



## The Right Tools to Get the Job Done

**Over the years, we have continually refined four distinct sales models to accommodate our customers' business plans with the greatest possible flexibility.**

We of course sell complete solutions and provide maintenance services for these solutions. For customers who prefer capital expenditures (CAPEX) to operational (OPEX), we can factor several years of maintenance into the purchase price.

To customers wishing to avoid capital expenditures we offer our technological solutions based on revenue sharing. We enable the carrier or service provider to implement value-added service(s) on the basis of a one-time setup fee much below the purchase price for the solution and then we receive a portion of the monthly revenue the service produces, whereby we are guaranteed a minimum monthly payment and minimum contract duration. The revenue share and the monthly minimum are calculated such that ECT not only helps to finance the solution, but also takes on a very significant portion of the risk. And when the service succeeds - and that's what we are here for - we participate in that success.

With our sales partner Ericsson Managed Services, we also make it possible for carriers and service providers to offer value-added service(s) based on solutions in Ericsson hosting centers worldwide, completed, managed and maintained by Ericsson and ECT.

For partners and customers developing their own solutions based on our ECT eXtensible Markup Language (**ECTXML®**), our service





creation environment and/or our software development kits, we offer development licenses based on usage.

We always remain open to new sales models that fit the business cases of our customers and lead to mutual success.