

 | be beyond[®]

Curva y familias Q3 2021



Curva Prima Q3 2021

| Consecución | Pago |
|-------------|---------|
| 0,00% | 0,00% |
| 40,00% | 20,00% |
| 50,00% | 35,00% |
| 60,00% | 45,00% |
| 65,00% | 55,00% |
| 70,00% | 60,00% |
| 75,00% | 65,00% |
| 80,00% | 70,00% |
| 85,00% | 75,00% |
| 90,00% | 85,00% |
| 95,00% | 95,00% |
| 100,00% | 100,00% |
| 105,00% | 104,00% |
| 110,00% | 109,00% |
| 115,00% | 113,00% |
| 120,00% | 117,00% |
| 125,00% | 120,00% |
| 130,00% | 123,00% |
| 135,00% | 126,00% |
| 140,00% | 130,00% |

Prima

Datos
Vos

ICS

Bonos Datos
Bonos voz
Datos
Fijo
Voz

Curva IoT

| Consecución | Pago |
|-------------|--------|
| 0,00% | 0,00% |
| 100,00% | 100,0% |

iBCS

AOV
Cloud
M2M
Soporte IT
App
App-IoT
SSDD
Workplace
VSDM
Seguridad

Tasa bajas

Baja

CS y BCS Q3 2021

| Consecución | Pago |
|-------------|---------|
| 0,00% | 0,00% |
| 40,00% | 25,00% |
| 50,00% | 40,00% |
| 60,00% | 50,00% |
| 65,00% | 60,00% |
| 70,00% | 65,00% |
| 75,00% | 70,00% |
| 80,00% | 75,00% |
| 85,00% | 80,00% |
| 90,00% | 85,00% |
| 95,00% | 95,00% |
| 100,00% | 100,00% |
| 105,00% | 104,00% |
| 110,00% | 109,00% |
| 115,00% | 113,00% |
| 120,00% | 117,00% |
| 125,00% | 120,00% |
| 130,00% | 123,00% |
| 135,00% | 126,00% |
| 140,00% | 130,00% |

Curva Consecución bajas - Tabla 1

| Consecución de la tasa | Porcentaje cobro |
|------------------------|------------------------|
| 0,00% | 145,00% |
| 38,43% | 140,00% |
| 41,92% | 135,00% |
| 48,91% | 130,00% |
| 58,95% | 125,00% |
| 62,88% | 120,00% |
| 67,69% | 115,00% |
| 73,36% | 110,00% |
| 80,35% | 100,00% |
| 88,21% | 95,00% |
| 94,32% | 90,00% |
| 100,00% | 85,00% |
| 106,11% | 80,00% |
| 108,73% | 75,00% |
| 113,10% | 70,00% |
| 117,47% | 60,00% |
| 125,76% | 50,00% |
| 135,37% | 40,00% |
| 146,72% | 30,00% |
| 160,26% | 0,00% |
| Objetivo | Bajas al 100% de cobro |

Curva Tasa Bajas - Tabla 1

| Consecución de la tasa | Porcentaje cobro |
|------------------------|-----------------------------|
| 0,00% | 145,00% |
| 0,88% | 140,00% |
| 0,96% | 135,00% |
| 1,12% | 130,00% |
| 1,35% | 125,00% |
| 1,44% | 120,00% |
| 1,55% | 115,00% |
| 1,68% | 110,00% |
| 1,84% | 100,00% |
| 2,02% | 95,00% |
| 2,16% | 90,00% |
| 2,29% | 85,00% |
| 2,43% | 80,00% |
| 2,49% | 75,00% |
| 2,59% | 70,00% |
| 2,69% | 60,00% |
| 2,88% | 50,00% |
| 3,10% | 40,00% |
| 3,36% | 30,00% |
| 3,67% | 0,00% |
| Objetivo | Total servicios gestionados |

Curva Consecución bajas - Tabla 2

| Consecución de la tasa | Pago |
|------------------------|------------------------|
| 0,00% | 135,00% |
| 39,51% | 130,00% |
| 42,51% | 125,00% |
| 46,05% | 120,00% |
| 50,14% | 110,00% |
| 55,04% | 115,00% |
| 58,86% | 105,00% |
| 62,67% | 100,00% |
| 66,21% | 95,00% |
| 67,57% | 90,00% |
| 73,57% | 85,00% |
| 78,75% | 80,00% |
| 84,74% | 75,00% |
| 91,83% | 70,00% |
| 100,00% | 60,00% |
| 106,54% | 50,00% |
| 113,90% | 40,00% |
| 119,90% | 0,00% |
| Objetivo | Bajas al 100% de cobro |

Curva Tasa Bajas - Tabla 2

| Consecución de la tasa | Porcentaje cobro |
|------------------------|-----------------------------|
| 0,00% | 135,00% |
| 1,45% | 130,00% |
| 1,56% | 125,00% |
| 1,69% | 120,00% |
| 1,84% | 115,00% |
| 2,02% | 110,00% |
| 2,16% | 105,00% |
| 2,30% | 100,00% |
| 2,43% | 95,00% |
| 2,48% | 90,00% |
| 2,70% | 85,00% |
| 2,89% | 80,00% |
| 3,11% | 75,00% |
| 3,37% | 70,00% |
| 3,67% | 60,00% |
| 3,91% | 50,00% |
| 4,18% | 40,00% |
| 4,40% | 40,00% |
| Objetivo | Total servicios gestionados |