Customer case study

A leading Nigerian telecom company wanted to use a best-in-class SaaS solution for carrier CRM and billing.

Requirements

Data sovereignty for the carrier's customer identity and billing data while using a SaaS system from outside the country.

- Flexibility for the SaaS vendor to sell the solution in other countries with the InCountry integration.

Solution

InCountry and SaaS vendor complete detailed data flows of how all customer identity and billing data will stay within Nigeria.

- Nigerian telecom company submits the detailed data flows to regulator and obtains approval.

- SaaS vendor completes integration of InCountry's technology to fully isolate customer identity and billing data within Nigeria.

Result

Nigerian telecom company deploys best-of-class CRM and billing system to serve customers while maintain local compliance.

- SaaS vendor can now sell their solution in countries without having to deploy their full stack in each country.