

# Accelerating TMF API certification by 97% with Totogi BSS Magic

## Background

CloudSense, a leading Configure-Price-Quote (CPQ) platform serving more than 60 telecom operators globally, was already well-established in the market. As part of the TelcoDR portfolio, the platform was known for its Salesforce-native architecture, API-first design, and deep telco focus across Asia-Pacific, the Americas, and Europe.

As TM Forum Open API compliance became a critical procurement requirement, CloudSense recognized the growing risk of being left out of sales cycles. With certification now required in the majority of operator RFPs, the team knew that conformance was essential to stay competitive.

## The Challenge

The traditional TMF API certification process was lengthy, with the team estimating it could take up to 26 months to complete—time they couldn't afford to lose. But the timeline wasn't the only issue. The process was also resource-intensive, requiring deep expertise, significant manual effort, and costly allocation of engineering talent. CloudSense needed a fast, scalable path to compliance that wouldn't derail product development or drain internal resources.



### Manual & error-prone

Traditional certification methods required tedious endpoint mapping, manual documentation parsing, and complex QA testing across multiple API versions.



### Time-consuming

The full process was projected to take 26 months—too long to align with CloudSense's go-to-market roadmap.



### Requires expert knowledge

Completing certification in-house meant diverting top engineers from critical product work—something the team couldn't justify.



"Our excuse was always resources and time. A 26-month certification timeline meant pulling engineers off core product development, which was never going to happen."



— Vish Kumar, SVP of Product Management, CloudSense

## The Solution

The objective was to achieve TMF API certification at scale, fast—without compromising engineering velocity.

Totogi used **BSS Magic**, its AI-powered platform built to automate complex telco workflows, to simplify and accelerate the certification process. At the core of BSS Magic is a telco-specific ontology layer that understands standard data structures, product models, and business logic. Trained on TM Forum specifications and CloudSense's existing API landscape, the ontology provided the intelligence needed to automate certification across CloudSense's 13 APIs.

Using this foundation, Totogi introduced AI agents capable of:

- Parsing and interpreting TMF documentation
- Auto-generating compliant code
- Mapping CloudSense endpoints to TMF standards
- Running automated validation across multiple API versions
- Certifying all APIs in parallel

Unlike legacy approaches, Totogi delivered results in **30 days**, without impacting the CloudSense product roadmap or diverting engineering team resources.

## Benefits and outcomes

Totogi BSS Magic enabled CloudSense to achieve full TMF certification in one month—accelerating sales readiness and avoiding years of manual effort.

Before	After
26-month certification timeline	1 month for certification completion
Engineers pulled from product development	Zero engineering disruption
Disqualified from TMF-compliant RFPs	Procurement-ready for operator RFPs requesting TMF compliance
Manual API mapping and testing	Fully AI-automated end-to-end process

### Key improvements included:

- **97% reduction** in certification timeline
- **13 TMF APIs** certified in parallel with no compromise in quality
- **100% preservation** of engineering resources
- **Reusable AI framework** for future TMF updates or new APIs



We’ve all done this the old way—building and certifying Open APIs one by one, with months of manual work. Now we can certify APIs to TM Forum standards for any vendor, in a fraction of the time—using AI.



— Danielle Rios, Acting CEO, Totogi

BSS Magic simplifies TMF compliance by removing development complexity and automating the entire conformance process—from interpreting specifications and mapping endpoints to generating compliant code and running real-time validation.

Unlike traditional approaches, it uses an AI-driven layer and telco-specific ontology to accelerate timelines, eliminate bottlenecks, and deliver certification without disrupting your engineering roadmap.

### Looking to accelerate your TMF certification?

Let’s talk about how **Totogi BSS Magic** can make it happen.