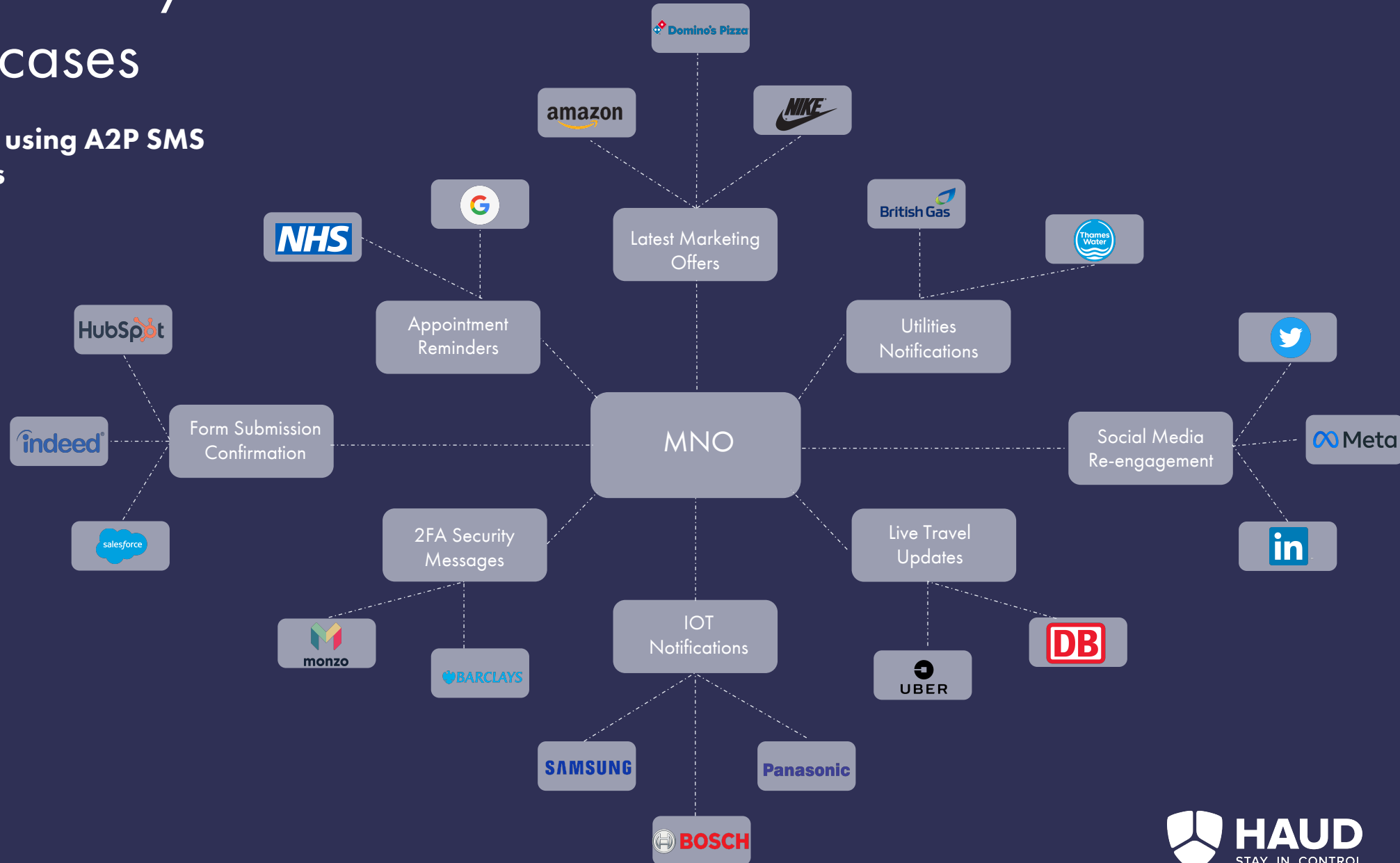
## Enforce

Maintain real-time policy  
enforcement



# Look beyond today's existing use cases

Enterprises are already using A2P SMS for millions of use-cases



# Without execution we only have words

## Quick and easy

Advanced CRM tools make managing your tech stack quick and easy

## AI powered

AI functionality supports business operations by reducing manual inputs and management

## De-siloed

Operations become more frictionless as your business units can all see that traffic and volumes - from compliance to marketing

## Reporting

Automated reporting on KPIs and OKRs means showing the value of your strategy becomes simple



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