

**Telecom Analysts Outsourcing Service:
The right staff to help businesses streamline back-office operations.**

BACKGROUND:

Telecommunications along with Travel and Entertainment are two of the largest and most complex expenses to properly manage. Telecommunications is a particularly challenging expense, as it requires both domain knowledge and an inordinate amount of staff time to audit, account and pay for contracted services. .

The problem – understaffed and under trained finance departments are asked to unravel thousands of telecom expense line items generated from an ever-growing number of service providers all using their own proprietary billing systems. To maximize savings, businesses must effectively manage the following tasks:

1. Auditing invoices in order to discover errors (7-10% of invoices are in error today)
2. Ensuring precise chargeback to department and expense reporting for compliance.
3. Locating optimization opportunities that arise from taking advantage of latest provider plans, removing unnecessary yet costly features and disconnecting unused inventory.

BUSINESS PAINS:

In order to solve the pains of processing telecom bills, today's business attempts to employ financial analysts that understand telecommunications. They are also starting to utilize Telecom Expense Management (TEM) applications to centralize and automate invoice processing. From a personnel standpoint it's difficult to find the right analysts with the right skill set at the right price. These individuals are not inexpensive. Even when hired, if these telecom/finance specialists are not retained, the value of their domain skills is wasted.

ABOUT US:

Telmetriks www.Telmetriks.com bridges the personnel gap – as we are an on-shore, offshore organization that specifically deploys “telecom-trained financial analysts” for U.S. and international businesses. We perform telecom analytic services for numerous, respected corporations as well as providing Telecom Spend Management for many successful companies in the U.S. Our value is based on the quick deployment of low-cost specialized analytic teams that can immediately save businesses money while streamlining their telecom financial challenges. Our proven methodology for off shoring this complex function is one of the many features that make Telmetriks unique.

OUR SOLUTION:

Based on the needs of our clients, Telmetriks employs a team, typically two to four analysts to perform all needed telecom accounting functions from simple cost center allocations to micro audits and complex financial reports.

Business analysts with extensive finance and telecom skills are only half the equation. As part of our solution, Telmetriks delivers our Clients clear, comprehensive, self-actionable business intelligence. This is a free, value-added service. The research is extensive and is currently used by hundreds of businesses to guide Finance and Telecom Management in expense management and expense reduction goals. The specific reports we generate for enterprises include thorough Audit and Optimization Intelligence, as well as Monthly Accounting Reports

AN IMPRESSIVE ROI:

The cost of a US qualified accountant with telecom finance experience is approximately \$45,000-\$60,000 per year plus overhead. For the same cost, Telmetriks delivers a team of analysts along with a series of customized, cost-reducing business intelligence reports:

A Team - For the same cost of one U.S. analyst, Telmetriks supplies a dedicated team of 2 full time business analysts and a relationship manager that possess accounting degrees, expertise at telecom finance operations, and thousands of hours of working within a disciplined telecom/financial process environment. Our analysts have performed hundreds of telecom audits, handled the day to day monthly accounting tasks and managed sophisticated Telecom Expense applications. They are chartered accountants and MBAs trained on all aspects of U.S. telecom cost management.

Plus Free Intelligence - The Telmetriks Intelligence Suite (IT) and Monthly Accounting reports have led to hundreds of thousands of dollars in savings for our Clients and are included, as an added value. We compile these incredibly detailed expense management and expense reduction reports free to clients that employ a Telmetriks analytics team, thereby delivering an immediate impact to your bottom line.

Figure 1: Return on Investment, Staffing Alternative	
1 x US Accountant with Telecom Audit Experience	\$50,000
Overhead (including work space, insurance, employee benefits)	20%
Total Cost Per Year	\$60,000
Number of Hours Worked per Year	1,872
Cost Per Hour Worked	\$32
2 x Telmetriks Accountants with Telecom Audit Experience	\$54,000
1x Telmetriks Relationship Manager (Part-Time)	\$6,000
Total Cost Per Year	\$60,000
Number of Hours Worked per Year	4,788
Cost Per Hour Worked	\$13
Savings with Telmetriks	61%

Figure 2: Return on Investment, Telecom Savings from Included Intelligence			
Annual Telecom Spend	\$2,500,000	\$5,000,000	\$10,000,000
Historical Average Audit and Optimization Savings	\$175,000	\$350,000	\$700,000
Telmetriks Accountants with Telecom Audit Experience	2	2	3
Telmetriks Relationship Manager (Part-Time)	1	1	1
Annual Cost of Analysts	\$60,000	\$60,000	\$87,000
Return on Investment	\$115,000	\$290,000	\$613,000