How to spot a #fakecloud vendor?

If a vendor tells you they are cloud-native, there are certain features and criteria that you should expect as standard.

Clue: it should be 80% lower TCO.

If your current vendor isn't massively dropping their price, then you aren't buying a truly cloud-native system (or you're being price gouged, which doesn't make it better). Systems that were born in the public cloud take advantage of all the benefits of the cloud: fast, scalable, and dramatically lower price.

The cost and commercial benefits will **never** match a public cloud solution.

Totogi is the only telco solution that is born to run exclusively in the public cloud.

Take a look for yourself:

	Cloud-Native	Cloud Ported/ On-Prem Deployment
Hosting Model	• **Multi-tenant SaaS** system built for the public cloud.	• Single instance system, installed per customer.
Database	• **Cloud databases** with better performance that are cheaper, that scale and failover automatically.	• Third-party data store must be dimensioned pre-launch and is extremely expensive.
Intelligence	• **ML /AI algorithms** that drives business insights to help you grow your ARPU.	• Walled garden access to your data, pay for CRs to connect different systems together to run analytics.
Autoscaling	• **Serverless.** Uses the elastic scaling of serverless components to scale up and down as needed.	• Pre-purchased, pre-provisioned CapEx to support fluctuations in capacity needs.
Cost	• **Pay as you grow.** Only pay for what you use that helps your business scale. Typically 80% lower TCO compared to on-premise systems.	• Software, hardware, CRs, and people - are all managed and maintained by your team.
Roadmap	• **Stay on a product roadmap.** Managed as a platform, upgrades are delivered to the platform automatically, like Salesforce.com.	• Roadmap of one: you. Allows you to create an expensive, bespoke system and control when upgrades are done. This means you pay for it, too.

Ready to learn how Totogi's cloud-native solution can save you up to 80% TCO and solve your hardest charging problems?

Request a demo of the Totogi Charging System and a free tariff migration assessment. See if you can move to Totogi today.

Contact us to set up a meeting at sales@totogi.com or visit totogi.com/charging-system