



**Think-IT
Services, LLC**

TELECOM FINANCIAL RISK MANAGEMENT

MINIMIZING RISK / MAXIMIZING INVESTMENT

**INFORMATION TECHNOLOGY
AND
BUSINESS RISK MANAGEMENT**



Business Realities

- Telecom costs rank in the top 4 expenses for a company.
- Telecom agreements are the least flexible of any service contracts.
- Billing and technology analysis requires specialized knowledge.
- Business leaders rely on the telecom manager to recommend price and Terms & Conditions.
- The Telecom manager may negotiate the service agreements with the same people he/she must rely upon for service support (possible separation of duties issue).
- It is difficult to negotiate aggressively against the same people you depend upon for vendor daily ad hoc special support.

Telecommunications Financial Management assists clients with identifying and optimizing enterprise wide telecommunications costs.

Our objective is to save our client between 10% and 22 % of the total telecommunication spend.

Telecom Financial Risk Management

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| <ul style="list-style-type: none"> • Competitive Assessments. <ul style="list-style-type: none"> ✓ Review Carrier Agreements. ✓ Review Rates in contract to similar contracts and customer profiles. ✓ Review Terms and Conditions for rate adjustment opportunities and financial risks. ✓ Identify Competitive Assessment Clause in Agreements. • Internal Audit Services. <ul style="list-style-type: none"> ✓ Telecommunications System and Operational Controls. ✓ Business Alignment. ✓ Financial Risk. ✓ Capacity Planning and Monitoring. ✓ Security Controls and Review Processes. ✓ Business Continuity Planning ✓ Supplier Capabilities. • Business Continuity Planning. <ul style="list-style-type: none"> ✓ Telecommunications Networks and Systems. ✓ Wide Area and Global Data Networks. ✓ Customer Care and Call Centers. | <ul style="list-style-type: none"> • Financial Modeling <ul style="list-style-type: none"> ✓ New Technologies. ✓ Voice Over Internet Protocol - VoIP. ✓ MPLS – Multi-Protocol Label Switching. ✓ VPN – Virtual Private Networks. ✓ Wi-Fi – Wireless Data. • Vendor Selection. <ul style="list-style-type: none"> ✓ Global Voice and Data Networks – Inter-Exchange Carriers. ✓ Local Service – Local Exchange Carriers. ✓ Managed Network Services. ✓ In-source vs. Outsource • Mergers and Acquisitions. <ul style="list-style-type: none"> ✓ Infrastructure Validation. ✓ Infrastructure Separation. ✓ Roll-Ups. • Focus on all Services. <ul style="list-style-type: none"> ✓ Inter Exchange Carrier services. ✓ Wireless services. ✓ Local Exchange Carrier services. ✓ Managed or outsourced agreements. |
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