asentinel

Use these 12 questions to determine if Managed Services or Outsourcing will best meet your TEM needs.

1. Are you looking to reinforce an existing telecom team or looking to a 3rd party resource provider to outsource specified functions

2. What expertise do you have in-house? What expertise are you lacking? How easily could you hire that expertise and what would the associated overhead?

3. Where are you spending the most time and could that time be better spent? What specific projects or responsibilities would need to shift in order for your department to better spend that time? What things are left undone—do you know?

4. What is your budget to manage your telecom expenses? Include software, maintenance and support/outsourcing services.

5. Would undertaking new telecom projects benefit you? If so, do you have the expertise to do these in house? Do you have the time resources? Would reorganizing internally to make resources available or outsourcing the project produce the most efficient and effective results?

6. What percentage of your time do you want to spend overseeing your telecom department? How much time do you want your staff to devote to telecom?

7. What are the internal initiatives driving your decision to procure TEM? Headcount redistribution vs. cost reduction might yield two different solution sets.

8. What are the pain points within your department? Are they segmented in such a way that partial third-party support makes sense, or do they span the department?

9. What outcomes do you anticipate from your TEM endeavor?

10. What are the metrics to determine if these goals are reached? Examples might be a percentage decrease in bills, percentage reduction in contract rates at next negotiation or staffing realignment.

11. What tools, resources, and talent do you require to hold your carriers/ vendors more accountable?

12. What is the best path for you to move from just paying bills to adding value through analysis, dispute management, and contract control?

For more information on how Asentinel can meet your telecom expense management needs, please contact us at *info@asentinel.com* or 866-337-6200, or visit us on the web at *www.asentinel.com*.

What's hidden in your organization's telecom bills?

Between 7 and 12 percent of telecom service charges are in error, costing large enterprises more than $8 million in lost profits annually.

Aberdeen Group

80% of enterprises will overspend on their wireless service costs by an average of 15 percent through 2014.

Gartner

Let Asentinel be your TEM Solution.

Organizations can routinely save more than 10 percent of annual telecom expenses by systematically checking carrier bills against equipment and services in use.

Gartner

Automated (electronic) processes can reduce the cost to process an invoice by 63-67 percent.

Aberdeen Group