

Ferranti considered a 'Leader' in IDC MarketScape for Customer Care & Billing solutions in 2016

In its IDC MarketScape, IDC Energy Insights assesses different CC&B solutions for competitive unbundled energy markets and creates a buyers' guide for utilities to help them support their CC&B solution evaluation process.

CC&B solutions are among the most complex and business critical solutions for utilities operating in the competitive market.

The market, the consumer behavior and correspondingly the utilities' requirements have changed a lot over the past few years and the solutions in the market have had to adopt to survive. Differentiators from just a few years ago, such as converged billing, built-in MDM, credit management and customer care are now considered mainstream.

We are very proud to announce that the IDC MarketScape named **Ferranti to be a "leader"** in this very competitive market.

Our "Energy DNA" and our clear focus on the MECOMS™ Product, from both an investment and vision point of view, make us a specialized player with a long-standing commitment to the utilities market and a safe bet for the future.

Customers that were contacted for the research gave Ferranti high ratings for the quality of our employees and the fact that we are a partner capable of committing and thinking with them.

Source: IDC MarketScape: Worldwide Customer Care and Billing Software in Competitive Unbundled Energy Markets 2016 Vendor Assessment, doc #US40145616, April 2016.

About IDC MarketScape: IDC MarketScape vendor analysis model is designed to provide an overview of the competitive fitness of ICT (information and communications technology) suppliers in a given market. The research methodology utilizes a rigorous scoring methodology based on both qualitative and quantitative criteria that results in a single graphical illustration

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of each vendor's position within a given market. IDC MarketScape provides a clear framework in which the product and service offerings, capabilities and strategies, and current and future market success factors of IT and telecommunications vendors can be meaningfully compared. The framework also provides technology buyers with a 360 degree assessment of the strengths and weaknesses of current and prospective vendors.