



For Simplifying Voice Communications

# JAZZ FUSION'S MANAGED VOICE

is both the software and the telecommunications analysis required to maximize financial performance

## Managed Profitability

- > **Strategize**  
Implement custom pricing and packaging strategies for corporate groups, loyalty programs, and events.
- > **Measure**  
Measure and verify profitability strategies with hard data and analysis.
- > **Optimize**  
Pursue cost and revenue opportunities identified by your JAZZ Fusion dedicated analyst.

**JAZZ Fusion is both hosted call accounting - software and the telecommunications skills to fully leverage the software value.**

With Fusion, you get communications accounting software and the assistance of a world-class team of telecommunications analysts. That team coordinates the strategy, configuration, management, and monitoring of your call accounting system. The team presents you with ongoing measured opportunities for optimizing your telecommunications costs, revenues, and facilities. You focus on realizing profit opportunities rather than looking for them.

**JAZZ Fusion is software without the burden of technology monitoring and management.**

JAZZ Fusion makes call accounting and telemanagement services available to you over the Internet. Fusion eliminates your premise-based call accounting systems and servers. Fusion signals the end of old releases, limited functionality, obsolete servers, sub-optimal system configurations, and frees you from interface monitoring and management. With Fusion you manage telecommunications profitability more than telecommunications software.

**JAZZ Fusion consolidates systems, information, and accountability for telecommunications profitability.**

For operators of multiple properties and technologies, JAZZ Fusion consolidates management of one or all of your properties around a single centralized system, around a single database, and around a single world-class process for reporting and analysis. JAZZ Fusion provides management consolidation despite a diversity of on-premise systems and technology standards without regard to geographic location of systems and properties.

## Managed Technology

- > No servers to manage.
- > No software to manage.
- > No interfaces to monitor.
- > No databases to manage.
- > No technical skills to sustain.

## Return on Investment

- > Limited capital expenditures.
- > Low-cost monthly subscription fees.
- > Maximum ROI

# JAZZ FUSION

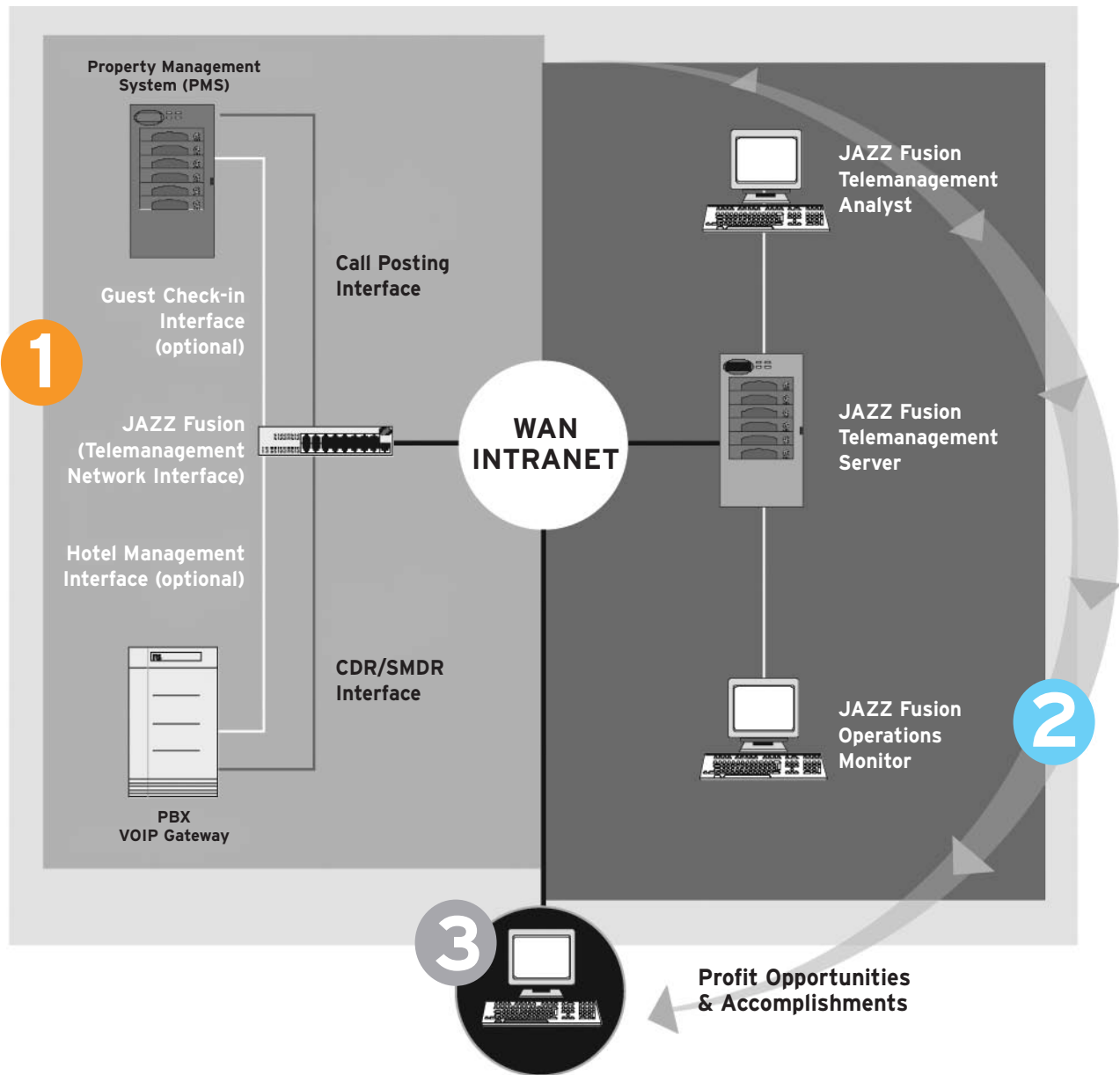
## Flexible Managed Services Packages

JAZZ Fusion provides one source for the telecommunications software, knowledge, and management discipline required to deliver and optimize guest telecommunications profits. JAZZ Fusion consolidates the management of telecommunications for one or many properties around a single system and database with embedded management and services for maximum effectiveness at lowest possible cost.

	JAZZ Fusion	Managed Technology	Managed Profitability
SYSTEMS MANAGEMENT	<b>Servers</b> Acquire, configure, and support call accounting servers and operating systems.	✓	✓
	<b>Availability</b> Monitor your call accounting availability (especially in off hours).	✓	✓
	<b>Performance</b> Monitor and manage your server capacity and performance.	✓	✓
	<b>Data Bases</b> Manage your server disk capacity and data base performance.	✓	✓
	<b>Disaster Recovery</b> Manage server software and data backup and recovery.	✓	✓
	<b>Upgrades</b> Manage software upgrades and bug fixes.	✓	✓
	<b>Configuration</b> Changes your call accounting system configuration and parameters.	✓	✓
PROFITABILITY MANAGEMENT	<b>Reports</b> Automatic Distribution of Reports and Analysis to your personal e-Mail In-Box.	<b>Selected pre-scheduled reports for automatic daily, weekly and monthly distribution.</b>	<b>Monthly published analysis on overall telecom efficiency and effectiveness.</b>
	<b>Profitability</b> Assess telecommunications profitability, pricing, and bundling for revenue opportunities.		<b>Initial Baseline assessment and ongoing monthly problem solving.</b>
	<b>Costs</b> Access your facilities and usage for cost reduction opportunities.		<b>Monthly assessment and ongoing problem solving.</b>
	<b>Facilities</b> Monitor telecom facilities efficiency and performance for cost reduction opportunities.		<b>Initial Baseline assessment and ongoing monthly assessments.</b>
	<b>Posting and Interfaces</b> Assess posting efficiency for cost and revenue recovery opportunities.		<b>Ongoing monitoring analysis with performance review and problem resolution.</b>
STRATEGIC MANAGEMENT	<b>Pricing Strategy</b> Analysis and targeting of guest pricing and packaging.		✓
	<b>Competitive Pricing Strategy</b> Analysis and positioning of guest telecommunications packages and plans versus your competitors.		✓

## Customized Packages

JAZZ Fusion Services can be optionally customized to align with your organizational and operational priorities. Fusion reporting and analysis can be tailored to your requirements. Management processes can be adapted to align with your IT standards.



**1**  
**A JAZZ Fusion Telemgmt Network Interface (TNI) installed at your property.**

The JAZZ Fusion TNI is a solid-state hardware device that manages the traffic moving between JAZZ Fusion servers and on-property telephone equipment and property management systems. The TNI manages serial connections to on-property devices while also capable of communicating via TCP/IP with JAZZ. The TNI buffers all activity to minimize disruption from potential network instability.

**2**  
**Your Property is configured onto a central JAZZ Fusion Server.**

The JAZZ Fusion servers are a collection of one or many servers operated at a network connected central location. In real time - for one or many properties - the JAZZ servers will gather guest telephone activity, cost and surcharge that activity, post that activity to one or many front/back office systems, and generate telemgmt analysis of that activity.

**3**  
**You Manage Your Telecommunications From A Single Point.**

JAZZ Fusion team delivers ongoing profit opportunities analysis and accomplishments.

# JAZZ FUSION MANAGED SERVICES

## *Accelerated Returns With Minimal Investment*

JAZZ Fusion generates returns with minimal investment in technology, specialized telecommunications skills, and management and measurement processes. Fusion provides an accelerated return on investment by providing all the ingredients for creating value.

### Profitability by Leveraging World Class Technology

#### JAZZ Fusion Profitability Strategies:

- > **Prepaid Calling Cards**  
Offer virtual pre-paid calling to your guests. JAZZ Fusion enables you to self-administer calling cards and retain all revenue.
- > **Loyalty Pricing**  
Offer customized telephone packages to your most loyal guests.
- > **Corporate Pricing**  
Offer customized telephone packages to your corporate groups and guests.
- > **Event Pricing**  
Offer customized packaging of equipment, facilities, internet services, and telephone services for meeting rooms, event spaces, events, and groups.
- > **Employee Pricing**  
Sell or charge back telecommunications services to employees and third parties using telephone authorization codes at administrative phones.
- > **Recurring Charges**  
Bill guests, partners, and third parties for monthly recurring use of your telecommunications equipment or other in-room services and amenities.
- > **Enterprise-Wide Pricing**  
Offer all these customized packages and pricing across one or many properties from one centralized monitoring and control platform.

### Rapid Acceleration of Value *Via Low Up Front Capital Expense*

JAZZ Fusion requires little or no capital investment to generate financial returns. Fusion software and services are bundled within two fees.

- > **One Time Set-Up Fee**  
Each property pays a small one-time fee to initiate the service.
- > **Monthly Fee**  
Each property pays an ongoing monthly subscription fee proportional to its scope of services.

Monthly fees can be pre-paid to fit comfortably into your IT budgets and planning.

#### About SDD and JAZZ Fusion.

The SDD Company today represents the merger of SDD, Inc. and Telemanager.net. Together, SDD now serves many/most of the largest and most prestigious hotel properties and hotel brands in the world. JAZZ Fusion represents the integration of their respective technology products and management services into a single basis for improving hotel telecommunications efficiency and effectiveness. Learn more about SDD's products and services at [www.jazz-fusion.net](http://www.jazz-fusion.net)