

CLARITY TRAINING

Clarity Presales Training for Systems Integration Partners



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Next Generation OSS



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1 OVERVIEW OF PRESALES TRAINING

The Clarity Presales Course is a 5 day syllabus consisting of specialist presales courses to assist a Clarity sales partner in:

- Determining if the Clarity product is a good fit to an opportunity
- Undertaking initial presentation of Clarity product capability
- Undertaking generic demonstrations to specific target markets using Clarity's standard library of demonstration data and demonstration scenarios
- Preparing the first cut of RFP responses - that can then be reviewed by Clarity presales
- Configuring the Clarity demonstration system with data and scenarios to demonstrate capability for a specific opportunity

Courses are designed to be interactive and which will provide the delegate with the knowledge of how to configure and demonstrate the Clarity system for common presales scenarios.

Course Objective:

At the end of the course, each delegate will be able to:

- Be familiar with the various components that make up the Clarity System
- Present feature functionality of Clarity to potential clients
- Differentiate the value of the Clarity OSS over competitors
- Be able to enter and model scenarios for specific demonstrations
- Undertake demonstrations of the system to potential clients
- Understand how Clarity may be integrated to legacy and/or best in breed BSS/CRM solutions and how best to present this to potential clients
- Understand the working relationship with Clarity Presales team, and the level of support that is available to them



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Course Structure:

Day 1 - Clarity Solution Positioning and Value Proposition (1 day)

Day 2 - Clarity Platform Architecture (half day). Hardware and Third Party Software Components including Sizing Estimation (half day)

Day 3 - Using Clarity's Library of Demonstration Data (1 day)

Day 4 - Using Clarity's Library of Demonstration Scenarios (1 day)

Day 5 - Creating New or Customised Demonstration Data and Demonstration Scenarios (1 day)

Target Audience: Technical OSS consultants with a proven aptitude for pre-sales presentations/ consultancy.

Course Duration: 5 days

Course Format: Presentation, scenario discussion and on-line demonstrations.

Maximum Class Size: 10 delegates

Course Prerequisite : Prior completion of the 10 day Clarity SI course is a must. A proficient understanding of Telecommunications Network topologies and Service offerings and business processes for network and service provisioning and assurance. Familiarity with industry standards / recommendations for OSS including TMN, TOM, eTOM, and NGOSS. Familiarity with at least one COTS inventory, provisioning, and assurance product. Knowledge of Unix commands and Oracle database is preferable.

Documentation Provided: Presentation material, product documentation



2 Course Content

2.1 Clarity Solution Positioning and Value Proposition

Objective:

This course will introduce presales consultants to Clarity's solution set including solution positioning versus types of service providers, industry standard solution maps (TOM, eTOM, TMN) and other commercially available products.

The course aims to familiarise the participant with the various modules that make up the Clarity System and enable them to present feature functionality of Clarity to potential clients and differentiate the value of the Clarity OSS over competitors

Outline:

- Overview of Clarity Product Suite
- Clarity Solution Pack for Mobile
 - Typical Business Requirements
 - Solution Architecture
 - Value Proposition
- Clarity Solution Pack for Fixed Line
 - Typical Business Requirements
 - Solution Architecture
 - Value Proposition
- Clarity Solution Pack for NGN
 - Typical Business Requirements
 - Solution Architecture
 - Value Proposition



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- Clarity Reference Sites
- Clarity Pre-Integrated OSS Suite
 - Target Opportunities
 - Modules
 - Functionality
 - Value Proposition / Competitor Differentiation
- Clarity Fulfillment Suite
 - Target Opportunities
 - Modules
 - Functionality
 - Value Proposition / Competitor Differentiation
- Clarity Inventory Suite
 - Target Opportunities
 - Modules
 - Functionality
 - Value Proposition / Competitor Differentiation
- Clarity Assurance (NMS) Suite
 - Target Opportunities
 - Modules
 - Functionality
 - Value Proposition / Competitor Differentiation

Target Audience: Pre-Sales Consultants

Course Duration: 1 day

Course Format: Presentation

Maximum Class Size: 10 delegates



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Course Prerequisite : Prior completion of the Clarity Implementation/SI Course is a must. A good understanding Oracle database and Unix environments.

Documentation Provided: Clarity Presales presentation material



2.2 Clarity Platform Architecture

Objective:

This course will enable the delegate to have an understanding of the various Clarity System components that make up the Clarity platform – in particular the demonstration platform. The delegate will understand the system dependencies including data flow including the subtle differences between the Production version and Demonstration versions will be understood by the delegate.

Outline:

Present and discuss the Clarity Demonstration platform architecture.

- Unix Server - backend processes
- Windows Client – Application Runtime environments
- Oracle Database environment and options
- Backend process meets Database and User Applications
- The messaging BUS

Target Audience:	Pre-sales Consultants
Course Duration:	0.5 day
Course Format:	Presentation
Maximum Class Size:	10 delegates
Course Prerequisite :	Prior completion of the Clarity Implementation/ SI course is a must. A good understanding Oracle database and Unix environments.
Documentation Provided:	Presentation material



2.3 Hardware and Third Party Software Components including Sizing Estimation

Objective:

This course will enable the delegate to understand the minimum set of hardware requirements to enable the successful building of a Clarity Demonstration Platform for the UNIX Real-time and Windows Client environment. The delegate will be able to identify the various software components that are required and will achieve an understanding of the various dependencies between software components and the Clarity Applications. The delegate will understand Clarity's approach to naming conventions and loading sequences.

Outline:

Present and discuss the Clarity Demonstration platform Hardware requirements and Software Installation and Configuration requirements.

- UNIX Server requirements
- Client hardware requirements
- Resource requirements for different Clarity modules
- Miscellaneous hardware requirements
- The OS requirements
- Clarity Schema and Oracle database configuration
- Oracle Forms and Reports runtime environment
- Real-time s/w installation and testing
- 3rd Party software
- Clarity Client Application installation and configuration.

Target Audience: Pre-sales Consultants

Course Duration: 0.5 day



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Course Format:	Presentation
Maximum Class Size:	10 delegates
Course Prerequisite :	Prior completion of the Clarity Implementation/ SI course is a must. An understanding of Unix and Windows based Hardware.
Documentation Provided:	Presentation material



2.4 Using Clarity's Library of Demonstration Data

Objective:

This course will give delegates a detailed understanding of the various data sets that are required in preparation for scenario builds. System, referential and configuration data requirements, dependencies and data interactions will be understood by the delegate.

Outline:

Present and discuss the Clarity Demonstration platform Data sets.

- Referential Data
- Corporate Customers/Accounts Data sets
- Inventory Data
- Configuration Data
- Alarm and Performance Data
- Network Topology Data Representations
- Provisioning Command data sets (SOP)

Target Audience:	Pre-sales consultants
Course Duration:	1 day
Course Format:	Presentation, workshop, Q&A
Maximum Class Size:	10 delegates
Course Prerequisite :	Prior completion of the 10 day Clarity Implementation/SI Course is a must.
Documentation Provided:	Presentation material and Clarity Product Documentation. Sample Data sets.



2.5 Using Clarity's Library of Demonstration Scenarios

Objective:

This course will give delegates an understanding of the standard Clarity Scenarios and how they should be accessed and presented. The delegate will have an appreciation to what is required to build such scenarios using the examples as templates. An understanding in loading and refreshing existing scenario data sets will be understood.

Outline:

Present and discuss the Clarity Demonstration platform Scenarios for Mobile, fixed line, Data services and Transport networks.

- Loading and Refreshing Data Sets
- Network Management and Assurance
- Customer Management and Assurance
- Service Fulfillment
- Network Build and configuration
- Testing the Scenario (Walk through)

Target Audience:	Pre-sales consultants
Course Duration:	1 day
Course Format:	Presentation, hands on practical
Maximum Class Size:	10 delegates
Course Prerequisite :	Prior completion of the 10 day Clarity Implementation/SI Course is a must. A proficient understanding of Telecommunications Network topologies and Service offerings.
Documentation Provided:	Presentation material, Network Topology Diagrams.



2.6 Creating New or Customised Demonstration Data and Scenarios

Objective:

This course will give delegates an understanding of how to prepare and create new data sets and demonstration scenarios. Given a network Diagram delegates will be in a position to enter the required data, configure and demonstrate a pre-determined scenario.

Outline:

Present and discuss the Clarity Demonstration platform Creation of New data sets and Scenarios.

- Understanding and mapping out the Scenario
- Identify the Data entities required.
- Create the Data sets using Templates and scripts.
- Configuration of the data sets to meet the scenario requirements
- Testing the requirements.

Target Audience:	Pre-sales consultants
Course Duration:	1 day
Course Format:	Presentation, hands on practical
Maximum Class Size:	10 delegates
Course Prerequisite :	Prior completion of the 10 day Clarity Implementation/ SI course is a must. A proficient understanding of Telecommunications Network topologies and Service offerings.
Documentation Provided:	Presentation material, Network Topology Diagrams.



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Appendix 1 – Prior Reading Material

1. Clarity Product Overview
2. Clarity Product Brochures
3. Clarity Case Studies
4. Clarity Functional Specifications
5. Clarity User Manuals
6. Training materials provided as part of Implementation Training (participants in Clarity Presales Training must have recently completed Clarity Implementation Training)
7. Clarity Opportunity Scoping Template
8. Clarity Opportunity Qualification Template



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Appendix 2 – Commercial Terms

Clarity delivers SI Pre sales training within our offices in Sydney. Remote training is currently not offered, as a number of Clarity SMEs will be involved in training and education delivery.

The following commercial terms apply:-

- Training courses are charged at US\$605 per delegate per day. Hence the total cost of the 5 day SI Pre sales course for 10 delegates is US\$30,250.
- Maximum class size of 10 delegates.
- Payment terms: 100% payment with PO. Payment 30 days from invoice date
- Cancellation fees apply
- Accreditation is offered to delegates after successful completion of all courses
- Standard Clarity terms and conditions apply

About Clarity

Clarity is a global provider of an award-winning, pre-integrated next generation Operational Support System (OSS) that is helping to build and manage some of the worlds most advanced telecommunications networks.

Clarity OSS is a convergent system that integrates diverse network technologies to support delivery of a full range of products and services. Clarity OSS is built on an integrated data and process model offering a single point of data entry, end-to-end process support and unified reporting. It is flexible, evolutionary and quickly configured to support new processes, new network technologies and new product offerings.

Established in 1993, Clarity's Global Headquarters and Technology Centre is based in Sydney, Australia.

Clarity can be found on the web at www.clarity.com

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