



Achieving Seamless Integration in a Digitally Evolving World

The telecommunications industry is undergoing rapid evolution, driven by the demand for seamless connectivity and innovative service offerings. To keep pace, telecom companies must modernize both their operational and business strategies. However, these upgrades require more than just internal resources. Companies need partners with specialized industry expertise, strategic foresight, and the ability to seamlessly integrate new technologies without disrupting existing systems.

They require a partner that can offer a complete range of services, including strategic consulting, full system integration, and operational support.

As a leading BSS/OSS solutions provider in Europe, NEWCON leverages its extensive experience in the telecommunications industry. It is a management and IT consulting firm offering comprehensive solutions across the entire telecom value chain. NEWCON assists companies in navigating changing economic conditions and optimizing their internal structures and processes to address emerging challenges.

NEWCON's services span the entire project life cycle, from planning and evaluation to implementation, rollout, and ongoing support. It offers flexible, direct support for critical processes, relying on a dynamic team of specialists with extensive project experience. The firm identifies potential risks early and develops solutions in partnership with clients, focusing on both immediate goals and the broader business context. This leads to measurable, market-advantageous outcomes.

"Our deep knowledge in telecom, gained from years in

Gerald H. Haidl,
Founder and CEO



European markets, drives our strategic consultancy, system integration, and application management. We deliver end-to-end solutions, whether it's software as a service or products installed in data centers," says Gerald H. Haidl, founder and CEO of NEWCON.

The company's ability to offer a seamless integration layer that supports BSS/OSS sets it apart from its competitors. This platform is designed to handle the complexities of modern telecom services and ensures that companies can deliver new offerings without the headaches of integrating them into existing, often outdated, infrastructure.

NEWCON's platform, referred to as "Telco in a Box," is more than just a technological solution; it's a strategic asset that has been instrumental in bringing success to some of the biggest names in the industry. The company's deep-rooted experience in the European telecom market, coupled with its team's extensive background in C-level positions at major telecom companies, positions it as a trusted partner for large-scale projects.

Transforming Businesses Across the Globe

NEWCON's deep expertise in BSS/OSS systems has been instrumental in helping major telecom operators like T-Mobile Austria overcome complex integration and transformation challenges. One of its most exceptional projects was the integration and transformation of UPC Austria, a cable TV and ISP provider, into T-Mobile Austria, primarily a mobile operator. The technology and customer service models of these companies were different, making the merger a complicated task. However, the firm successfully completed the integration within just 18 months—a truly impressive feat given the manifold technicalities involved.

T-Mobile Austria, now known as Magenta Telekom, acquired UPC in 2018, inheriting fixed and cable network customers. This merger brought challenges, particularly in migrating core systems and transactions to a consolidated structure, reducing operational costs, and ensuring control over customer data. The extensive project, called Atlas,

involved a complete overhaul of IT and business processes, supported by NEWCON. By 2022, the new platform was successfully integrated, streamlining customer service and operational efficiency and positioning Magenta Telekom for future growth in a highly competitive market.

Beyond the DACH Region

Although NEWCON is often associated with the DACH region (Germany, Austria, Switzerland), its market reach extends beyond these borders. The company has successfully executed projects in diverse markets, including the USA, Bolivia, and South Korea. In this globalized world, it identifies growth hotspots, especially in the Middle East, as telecommunications and other industries continue to expand globally. NEWCON is well-positioned in these emerging markets to help local operators upgrade their systems and enhance customer interactions as telecommunication infrastructures flourish at a breakneck speed in countries like Qatar and the larger Arabian region.



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With proven success across multiple sectors worldwide and a commitment to end-to-end service, NEWCON is redefining the future of its industry. Whether in Europe or elsewhere, the company's approach to system integration and operational support ensures that its clients navigate the complexities of the digital age smoothly. **TE**