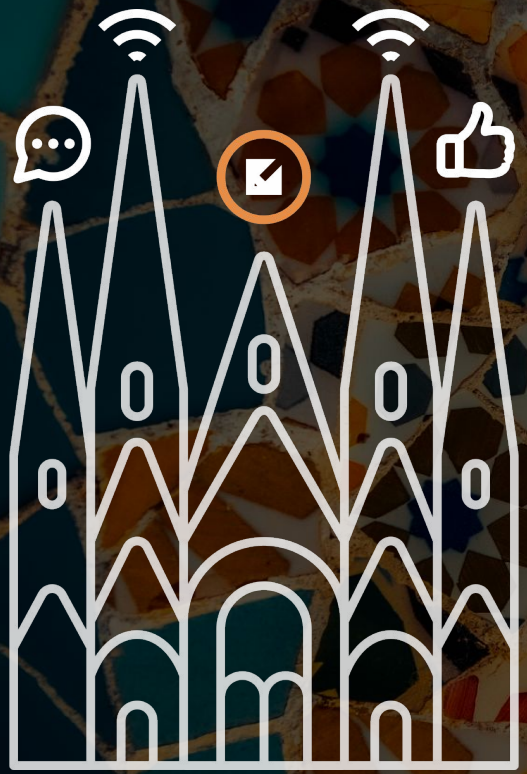
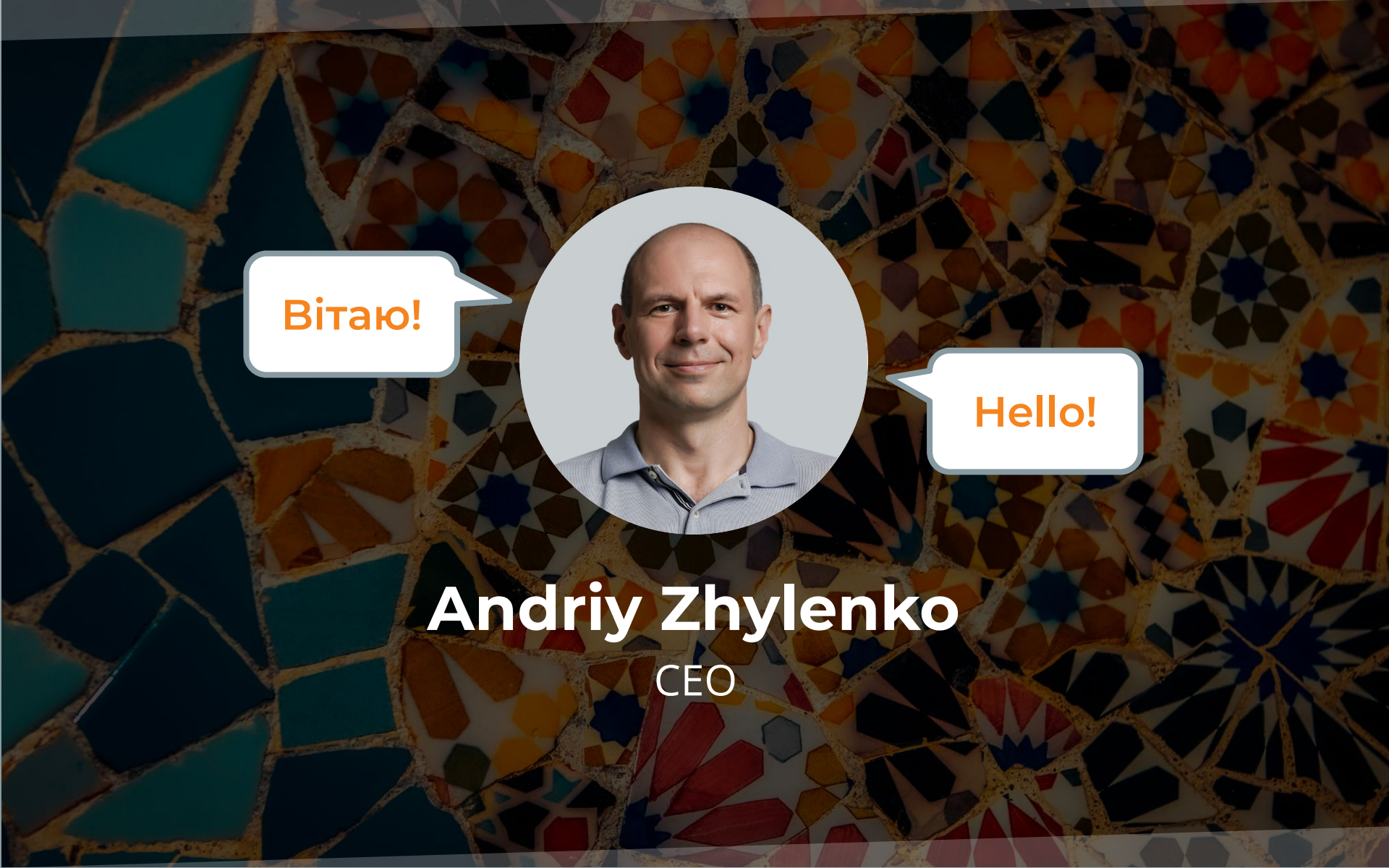


PortaOne

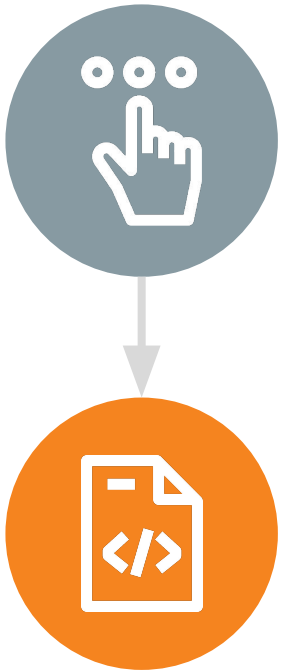
Barcelona Meetup 2024

www.portaone.com


Вітаю!
Hello!
Andriy Zhylenko
CEO

Source code? API? No-code? AI? …

- New possibilities for creating unique services and CX
- The shortage of IT specialists and its impact on the “develop locally” strategy
- Best practices: Choosing the most efficient path
- Success cases
- Our future plans



ChatGPT, program me a better PortaSwitch!

Can every CSP now program themselves a new BSS, cloud PBX, ERP, “XYZ” system?

AI-assisted programming speeds up the development process, but the status quo of “developers” and “users” remains.

Use limited engineering resources to the maximum efficiency

Plan & discuss

Share your goals with our team (CSM, account manager…) **before** you start implementation

Focus on added value

What is the unique competitive advantage?

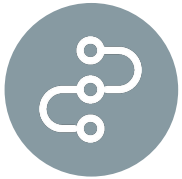
Calculate TCO

…and don’t forget to include the cost of support and missed opportunities

Toolbox for enhancing PortaSwitch

API & web-hooks

Connect your applications & portals; process events



Workflows

Low-code data flows, ETL, existing connectors to 3rd-party applications

Add-On Mart

Develop a functionality, allow other CSPs to deploy it, then collect a revenue share

When in-house development is still the best option...

Showcase of best practices

Sign-up and self-care portals / apps for better CX and reduced support costs

Embedded & programmable voice to add calling to web apps (such as CRM) or websites; sell business productivity instead of connectivity

Connecting to CRM and back-office applications to automate data flows and reduce the amount of manual data entry and errors

Data analytics to combine and enrich information and create custom reports that make sense for you

CSPs in the AI era

AI: Separating the hype from the real treasure

- Optimize your customer-facing interactions
- Use AI to build better tools & components
- Leverage analytics (but treat with caution!)

Our plans to support you

API v2

Easier to use by developers with less familiarity with PortaSwitch internals

PortaPhone

Add communications to app and websites; build customized mobile apps

Add-On Mart

More available modules; building on top existing ones such as Cloud PBX or Mobile Self-Care

Developing a better CSP together

Share your plans and let's coordinate the things we can do as partners

In-house development

Where it makes the most sense

Add-on Mart

Monetize the solutions you develop

New option: IoT Mill

Build an ecosystem of IoT startups

Дякую!

Thank you!

Andriy Zhylenko

CEO