

INTERNATIONAL HAZARDOUS WASTE DISPOSAL COMPANY

Telecom Management Resources 2017 Q1 Case Study

SCOPE

Telecom Management Resources (TMR) was hired to review all telecom costs, develop cost reduction strategies, develop RFQ'S, negotiate contracts, and implement or manage implementation of all recommendations. The project encompassed voice, data and wireless

services. Voice services included long distance, toll-free calling with enhanced network service and calling cards. Wireless services included approximately 1,800 pagers.

WIRELESS SERVICES

Pagers presented a special problem. Our client did not have documentation for



*"Total annual savings for this client are approximately **\$2.5 million.**"*

most of their 1,800+ pagers. TMR developed a process to identify and validate them. As a result of the documentation project, TMR was able to disconnect 600 pagers with annual savings exceeding \$80,000. TMR also developed pager usage service recommendations.

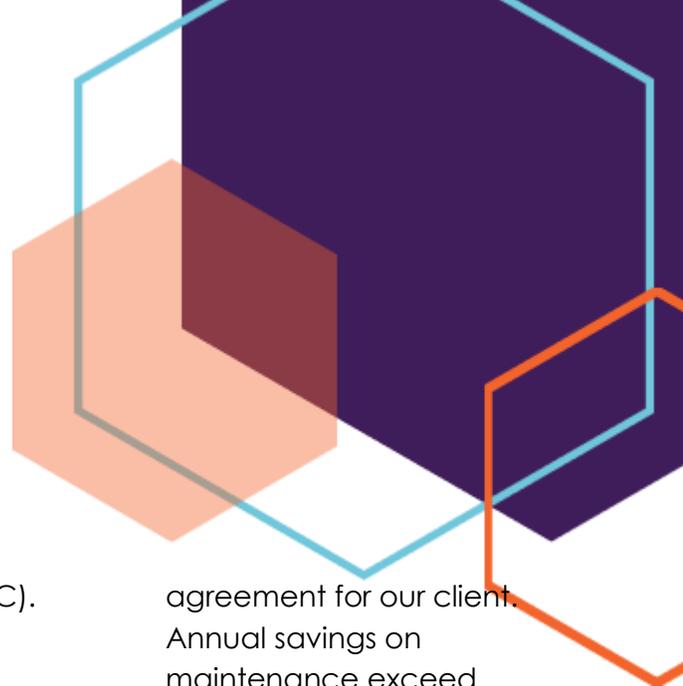
Through competitive bidding and contract negotiation, TMR was able to reduce pager costs by an additional \$95,000 annually.

Cellular - - TMR reviewed cellular needs and usage, developed corporate policies for cellular phones and used its proprietary Rate Plan Optimization (RPO) to

TMR then managed implementation of the recommendations and manages continuing cost reduction through periodic RPO analysis.

LD & NETWORK COST REDUCTION

Through its RFQ, analysis, and negotiation process, TMR



negotiated a new contract for voice and data services that produced annual cost reductions of nearly \$2 million.

PROJECT MANAGEMENT

The long distance and network cost reduction project resulted in the replacement of the incumbent vendor. TMR managed implementation in a multivendor environment which included an outsourced IT and network management vendor, the long distance and network carrier, a national cable and maintenance contractor, and numerous local

exchange carriers (LEC). Using TMR'S internally developed project management process, more than 300 frame relay network connections were replaced including many with shared voice and data access. The TMR process provided our client with its first, fully documented network inventory as a product of implementation.

MAINTENANCE CONTRACTS

TMR identified telephone system maintenance agreement as a major reduction opportunity. TMR issued an RFQ and negotiated a national

agreement for our client. Annual savings on maintenance exceed \$300,000.

TELECOM MANAGEMENT RESOURCES

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