



ENTERPRISE MOBILITY

CFO INSIGHTS INTO WIRELESSEXPENSE MANAGEMENT

One of the world's leading information technology research and advisory companies made a bold prediction in 2009. It said that 80% of businesses will overspend on their wireless services by an average of 15% through 2014.*

As it turns out, their prediction was conservative. Businesses in all sectors tend to overspend on wireless services by as much as 20% and higher.

80% OF BUSINESS WILL OVERSPEND ON THEIR WIRELESS SERVICES

The reason for this overspending is that the majority of companies do not adequately manage their mobile costs.

With the right support, you can help reduce concerns about spending on wireless services by bridging the gap between your CIO and wireless expense management (WEM).

THE EXPANDING ROLE OF THE CFO

The traditional CFO role requires risk reduction, accurate record keeping, CEO support, and excellent communication between departments while also running an efficient financial operation.

As the competition in your market becomes increasingly agile, the CFO must also become a strategist who uses financial insight to drive business improvement initiatives that add measurable value to the company. With these roles in mind, if your company is overspending on wireless services, you need to know about it now.

Every day that you don't take action costs your company money. A recent cross-industry survey found that companies who follow TEM best practices could experience sustained savings of up to 20%.¹

REASONS WHY COMPANIES OVERSPEND ON WIRELESS SERVICES

There are several reasons why companies overspend on wireless services.

One fundamental reason is that CIOs are struggling with the challenge of keeping pace with mobility innovations that keep technology acquisition and usage patterns in flux.² By not consistently monitoring mobile devices and their usage, the company is missing opportunities to save money.

* Gartner, [Gartner Says 80 Percent of Enterprises Will Overspend on Their Wireless Service Costs through 2014](#), July 22, 2009.

¹ IBM, [Insights into Enterprise Telecom Expense Management: Trends and Best Practices](#), 2014.

² Gartner, [IT Market Clock for Enterprise Mobility, 2014](#), 2014.

BEST PRACTICES

A recent cross-industry survey found that companies who follow TEM best practices could experience sustained savings of up to 20%.¹

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Even companies that do audit their wireless bills tend to do so retroactively. This wastes both time and money. Additionally, many companies simply do not have the industry knowledge it takes to handle mobility expense management initiative properly.

SELECTING AN EFFECTIVE WIRELESS EXPENSE MANAGEMENT PARTNER

WEM means reducing costs by adopting standards and procedures for effectively managing your wireless services and expenses. To uncover the most savings on an ongoing basis, it is important to partner with an experienced mobility management provider that offers a full range of proven services.

Make sure that your partner has the capacity to provide:

- Contingency based fee structure with an all-inclusive mobility management solution
- Proactive and hands-on mobility cost reduction system consisting of real-time use analysis and expense optimization
- Effective retroactive credit acquisition process
- Reporting – ad hoc, engaging, accurate, fully customizable, and ready-to-print
- Full Service Mobility Helpdesk - certified, in-house, knowledgeable, accountable, and easily accessible team which can seamlessly integrate into your current IT workflow

- Mobile Security & Policy – MDM (MobileIron, Soti, AirWatch, MaaS360, etc.) solutions and support, including mobile policy implementation

All these services and more should not be an out-of-pocket expense for your company. A qualified mobility management firm will find its fees well within the produced actual savings margins and bill only after you realize the returns - effectively producing instant ROI.

INTRATEM IS YOUR MOBILITY MANAGEMENT SPECIALIST

IntrateM will proactively optimize your wireless accounts to save an average of 25% per month without changing carriers or extending contracts; provide comprehensive reporting, and a full service mobility helpdesk.

To start, **schedule your complimentary consultation now.**

**The IntrateM Guarantee:
Either we produce tangible savings, or you pay us nothing.**

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