



Natec: digital transformation



John Abraham

Company summary

Natec is headquartered in Ukraine and is a provider of BSS software development solutions for communications service providers (CSPs). Natec's primary offerings include the WideCoup BSS solution and the MEF.DEV platform, a framework that can be used to support incumbent and legacy BSS solutions through a number of API access points. The solution is built on open architecture frameworks, which CSPs can link to their existing BSS. This can help CSPs to develop and expand the capabilities of their incumbent solutions without having to go via the solution provider, which will help to accelerate transformations and lower support costs.

Natec considers open processes, a swift time-to-market and agility as its primary differentiators. It claims that its MEF.DEV platform can reduce the concept-to-cash timeframe from months to a few weeks, which can lower costs and improve competitiveness. Natec is positioning itself as a digital transformation partner, especially for CSPs with large numbers of legacy systems. The MEF.DEV solution is specifically designed to support telecoms processes across multiple lines of business.

Natec continues to invest significantly to expand and strengthen its platform capabilities and plans to grow its business footprint internationally in the next 3 years. This profile is focused on Natec's digital transformation portfolio and initiatives.

Figure 1: Natec's company facts

Founded	2013
Offices	Headquartered in Kiev, Ukraine
Regional focus	Ukraine and the Commonwealth of Independent States (CIS)
Selected key customers	Kyivstar (VEON Group) and Ericsson. Natec also provides telecoms expense management solutions to multiple large customers in the CIS.
Partnerships	Ericsson and Qvantel. Natec also has specific agreements with IBM, HP and SAP.

Source: Analysys Mason

Strategic direction

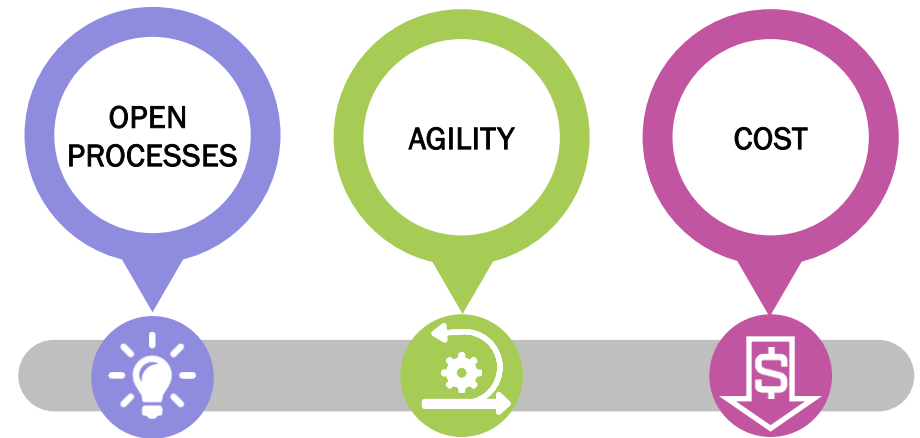
The MEF.DEV platform is an application development, serverless hosting and management platform that can help CSPs to accelerate the transformation of their legacy BSS functions. Natec counts Kyivstar as an important reference customer; it has built a platform that has helped the operator to accelerate the timeline for its transformation, as well as improve the overall agility of its incumbent systems.

Natec plans to continue to update its platform by adding capabilities such as improved platform visibility, cloud hosting, function-as-a-service and flexible payment options.

There are three key pillars to Natec's strategy for the MEF.DEV platform.

- **Open processes.** Natec prioritises its adherence to open processes as a key differentiator of its services. The open process capability means that CSPs' BSS implementations are not tied to any proprietary technologies or platforms. For example, a CSP will be able to fulfil its business requirements for its incumbent BSS vendors' solutions in the MEF.DEV platform. This helps to prevent vendor lock-in, improves functional modularity and can help to reduce the impact of siloed systems.
- **Agility.** The MEF.DEV platform adheres to an agile development process that is based on continuous integration principles. This enables operators to rapidly

Figure 2: Three strategic pillars of the MEF.DEV platform



Source: Analysys Mason

iterate through multiple prototypes, swiftly implement bug fixes and uncover new requirements.

- **Cost.** An important benefit of the MEF.DEV platform is the ability to significantly reduce support costs, especially for legacy systems where the alternative is to pay for expensive customised maintenance contracts. The MEF.DEV platform also provides support for legacy integration with new systems.

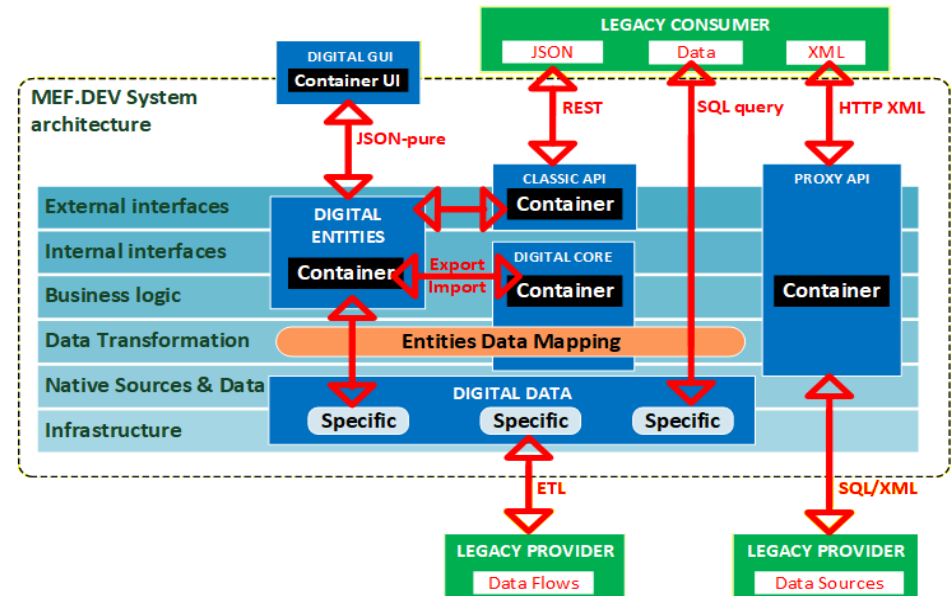
MEF.DEV is a development, hosting and application management platform that can help CSPs to accelerate the transformation of their legacy BSS functions

The MEF.DEV platform provides CSPs with accelerated development, serverless hosting and application management capabilities. It aims to improve business agility, especially in legacy environments, by simplifying the transformation process. The platform has a graphical user interface that makes the process of integrating and automating (BPM/BRM) applications easier. Natec claims to support integrations with multiple third-party vendors including Amdocs, Ericsson, Oracle, Nexign, SigScale and Bercut.

The key capabilities of the MEF.DEV platform are as follows.

- **Standardised APIs.** The platform exposes auto-generated REST APIs that help to extend its functionality.
- **Container composition.** The MEF.DEV platform provides access to business logic and native data storage using the free, cross-platform managed extensibility framework. This enables CSPs to quickly add third-party business logic containers without the need for revision and rebuilding.
- **Smooth DevOps.** MEF.DEV supports enterprise SDLC processes for code generation, configuration management, versioning support and roll-back. The platform also has a plug-in that can be used for the self-development of applications.

Figure 3: Overview of the MEF.DEV architecture and its expected benefits



Improved business agility by accelerating concept-to-cash from months to less than 3 weeks

Improves opex efficiency by creating IT solutions that are easier and cheaper to deploy, integrate & upgrade

Speeds up the software development lifecycle processes by up to 52%

Source: Natec

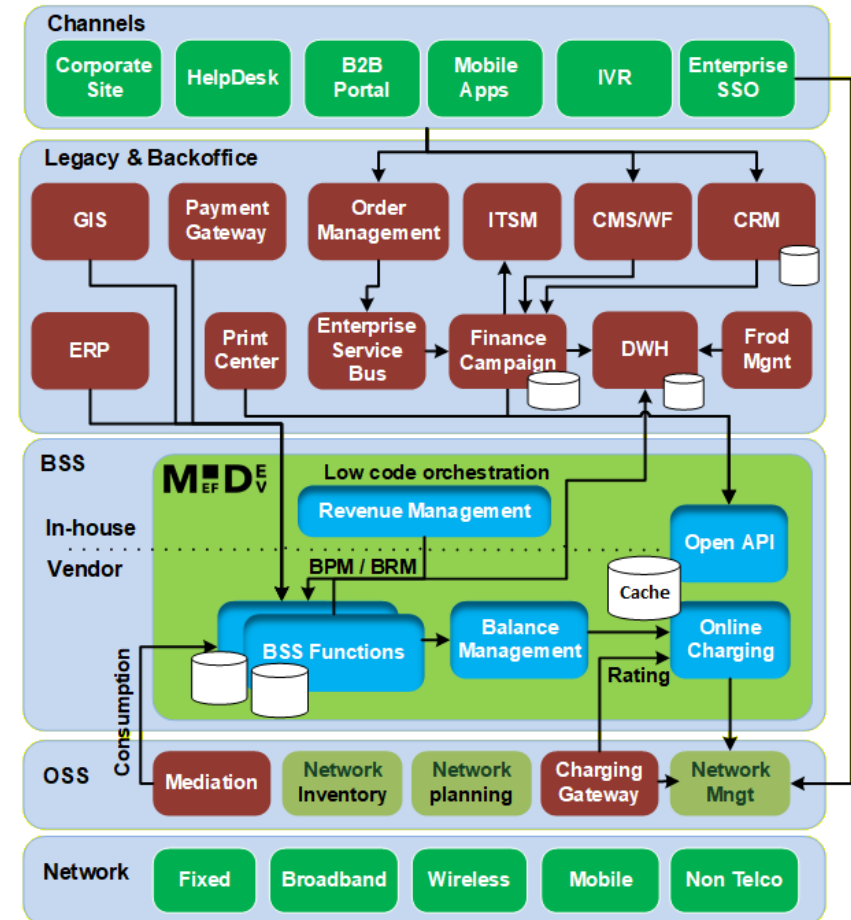
The MEF.DEF platform is primarily positioned towards CSPs with complex legacy set-ups

The MEF.DEV platform can be used to provide support during CSPs' digital transformations when replacing legacy incumbent systems is not a viable option. An MEF.DEV deployment begins with the definition and standardisation of domain services and products. Specific resources, interactions and business model representations are developed for each service or product. MEF.DEV maps the applicable entities and action models to the relevant data schemas for each business requirement and use case, and these are then exported and packaged into the managed extensibility framework's (MEF's) plug-in, along with related autogenerated documentation, code samples and developer guides, in order to support development based on the MEF and external APIs.

Once the plug-in is ready, CSPs can modify and update their systems directly, without having to contact their solution providers. Natec also provides a service that supports specific types of modifications that CSPs are not able to do by themselves.

The MEF.DEV platform supports the TMF SID model, which is a part of the reference architecture for the classification and description of all business processes for CSPs. Natec adopts a usage-based pricing model for its MEF.DEV platform, with a separate cost for initial set-up.

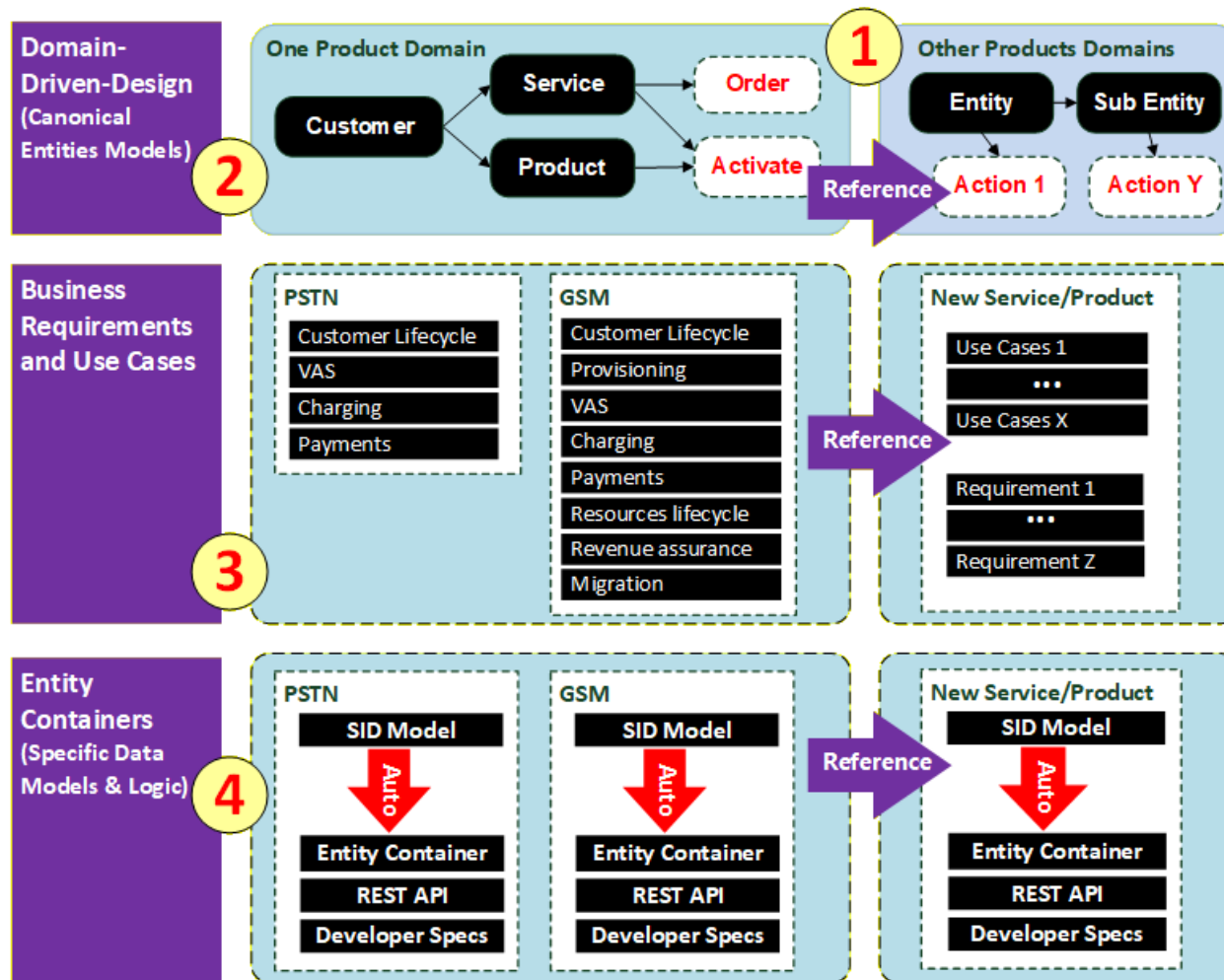
Figure 4: Overview of Natec's business process flow



Source: Natec

The MEF.DEV reference framework helps CSPs to quickly launch and support services for both telecoms and non-telecoms services

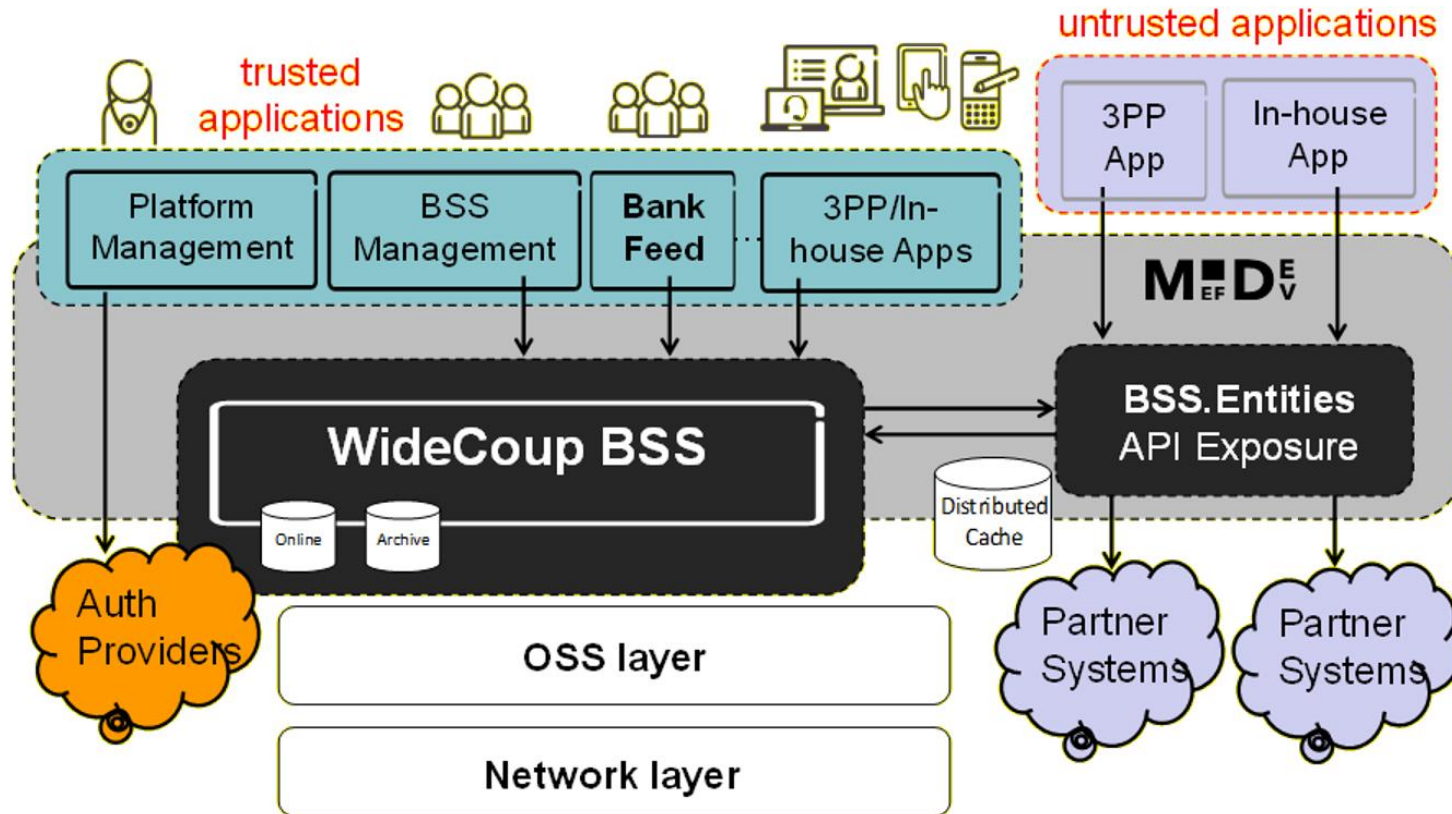
Figure 5: Overview of the MEF.DEV reference architecture framework



Source: Natec

Overview of Natec's BSS framework

Figure 6: Overview of Natec's BSS framework



Source: Natec

Product summary

Figure 7: Natec's core products

Solution	Description
MEF.DEV platform	The MEF.DEV platform is a development, hosting and application management platform that can help CSPs to accelerate the transformation of their legacy BSS functions. It supports domain-driven design and business analysis with database and model-first code generation capabilities and a unified development process. It provides an open standards-based approach to building software. The MEF.DEV platform wraps around the WideCoup BSS core in order to manage multi-vendor hybrid infrastructure and includes assets such as open APIs, information models and support for a DevOps deployment approach.
WideCoup BSS	WideCoup BSS is a BSS solution that provides CSPs access to key functional capabilities including fulfilment, assurance, service management and billing. Together, these capabilities provide a standard template for multi-vendor hybrid deployments. WideCoup BSS can support flexible billing relationships, which in turn can enable multiple business models including B2C, B2B and B2B2X value chains. In addition, it supports offline and real-time charging with rules-based discounting.
BSS.Entities (MEF.DEV plug-in)	BSS.Entities is based on the TMF SID model and supports custom implementations such as App Logic Container (NuGet plug-in). These containers provide a range of assets that help enterprise architects to realise customised OSS/BSS solutions and enables integration and fast-swap operations.
Bank Feed (MEF.DEV plug-in)	Bank Feed is used by bookkeepers to centrally control and manage enterprise bank statements that are processed in a range of different integration scenarios. It provides a user-friendly interface that simplifies complex accountant tasks and tracks customers, accounts, payments and billing information using appropriate security protocols.

Source: Analysys Mason

Significant customers

Figure 8: Natec's customers

Customer	Country	Scope
Kyivstar (VEON Group)	Ukraine	Kyivstar (part of the VEON group of companies) has implemented a collaborative development approach in one of its major projects to migrate tariffs and contract billing functions to new platforms from its legacy BIS system. The migration was managed in stages using the MEF.DEV serverless development platform. In the next phase, Kyivstar is expected to migrate non-telecoms services to a new platform.

Analysis: strengths, weaknesses, opportunities and threats

STRENGTHS

- Natec is addressing a key pain point for many CSPs: the high cost of supporting and maintaining incumbent legacy systems. The platform helps CSPs to overcome vendor lock-in and provides CSPs with greater control over their business software in a cost-effective manner.
- Natec has an active sales pipeline and continues to invest in growing its regional presence and platform capabilities.

OPPORTUNITIES

- The relationship with Kyivstar has helped Natec to gain reputation and credibility in Ukraine and provides the vendor with an opportunity to expand its footprint further within the country.
- CSPs are unlikely to replace their incumbent legacy systems for at least a decade, which presents an opportunity for the MEF.DEV platform.
- As CSPs increasingly diversify into other non-telecoms verticals, there will be further opportunities for companies such as Natec to provide a mechanism to extend the use of incumbent CSP solutions.

WEAKNESSES

- Natec is a small company with limited visibility compared to bigger software vendors.
- Natec will need to expand its partnerships in order to improve its regional presence and access to CSP buying centres.

THREATS





- Natec faces strong competition from other software providers in the market.
- The growing preference of the SaaS models may affect CSPs' appetite for solutions that are built around traditional software systems.

About the author



John Abraham (Principal Analyst) leads our digital transformation research, including three research programmes: *Customer Engagement*, *Monetisation Platforms* and *Digital Experience*. His areas of focus include customer journeys and experience, the impact of 5G on BSS systems, telecoms enterprise opportunities, cost transformation, ecosystems and value chains, and micro-services-based architecture models. John has over a decade of experience in the telecoms industry. At Analysys Mason, he has worked on a range of telecoms projects for operators in Africa, Europe, India and the Middle East. Before joining Analysys Mason, he worked for Subex, a BSS vendor, and before that for Dell in India. John holds a bachelor's degree in computer science from Anna University (India) and an MBA from Bradford University School of Management (UK).

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