



Network Mapping Associates
YOUR SINGLE POINT OF CONTROL

TeleMap™ Process

Preliminary Savings Report

Prepared For:

Example

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Network Mapping Associates, Inc. (NMA)'s methodology behind TeleMap, known as the TeleMap Process™, uncovers services and/or methods of communicating that are either not operating in the most cost effective manner, or billing at an incorrect rate.

Within two weeks from commencing the TeleMap Process™, NMA will identify cost reduction and recovery strategies for our clients and document these opportunities through the Preliminary Report. The following is an example of the areas uncovered within two weeks of receiving one month of invoices and the related provider contracts. The results are dependant on the amount of billing data received, along with the size and spend of Communications.

NMA will uncover all immediate opportunities that can range from \$120.00 per year up to \$64,000 per year in savings for a single cost reduction strategy in this case study.

Preliminary Report

Overview

Network Mapping Associates, Inc. (NMA) has initiated the detailed analysis of data provided by Client Name known as the TeleMap™ Process. The analysis has led to the discovery of network optimization strategies and incorrectly billed services. All opportunities of cost reduction and recovery are contained in this report known as the Preliminary Savings Report.

Prior to documentation, each opportunity was thoroughly researched using the invoices, contracts, tariffs, and phone company records, to determine the accuracy and impact on "company name." As a result, NMA has calculated a refund potential of \$75,000 relating to incorrectly billed services while identifying an annual reduction potential of \$145,000 using all of the optimization techniques discussed.

Table of Contents

Verizon Wireless	3
Qwest.....	3
AT&T	4

Verizon Wireless Account xxxxxxxxx-00001

1. There are phones that have been identified that do not have the 12% Corp Discount applied
 - a. Correction of this error will result in a monthly savings of \$31.20, \$374.40 annually
 - b. Once corrected a refund will be generated from the inception of the billing error
 - i. 208 xxx-xxxx (\$5.40)
 - ii. 208 xxx-xxxx (\$7.80)
 - iii. 208 xxx-xxxx (\$18.00)

Qwest Account 208 xxx-xxxx

2. This account bills on average \$700.00 per month in Directory Assistance requests at \$1.25 per request
 - a. NMA can recommend a provider that can bill these calls at \$0.45 per request with a maximum of 2 requests per call
 - i. Implementing this alternate calling solutions will reduce the monthly charges and create a monthly savings of \$500, \$6,000 annually OR
 - ii. Utilizing an online service will eliminate all charges and create a monthly savings of \$700.00, \$8,400.00 annually
 1. NOTE: This same service can be applied to the AT&T Directory Assistance charges reducing that cost by another \$300.00 per month, \$3,600 annually
3. This account is being LEC billed by ESBI for Intermedia Voicemail at \$9.95 per month
 - a. The charges stemming from this company in more than 99% of cases is not a legitimate charge
 - i. Elimination of this fee will create a monthly savings of \$9.95, \$119.40 annually
 - ii. Once removed, a claim will be filed for a refund from the inception of this error
4. This account is also being LEC billed by Integretel for YP.Net Internet Access at \$34.95 per month
 - a. The charges stemming from this company in more than 99% of cases is not a legitimate charge
 - i. Elimination of this fee will create a monthly savings of \$34.95, \$419.40 annually
 - ii. Once removed, a claim will be filed for a refund from the inception of this error
5. This account is billing 2 PRI Circuits where the B channels for the circuit are costing \$70.27 each per month
 - a. Without having the contract NMA cannot confirm if the circuit is billing correctly however the cost for this service is high and might be incorrect
 - i. As requested above, please supply a contract
 1. If the rates are determined to be incorrect, the correction could result in a monthly savings of \$2,300, \$27,600 annually OR
 2. If the rates are correct, renegotiating would result in a savings greater than \$2,300 per month, \$27,600 annually
6. This account bills for 10 Foreign Exchange Lines in a Hunt Group at \$443.87 per trunk; \$4,438.70 total per month which are answered "Company Name"
 - a. The 9th line in the hunt group (208 xxx-xxxx) is Ring No Answer, which means that the line is most probably in trouble
 - i. Elimination of the troubled line which has most probably been down for some time, will create a monthly savings of \$443.87; \$5,326.44 annually
 - ii. Once corrected a refund will be requested from the inception of the billing error

7. With the above approved, this leaves 9 Foreign Exchange Trunks at \$3,994.83 per month. There is no usage on this account, so the FX's are not being utilized as the outbound home region calling area, therefore are most probably being utilized similarly to your RCF accounts. (FYI: Since install in 1987, Client Name has spent just shy of \$1,000,000.00 for these 9 lines. (\$998,400 at \$5,200/month)
 - a. Converting 208 xxx-xxx to a remote call forward number with corporate rewards, even with the same amount of paths would create a monthly savings of \$3,812.58; \$45,750.96 annually
 - i. This savings will be offset by the amount of usage billed. It would take over 65,000 minutes to wipe out any savings
 1. NOTE: NMA has dialed the number several times and have been able to access 8 lines simultaneously indicating 1 call was active at the time of the test. NMA tried on 3 separate occasions during all times of the day indicating the opportunity to limit the amount of paths to create greater savings

AT&T Account xxxx-xxx-xxxx

8. This account is billing 11 T1 Circuits for a monthly cost of \$1,090.63
 - a. The AT&T contract provided states that there is a local loop pricing matrix but it was not provided in the paperwork
 - i. Regardless, these loops are priced at a tariff rate rather than the contract rate of approximately \$600.00 per month
 1. Correction of this rate will result in a monthly savings of \$5,396.93, \$64,763.16 annually
 2. Once corrected a refund will be requested from the inception of the billing error