Technology Waste Can Cost Companies Millions
But the Right Partner Can Save Time and Money

Dealing with hundreds of telecom bills each month at a large healthcare organization in New Jersey, IT executive Joel Taylor says he wanted to get control of expenses and simplify the monthly invoices. He hired Tellennium, one of the nation's leading telecom management firms, to audit the company's telecom services and consolidate billing. Tellennium identified more than $1.5 million in savings for the company, boosting the bottom line significantly and preventing headaches for administration.

28%
THE AVERAGE SAVINGS OF TELLENNIUM CLIENTS.
SOURCE: INTERNAL AUDIT

"When I can walk into a boardroom and say I've put over a million dollars back into the business, that's powerful," says Taylor. "That gets people's attention."

Many corporations spend millions every year on technology to be more efficient and productive and communicate with the world. It's an expensive venture at 3 to 4 percent of all revenue for medium to large businesses, according to ROI consultants Alinean Inc. Approximately half of all technology expense is spent on telecommunications alone, which includes data circuits, mobile phones, voice lines, etc. Large, multilocation companies have the biggest challenges in managing these telecom expenses due to their more complex environments. They often don't have the proper processes, personnel and specialized systems to resolve them.

Hidden Errors Increase Expenses

Complex telecom charges waste both time and money. Many invoices contain hidden errors, unused services and unnecessary charges. Dealing with carriers is also labor-intensive and time-consuming.

Using its cloud-based software – Tellennium's Integrated Management System (TIMS) − Tellennium centralizes and assists in the management of the entire telecom environment, including the AP process from receipt to payment. Tellennium has saved its clients an average of 28 percent.

"We pioneered a process to clearly identify every circuit, service, device and associated charges. Then we resolve the issues found," says Greg McIntyre, president and CEO of Tellennium

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> *– Joel Taylor*

Inc. "This also means companies get continuous detailed visibility to their entire telecom environment, and all charges are proactively monitored and addressed. "

Tellennium's in-house experts average more than 25 years of experience, with diverse backgrounds in carrier services and hardware/software applications. Their expertise includes hosted solutions, SIP trunking, mobility, data centers, disaster recovery, VoIP and unified communications. The company has been named on the Inc. 5000 list of the nation's fastest-growing private companies for the past eight years.

Greg McIntyre, President and CEO

"We don't sell telecom services or equipment so that is not our motivation," says McIntyre. "We're focused on the best interests of our clients."

TELLENNIUM
Integrated Telecom Management™

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