

PARTNER CASE STUDY

PARTNER OVERVIEW

This partner specializes in telecommunications services to assist clients as they choose from the thousands of telecom services and products, in order to find the most productive and cost-effective solution for their unique business needs. This outsourced support is implemented to ensure solutions work properly and efficiently while providing ongoing support and expertise.

SUMMARY

This partner approached Valicom in 2011 seeking a collaborative web-based telecom expense management software to support their two clients. The partner sought to utilize Valicom's TEM software, Clearview, to import invoices, audit and review charges, manage inventory, allocate costs by locations, send weekly client fee reports, track and report issues.

SERVICE NEEDS INCLUDED:



WHITE LABEL TEM SOFTWARE



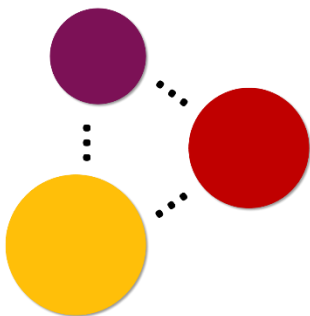
SIMPLE INVOICE UPLOADING



FEE REPORTING CAPABILITIES



COST ALLOCATION FUNCTIONALITY



WHO IS VALICOM?

Valicom is the leader in telecom and technology management services for mid-market, government and enterprise organizations. Valicom has leveraged over 25 years of experience mastering their Clearview SaaS software platform, plus a full suite of telecom expense and inventory management services to deliver visibility and control over voice, wireless and data environments.

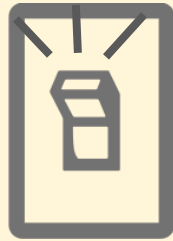
“Our channel partnership with Valicom has been great—we have been working together for over four years. It’s been a wonderful partnership for both our team and our clients. If there is an issue, it gets solved quickly and transparently.”

CLIENT #1 SUCCESS STORY

Client #1 is an excellent example of how this partner grew their core business by adding new tools to their processes. When Client #1 saw the results, they were getting from our Partner, they turned TEM services on for all their US locations.

2011

LOCATIONS: 25
TELECOM SPEND: \$984



2014

LOCATIONS: 1919
TELECOM SPEND: \$187,000

CLIENT #2 SUCCESS STORY

Client #2 shows the tremendous effect proper cost allocation, inventory management, and invoice auditing have on telecom spend. The partner cut Client #2's costs by 48% in two years.

2012

LOCATIONS: 110
TELECOM SPEND: \$99,000

2014

LOCATIONS: 123
TELECOM SPEND: \$53,500



RESULTS

Partnering with Valicom allowed this partner to expand their business by streamlining their TEM processes, saving their clients thousands of dollars, adding exponential, recurring revenue to their bottom line

BENEFITS OF VALICOM PARTNERSHIPS



Add Recurring Revenue

Improve profitability through additional consulting opportunities.



Expand Services

Add to your service offering, making you a better asset for your end user clients.



Streamline Processes

Shorten the time to deliver results with Valicom's expertise and tools.



Access TEM Software

Leverage Clearview, Valicom's TEM software.

