



Telecom Sourcing Accountability

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RUBY COMMUNICATIONS, LLC

Industry Stats

- **80% of Business Telecom Invoices have billing errors.....Gartner Group**
- **U.S. Businesses have \$13 Billion/year in Telecom Billing Over-Charges. Only 2% is ever found.....Gartner Group**
- **70% of U.S. Businesses Average 35%+ Surplus Telecom Capacity.....USA Today**
- **63% of enterprises don't have accurate telecom infrastructure inventoryAberdeen**
- **43% of enterprises are operating with inefficient network design and infrastructure.....CIO Magazine**
- **44% of enterprises have no formal program to manage wireless costs.....Aberdeen**



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How do the statistics relate to your organization?

- According to the Aberdeen Group, a leading IT marketing analysis firm, the average Fortune 500 Company processes more than 15,000 telecom-related bills per year and the average mid-market - approximately 3,000 a year. How many invoices do you receive? How many pages are associated with each invoice? How many charges are included on each page?
- Up to **85%** of mid market company telecom bills are paid in full and are not audited by the organization. What effect does this have on the organization? Is there an actual experienced team in place to audit your telecom billing?
- For bills that are validated, billing analysts most often examine just a small subset of invoices associated with the largest spending. How much is being missed in those audit processes? In addition to auditing, is the team that is most familiar with the charges also researching better and more efficient communication methods?



Telecom Challenges

- You do not have visibility into and control over your telecom environment
- Your bills are often wrong
- Provider errors, inconsistencies and faulty execution regularly cost you money



Ruby Remediates

- Inappropriate charges hidden in your bill
- Overcharges vs. contracted rates
- Incorrect long distance carrier charges
- Duplicate charges
- Charges for unnecessary circuits – No Traffic
- Charges for services never ordered
- Charges for cancelled circuits
- Incorrect taxes or surcharges



Optimization Opportunities

- Contracts with rate provisions that can be renegotiated
- Contracts with unfavorable terms and conditions
- Over-allocated services (bandwidth exceeds needs)
- Equipment leases with unfavorable rates and terms
- Maintenance and service charges



What Ruby Offers

- Comprehensive Verification and Inventory of all telecom charges - companies rarely have the means and processes in place to verify all charges
- Accountability in the form of itemized management reporting that consolidates, sorts and drills down to specific departments, work groups; even individual cell usage
- Asset Identification and Management of all telecom related assets
- MACD' S Management to process and verify all associated charges
- Savings in Time & Effort in areas such as Accounting, Accounts Payable, IT personnel
- Savings in Recurring Expenses, currently averaging 36% in credits and optimization for our clients
- Contract Management and Optimization
- Strategic network design and pricing strategy
- Continuous evaluation of technologies, processes, usage and design



How Client Benefits

- Recovered funds go straight to your treasury
- Identified savings opportunities drive both historical and recurring costs out of the business
- Clean and precise inventory facilitates ongoing spend management
- Accurate view of telecom spend drives more effective budgets



Why Ruby?

- Deep Domain Expertise
 - Financial Accountability
 - Network Engineering
 - Provisioning
 - Contract and Tariff Management
- Track Record of Hard Dollar Results
 - \$4M savings for Health Care client
 - \$3M savings for Retail client
 - \$2M savings for HSP/ISP client

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Customer Examples



We are self funding – We take the risk

Ruby Communications finds spending efficiencies enabling you to repurpose those dollars for other important uses.

We are paid only when we find savings for your company.

Act Now – Improve Your Finances

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