

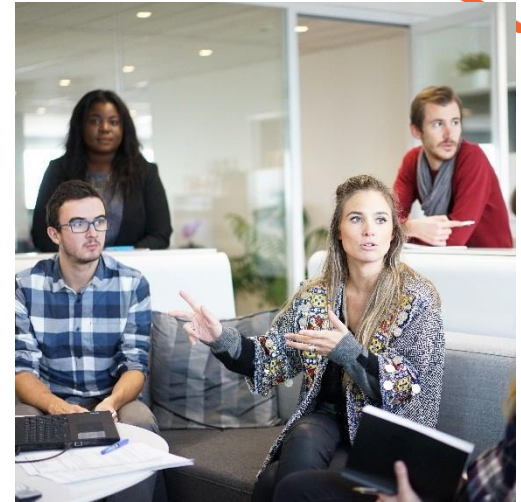
# MAJOR NATIONAL CAR RENTAL COMPANY

**Telecom Management Resources  
2018  
Q2 Newsletter**

## SCOPE

Telecom Management Resources (TMR) was engaged to develop a request for quotation, solicit bids and negotiate a contract with the successful bidder, covering voice services such as long distance, calling card, toll

free services, and enhanced network services and network services including a large ATM and frame relay wide area network (WAN). Our client initially anticipated savings of \$2-3 million annually. TMR employed its proven processes to develop



*“TMR developed claims against current vendors for more than \$750,000. Actual recoveries exceeded \$680,000.”*

models of services that allow a precise comparison of proposals and a highly accurate projection of expected costs for each bidder. Through our evaluation and negotiation process, TMR was able to deliver annual savings of nearly \$8 million dollars, triple the

client's expected result. TMR conducted an audit telecommunications invoices. Within one week of beginning, TMR developed claims against current vendors for more than \$750,000. Actual recoveries exceeded \$680,000.



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