

**International Automotive Parts Manufacturer  
(Telecommunications Cost Reduction Project)**

**Annual US Wireless savings in the \$70,000 to \$80,000 range were identified**

This tier 1 supplier engaged TMR to help them organize discovery of the options and cost savings potentials in conventional and wireless telecom services. Since this engagement preceded cellular number portability, no consulting firm had yet developed a methodology for soliciting, organizing and comparing vendor responses to a competitive bid situation. TMR developed and conducted such a process on behalf of this client.

**Wireless RFQ**

TMR conducted and consolidated a comprehensive user survey to identify the features which were important to the client's core business. A 25 page RFQ reflecting those requirements was offered to all major U.S. and European wireless providers. Detailed responses from six U.S. and five European vendors were reduced to a common format and assessed. A weighted scoring format was developed, conforming to the client's internal Strategic Sourcing protocols. For the US , annual savings in the \$70,000 to \$80,000 range were identified.

**U. S. Voice/Data**

Comprehensive audits of billings from existing vendors were completed, resulting in identification of significant overcharges which the client was able to pursue. In addition, a comprehensive RFQ permitted the client to make a beneficial and informed selection of voice and data services.