

S³: Sales Support System project development

8th June 2017

Core functions of S³ (3 perspectives)

Built to Suit location valuation

- Provide support for evaluation of asset and opportunity
 - Network fitness
- Produce standard commercial document to support decision on built to suit
 - Agreed / rejected / move

Proactive Sale opportunity

- Create support for analyses of network weakness and opportunities
- Produce documentation and interactive visual to support *pitch* proposal

Strategic decision (Explorer)

- Visualise current portfolio status & competition impact

Objectives

Standardisation and data access :

- Provide access to standardised data access and documents
- Provide innovative tool to regional team

Integration of commercial data

- Harmonise various sources of information
- Single access to simplified dataset

Streamline analysis

- Improve efficiency to identify opportunities
- Providing the most up to date knowledge regarding market

Accountability in decision making

- Record decision process through commercial project life circle
- Monitor strategy to validate impact on KPI

Key functionalities

Visualisation

Data quality

Analysing

Monitoring

Key functionalities :

Visualise

HTA portfolio

Current Operators' Network

Current and former customers requests

Topographic and geographic context

- Urbanisation level
- Transportation network,
- Energy grid presence
- Administrative and maintenance zoning

Population distribution and population coverage

- for each site
- for each network

Analyses

Forecast networks expansion

- Cell edge hypothesis

Create network fitness scoring

Provide evaluation matrix to identify opportunities

Create and explore through all B2S projects

- improve time consuming analyses process

Data quality

Organise data to be observed with different perspectives

- Focus on site ownership,
- Focus on Operator interest,
- Focus on Context & Milieu...

Identify & record issues regarding site addresses

- Issue with coordinates, regional description or zoning

Link inaccuracies to corrected location

Monitor

Create and browse through project decision

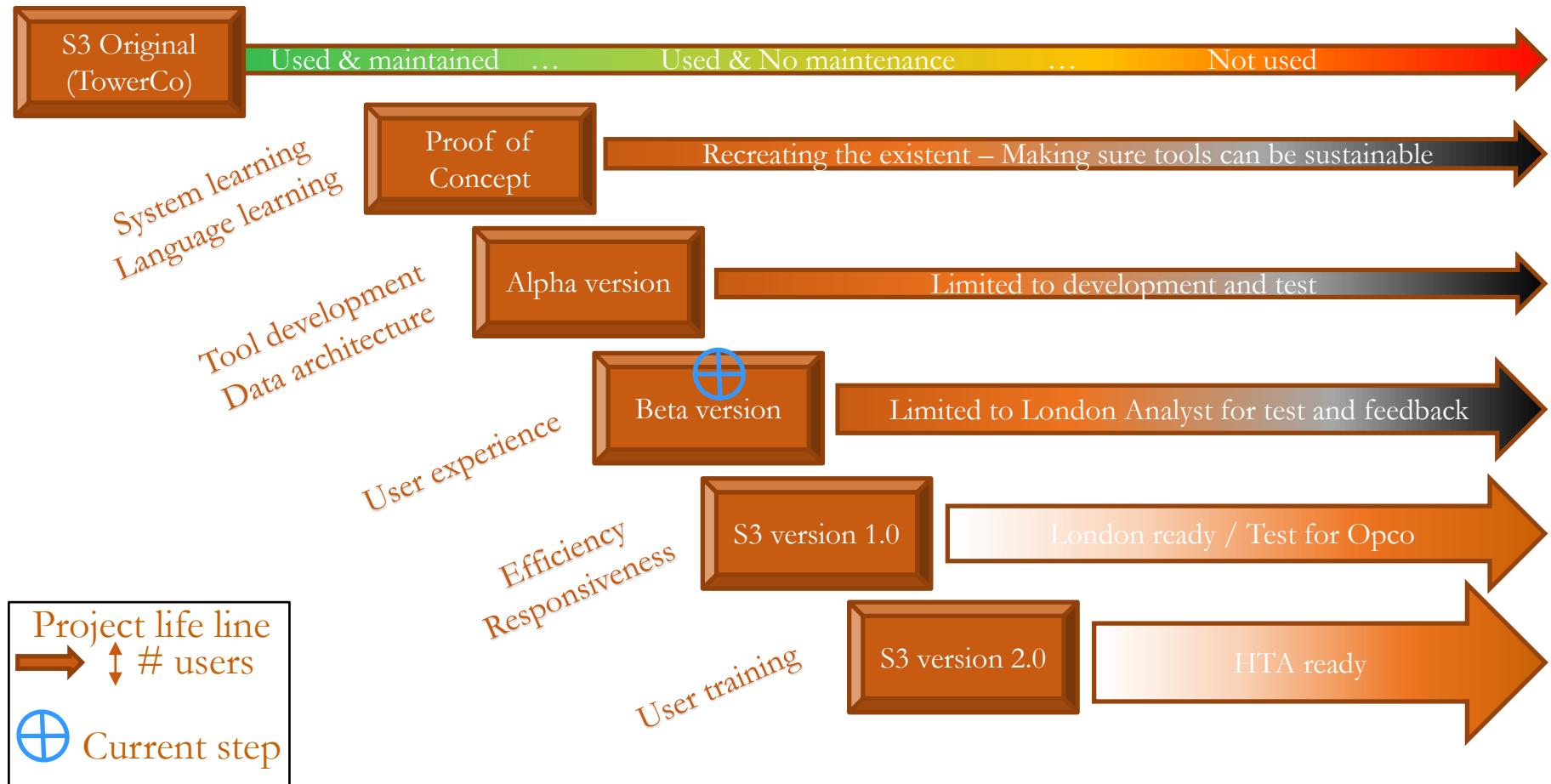
Monitor decision making to evaluate strategy

- through versioning request and feedback

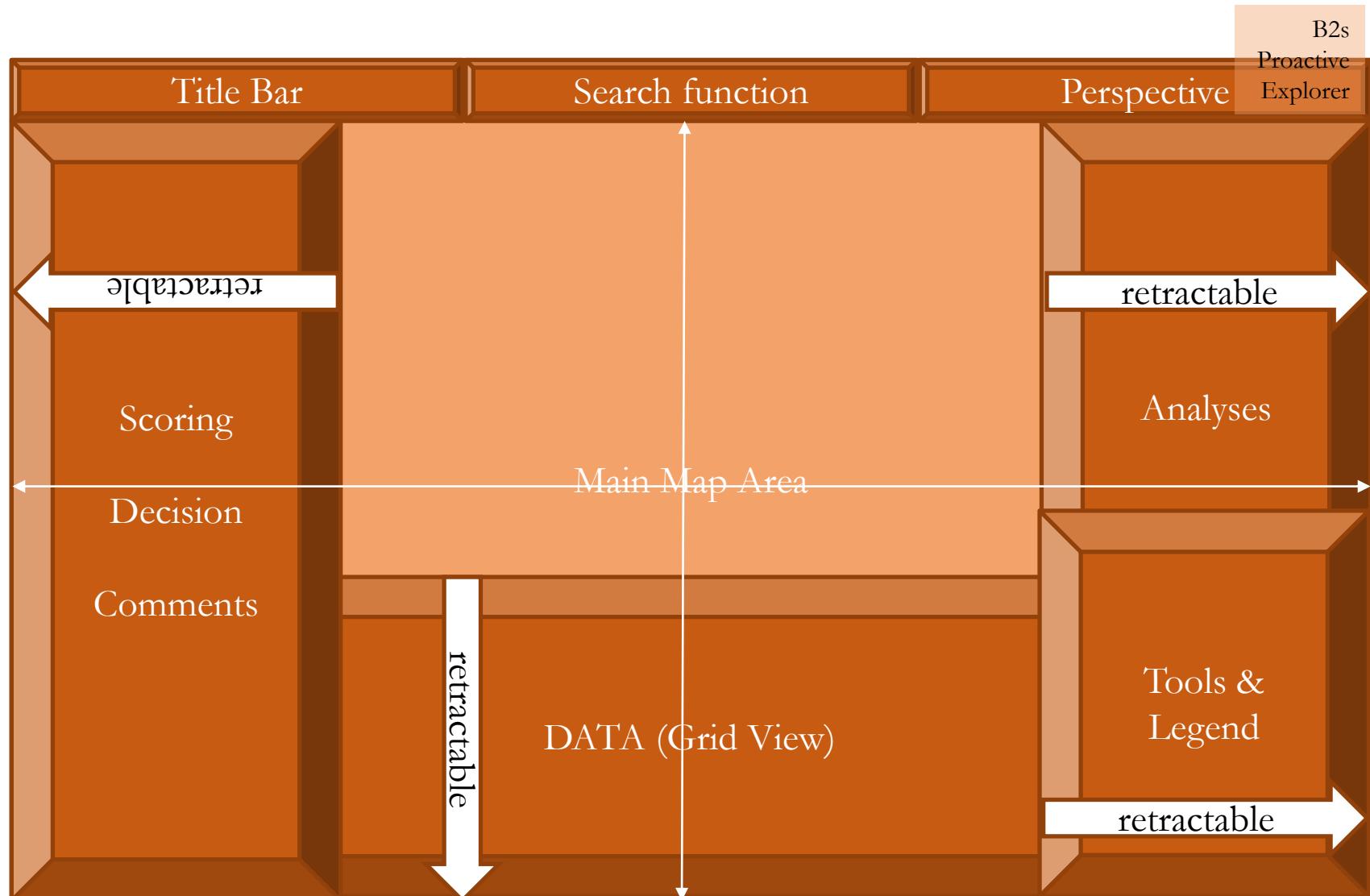
Monitor comments through the BTS project life cycle

Archive request, decision and proposal for future reference

Project timeline



GI Key areas

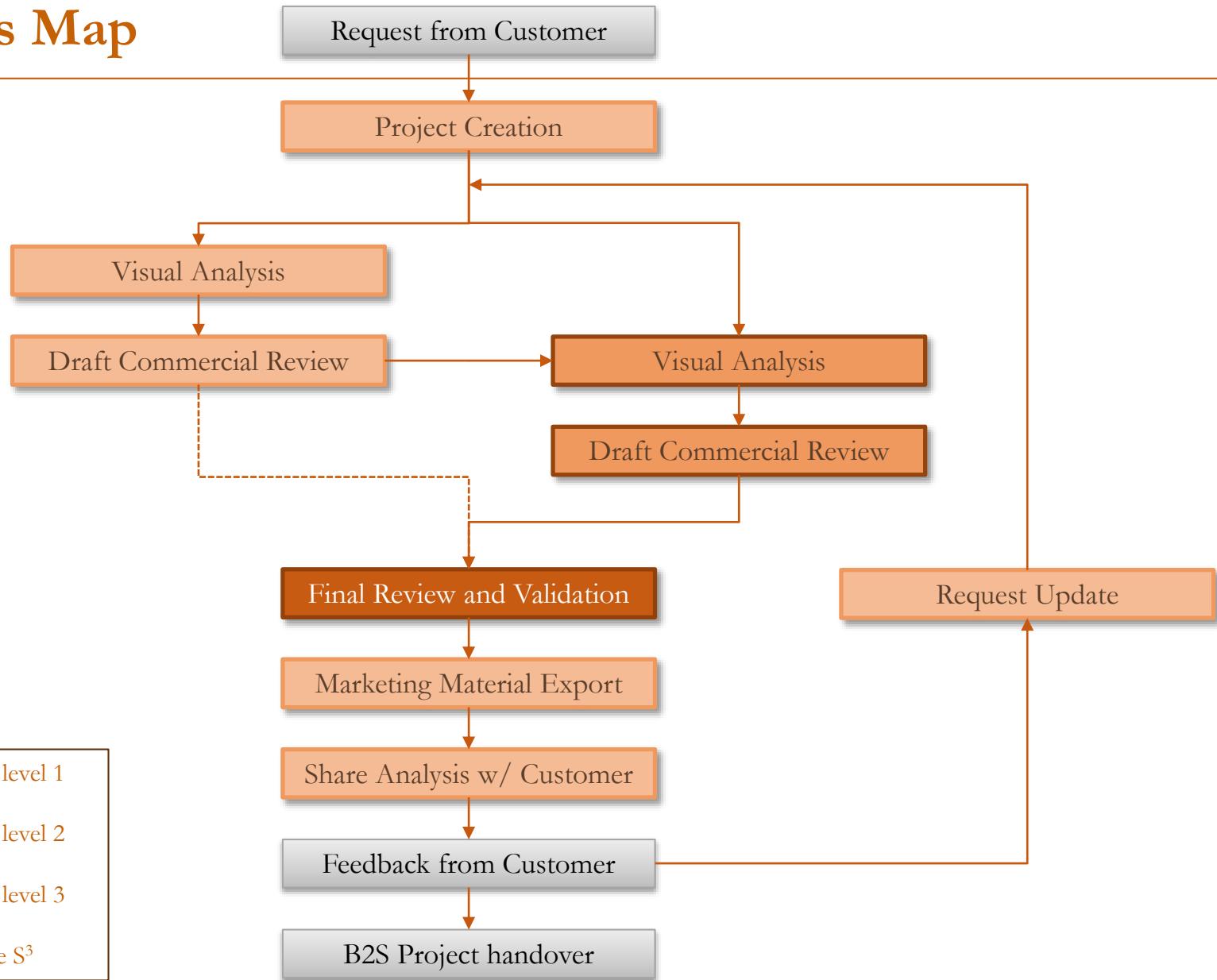




Bildt To Suit

Strictly private and confidential

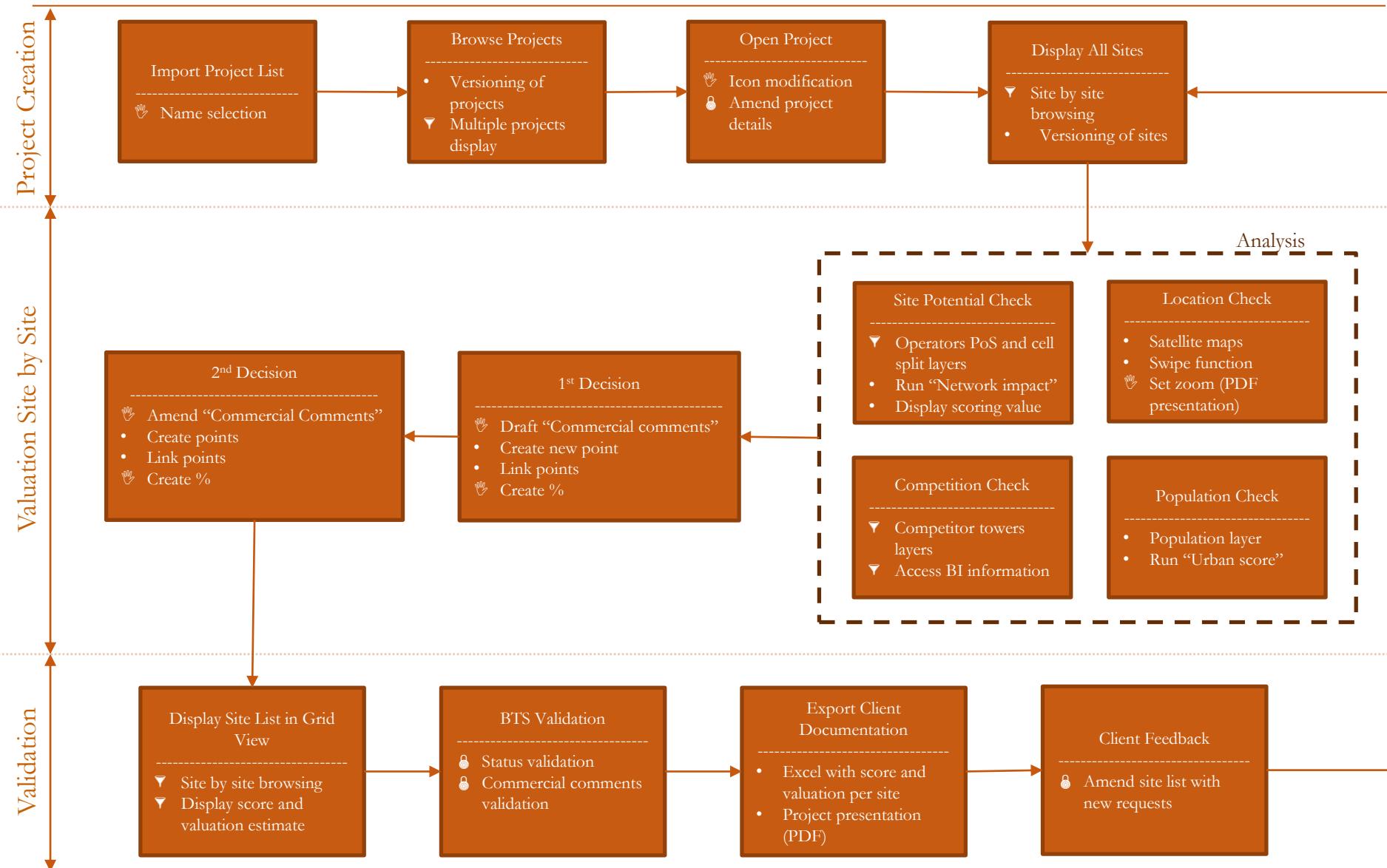
Process Map



User Journey – B2S

Legend :

- 👉 : Manual Input
- ▼ : Filter Available
- 🔒 : Authentication dependents



New Project

The screenshot shows the Helios Towers software interface. On the left is a map of the Democratic Republic of Congo (DRC) with a complex network of tower locations and connections. The map includes labels for cities like KINSHASA and Sankt-Peterburg. On the right is a 'New Project' tool window with the following sections:

- Upload New Project:** Includes 'Download Excel Template' and 'Choose file from computer' buttons.
- Create Project Online:** Fields for 'Project name' (with a dropdown for 'List of customer'), 'Customer' (dropdown for 'DRC'), 'Market' (dropdown for 'DRC'), and 'Project Type'.
- Existing Projects:** Links to 'Link Sites', 'Build Impact Analysis', 'Exportations', 'Layers list & Backgrounds', 'Legend', and 'Core Features'.
- Tools:** A vertical toolbar on the far right containing various icons for project management.

Mass import of points or Creation of empty project
i to put explanations

Existing Project

The screenshot shows the Helios Towers S3 DRC software interface. The main area is a map of a telecommunications network in DRC, with numerous towers represented by icons and lines indicating connectivity. A search bar at the top left shows 'cd0006'. A callout box highlights a search/filter feature in the 'Tools' sidebar, stating 'Search/Filter available for the 4 columns'. The 'New Project' section on the right lists existing projects:

Name	Date	# towers	Customer
BTS Tigo Q2 2017	06/06/2017	14	Tigo
BTS Voda Q1 2017	06/02/2017	3	Vodacom
BTS Tigo Q1 2017	04/01/2017	2	Tigo

Below the table are buttons for 'Display on Map', 'View Analysis Points', 'Edit Site List', and 'Project Details'. The 'Tools' sidebar also includes options for 'Link Sites', 'Build Impact Analysis', 'Exportations', 'Layers list & Backgrounds', 'Legend', and 'Core Features'.

Possibility to filter project by Name, customer etc...

Existing Project

Display on Map

S3 DRC
Some text

c0006

Show search results for c00...

KINSHASA

Djibouti

Scimbac

4/13 (Site#/TOTAL)
DRBN1946 CD0472 Dibaya Lubwe
Open Site Details
Previous Next
Fix PDF Zoom (or Edit if existing)

bing

BTS Proactive Sales Explorer

New Project

Existing Projects

Name	Date	# towers
BTS Tigo Q2 2017	06/06/2017	14
BTS Voda Q1 2017	06/02/2017	3
BTS Tigo Q1 2017	04/01/2017	2

tool box goes back in

Display on Map View Analysis Points

Link Sites Build Impact Analysis Exportations Layers list & Backgrounds Legend Core Features

If we click on a green dot it become blue and the down left corner display clicked site > Selected site changes color or framed by square
We can click on tools to open the project list to go on another project
Do we let the possibility to display several projects ?

Existing Project

View Analysis point

HTA ID	Legacy ID	Name	Coordinates (Lat,Long)
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564

Double click on a site opens the site details, Simple click change the view on the site

Project Database is a tab that uses the full screen and where you can choose the columns you want to see within the database existing columns (see next slide)

Project Database/ Grid View

The screenshot shows a geospatial analysis interface with a map of a city area. The map features a network of red, green, and yellow lines representing different tower clusters or coverage areas. A specific location is highlighted with a red crosshair and labeled with coordinates: -4.376 15.384 Degrees. The interface includes a search bar for 'SiteID, Name or Place' and various toolbars for map navigation and data filtering.

Tower_Owner	Site_ID_1	Site_ID_2	site_ID_3	Structure	Height	Site_Name	City	Region	Country	Latitude	Longitude	Source	SourceDate	ConfidenceClass	ConfidenceValue
Vodacom	V_Bokassa	V_Bokassa		On Air		Bokassa			DRC	-4.31573056	15.3168	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Baye	V_Baye		On Air		Baye			DRC	4.40755833	23.66027778	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Beba	V_Beba		On Air		Beba			DRC	2.03022222	30.00922222	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Belvedere	V_Belvedere		On Air		Belvedere			DRC	-5.82538333	13.4823	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Benadibebe	V_Benadibebe		On Air		Benadibebe			DRC	-4.76896944	22.82971944	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Bendera	V_Bendera		On Air		Bendera			DRC	-5.06716667	28.91419444	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Beni	V_Beni		On Air		Beni			DRC	0.4881	29.4683	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Beni-Lao	V_Beni-Lao		On Air		Beni-Lao			DRC	0.46672222	29.4575	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Beverendi	V_Beverendi		On Air		Beverendi			DRC	2.88619444	29.50966667	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Biano	V_Biano		On Air		Biano			DRC	-10.23214722	26.05341944	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Biashara	V_Biashara		On Air		Biashara			DRC	-10.72071944	25.47491111	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Bigo	V_Bigo		On Air		Bigo			DRC	1.57669444	30.23208333	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Bikenge	V_Bikenge		On Air		Bikenge			DRC	-3.61879722	27.04478056	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Bili	V_Bili		On Air		Bili			DRC	4.56012222	19.93591389	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Binza-Village	V_Binza-Village		On Air		Binza-Village			DRC	-4.36246111	15.24656944	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100
Vodacom	V_Biponga	V_Biponga		On Air		Biponga			DRC	-5.76833333	20.74294722	Master Correction May2017 by Max	5/30/2017, 9:11 PM	Voda DB - 5/17	100

1600 features 0 selected

The project Database can be open by clicking on the arrow in a box at the bottom of the page at any moment of the analysis

Existing Project

Edit Site List

The screenshot shows a Geographic Information System (GIS) interface for a project in the Democratic Republic of Congo (DRC). The main view is a map of the region, displaying a complex network of roads and geographical features. Numerous small icons, likely representing cellular base stations (BTS), are scattered across the map, with some labeled with names like 'KINSHASA' and 'Salembo'. A search bar at the top left shows 'cd0006' and a placeholder 'Show search results for cd0...'. The top navigation bar includes tabs for 'Help & Powers', 'S3 DRC', and 'H DRC'. Below the map, there's a toolbar with icons for 'BTS', 'Proactive Sales', and 'Explorer'. On the right side of the interface, there's a vertical 'Tools' panel and a 'New Project' section. The main workspace is titled 'Existing Projects' and contains a table for modifying site data. The table has columns for HTA ID, Legacy ID, Name, and Coordinates (Lat,Long). The first few rows show entries for 'DRBN1946' with 'CD0472' as the Legacy ID, 'Dibaya Lumbwe' as the name, and coordinates '6.154, 39.564'. There are ten such rows. Below the table are several buttons: 'Edit in Database', 'Save Modification' (with a checked checkbox), 'Link Sites', 'Build Impact Analysis', 'Exportations', 'Layers list & Backgrounds', 'Legend', and 'Core Features'.

HTA ID	Legacy ID	Name	Coordinates (Lat,Long)
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564
DRBN1946	CD0472	Dibaya Lumbwe	6.154, 39.564

Double click on a site allows to modify the data under the mouse (choose who can modify what)

Modification tool should work the same in Project Database (cf previous slide)

Save Modification bring the user back to Site List

Existing Project

Project Details

The screenshot shows a geospatial application interface for managing projects in the Democratic Republic of Congo (DRC). The main area displays a map of the DRC with a complex network of colored lines (red, green, blue) representing different site types or analysis results. Major cities like Kinshasa and Lubumbashi are labeled. A search bar at the top left shows 'cd0006' and a dropdown menu for 'Existing Projects'. The bottom left features buttons for 'BTS', 'Proactive Sales', and 'Explorer'. The right side is a detailed 'Project Details' panel:

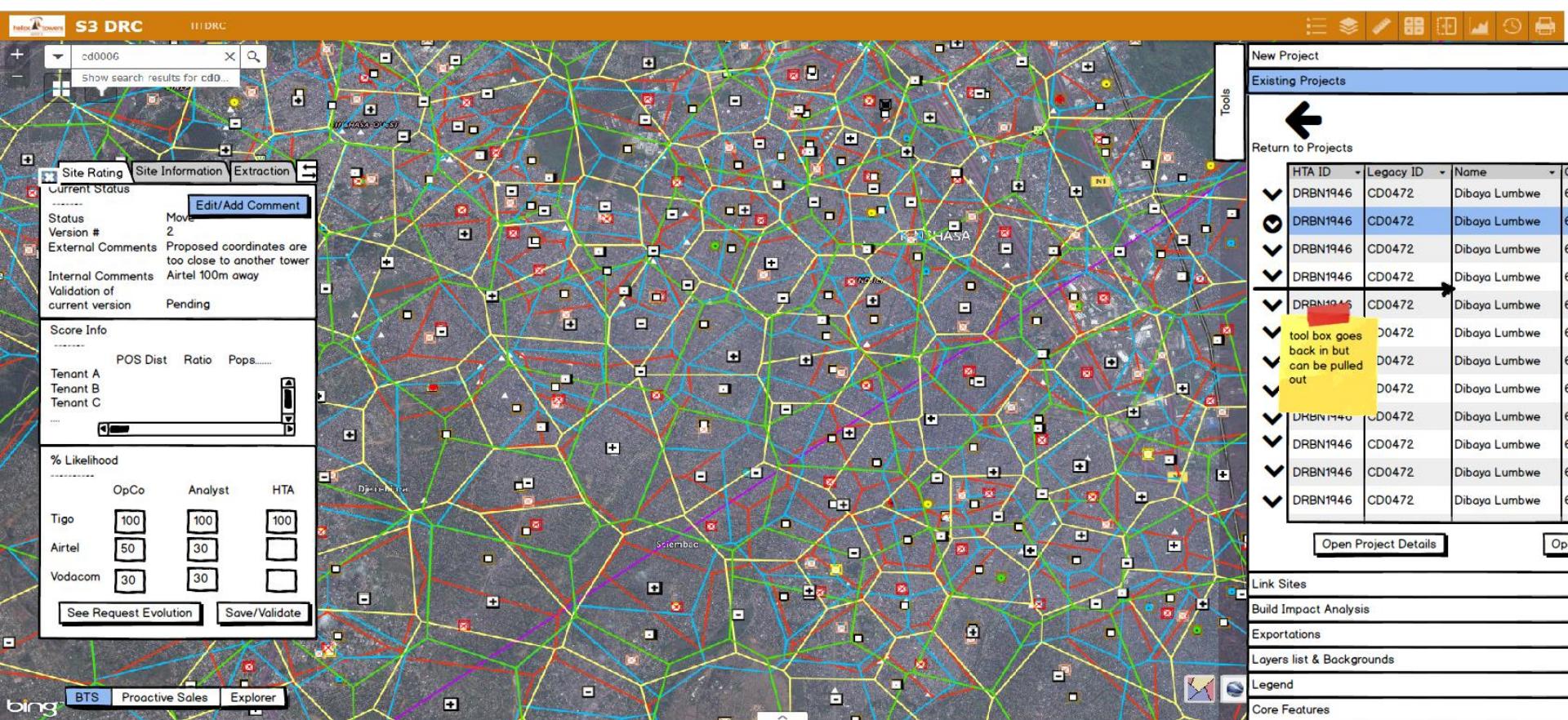
- New Project** and **Existing Projects** tabs.
- Tools** button.
- Return to Projects** button.
- Edit Project Details** and **Extract Project PDF** buttons.
- Modification possibilities should differ depending on your authorisations** note.
- Project Name:** BTS Tigo Q1 2017
- Customer:** Tigo
- Market:** DRC
- Project Analysis Start Date:** 01/03/2017
- Description/ Comments:** Project to Analyse Tigo Q1
BTS requests
- Version #:** 2
- Project Icon:** A teal icon consisting of three vertical circles of increasing size.
- Open Site List** and **Open Project Database** buttons.
- Link Sites**, **Build Impact Analysis**, **Exports**, **Layers list & Backgrounds**, **Legend**, and **Core Features** buttons.

Project Icon is a personal choice (Don't change others view) > Who can change what ?

Highest level of authorisation can chose the version displayed and analysed for site but nobody can change project version

Site Details

Tab 1 – Site Rating

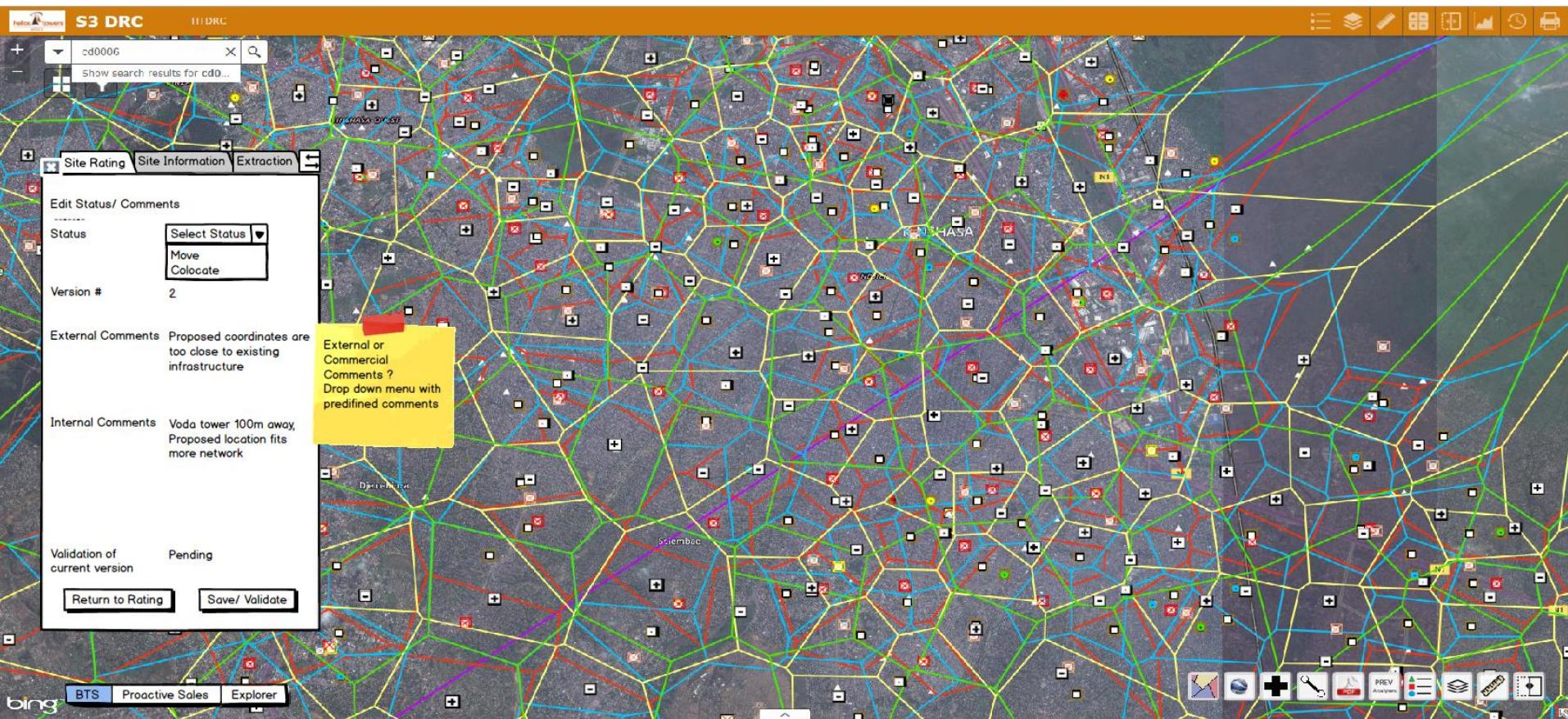


Site Details are different in BTS view > Site Information regroups every information we have (to choose)

Site Rating regroups the information useful for request Analysis. Request evolution could be kind of grid view with one line per version (Status, comments, proposed coordinates etc...)

Site Details

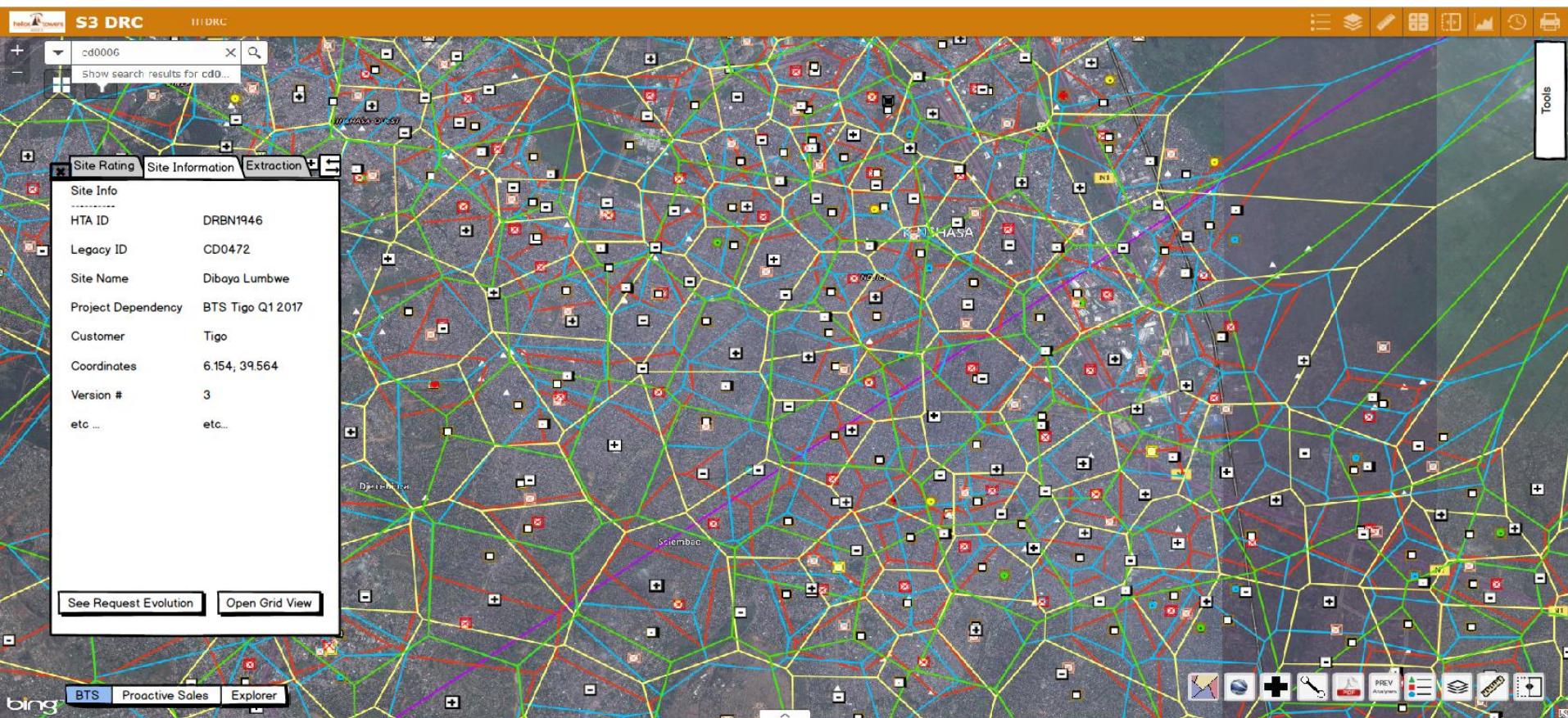
Edit Comments



Drop down menu with predefined comments for external ones, version # can be change here for the site version (project version can't be changed)

Site Details

Tab 2 – Site Information

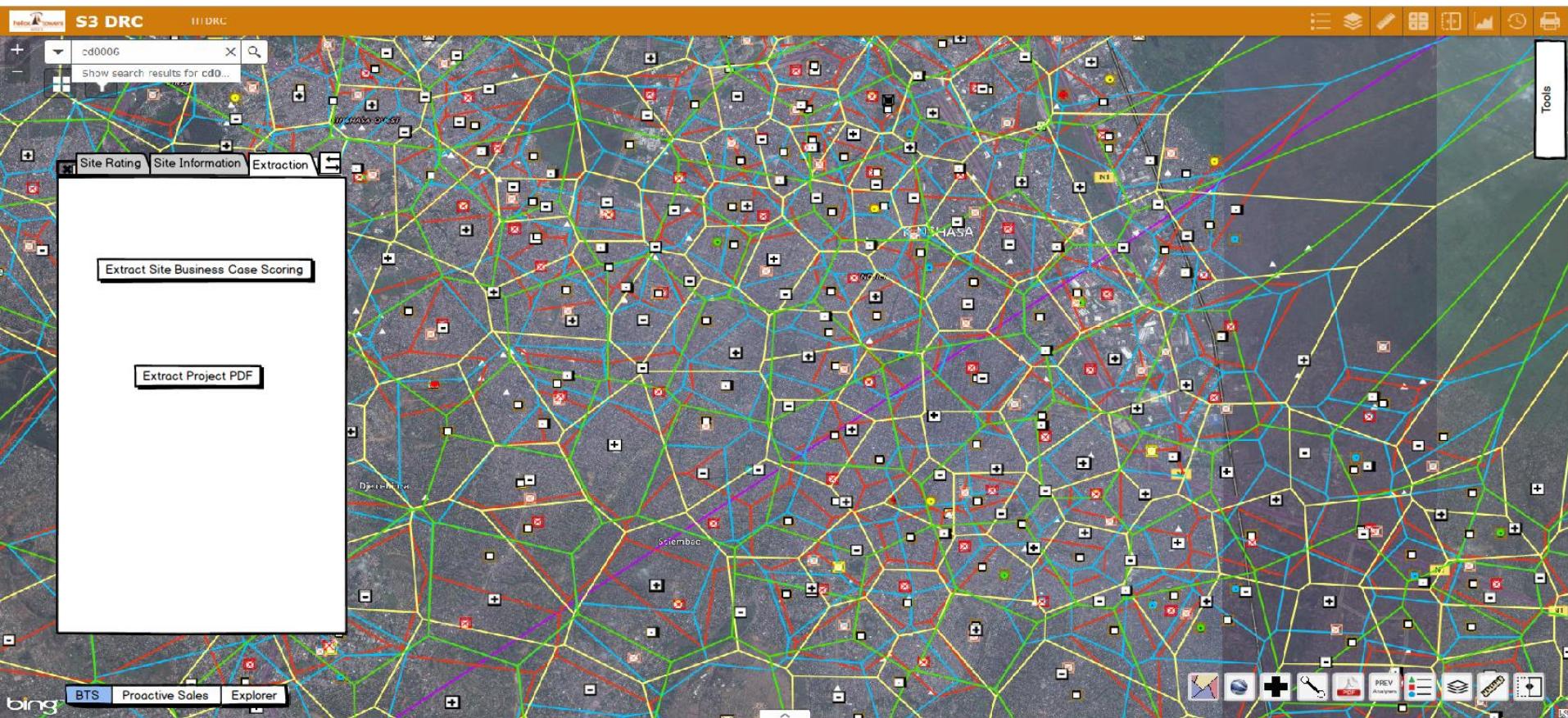


Site Details are different in BTS view > Site Information regroups every information we have (TBC)

Site Rating regroups the information useful for request Analysis. Request evolution could be kind of grid view with one line per version (Status, comments, proposed coordinates etc...)

Site Details

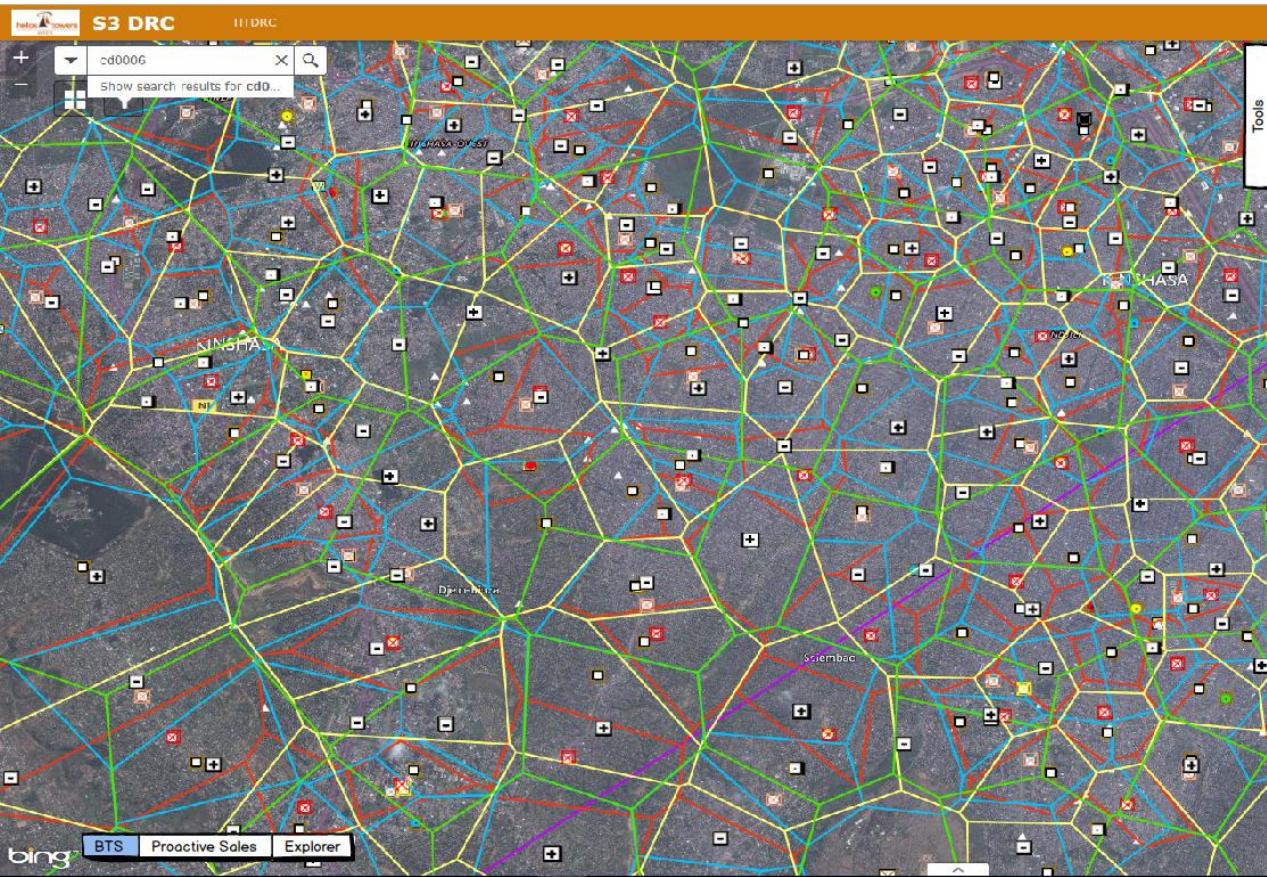
Tab 3 – Extractions



Site Business Case Scoring = Excel version of Site Rating Tab

Project PDF = 1 slide per site to show s3 view and external comments (Can be extracted from project Details and Extraction tool as well)

Link Site



The screenshot shows the Helios Towers Link Site application interface. On the left is a map of the Democratic Republic of Congo (DRC) with a complex network of colored lines (red, green, blue) representing communication links between numerous black square markers. A search bar at the top left shows 'cd0006'. The right side contains several panels:

- New Project**: Fields for 'Project Selection' (dropdown with 'BTS Tigo Q2 2017' and 'BTS Voda Q2 2017') and a 'View Existing Links in Project' button.
- Existing Projects**: A list of existing projects.
- Link Sites**: A panel for selecting points to add, with two options:
 - Create New Point: Fields for 'Site Type', 'Latitude', and 'Longitude'.
 - Select point from Map: Fields for 'Site Type', 'Latitude' (-3.145), and 'Longitude' (43.695).
- Select the link details**: Fields for 'Link Type', 'Market', and 'Notes', with a 'Create link' button.
- Tools**: A vertical sidebar with icons for various functions like 'Build Impact Analysis', 'Exportations', 'Layers list & Backgrounds', 'Legend', and 'Core Features'.

Link Type to be chosen between BTS Client new offer, BTS Move and BTS Colocate
 Lat, Long Autofill if point selected from Map

View Existing Links in Project opens new layer on Map with links traced
 Market is Autofilled

Build Impact Analysis

S3 DRC

cd0006

Show search results for cd0...

KINSHASA

Lubumbashi

Sciemba

BTS Proactive Sales Explorer

New Project

Existing Projects

Link Sites

Build Impact Analysis

Name	Date	# towers	Customer
BTS Tigo Q2 2017	06/06/2017	14	Tigo
BTS Voda Q1 2017	06/02/2017	3	Vodacom
BTS Tigo Q1 2017	04/01/2017	2	Tigo

Generate Build Impact

View Build Impact

Exportations

Layers list & Backgrounds

Legend

Core Features

View Build Impact Button opens (Site List + Button Remove Impact Analysis)

Exports

The screenshot shows the Helios Towers S3 DRC software interface. The main area displays a map of a network with various sites and connections, labeled with locations like KINGSHA, LHASA, and DRBN1946. A search bar at the top left shows "cd0006". The right side of the screen contains a sidebar with the following sections:

- New Project
- Existing Projects
- Link Sites
- Build Impact Analysis
- Exports (highlighted in blue)

Under the "Exports" section, there are three sub-options:

- Project Presentation Exportation:** Includes a "Project:" dropdown set to "BTS Tigo Q1 2017" and a "Download PDF" button.
- Site Business Case Scoring Exportation:** Includes a "Project:" dropdown set to "BTS Tigo Q1 2017" and a "Site:" dropdown set to "DRBN1946 Dibaya Lubwe". It also includes a "Download Excel" button.
- Layers file for Google Earth Exportation:** Includes a "Download KMZ" button.

At the bottom of the sidebar, there are links for "Layers list & Backgrounds", "Legend", and "Core Features".

View Build Impact Button opens> (Site List + Button Remove Impact Analysis)

Layers List & Backgrounds

The screenshot shows a map of the Democratic Republic of Congo (DRC) with a complex network of colored lines representing tower connections. The map includes labels for major cities like Kinshasa and Lubumbashi. A search bar at the top left shows results for 'cd0006'. The right side features a sidebar with the following sections:

- Tools: New Project, Existing Projects, Link Sites, Build Impact Analysis, Exportations.
- Layers list & Backgrounds (highlighted in blue).
- Operators:

	Towers	PoS	CS
Tigo	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Airtel	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Vodacom	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
MTN	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
HTA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- TowerCo:

	From RC	From BI	From ...
HTA	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- Backgrounds:

	Topographic map	Regions	Population
	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
- Legend: Core Features.

Selection by type or by MNO or unitary selection

Legend

S3 DRC

cd0006
Show search results for cd0...

KINSHASA

Mbandaka

Salembo

BTS Proactive Sales Explorer

New Project

Existing Projects

Link Sites

Build Impact Analysis

Exportations

Layers list & Backgrounds

Legend

Tigo PoS 1

Tigo PoS 2

Tigo PoS 5

Tigo PoS 4

Tigo PoS 3

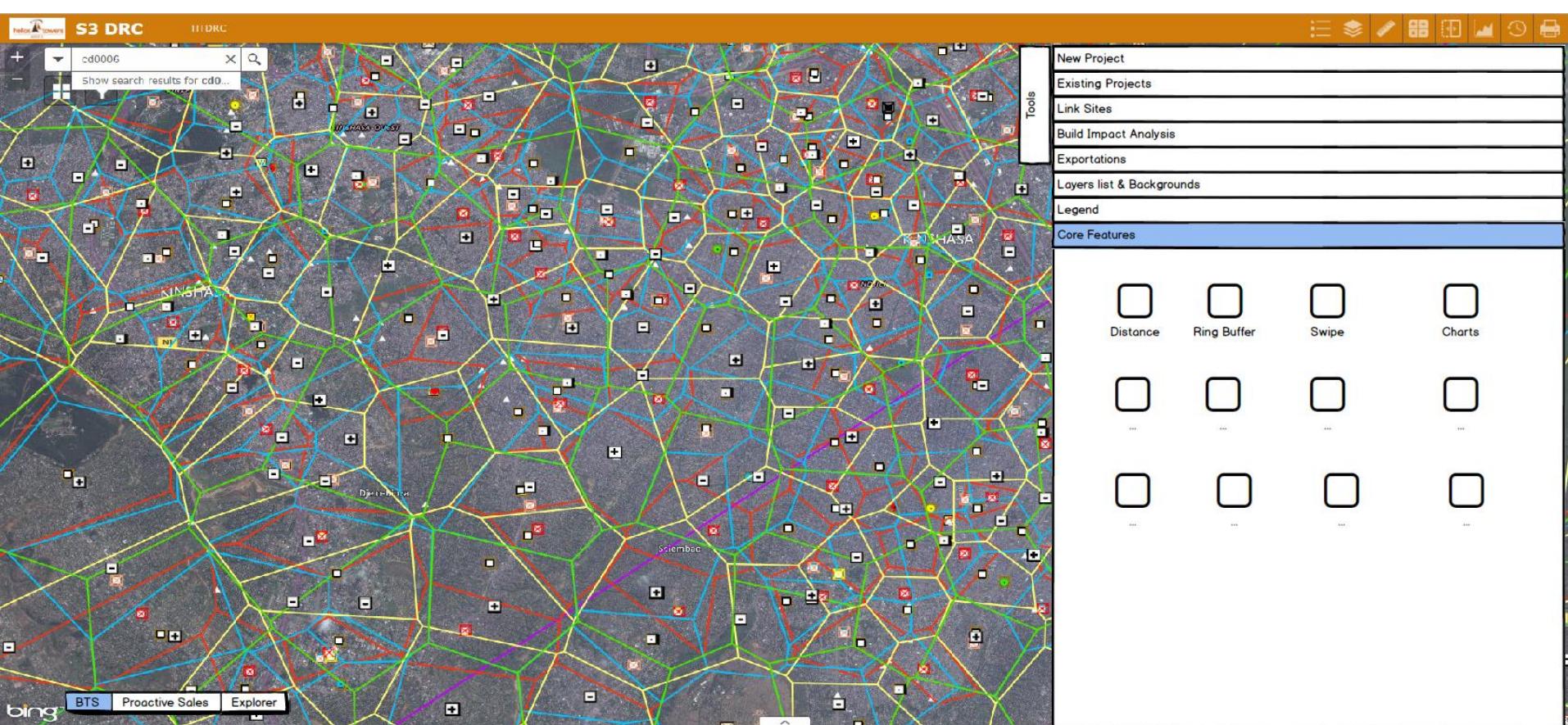
Tigo PoS Tigo PoS

Numbers to order layout from most visible to less + transparency control

Core Features

Ordering of layers + transparency control

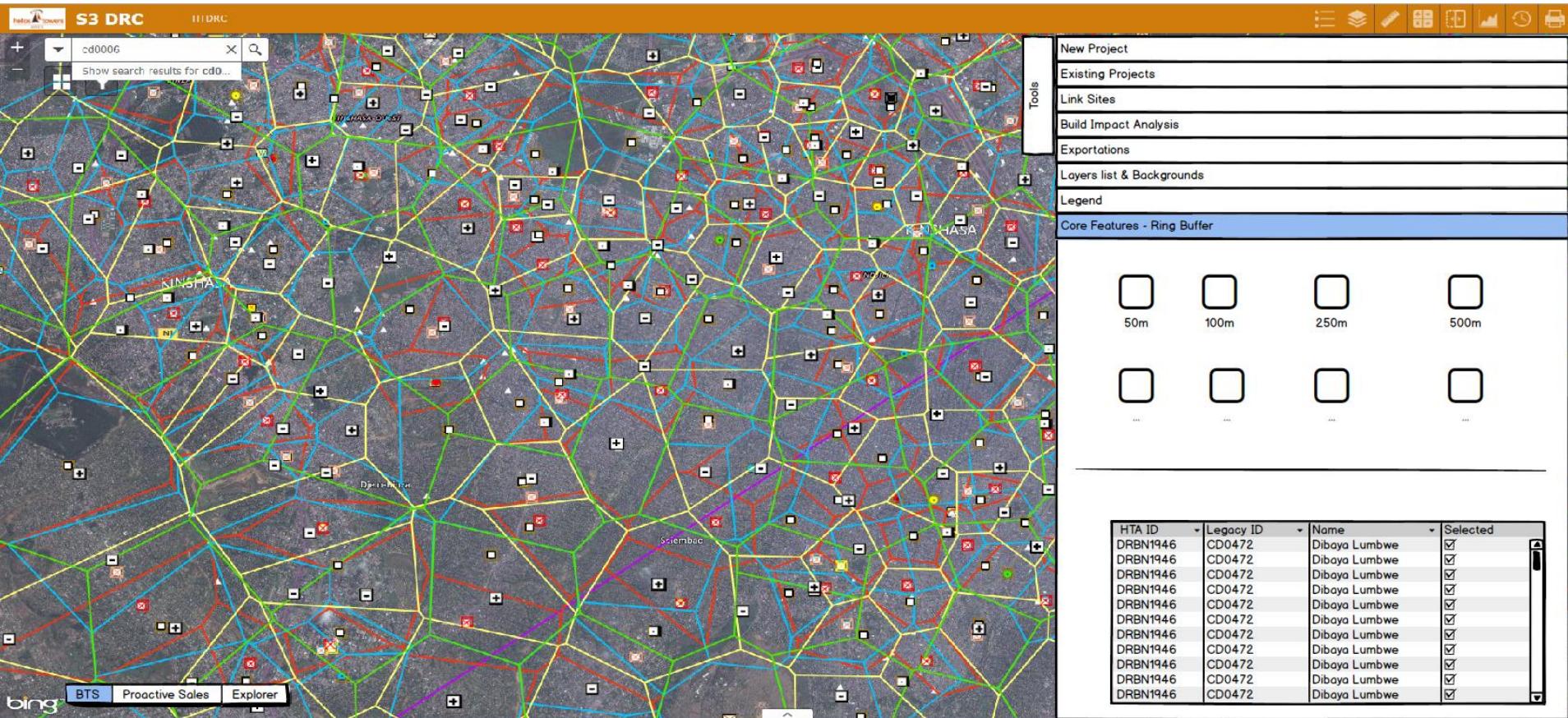
Core Features



Chose what we want to put inside,
Features already existing in host platform can be displayed on top but this part regroups everything (With priority for features not displayed on top)

Core Features

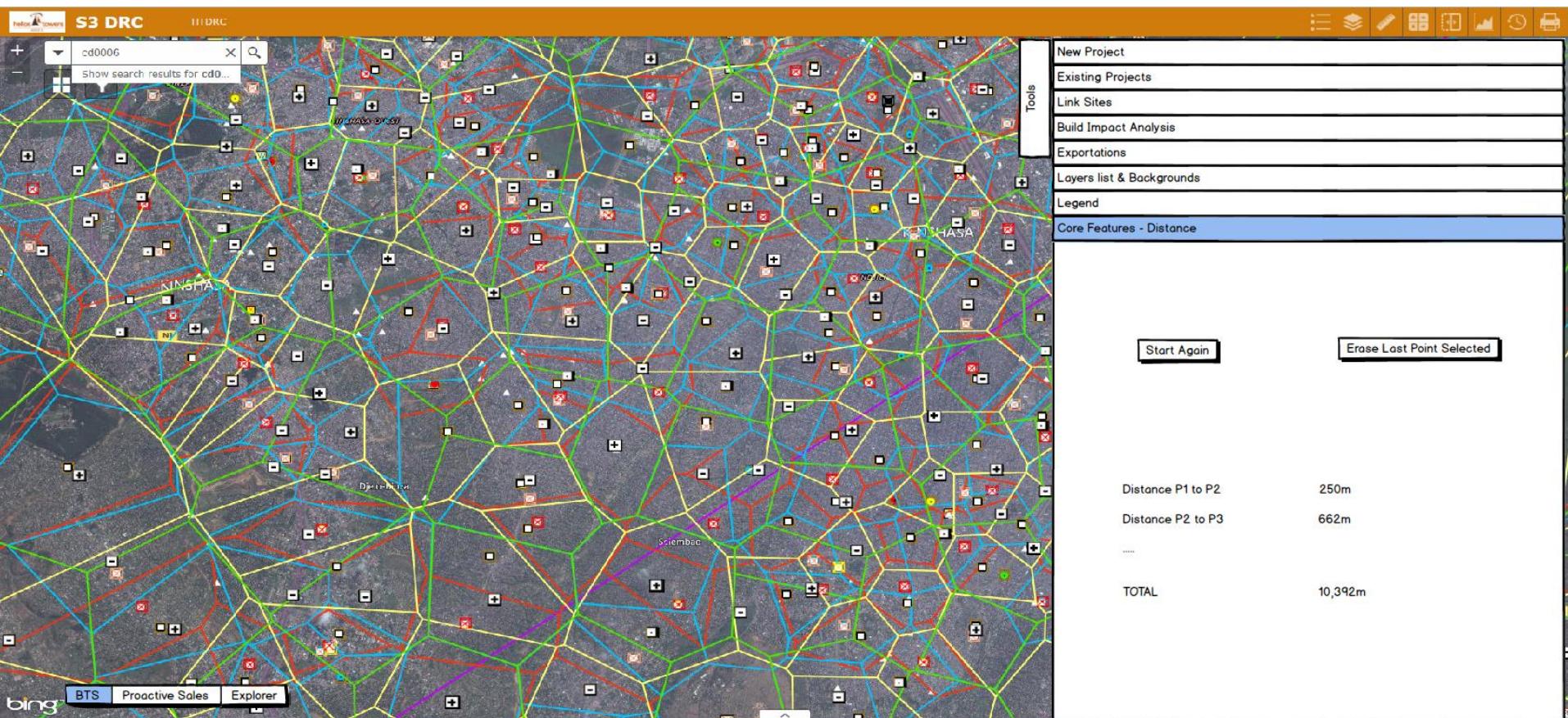
Ring Buffer



Selection of distance + sites

Core Features

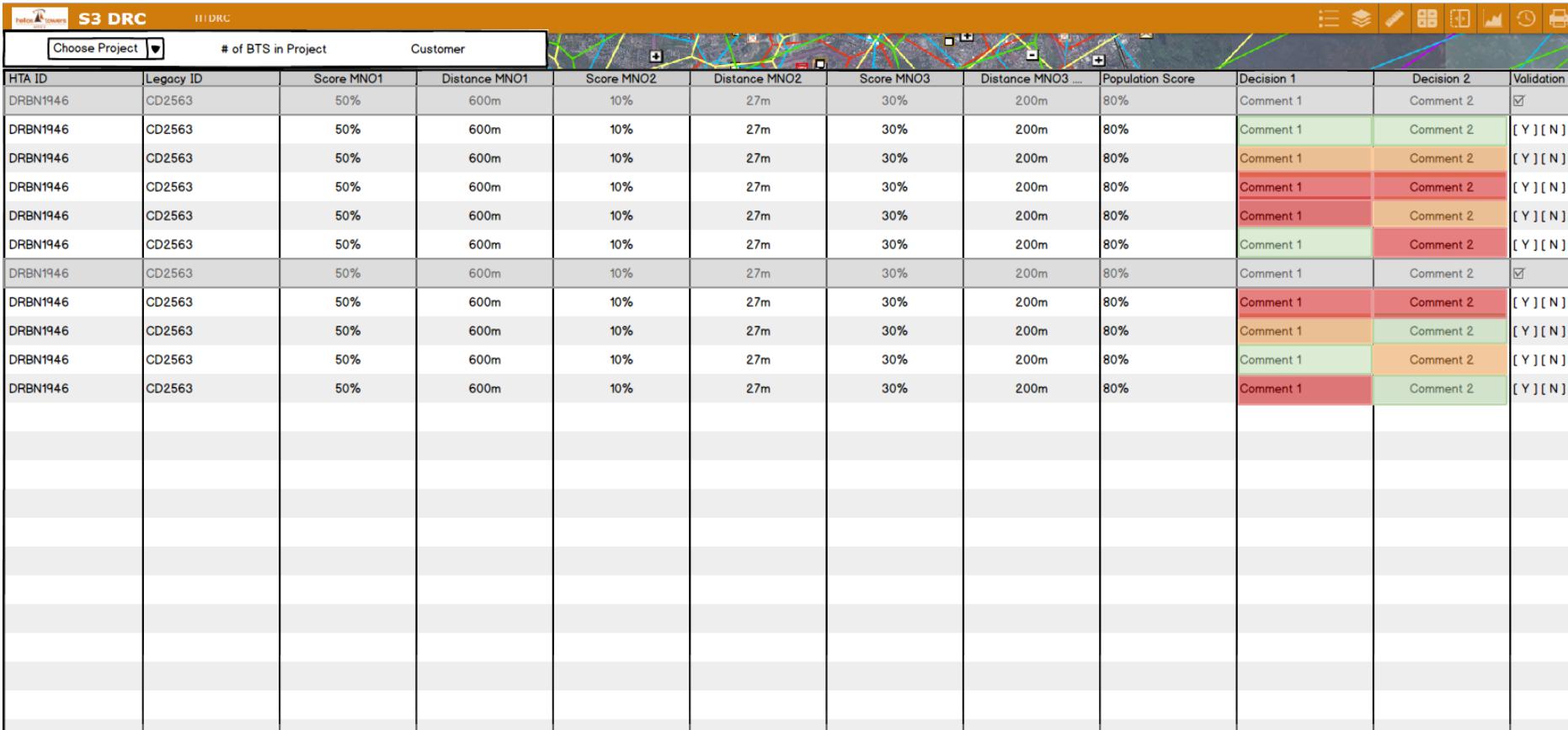
Distance Measurement



Can measure by multiple points selection

Grid View for Validation

Project recap for validation purpose



The screenshot displays a software application for site selection validation. The interface includes a top navigation bar with the title 'S3 DRC' and a 'Choose Project' dropdown. Below the navigation is a header row with columns for 'HTA ID', 'Legacy ID', 'Score MNO1', 'Distance MNO1', 'Score MNO2', 'Distance MNO2', 'Score MNO3', 'Distance MNO3', 'Population Score', 'Decision 1', 'Decision 2', and 'Validation'. The main area contains a large grid of data rows. The first few rows show data for HTA ID DRBN1946, Legacy ID CD2563, with various scores and distances. The 'Validation' column for these rows contains a checked checkbox. Subsequent rows show data for DRBN1946 with Legacy ID CD2563, and the 'Validation' column for these rows contains an unchecked checkbox. The data grid has 12 columns and 10 rows of data.

HTA ID	Legacy ID	Score MNO1	Distance MNO1	Score MNO2	Distance MNO2	Score MNO3	Distance MNO3	Population Score	Decision 1	Decision 2	Validation
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	<input checked="" type="checkbox"/>
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	<input checked="" type="checkbox"/>
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]
DRBN1946	CD2563	50%	600m	10%	27m	30%	200m	80%	Comment 1	Comment 2	[Y][N]



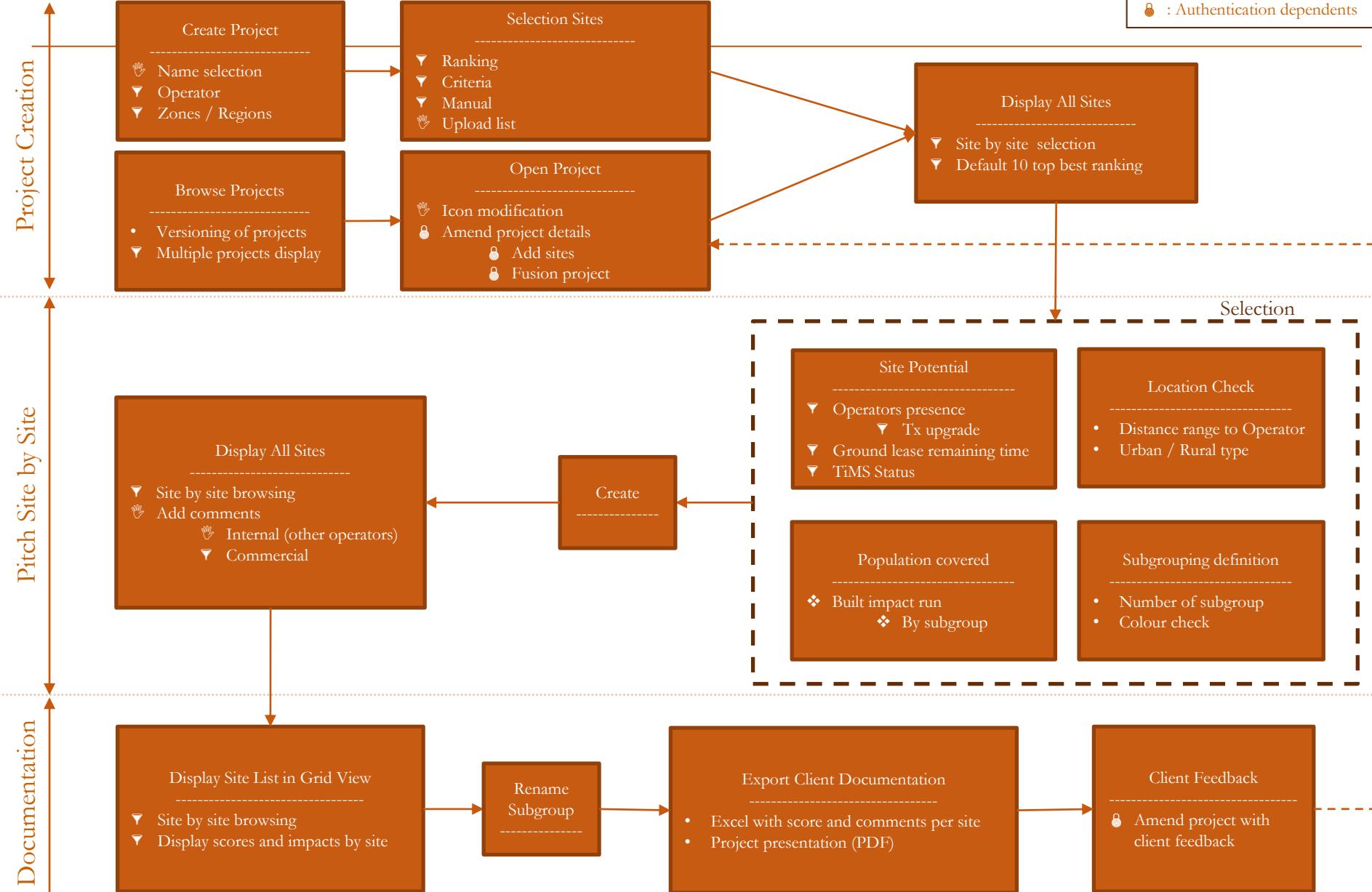
Proactive Sales

Strictly private and confidential

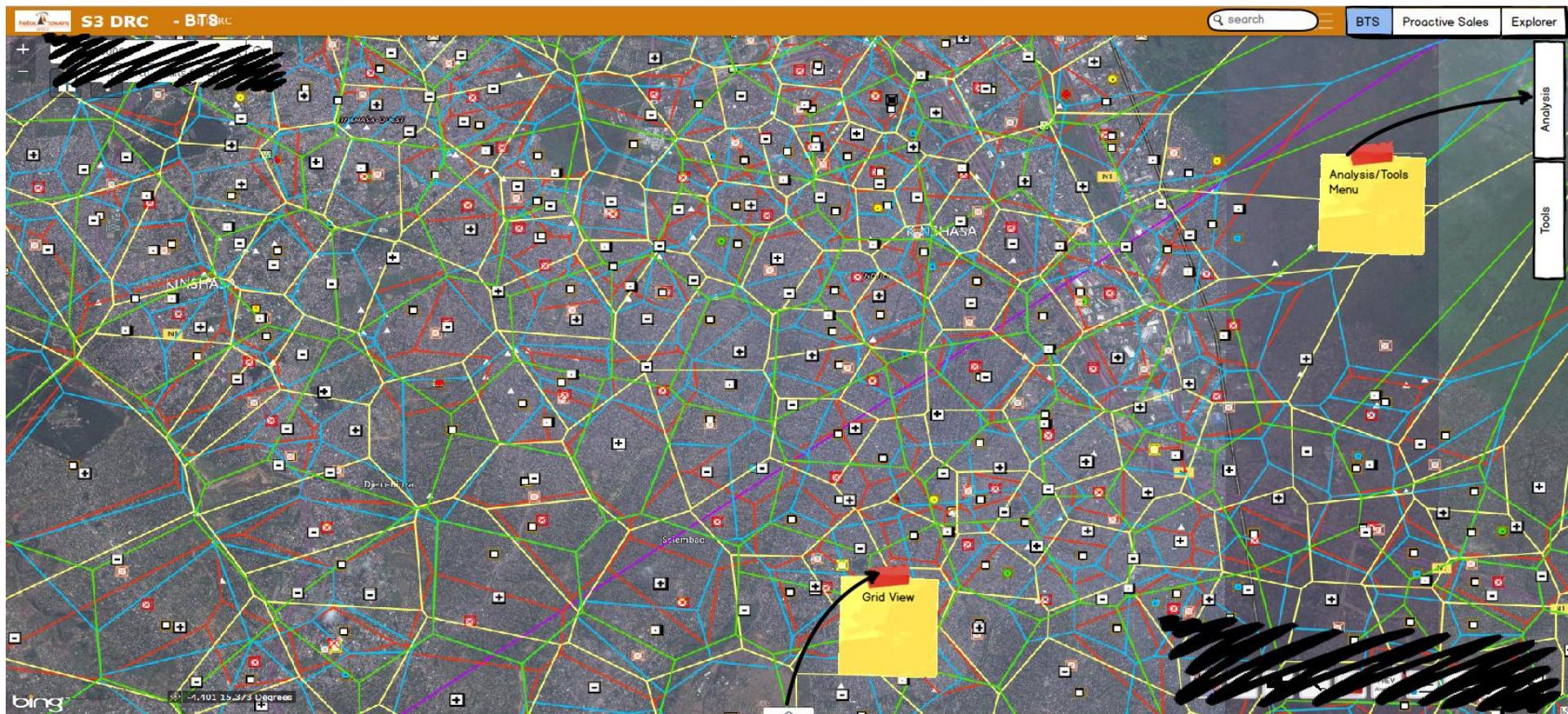
User Journey – Pro-Active Sale

Legend:

- 🕒 : Manual Input
- ▼ : Filter Available
- 🔒 : Authentication dependents



Proactive Sale – First Screen



Proactive Sale – Create/Upload Project

The screenshot displays the S3 DRC - Proactive Sales software interface. On the left is a map of the Democratic Republic of Congo (DRC) with a dark grey background. Overlaid on the map are numerous colored lines (red, green, blue) forming a complex network, likely representing project boundaries or routes. Several locations are labeled with text and small icons, including "KINSHASA" at the top left, "Djugu" in the center, and "Salembo" in the lower center. A "bing" logo is visible in the bottom left corner of the map area. The top navigation bar is orange and contains the text "S3 DRC - Proactive Sales". To the right of the map is a vertical sidebar with several tabs: "Analysis" (which is currently selected), "Tools", and "Core Features". The main menu on the right side of the screen includes the following sections:

- Create/Upload Project**: Contains "Upload New Project" (with "Download Excel Template" and "Choose file from computer" buttons) and "Create Project" button.
- Create Project Online**: Includes fields for "Project name", "Customer" (with dropdown "List of customer"), "Zone HTA" (with dropdown "List of Zone"), and "Region" (with dropdown "List of Region"). A yellow callout box points to the "Region" dropdown with the text "Other top down menu depending on what you choose ?".
- Existing Projects**: Lists "Selection by Criteria", "Create Subgroups", "Link Sites", "Build Impact Analysis", "Exportations", "Layers list & Backgrounds", "Legend", and "Core Features".

Proactive Sale – Existing Project

The screenshot displays the Helios Towers Proactive Sales software interface. On the left is a map of the Democratic Republic of Congo (DRC) showing a network of towers and connectivity. A search/filter dialog box is open in the center, containing the text: "Search Name" and "x - BTS Tigo Q2 2017", "x - BTS Voda Q1 2017", "x - BTS Tigo Q1 2017". A yellow sticky note below it says "Search/Filter available for the 4 columns". On the right is a table titled "Existing Projects" with the following data:

Name	Date	# towers	Customer	Region
BTS Tigo Q2 2017	06/06/2017	14	Tigo	All country
BTS Voda Q1 2017	06/02/2017	3	Vodacom	Region 1
BTS Tigo Q1 2017	04/01/2017	2	Tigo	Region 2

Below the table are several buttons: "Display on Map", "View Analysis Points", "Edit Site List", and "Project Details". To the right of these buttons is a vertical sidebar with links: "Link Sites", "Selection by Criteria", "Create Subgroups", "Build Impact Analysis", "Exportations", "Layers list & Backgrounds", "Legend", and "Core Features".

Proactive Sale – Site List

S3 DRC - Proactive Sales

4/13 (Site#/TOTAL)

DRBN1946 CD0472 Dibaya Lubwe

Previous Next

Open Site Details

Fix PDF Zoom (or Edit if existing)

Rank	HTA ID	Legacy ID	Dist PoS	Selected
1	DRBN1946	CD0472	350	<input checked="" type="checkbox"/>
2	DRBN1946	CD0472	250	<input checked="" type="checkbox"/>
3	DRBN1946	CD0472	150	<input checked="" type="checkbox"/>
4	DRBN1946	CD0472	350	<input checked="" type="checkbox"/>
5	DRBN1946	CD0472	250	<input checked="" type="checkbox"/>
6	DRBN1946	CD0472	150	<input checked="" type="checkbox"/>
7	DRBN1946	CD0472	350	<input checked="" type="checkbox"/>
8	DRBN1946	CD0472	250	<input checked="" type="checkbox"/>
9	DRBN1946	CD0472	150	<input checked="" type="checkbox"/>
10	DRBN1946	CD0472	350	<input checked="" type="checkbox"/>

← Turn to Projects

Create/Upload Project Existing Projects

Modify Criteria Add Sites by selection on Map

Open Project Details Open Grid View Save current selection

Selection by Criteria Create Subgroups Link Sites Build Impact Analysis Exportations Layers list & Backgrounds Legend Core Features

Proactive Sale – Grid View

The screenshot shows a software application window titled "S3 DRC". At the top left is the Helios Towers logo. The top bar contains buttons for "Choose Project" (with a dropdown arrow), "BTS", "Proactive Sales" (which is highlighted in blue), and "Explorer". There is also a search bar with a magnifying glass icon.

The main content area is a grid table with the following columns:

- HTA ID
- Legacy ID
- Network Fit
- Distance Fit
- Population Fit
- General score
- Population covered

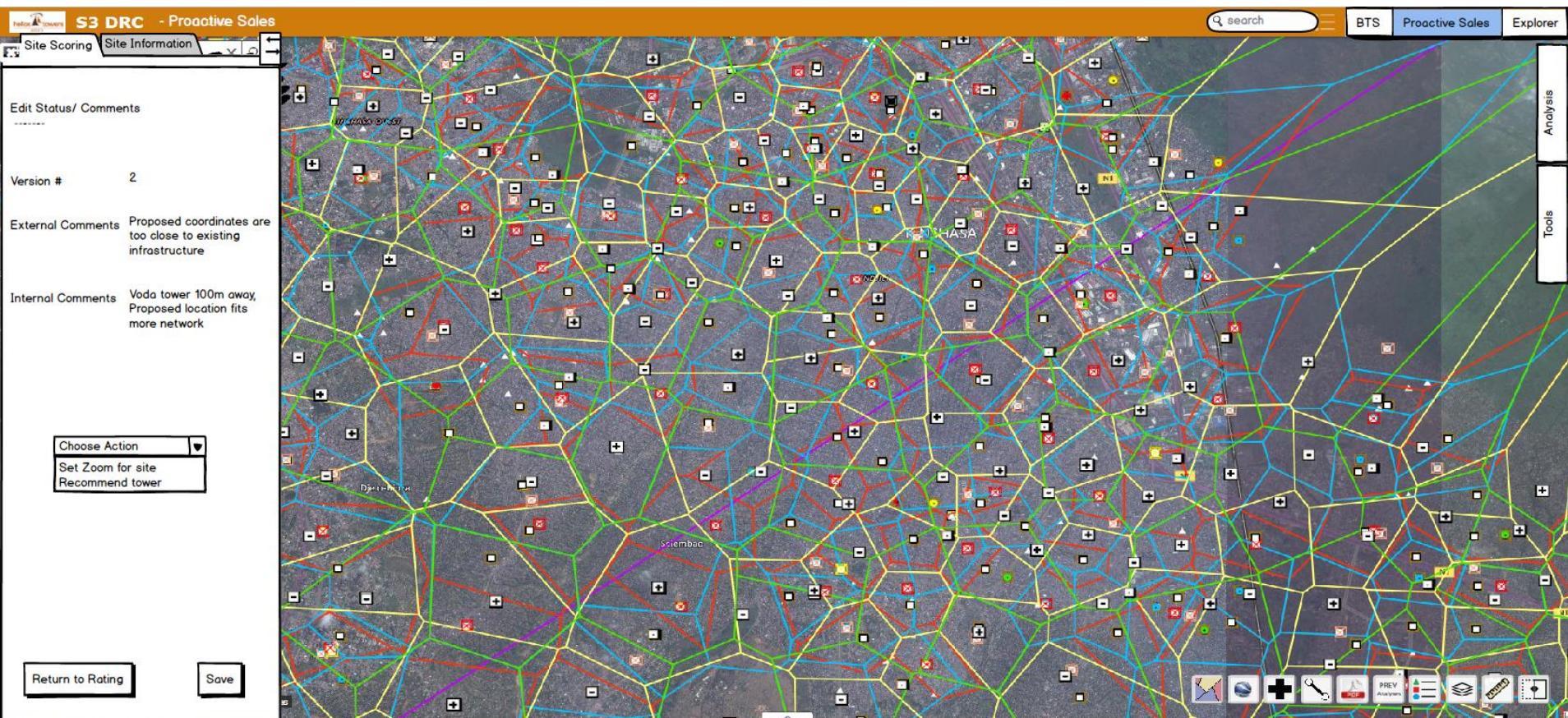
The data in the grid consists of 25 rows, each containing the same values across all columns:

DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580
DRBN1946	CD2563	50%	80%	10%	C2T	580

Proactive Sale – Site Scoring



Proactive Sale – Site Comments Editing



Proactive Sale – Site Information



Proactive Sale – Selection by Criteria

The screenshot shows a map of the Democratic Republic of Congo (DRC) with a hexagonal grid overlay. Numerous small icons representing telecommunications sites are scattered across the map, with some larger ones indicating more significant locations like KINSHASA and Lubumbashi. The map includes a legend at the bottom left and a coordinate reference at the bottom right.

S3 DRC - Proactive Sales

Analysis Tools

Selection by Criteria

Search **BTS** **Proactive Sales** **Explorer**

Return to Site List without saving

Save and Return to List

Sites without Operator

Sites with grades above **Search**

Sites with grades equals to **Search**

Sites within following Min and Max distances
Min **300m**

Sites with GL expiring in less than **Search**

Sites with TiMS status equals to **Search**

Create Subgroups

Link Sites

Build Impact Analysis

Exportations

Layers list & Backgrounds

Legend

Core Features

Proactive Sale – Create Subgroups

The screenshot shows a map-based application for proactive sales management. The main interface features a map of a network area with numerous nodes represented by small icons and interconnected by a complex web of lines in various colors (red, green, blue, yellow). A legend on the right side identifies these colors: Red for 'BTS', Green for 'Proactive Sales', and Blue for 'Explorer'. A yellow callout box with a black arrow points to the 'Tools' button, which contains the text 'Closes by clicking on tools'.

At the top of the interface, there is a navigation bar with the following items: 'S3 DRC - Proactive Sales', a search bar labeled 'search', and buttons for 'BTS', 'Proactive Sales', and 'Explorer'.

On the right side, there is a sidebar with several options: 'Create/Upload Project', 'Existing Projects', 'Selection by Criteria', 'Create Subgroups' (which is highlighted in blue), 'Return to Site List', 'Group by Regions', 'Rename Subgroups', and 'Save'.

A table titled 'Create Subgroups' is displayed, showing a list of 9 rows. Each row contains the following columns: Rank, HTA ID, Legacy ID, and Subgroup. The data is as follows:

Rank	HTA ID	Legacy ID	Subgroup
1	DRBN1946	CD0472	Blue
2	DRBN1946	CD0472	Yellow
3	DRBN1946	CD0472	Yellow
4	DRBN1946	CD0472	Green
5	DRBN1946	CD0472	Yellow
6	DRBN1946	CD0472	Blue
7	DRBN1946	CD0472	Green
8	DRBN1946	CD0472	Yellow
9	DRBN1946	CD0472	Green

Below the table, there are several other buttons and links: 'Link Sites', 'Build Impact Analysis', 'Exportations', 'Layers list & Backgrounds', 'Legend', and 'Core Features'.

In the bottom left corner of the map area, there is a callout box containing the text '4/13 (Site#/TOTAL)' and 'DRBN1946 CD0472 Diboya Lubwe'. It also includes buttons for 'Open Site Details', 'Previous', 'Next', and 'Fix PDF Zoom (or Edit if existing)'.

Proactive Sale – Link Sites

The screenshot shows the S3 DRC Proactive Sales software interface. The main window displays a map of Central Africa, specifically the Democratic Republic of Congo (DRC), with a complex network of colored lines representing communication links between various sites. The map includes labels for major cities like Kinshasa, Lubumbashi, and Goma. A legend in the bottom left corner indicates link types: red for primary, green for secondary, blue for tertiary, and yellow for quaternary. The software has a top navigation bar with tabs for 'BTS', 'Proactive Sales', and 'Explorer'. On the right side, there is a sidebar with several sections:

- New Project**: A search bar and a dropdown menu for 'Project Selection' containing 'BTS Tigo Q2 2017' and 'BTS Voda Q2 2017..'. There is also a button to 'View Existing Links in Project'.
- Existing Projects**: A list of existing projects.
- Link Sites**: A section for selecting a project to work on, with 'BTS Tigo Q2 2017' selected. It includes fields for 'Site Type', 'Latitude', and 'Longitude'.
- Tools**: A section for creating new points, with options to 'Create New Point' or 'Select point from Map'. The 'Select point from Map' option is checked, with coordinates -3.145 and 43.695 entered.
- Select the link details**: Fields for 'Link Type', 'Market', and 'Notes'.
- Build Impact Analysis**, **Exports**, **Layers list & Backgrounds**, **Legend**, and **Core Features**: Other functional buttons.

Proactive Sale – Build Impact

The screenshot shows a software interface for proactive sales management. On the left is a map of Central Africa, specifically the Democratic Republic of Congo (DRC), displaying a network of towers and connectivity. A yellow callout box points to a button labeled "Build Impact Analysis". The text inside the box states: "Clicking the button starts the calculus. An email will be sent when impact calculated. While waiting we need to display a message like 'Your impact is being calculated'". To the right of the map is a table listing three completed projects:

Name	Date	# towers	Customer
BTS Tigo Q2 2017	06/06/2017	14	Tigo
BTS Voda Q1 2017	06/02/2017	3	Vodacom
BTS Tigo Q1 2017	04/01/2017	2	Tigo

Below the table is a "Generate Build Impact" button. The top navigation bar includes tabs for "BTS", "Proactive Sales" (which is selected), and "Explorer". The right sidebar contains links for "Create/Upload Project", "Existing Projects", "Selection by Criteria", "Create Subgroups", "Link Sites", "Build Impact Analysis", "Exportations", "Layers list & Backgrounds", "Legend", and "Core Features".

Proactive Sale – Display Build Impact

The screenshot shows a software interface titled "S3 DRC - Proactive Sales". The main area displays a map of the Democratic Republic of Congo (DRC) with a complex network of colored lines (blue, red, green, yellow) representing infrastructure or routes. Several nodes are marked with icons like squares, triangles, and crosses. A yellow callout box contains the text: "Clicking the button starts the calculus, An email will be sent when impact calculated. While waiting we need to display a message like "Your impact is being calculated"".

The top navigation bar includes a search bar, "BTS", "Proactive Sales" (which is highlighted in blue), and "Explorer". The right side features a vertical menu with the following items:

- Create/Upload Project
- Existing Projects
- Selection by Criteria
- Create Subgroups
- Link Sites
- Build Impact Analysis

A yellow box labeled "Select the Subgroups you want in your Impact Analysis" contains the following checkboxes:

- Subgroup Blue
- Subgroup Yellow
- Subgroup Green
- Coverage (Current Network)

At the bottom right is a button labeled "Display Build Impact for Selected". The bottom of the interface has several links: "Exports", "Layers list & Backgrounds", "Legend", and "Core Features".

Proactive Sale – Exportation

S3 DRC - Proactive Sales

Tools

- New Project
- Existing Projects
- Link Sites
- Build Impact Analysis
- Exportations

Project Presentation Exportation

Entire Project:

Download PDF

Project by Subgroups:

Select Project

Select Subgroup

Download PDF

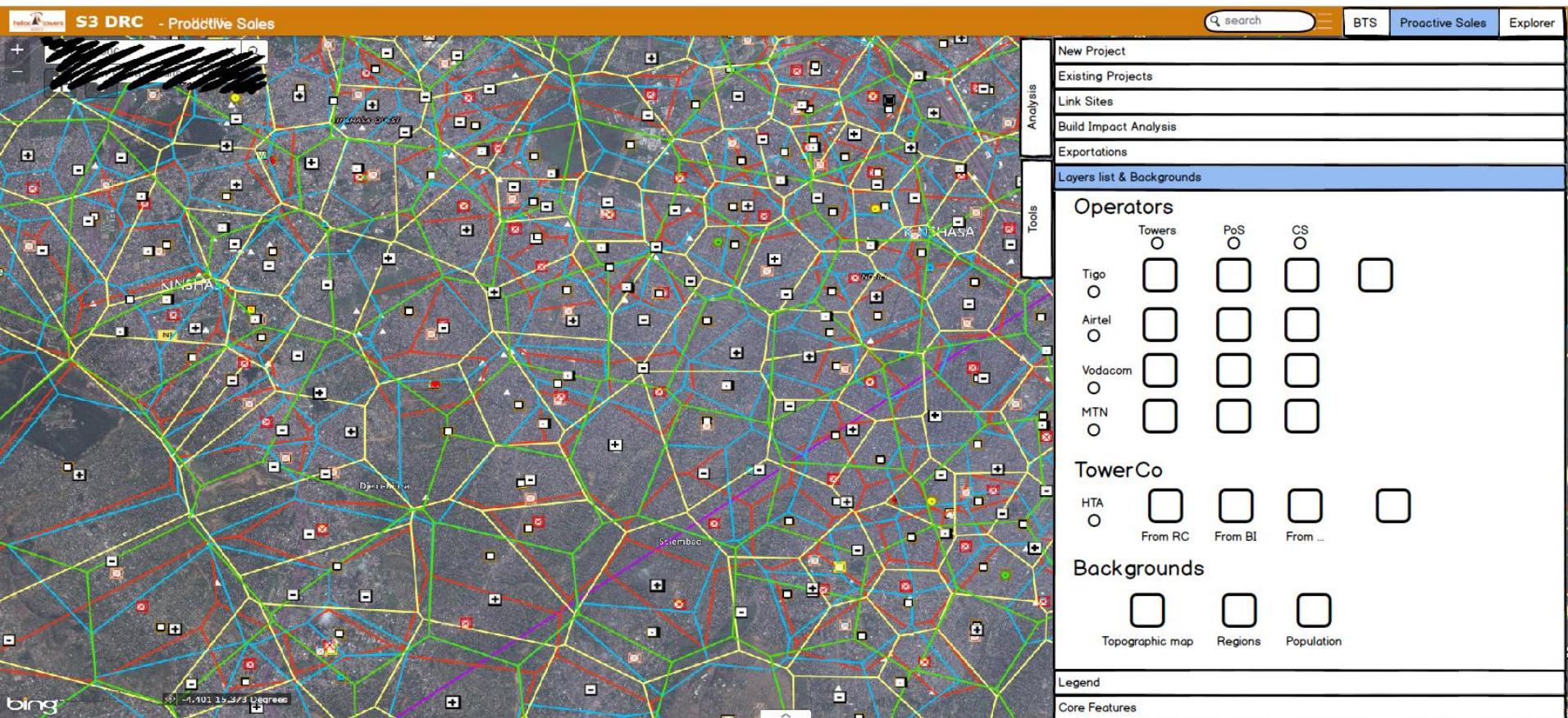
Layers file for Google Earth Exportation:

Layers list & Backgrounds

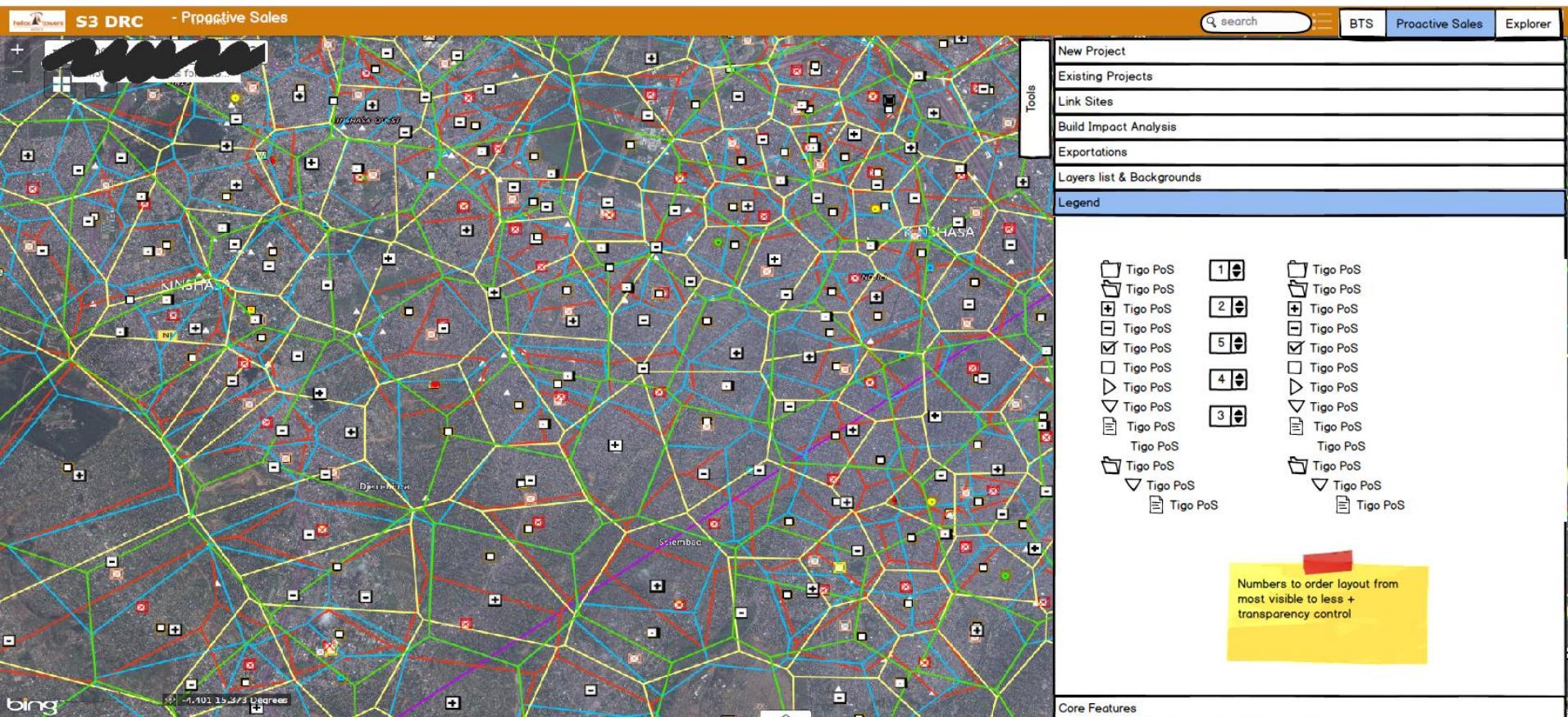
Legend

Core Features

Proactive Sale – Layers



Proactive Sale – First Screen



Proactive Sale – First Screen

S3 DRC -Proactive Sales

search

BTS Proactive Sales Explorer

New Project

Existing Projects

Link Sites

Build Impact Analysis

Exportations

Layers list & Backgrounds

Legend

Core Features

Distance Ring Buffer Swipe Charts

Print

...

...

LINKING

Type	From	direction	To
Consolidation	Tower	↔	Tower
Colocation	Request	→	Tower
Combination	Request	↔	Request
Relocation	Tower (down)	→	Request
Relocation	Tenant (PoS)	→	Tower
Alternative	Tower (red)	↔	Tower (green)
Combination	Attractive Point	→	Request
Correction	PoS	↔	Tower
Correction	Tower	→	Correct Location

Risks & Mitigation

- Maintaining up to date operator network
Use regional team contact and influence with operator
- Maintaining up to date competitor portfolio
Use regional team contact and influence with competitor
- Over complexified tool
Keep it stupid
- Slow responsiveness (Server delay)
Creating local replica of database to limit server delay
- Crash and data corruption
Maintain versioning and backup

Future developments & corporate integration

Support zoning issue

Support procurement and maintenance strategic decision

Support Legal issue with ground lease monitoring and comparison