

asentinel

Estimating your return on a Telecom Expense Management investment



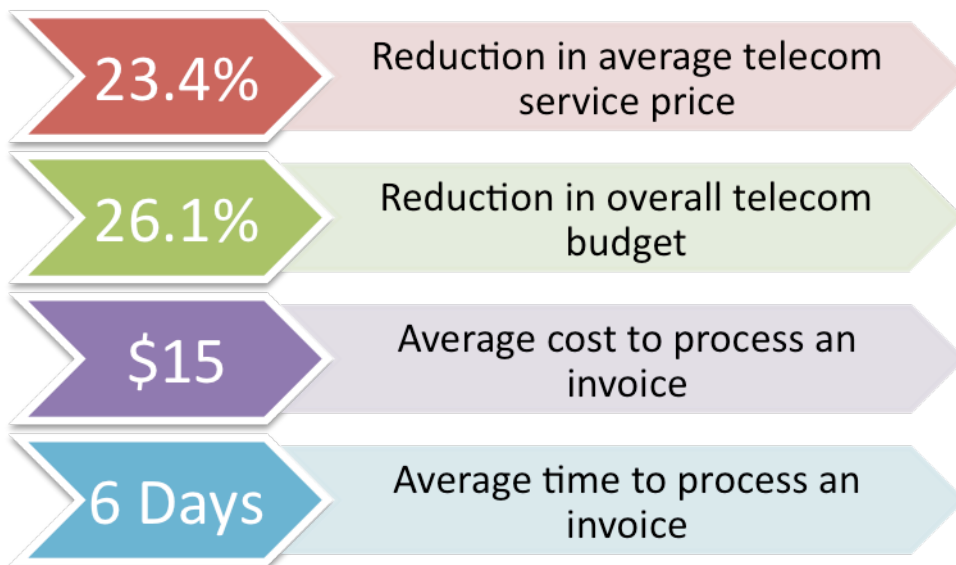
How TEM Pays Off

If your company is considering a TEM solution, one of the first questions you're sure to ask is what type of return can we expect on this investment. While TEM is a long-term solution, you can anticipate results in the first month of your implementation—which is why we stress the importance of getting your TEM program operational right away. According to Aberdeen Group, Asentinel implementations are faster than best-in-class TEM providers. We also stress results and are proud our clients save an average 6-8 percent more than best-in-class TEM providers (Aberdeen Group). The benefits of TEM go well beyond the bottom line, but let's face it, numbers talk. Here are a few more statistics from the four leading analyst firms that make a clear case for implementing a TEM program today:

"If you do not have existing TEM processes in place, the return on a TEM solution investment is likely to be significant. The TEM industry suggests typical savings of at least 10 percent, and often nearer to 20 percent." *Forrester Research*

"More than 80 percent of enterprises' telecom invoices are wrong by an average of 6-8 percent overbilling." *Gartner*

Outcomes of Implementing a TEM Program



Aberdeen Group

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.

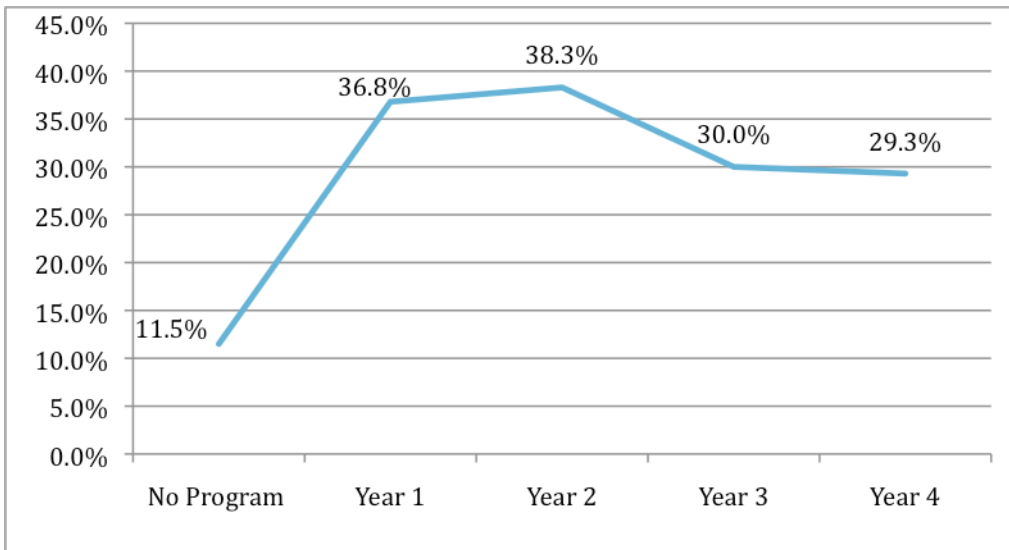
Organizations can routinely save more than 10 percent of annual telecom expenses by systematically checking carrier bills against equipment and services in use.

Gartner

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

Aberdeen Group

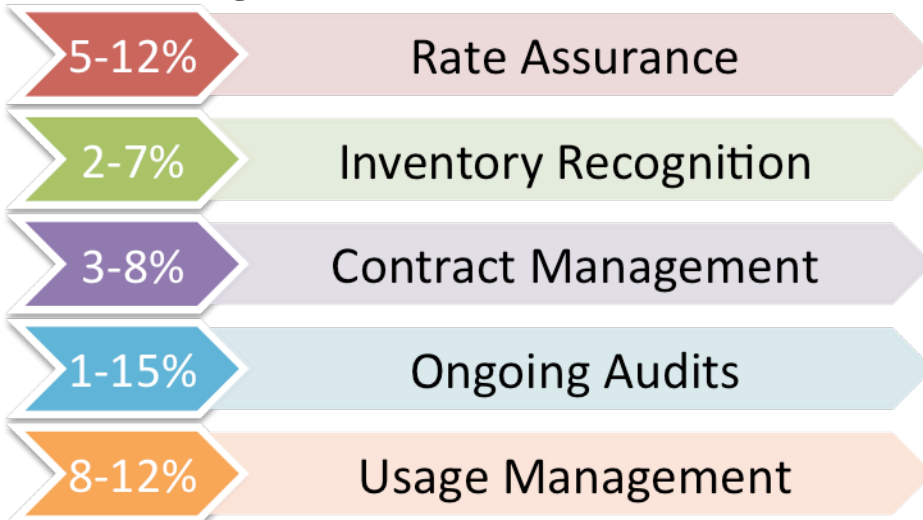
TEM Program Savings Over Time



AOTMP

AOTMP notes enterprises that established TEM programs were able to generate over three times the savings in the first year compared to those without a program and continued to drive sustainable savings in years two through four. A periodic audit alone may provide a short-term win, but a comprehensive and continuous TEM program performing multiple activities will have the greatest benefits.

Anticipated Cost Reduction with Full Management Solution



Gartner

Gartner advises making TEM part of a permanent suite of telecom and network management tools leveraged to manage telecom planning, procurement and operations life cycle. Use TEM to get ahead of current use and billing administration practices and strategically pursue savings or productivity opportunities by upgrading the telecom technologies or network services used.

Four reasons global enterprises look to Asentinel for their TEM solutions:

- ✓ Asentinel's installations are **faster than Best-in-Class**.
- ✓ Asentinel provides customers with **savings 5 percent above their projected budgets**, far surpassing Best-in-Class results.
- ✓ Asentinel's customers save **6 to 8.7 percent more than Best-in-Class TEM provider** results.
- ✓ Asentinel's customers' **loyalty exceeds Best-in-Class**.

Source: Aberdeen Group

Call Asentinel today to learn more about our TEM solutions or log on to our website to request a demo.