

Reduce costs and gain better visibility into your entire communications estate

SPEND ANALYSIS SERVICES

The telecom landscape is notoriously complex. For large organizations with business operations spanning across borders, the challenges only multiply — more locations, carriers, tariff plans and varying rate structures. Keeping track of all your contracts, terms, conditions and assets can be time consuming and resource intensive and require extensive local market knowledge. Trying to make sense of it all while gaining visibility into your overall communications spend can seem nearly impossible. That's where Calero comes in.

Technology-enabled Spend Analysis for fixed-line, mobile, data and cloud expenses leverages a subset of your data to quickly identify waste, illustrate savings opportunities, and execute on reducing those costs. Spend Analysis is often the starting point for many organizations as they begin their journey towards expense management and a broader communications lifecycle approach.



BETTER VISIBILITY IS POSSIBLE

Experience what it's like to have more visibility into your communications data, including inventory, usage, and contracts — all linked together within our technology platform. And with powerful data discovery and visualization tools embedded within your application, you'll find never-before-seen insights from individual countries, to a single, consolidated view across the globe.

AUDIT

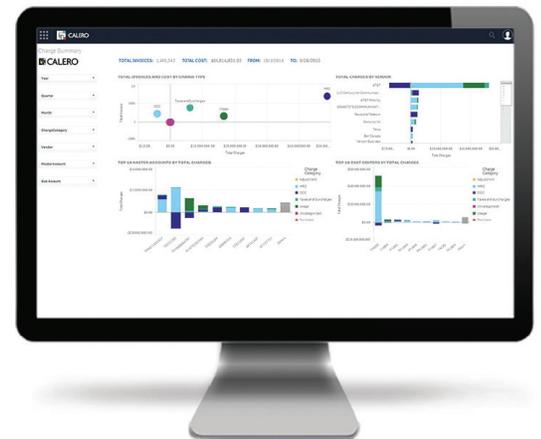
Building a detailed and accurate inventory and usage profile, using a subset of your data, enables you to quickly gain visibility and insight into potential areas that require optimization and lead to immediate savings.

BENCHMARKING

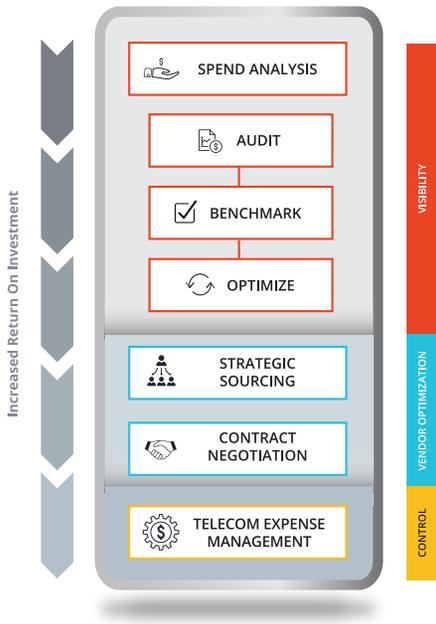
Ensuring your contracts meet or exceed industry standards is an integral part of our service. Our local experts have a strong understanding of the different rates and services offered in the market. This level of insight enables us to create accurate benchmarking data to compare and measure your existing services against.

OPTIMIZE & IDENTIFY SAVINGS OPPORTUNITIES

Identifying savings opportunities can be achieved with greater visibility and benchmark data. This includes refunds and credits, usage optimization (zero use, overages), and active support in contract (re)negotiation and right-sizing of inventory.



BENEFITS OF SPEND ANALYSIS



- Gain detailed view of your current inventory
- Increased transparency and insight into areas requiring optimization
- Careful review of contracts to ensure charges are rendered according to contractual provisions
- Eliminate unnecessary or inaccurate invoice charges with invoice auditing
- Identify opportunities for savings

STRATEGIC SOURCING AND CONTRACT NEGOTIATION (OPTIONAL)

When it comes to sourcing and negotiating contracts, a one-size fits all approach doesn't work. As an additional option, the Calero team of in-market experts will work closely with you to manage strategic sourcing and contract negotiation on your behalf to ensure you're getting the most out of your communications providers. Our consultants are not affiliated with any carriers, enabling us to remain objective.

PART OF A HOLISTIC COMMUNICATIONS LIFECYCLE APPROACH

Spend Analysis is the first step in moving towards expense management and a comprehensive communications lifecycle program. As a key process within the Calero Communications and Cloud Lifecycle Management (CLM) approach, expense management helps organizations manage and gain visibility into their communications services and assets with the common goal of cutting costs, increasing productivity and control, and extracting more from their existing IT infrastructure.

CLM encompasses expenses, usage, assets, service support, shared services management, and all related workflows. The power of CLM is in its ability to manage all aspects of communications holistically, to understand performance in the aggregate, and the ability to demonstrate the impact on organizational performance.

SOLUTION BRIEF

Calero Software, LLC

Calero is a leading global provider of Communications and Cloud Lifecycle Management (CLM) solutions designed to turn insight into action through an intuitive user-interface and visually comprehensive analytics. Calero helps simplify the management of voice, mobile and other unified communications services and assets. With a deep commitment to innovation and customer service, Calero's CLM approach enables organizations to support the full communications lifecycle, from procurement to payment, including software and services that aid Telecom Expense Management (TEM), Managed Mobility Services (MMS) and Usage Management. Calero has thousands of customers in the United States and more than 50 countries worldwide, including Fortune 2000 corporations, universities and government agencies.

Learn more at www.calero.com or follow us on Twitter @CaleroSoftware.