



“I have over 50 different contracts for data lines, telephone service, long distance, local, and cellular plans. My accounts payable staff receives invoices all month long from several different companies. Just the audit and approval of those bills is costing our organization quite a bit of money based on the time spent in our invoice approval process. In addition, keeping track of those various contracts is also a nightmare....HELP!

TSKnex –Total Communications Consolidation and Cost Management Program

Gaining control of all communications contracts and expenses associated with the multitude of agreements that any company will negotiate over time, is the first step in the TSKnex Solution. This unique system provides for;

- Consolidation of All Data/Communications Expenses
- Complete Inventory
- Integration with Client Accounting & Budgeting Systems
- Optimization Analysis For Best Value Opportunities
- Delivered at Net-Zero Cost of Service
- Monthly “Scrubbing” of Invoices
- Credits Obtained Without Client Intervention
- Flexible On-line Reporting
- Monitor Potential Abuse of Services
- Monthly Verification and Validation
- Federal Government Approved Methods

TSKnex Step One –ValuBill

TSKnex's Analytics and Authentication system, ValuBill, is unique in the industry and the global leader in expense management. ValuBill ensures that every coin earned by the hard work of your organization is spent at the right time, for the right service and provided at optimum pricing for all of your communications expenses. ValuBill also provides a gateway that enables enterprise-wide, maximum cost control on all telecommunications expense categories, while providing intelligence to manage internal financial controls. Triose Clients have generally realized a 20% to 30% savings in invoice processing expenses through this comprehensive program.

TSKnex Step Two –Optimization

After gaining complete control over all of the various contracts and expense categories outlined above, the client can now concentrate on gaining further cost savings through the Optimization program associated with the ValuBill program.

TSKnex maintains wholesale relationships with over 38 of the worlds leading communications carriers and can often provide lower rates than what is currently being experienced by the client. Rates can vary from 20% to 40% and will be detailed within the Optimization program of ValuBill so that the client can determine if a contract change is warranted or not. In addition to rate optimization, this program will also provide monthly analyses regarding appropriate data line usage so a determination can be made by the client on either the reduction or addition of data lines.



Getting Started On The Path To Total Expense Management

TSKnex has developed the following simple questionnaire which will provide the initial data we need to provide a proposal for this unique cost management program. Please complete the following questions and return to your National Accounts Representative.

- 1.) Estimate the total annual telecommunications spend for all voice and data services and equipment. (Voice services include all wire line and wireless costs while data services include all internet access, point to point and bandwidth costs. Please also include estimated cost of annual equipment purchases and/or maintenance contracts.)
- 2.) Please complete the attached spreadsheet to provide the total number of locations along with the total number of employees by location, standard hours of operation and type of facility (e.g. office, call center, warehouse, etc).
- 3.) Estimate the total number of distinct vendors that provide the telecommunication services set forth in question number one above.
- 4.) Estimate the total number of invoices received from vendors providing telecommunication services.
- 5.) Estimate the total number of paper invoices received from vendors providing telecommunication services.
- 6.) Estimate the total number of distinct telecommunication voice lines (direct lines and/or trunks not extensions).
- 7.) Who is currently responsible for the management of your company's telecommunication services?
 - a. Are they dedicated to this task full time?
- 8.) Are any services provided under contract for either network services or equipment?
- 9.) If contracts exist are they based on vendor tariff or negotiated rates?
- 10.) Are there any open disputes with vendors? If yes, explain:
- 11.) Were there any new contracts, contracts that were renegotiated or consolidated within the last year?
- 12.) Have there been audits performed on telecommunication expenses in the past?

If yes,

When & how often?
Was it for all telecommunication service categories?
Did this audit include all vendors?
- 13.) Do you have cabling and/or infrastructure standards that you operate under?
- 14.) Do any of your locations have payphones and/or elevators?

TSKnex is dedicated to the common goals of improving efficiencies through state-of-the-art technology solutions while reducing overall costs.