

TeleConsultants finds buried treasure in telco billings

Making sense of what you spend with TelcoOptimiser

Independent business consultancy, TeleConsultants believes that many companies unwittingly pay too much for their telecommunications. It's a conviction based on years of experience and supported by international research.

Working in the world of business communications since 1986, the consultancy knows full well the challenges companies face when they want to get the best out of their communications investment. TeleConsultants have come across many examples of billing errors, overprovision and inappropriate prices, buried in what is often complex and confusing documentation.

Research by Aberdeen Group indicates that 85% of companies simply pay their telecom bills every month, yet as much as 12% of telecom service charges may be incorrect. This doesn't surprise the consultancy. In busy companies being sure, across all telco services, that what you get is what you pay for, and that what you pay for is what you need, is often difficult.

TelcoOptimiser Can Help

TelcoOptimiser can save companies around 8-12% of their telco spend and can also provide significant gains in operational efficiencies, free up internal staff resource and improve productivity.

TelcoOptimiser: How does it work?

Essentially, TelcoOptimiser allows companies to outsource the time-consuming and frustrating responsibilities of telecommunications administration

Audit, Benchmark, Review, Report

TelcoOptimiser's first stage of audit, benchmark and review results in an in-depth report detailing existing services, what is needed, and what is paid for. It identifies clearly where efficiencies and savings can be made. Working with the client, TeleConsultants then ensures that appropriate changes and refunds are applied.

Ongoing Support

The second stage focuses on invoice checking and reviews that result in detailed Monthly Management Reports. Not only does the company get continued bill validation, each month they get a high-level report on internal trends and spend analysis. The customer has ongoing access to skilled professional advice to discuss changing needs of the business.



Risk-Free Service

TeleConsultants stands behind the service in a unique way. Firstly, no fees are charged until an initial investigation has indicated that the service will deliver value to the customer. Secondly, they guarantee their recommendations – if implementing these recommendations does not achieve the agreed objectives, the customer gets their money back.

Making Management Easier

TelcoOptimiser offers companies a simple, cost effective, risk-free way to improve operational efficiencies and save money managing their telco billing processes.

It's a benefit clients like Simpson Grierson and Royal New Zealand Foundation of the Blind value highly:

"TeleConsultants has made it easier to get the kind of information we need to successfully manage our communications. Their initial review identified clear areas where savings could be made. Immediate savings were \$30,000 and there are ongoing benefits in costs and performance. Their continued involvement means we are confident that we are paying only what we should be – and that we can keep up with changes in the market."

**Val Fogg, IS Director
Simpson Grierson**

"TelcoOptimiser has saved the Foundation over five times its annual fee in the first six months. It has also saved days of my time in telco negotiations, I would recommend it to any company who wanted to save time and money."

**Hazel Jennings, ICT Manager
Royal New Zealand Foundation of the Blind**

It's a risk free guaranteed service so contact TeleConsultants now for an informal, no obligation discussion to see how TelcoOptimiser can assist your business.

For more details about TelcoOptimiser and TeleConsultant's money-back guarantee contact:

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