

NUIVA INSIGHTS

WHY RAPID DEPLOYMENT OF INVENTORY MANAGEMENT SYSTEMS IS CRITICAL FOR TELECOM OPERATORS



Labib Shalak
Nuiva CEO

Why telecom inventory projects often struggle to deliver

The business imperative of rapid system deployment

Why Inventory Management Systems are key to OSS Transformation

In the modern telecom ecosystem, time is no longer a luxury - it's the single most valuable asset. As network operators contend with relentless pressure to modernize, digitize, and differentiate in a crowded and competitive marketplace, the ability to move from decision to deployment in record time has become a defining factor for success. Nowhere is this more critical than in the domain of network inventory management.



The story is well-known, but still too often repeated: large-scale Inventory Management System (IMS) projects that stretch out over years, only to collapse under the weight of complexity, misalignment, and data inaccuracy. The industry's track record speaks volumes - more than 50% of telecom IMS implementations are either abandoned or fail to deliver their intended outcomes.

This Nuiva Insight explores why rapid deployment of Inventory Management Systems is not just desirable, but essential for operators. It also outlines how Nuiva, with over two decades of expertise and a reputation for successful, accelerated delivery, is uniquely equipped to solve this critical challenge for global telecom providers.

Why Telecom Inventory Projects Struggle to Deliver

There are several recurring reasons IMS deployments fall short:

- Protracted timelines that exhaust resources and momentum.
- Fragmented legacy systems that are difficult to integrate.
- Data accuracy issues that erode trust in the system.
- Rigid solutions that fail to adapt to operators' evolving needs.
- Lack of clarity and governance across operational workflows.

In many cases, network operators emerge from these expensive, multi-year efforts with little to show for it: fragmented visibility,

mounting OPEX, and operational teams reverting to manual workarounds. It's a dangerous status quo, especially at a time when telecom infrastructures are becoming more complex, hybridized, and service-driven.

Time-to-Value: The Defining Metric

Time-to-value has overtaken feature richness as the primary criterion for evaluating IMS vendors. An IMS that takes two years to deploy is unlikely to reflect the current state of the network by the time it goes live. In contrast, solutions that can deliver functionality, visibility, and control in months-rather than years-enable faster ROI, reduce risk, and support more agile operational strategies.

Nuiva's deployments stand out in this regard. Our work with the world's 2nd largest operator with over 200,000 radio sites and integration across more than 200 NMS/EMS platforms-was completed in just eight months, setting an industry benchmark. In Europe, we delivered a complete



IMS for another tier-1 operator with more than 20,000 sites in under four months. These timelines are not the exception; they are our norm.

The Foundation: Data Accuracy

Speed alone is not enough. Fast deployments without accurate data lead to false confidence, misaligned decisions, and wasted investments. A foundational requirement of any successful IMS is data integrity.

Nuiva's Asset Control Engine (ACE) was designed with this in mind. Our solution achieves over 90% accuracy through automated validation, near-real-time

reconciliation, and integration with hundreds of NMS/EMS platforms. As outlined in our Nuiva Insight on [data accuracy](#), we have helped operators:

- Identify hundreds of decommissioned nodes still incurring license fees.
- Uncover widespread duplicate and underperforming equipment.
- Correlate inconsistencies between performance and configuration data.

At the world's 2nd largest operator, our discovery process revealed over 400 inactive eNodeBs still listed in inventory, helping them cut unnecessary licensing costs and enabling a faster return on investment. The savings from this correction alone paid for the project, and their team received internal recognition for the best project of the year.

The Nuiva Approach: Built for Telecom Realities

Nuiva's success is rooted in more than just fast execution. We combine speed with precision, flexibility, and operational empathy.



Key differentiators include:

- **Staging Database Architecture:** Our Staging DB allows telecom operators to ingest vast amounts of raw data, normalize it, and make it available for both our IMS and other 3rd-party systems. This provides a single integration point for multiple use cases—eliminating the need for direct interfacing with every LMS and dramatically simplifying IT integration.
- **End-to-End Service Visibility:** Unlike siloed tools, ACE "stitches" together the physical and logical layers of the network, offering a true end-to-end service routing view across vendors and technologies.

- **Data Accuracy:** Our ability, based on guaranteed data accuracy, to build an unmatched image of networks, ensures operators can optimize their service delivery.
- **Workflow-Driven Automation:** Our use of Flowable for workflow orchestration enables operators to enforce internal SLAs, reduce manual intervention, and focus teams on value-adding activities. We provide Open APIs to support solution orchestration.
- **Vendor-Agnostic Flexibility:** ACE supports multi-vendor, multi-technology environments with off-the-shelf connectors and TM Forum-compliant APIs, ensuring seamless interoperability.
- **On-Premise or Cloud-Ready:** We support a variety of deployment models-including containerized environments such as Kubernetes and OpenShift.

These capabilities empower operators to regain control over their infrastructure, accelerate their digital transformation, and generate immediate and measurable returns.



The Risks of Delay

For operators still weighing their options, the cost of inaction is high:

- Continued operational inefficiency, driven by fragmented visibility.
- Ongoing asset mismanagement, resulting in millions in wasted spend.
- Slower service rollout, due to poor resource availability tracking.
- Higher audit risk, from unreliable financial data on deployed assets.

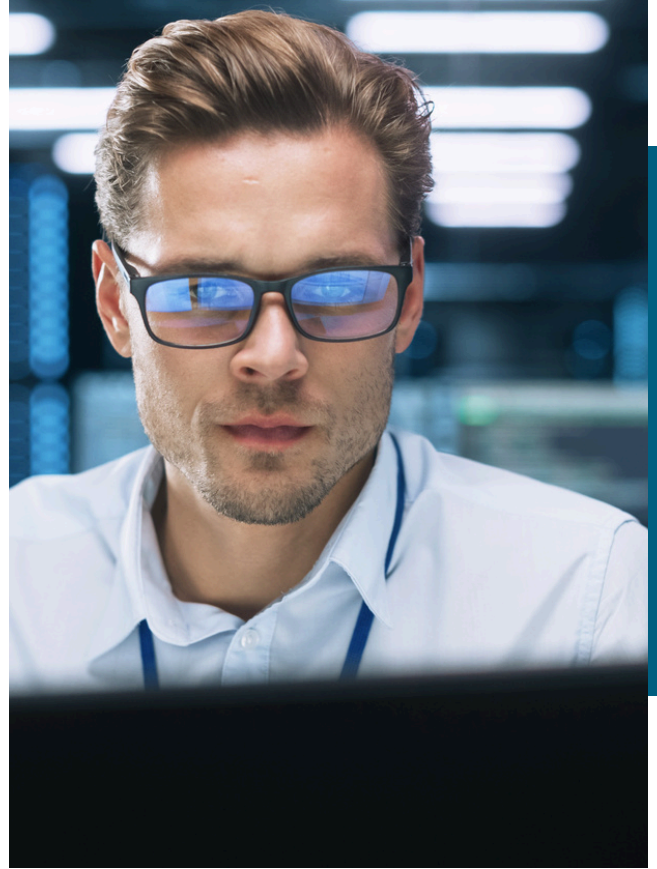
When inventory systems fail, they don't just impact operations-they paralyze transformation efforts. Without a trusted, unified view of network assets and services, telecom executives are flying blind in one of the most capital-intensive industries on the planet.

Real-World Outcomes

Our track record across major global operators speaks volumes:

- **World's 2nd Largest Operator:** Delivered in 8 months across 200,000+ sites. Over \$4.6 million in direct cost savings. Award-winning project team recognition.
- **Tier-1 European Operator:** Deployment across 20,000 sites in under 4 months. Immediate harmonization of active and passive inventories ensuring a single source of truth.
- **Major Middle East Operator:** Migration from 6 legacy systems, integration with 13+ external platforms, automated provisioning and planning. Enabled full automation and orchestration across the fixed and fiber networks.
- **Major Regional Operator:** Achieved annual savings exceeding \$56 million through accurate financial tracking and asset reconciliation.

Each of these projects demonstrates not only our speed, but our ability to deliver long-term operational excellence.



Why Nuiva?

For over 20 years, Nuiva has remained laser-focused on the OSS challenges of telecom operators. We are small enough to care, but experienced enough to deliver at scale. Unlike large, rigid vendors, we bring a nimble, flexible mindset to every project -customizing where needed, and integrating seamlessly with what you already have.

We promise two things: swift deployments and successful deployments. And we deliver both, every time.



Conclusion

Telecom operators can no longer afford to treat IMS projects as multi-year initiatives. The speed of network evolution, the complexity of service offerings, and the demands of digital customers require rapid, accurate, and reliable inventory visibility - now.

Nuiva offers a proven path forward. With unmatched speed, unrivaled accuracy, and decades of domain expertise, we help operators turn inventory from a burden into a strategic asset.

Don't risk ending up with nothing at the end of a costly deployment. Choose a partner with a track record of delivering value in months, not years. **Choose Nuiva.**

The background of the entire page is a photograph of two people, a woman on the left and a man on the right, in a server room. They are both wearing blue lanyards and looking down at a tablet held by the man. The room is dimly lit with blue light from server racks and monitors in the background.

About the Author

As Nuiva's Chief Executive Officer, Labib Shalak leads the company to drive product innovation and provide unrivaled service to our telecom network operator customers around the world. Prior to Nuiva, Labib founded Mobinets, an innovative provider of Next Generation OSS software solutions, in 2003 and co-founded SETRAM (latterly Optimi), a telecoms software provider specialized in radio optimization, which was acquired by Ericsson. He has more than 25 years of experience in telecoms, software and services industries having held senior positions at Mobile Systems International (MSI), Siemens, Nortel Networks and Gemalto (Thales Group).

About Nuiva

Nuiva helps network operators make rapid, intelligent decisions based on relevant and real-time data. Our modular network inventory and asset visibility, financial lifecycle management, and network configuration solutions simplify and streamline the management of complex networks while complementing and protecting legacy investments by interacting seamlessly with existing installed products. We maximize ROI through our unique and unmatched speed of deployment and time to value. Visit us at nuiva.com.