

“Our solutions help save companies an average of 25% off wireless costs.”

Intratem Mobility-as-a-Service

“Intratem slashes wireless telecom costs and takes on the burden of mobility support without switching carriers or spending additional corporate funds.”

Intratem is not just another software solution or a DIY portal. It is a team of hands-on professionals with tens of thousands of lines under management and more than a decade of industry knowledge and experience.

Through Wireless Expense Management, Intratem will proactively optimize mobile accounts without switching carriers, extending contracts, or requiring you to buy any additional equipment. Most importantly, without any adverse effect on the end-user experience.

The company’s full suite of services includes a help desk capable of handling anything from basic password resets to complex mobility, as well as comprehensive ad-hoc reporting, Smart Data Controls, MDM, and much more.

Since its inception in 2004, Intratem has recognized the remarkable impact mobility has on business. Its primary objective is to facilitate a stress-free and cost-effective

mobile business environment for all its clients.

In discussion with the CEO: Dimitry Malinsky

Can you brief us about the history of your company?

Started in 2004, when mobility for business was dominated by Nextel and RIM devices which were mainly handed only to upper management

- Recognized the impact that mobility has on business
- Developed a proprietary expense reduction strategy
- Introduced mobility Help Desk
- Stressed the importance of service and support quality
- Expanded services to include Smart Data Controls

Can you tell us how your company is positioned in the current market?

Telecom is still within top 5 largest expenses for most businesses and will continue to grow with additions of IoT and just by becoming more

and more ubiquitous. Our service allows CIOs to maintain a lean environment while alleviating the burden of end-user support. At the same time, we reduce the overall spend on existing carrier contracts, thus increasing the overall IT budget which keeps CFOs just as happy. Although economy has been relatively on the uptrend savvy financial managers recognize the need to trim expenses and run lean operation at all times rather than trying to fix things when it may be too late.

Can you provide brief information on your service/product and how it benefits your clients?

Intratem slashes wireless expenses without switching providers and takes on mobility support at no-net cost for our clients. By reducing wireless expenses anywhere from \$10 - \$30+ per line, per month, our clients can repurpose the funds on more vital project. In exchange for our performance-based fee we provide 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 all Enterprise Mobility Management needs of a business and save countless hours and additional expenses for our clients.

How do you position yourself in the current domain? How do you amalgamate latest technology with business objectives?

- As Internet of Things continues to develop the number of devices as well as complexity of mobility will grow with it
- We are a managed mobility service; thus, our position and focus is on providing full support of all things mobile
- We reduce cost, help companies offload mobile support, and drive our clients to new heights by untethering their employees
- We stay on top of all new technologies and carrier innovations.

Who are your big clients?

Our biggest client range from Fortune 500 to innovative startup companies.

What differentiates you from others in the domain?

We are not a cookie-cutter system. Instead we learn about our clients' needs and then seamlessly fit into their company culture.

What are the challenges faced by you and your company?

Capturing the best talent is and probably will be our main challenge

in the foreseeable future. We must find ways to allocate our resources to be able to find the best leaders for our growing company. It is definitely a challenging task considering that overall economic climate is currently very favorable to the qualified job seekers as well as the fact that we operate in the rapidly evolving and expanding industry. To our advantage, we are able to offer unique growth opportunity, flexibility, agility, and overall absence of bureaucracy matched by stability of an established firm that startups are not able to provide.

Which geographic areas does Intratem serve?

We operate in all 50 states, and Canada. Many of our clients have international presence and so we support them there as well.

What are your present and future focus areas?

We presently focus on mobility, support, cost, and growth. In the future, we intend to focus more on technology and innovation, while maintaining our concierge level service.

Can you share some of your client's feedback and case studies with us? How satisfied are your clients with the service you are providing?

Recently, a heavy construction company with over 550 wireless lines between AT&T and Verizon with segregated user roles, multiple locations, and mixed devices was able to reduce costs by \$9,826.92 per month from \$38,966.53 to \$29,139.61 or roughly 25%. They gained direct

end-user support and seamlessly offloaded all everyday wireless management tasks onto Intratem.

"I am very glad we went with y'all. Service has been great!"

"I'm getting lots of positive feedback from our users regarding your team. It's great to deal with knowledgeable and kind support professionals!!!"

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Most of our clients share with us their frustration with end-user mobile support and the rise of wireless costs.

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Dimitry Malinsky, CEO