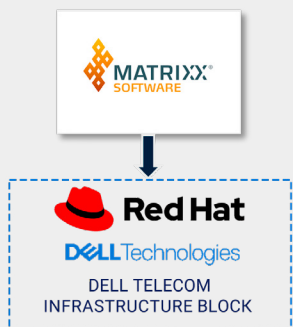# Monetizing Services in a Cloud-Native Architecture with Dell Telecom Infrastructure Blocks and MATRIXX Software

Speed your time to 5G services monetization with MATRIXX Software certified on Dell Telecom Infrastructure Blocks featuring Red Hat® OpenShift®.

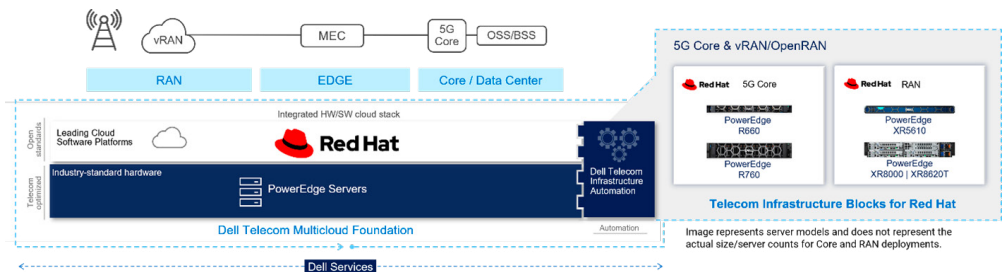## Accelerate Your Time to Monetization

With Dell Telecom Infrastructure Blocks for Red Hat and MATRIXX Software, communications service providers (CSPs) can innovate faster and monetize new 5G revenue streams more effectively:

- Pre-certified solution featuring best-of-breed components fully tested to deliver the results you need
- Unified, real-time, converged charging and digital monetization platform that simplifies billing and charging for existing and new services
- Delivers the flexibility and agility that CSPs need to rapidly iterate and deploy real-time pricing strategies for any service across all lines of business

The arrival of 5G ushers in a world of change for communications service providers (CSPs), from how they build and operate their networks to how they bill their customers. While industry groups such as 3GPP and the Cloud Native Computing Foundation (CNCF) provide critical guidance on what these new world architectures will look like, it's ultimately up to CSPs to choose their own transformation vision and future business model. This road to 5G can take years as CSPs integrate and validate best-of-breed solutions from a wide range of network equipment and solutions vendors or rely on their existing providers to enhance their solutions, often at great cost and with a long development time. But there's a simpler, better path to the future: certified MATRIXX digital monetization software running on the pre-engineered Telecom Infrastructure Blocks for Red Hat, tested in the Open Telecom Ecosystem Lab (OTEL) from Dell Technologies.

Dell Technologies has partnered with the world's leading telecom cloud platform vendors to develop fully integrated and engineered systems for deploying telco clouds and accelerating 5G business transformation. At the foundation of these solutions are Dell Telecom Infrastructure Blocks for Red Hat, featuring Red Hat software, including OpenShift Container Platform (OCP), Dell automation software and telco grade Dell PowerEdge Servers. They include everything needed to support the deployment and life cycle management of Red Hat OpenShift workload clusters running 5G core workloads and distributed core and RAN workloads running at the edge.

This combination provides a complete cloud-native, 5G infrastructure solution. On top of that foundation, Dell Technologies certified MATRIXX Software to provide a cloud-native converged charging system and digital monetization solution that works seamlessly with your existing operations support systems and business support systems (OSS/BSS) network.

MATRIXX: The Agility to Innovate at the Speed of Opportunity

Legacy telco billing and charging systems are burdened by complexity, inflexibility and are predominantly batch-based, resulting in delayed updates to customer accounts and financial balances. Legacy billing and charging systems are costly and time-consuming to maintain and evolve, often operating in siloed systems for different services and lines of business that prevent CSPs from getting a single, real-time view into billing and charging data.

5G SA networks enable the delivery of the next generation of telecommunications services reliant on guaranteed levels of service for innovative devices and applications that will enable new operational models across industries based upon automation, robotics, virtual reality and beyond. This new generation of services requires a new generation of monetization solutions that can leverage real-time data to provide an enhanced customer experience and provide a unified charging platform across multiple lines of business including consumer, enterprise, wholesale and B2B2X relationships.
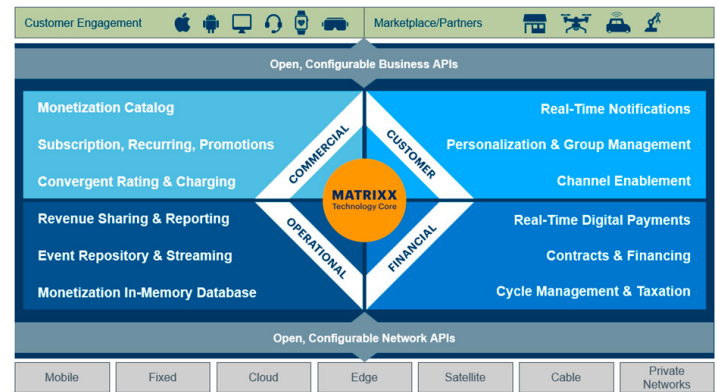
MATRIXX Software is built for the next generation of services. For years, MATRIXX Software has been a leader in converged charging systems, providing unified charging and digital monetization software for dozens of CSPs around the globe. Its cloud-native, click-not-code, and features an API-first approach to integration that connects real-time billing and charging data to all your business operations. With extensible charging levers, MATRIXX makes it possible for CSPs to rapidly iterate multi-tier pricing strategies and monetize innovative services including IoT devices and management, network slice orchestration and usage, and APIs exposed to third party networks and developers.

MATRIXX Software delivers agility across four critical business areas for CSPs. It provides commercial agility by enabling CSPs to quickly test and roll out different pricing plans to monetize new services sooner with almost limitless customization options. It delivers customer agility, given customers complete transparency with real-time access to their charges and usage data for up-to-the-minute tracking of their services and balances. It offers the financial agility to analyze both usage and non-usage data across business lines while also supporting real-

time audit capabilities. And it supports operational agility with a convergent, composable, cloud-native architecture delivers operational resilience, scalability and infrastructure efficiency.

Monetization for a New Generation of Services

With MATRIXX, CSPs are free to innovate and monetize. SK Telecom, for example, is building the industry's first AI-powered chat agent designed specifically for CSPs using Dell PowerEdge XE servers, purpose-built for Artificial Intelligence (AI), Generative AI (GenAI), and High Performance Computing (HPC), and MATRIXX Software. SK Telecom's chat agent solution will recommend add-ons, upgrades and tailored bundles to subscribers and enable them to instantly make changes to their plans and services using MATRIXX Software's monetization engine to update their price plans and charges in real-time. And that's just one example. Other 5G services that can benefit from MATRIXX Software include online gaming, smart spaces, 5G network slices, private networks, IoT applications, edge computing, and AI.

Building Toward a Better 5G Experience

The partnership between Dell Technologies, Red Hat, and MATRIXX Software is designed to help CSPs choose and deploy cloud-native 5G solutions without the risk and cost typically associated with 5G network transformation efforts. Integration, certification, and validation of the joint solution was performed in Dell's OTEL, a state-of-the-art 5G testing facility for partner certifications as well as CSP solution validations.

For more information on Dell Telecom Infrastructure Blocks, visit Dell Telecom Multicloud Foundation | Dell USA

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