

# Specialists in proactive wireless telecom optimization: **IntrateM**

*“Reduce cost and offload mobility support.”*

**F**ounded in 2004, Intratem is a team of hands-on professionals with more than a decade of industry knowledge and experience. Its solutions help save companies an average of 25% off wireless costs. With its Wireless Expense Management service, Intratem will proactively optimize mobile accounts without switching carriers, extending contracts, or requiring to buy any additional equipment. Most importantly, without any adverse effect on the end-user experience.

IntrateM’s full suite of services includes comprehensive ad-hoc reporting as well as a helpdesk capable of handling anything from basic password resets to device provisioning; MDM solution consulting, support, and much more. Since its inception in 2004, Intratem has recognized the remarkable impact mobile devices have on business. The primary objective is to facilitate a stress-free and cost-effective mobile business environment for all its clients.

## **Dedicated Mobility Experts**

IntrateM slashes wireless expenses without switching providers and takes on mobile support at no-net cost for its clients. By reducing

wireless expenses anywhere from \$10 - \$30+ per line, per month, Intratem’s clients can repurpose the funds on more vital projects, which otherwise would be wasted. In exchange for its performance-based fee, Intratem provides a complete Mobility-as-a-Service solution, including clear reporting, real-time analysis, data controls, MDM, Tier I, II, III mobile support, and much more. All these services take care of the entire Enterprise Mobility Management business needs and save countless hours as well as additional expenses for its clients.

## **It isn’t easy after all!**

Catching the best talent, currently is, and probably will be its main challenge in the foreseeable future. Intratem must find ways to allocate its resources to be able to find the best leaders for its growing company. It is definitely a challenging task considering that the overall economic climate is currently very favorable to the qualified job seekers as well as the fact that it operates in the rapidly evolving and expanding industry. To its advantage, Intratem is able to offer unique growth opportunities, flexibility, agility, and overall absence of bureaucracy matched by the stability of an established firm, which startups are not able to provide.

***“We are not another software solution. Our team of hands-on professionals bring with them years of mobile experience and expertise, and take on the responsibility of realizing cost savings changes for our clients.”***

**- Dimitry Malinsky,  
CEO**

## **The Client Dimension**

IntrateM works across many industries. Typically, when financial and IT professionals hire Intratem it’s because they are frustrated with the rising costs of wireless, disappointed in the lack of transparency, or are overwhelmed with mobile support tickets. From non-profit organizations to Fortune 5,000 companies. Kubota, LA Philharmonic, Clean Energy, USA Truck, Bunim/Murray Productions, and Hitachi Metals are some of many Intratem’s clients.

## Meet the CEO

**Dimitry Malinsky, CEO:** Dimitry, to date has saved more than \$50 million in cellular costs for his clients. Dimitry sets overall company direction and ensures that Intratem's mission is a success. He formulates and implements the strategic plan that guides the direction of the organization. His background allows him to be hands on when developing cost and time optimizing mobility solutions. Dimitry is vigilant in identifying external and internal competitive landscapes, opportunities for growth, new clients, markets, industry developments and standards. Dimitry has a bachelor's degree in Finance from California State University-Northridge.



Dimitry Malinsky, CEO

## Which wireless TEM services does your company need?

- By Dimitry Malinsky

Before you choose a wireless TEM vendor to upgrade your company's communications, take time to understand which services are most important.

**Receipt, audit and invoice processing:** This is the most fundamental wireless TEM service, and one that will make the biggest difference in your telecommunications costs, according to No Jitter. A wireless TEM provider should concern itself with managing invoices for telecom expenses. This includes receiving wireless service invoices, auditing those reports to review line-by-line expenses, and adjusting spending to optimize costs and keep expenses under control.

No matter what type of business you run, this basic service is essential. It's offered by virtually every TEM provider, although some are better than others. Companies should compare those vendors based on how much they are able to reduce the average monthly TEM expense. A good wireless TEM service will be able to pay for

its own services through the savings they create for their clients.

### **Billing error correction:**

Alongside basic invoice management duties, wireless TEM providers should offer billing error correction as a basic service. At the enterprise level, even small billing errors can unravel into large additional expenses, but many companies struggle to identify these costs. Professionals who don't specialize in TEM can get quickly overwhelmed by the complexity of these operations, and they aren't able to quickly recognize abnormal line expenses. A wireless TEM provider can sniff out these costs quickly and make sure their clients aren't getting charged for services they aren't using.

### **Proactive account**

**management:** Some expense management services are reactionary — they use past charges and usage to dictate future expenses. But proactive account management is a little more aggressive when it comes to cutting costs, making monthly billing adjustments before the billing cycle's closing date. This type of expense management maximizes savings by accelerating the timeline for cost reduction. It's a more involved process on the

wireless TEM servicing end, but clients get the benefit of optimized expense reduction.

### **Device inventory**

**management:** At the enterprise level, mobile device environments are continually growing more complex and populated. The introduction of new devices, which can include both personal devices and business-owned devices, creates complex device inventories that aren't fully transparent to most enterprises. TEM device inventory management gives companies a complete view of their mobile device environments, tracking the devices they include, the service and infrastructure needs for that environment, and options to further reduce costs through more effective inventory management. Additional TEM services may need to be included, depending on each enterprise's specific needs. Companies should also keep in mind the value of scalable TEM solutions: As your needs evolve over time, you'll be much better served with a service provider who can grow your solutions to suit your changing needs.