# Concluding Keynote: Where We Are and What's Next

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# PortaOne: 2019 vs. 2018

## 2001-2018
## We sell a product



## 2019+
## Project / integrated solution

## Project Approach

— Mutual goal: service launch

— Dedicated team (Project Manager, Business Analysts, Engineers, etc.)

— Time plan & resource allocation

— Integrations / migrations

## Feature Development

— Single responsible person for the whole process

— Solution design before ~~coding~~ quoting

— Review by product officer
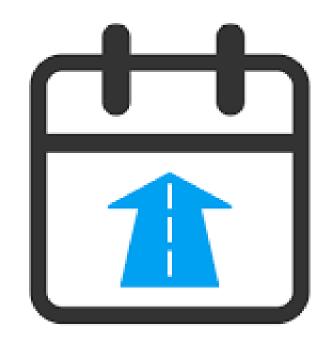
— Early demo / verification with the stakeholders

# Open Ecosystem

—PortaBilling API

—PortaSIP API

—External system provisioning

—Docker containers

**A View from the Customer's Perspective**

— Chief Product Officer

— Marketing team

— Customer Success Managers

— Feedback / surveys

What's Next?

## Seamless Upgrades

—Gradual upgrade via small batches of customers

—Seamless customer switch-over via DSBC

—v1.0 - freedom at the cost of manual efforts; v2.0 - as little efforts as possible

**Upcoming Projects**

—Dockerized self-care portal (SIP trunking) - Q3 2019

—PortaBI - Q3 2019

—Dual-version v2.0 - Q4 2019

—IoT "vertical" bundles - Q3/Q4 2019

## Software

- Cloud-Enabled
- Small changes in the big code
- Race to add more features

## Platform

- Cloud-Native
- Microservices
- Synergy through integrations

**We will focus at:**

—Monetization / service control platform

—Innovative, programmable communications

—IoT

—Expanded alliance of technology partners

# Thank you!

# Andriy Zhylenko

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