



What's Next?

A quiz to determine next steps for managing your telecom environment

Print and circle your answers or keep track of your answers on a separate piece of paper. After picking a letter for each question, you will tally how many A's, B's, C's, and D's you answered for. This will help direct you to the best next step for your organization.

Do you know what TEM is?

- A. No idea
- B. Yes, we track and analyze a few things
- C. Yes, we manage our telecom expenses in-house
- D. Yes, we have a TEM provider

Do you know how much your company spends on telecom expenses annually?

- A. Nope
- B. I think so
- C. Yes, but I don't know how accurate my number is
- D. 100% confident

Telecom Expense Management Will Save You

10-35%
Of Your Total Telecom Spend.

How many staff members do you currently allocate to managing telecom and technology expenses?

- A. 0
- B. 1-2
- C. 3-5
- D. We outsource it

Do you know how many telecom devices per each location your company has?

- A. Nope
- B. Roughly
- C. Gosh, a lot
- D. Our third-party provider does

Has your company ever been late on a telecom bill payment?

- A. I don't know
- B. A few times a year
- C. Not really
- D. No. We have a third party doing it for us

Do you know when your contract is due for renewal?

- A. Not sure
- B. Yes, but why does it matter?
- C. Yes, we plan to renegotiate but don't know how
- D. Yes, we have someone doing it for us

Does your company currently negotiate contract renewals?

- A. No
- B. We want to but don't know how
- C. We've tried but I don't think we got the best deal

D. We have someone doing it for us

What's your total employee count?

- A. 0 - 300
- B. 300 – 1,000
- C. 1,000 – 5,000
- D. Over 5,000

90% of
**Valicom's Direct
Clients Come to Us
from Our Competitors**

Please tally how many times you selected each letter. The letter with the most tally's will direct you to the outcome that best suits your organization.

Thank you for taking our quiz and please let us know if you have any questions!

Next Steps

- A. If your answers were primarily A's, we suggest you continue to learn about how to manage telecom expenses and then take further action. The resources below will explain what telecom expense management is, what you should be tracking and looking for, and how management of your telecom environment can help you save A LOT of money in the long term.
 - a. What is TEM?
 - b. TEM resource
 - c. TEM resource

- B. If your answers were primarily B's, we suggest you partake in a free cost-savings analysis and begin to create a telecom expense management strategy. You will find the link to set up your free cost-savings analysis and TEM strategy resources below.
 - a. Sign-up for your free cost-savings analysis
 - b. Strategy resource
 - c. Strategy resource

- C. If your answers were primarily C's, we suggest you contact a telecom expense management provider. Below is a link to set up a discovery call with one of our

professionals today.

- a. Set up your discovery call
- D. If your answers were primarily D's, you most likely are working with a TEM provider. 90% of all of Valicom's direct clients come from our competitors. Many believe it's really hard to switch providers but that is just not true! Our eBook "Making the Switch", will break down how making this change can be easy.
- a. Making the Switch eBook
 - b. More info about Valicom

Again, if we can help you now or in the future, please reach out to our Marketing Director, Chantel Soumis!

Chantel Soumis

Email: csoumis@valicomcorp.com

Phone: 608.227.0619