Energy Management
Wireless & Wireline Optimization

Overview
The energy management client serves over one million customers throughout the Midwest with over 4,000 employees. This client and predecessor companies have kept homes warm, lights burning and factories running for over 100 years. The client continues to transform its generation system by investing in environment controls, performance upgrades, and state-of-the-art technology.

With 200+ locations, their annual telecom spend climbs over $6 MILLION including more than 700 wireless devices which totals a spend of over $700,000.

The client immediately saved $145k from a CSR analysis and physical inventory audit, followed by $400k recurring annual savings from newly negotiated rates and $500k in savings from centralized invoice processing and bill payment services.

The client sought a comprehensive telecom audit with complimentary optimization, organizing the cost allocation of telecom spend across all 200+ locations. Their initial needs included an inventory audit, centralized invoice processing, and wireless optimization.

Our focus for this client included a large-scale audit of their wireline inventory, along with providing centralized access to their contracts and invoices with our TEM portal, Clearview. Wireless environment optimization and invoice processing was added shortly thereafter.

Services Include:
✓ Wireless & Wireline Audit
✓ Wireless Optimization
✓ Contract Negotiation
✓ Invoice Processing
Working together, Valicom and the energy management client audited and imported existing inventory into the TEM portal, Clearview. This involved a combination of Customer Service Record (CSR) analysis and a physical inventory audit. The audit resulted in **over $145,000 in credits with vendors**, and **recurring annual savings of more than $400,000**.

Valicom also provided benchmark pricing and data points for the client to assist in negotiating new, more competitive rates for soon-to-be expiring contracts. Detailed cost allocation assisted the client in managing costs across their many locations.

The client utilized Valicom’s TEM portal for centralized invoice processing and bill payment. The client’s wireless environment, which includes over 700 devices, is now closely managed through Valicom’s wireless optimization services. Unused devices and inactive contracts are continuously monitored and promptly deactivated. Wireless optimization assists the client to better control their annual wireless spend totaling $700,000.

The **total three-year savings** for this client is

$1,196,758.78

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**About Valicom Corporation**

Your business should drive the technology solutions you deploy, not the other way around. By taking a results-driven approach, we help you optimize, consolidate, and reduce telecom expenses. We do this by digging deep into your current telecom and network solutions, gaining valuable visibility into every aspect of your telecom expenses.

As a complimentary tool to our solutions, we offer **Clearview**. This web-based TEM platform can be used by internal staff alone or paired with professional services provided by our team of dedicated experts. The robust proactive tool **increases visibility, controls costs, and reduces risk**.

Ready to take control of your telecom spend?
email us at info@valicomcorp.com