



VimpelCom is the second largest mobile operator in Russia with over 64 million subscribers and 40% market share.

Industry: Telecommunications
Geography: Russia/CIS countries

Challenge

To augment and accelerate revenue capture by increasing the number and accessibility of payment channels.

Results

- Significantly reduced its "zero balance" period offering multiple new payments and card types.
- Performed at an average rate of approximately 500 business requests per second and 6,000 transactions per second.
- System availability has been running at 99.996%.



"The project has produced a system which not only easily deals with the increasing number of transactions conducted, but also provides a new functional approach. Thanks to this, we have acquired an extra competitive advantage for our business activities."

Vladimir Filippov, vice president for architecture and development at VimpelCom



Drives Value with a Next Generation Mobile Payments Platform

Background

VimpelCom's license covers a territory with a population of about 340 million people. The VimpelCom BeePay solution serves subscribers across eleven time zones.

The VimpelCom Group consists of telecommunications operators providing voice and data services through a range of mobile, fixed and broadband technologies. The Group includes companies operating in Russia, Kazakhstan, Ukraine, Uzbeki-stan, Tajikistan, Georgia and Armenia as well as Vietnam and Cambodia. The Group companies provide services under the "Beeline" brand.

In November 1996, VimpelCom was the first Russian company to list its shares on the New York Stock Exchange (NYSE). Its ADSs (American Depositary Shares) are traded under the symbol "VIP."

Challenge

VimpelCom wanted the flexibility to rapidly launch, deploy and charge for new services in a very highly competitive market.

To meet customer demand and create competitive differentiation, VimpelCom needed to perform a global upgrade to its existing payment system, but in a manner that would allow them to cost-effectively manage their subscriber growth. This project required that the

solution enable VimpelCom to address the following:

- Different payment modes
- Multiple payment types
- One phase payments
- Two phase payments
- Notifications
- Managing VimpelCom's partners' payments
- Card activation
- New service introduction
- Need to reduce disconnected time

Once deployed, this solution would constitute a new Payment Processing System for VimpelCom, the 'Beepay XP' under the 'Beeline' brand.

Selection

TIBCO partnered with Jet Info Systems to submit for and implement the VimpelCom mobile payments transaction platform project. Jet Info Systems is one of the largest solution providers in Russia and CIS countries. The company provides a wide range of services in developing, designing and maintaining highly reliable computing systems and networks, solutions on information systems management, as well as organizing IT department activities, information security solutions and special banking system implementation.

VimpelCom selected Jet Info Systems for its experience and the expertise of its teams in designing and developing enterprise systems. The company selected TIBCO because of the unparalleled high transaction throughput and availability of the 64-bit memory-resident TIBCO ActiveSpaces® transaction platform to support its current level of several hundred business transactions per second, and to be able to scale for future growth. Today the system processes more than six million transactions per day.

Solution

The hardware/OS profile that Jet Info Systems implemented for VimpelCom consisted of the commonly available Sun Fire V490, 8x1.5GHz, 32GB and Solaris 9. The list that follows outlines capabilities the TIBCO mobile payments transaction platform provided VimpelCom:

- Balance transfers
- Credit card, mobile and cash payments
- Payments via a POS operator
- One phase payments and two phase payments (with confirmation)
- Batch payments
- Payment reconciliation and cancellation
- Payment notification via email and SMS
- New service deployment and activation

- Unified Rouble Card (URC) activation
- E-refill card activation and refill
- Partner life-cycle and balance
- Audit / history / validation
- Security with crypto-integration

The TIBCO platform maintains a single logical location for subscriber balance, but is in fact maintaining eleven disparate billing systems for the physical balance. The TIBCO mobile payments transaction platform also provided VimpelCom a large number of interfaces, including a web service interface for key services.

Results

y selecting and deploying the TIBCO Payments Orchestration™ transaction platform for mobile payments, VimpelCom received a significant degree of capability improvement and a substantial positive impact to margins. For example, the BeePay system reduced cost of revenue for top-up at local convenience stores from 28% to 3%. This was accomplished with only a modest investment in infrastructure hardware, thereby accelerating the pace of the company's return on their new mobile payments transactions platform.

The new BeePay XP platform supports payments through different channels (cash, ATM, credit cards, mobile device), cards management, a significant number of partner payment points, and multiple charging systems and facilitates the launch of value-added payment services such as balance transfer.

Vladimir Filippov, vice president for architecture and development at VimpelCom stated, "Since the preceding BeePay payment system had reached its technological limitations and could not further support growth in transactions for the introduction of new services, we needed a new system. The aim of the project was the creation within VimpelCom of a payment plan that was advanced and modern in terms of the corporate architecture. The project has produced just such a system, which not only easily deals with the increasing number of transactions conducted, but also provides a new functional approach. Thanks to this, we have acquired an extra competitive advantage for our business activity..."



TIBCO Software Inc. (NASDAQ: TIBX) is a provider of infrastructure software for companies to use on-premise or as part of cloud computing environments. Whether it's optimizing claims, processing trades, cross-selling products based on real-time customer behavior, or averting a crisis before it happens, TIBCO provides companies the two-second advantage™ – the ability to capture the right information at the right time and act on it preemptively for a competitive advantage. More than 4,000 customers worldwide rely on TIBCO to manage information, decisions, processes and applications in real time. Learn more at www.tibco.com

www.tibco.com

Global Headquarters
3303 Hillview Avenue
Palo Alto, CA 94304

Tel: +1 650-846-1000
+1 800-420-8450
Fax: +1 650-846-1005