



C O M  I E W

Strategic Telecom Sourcing

Telecom sourcing from RFP to carrier contract negotiations and implementation/conversion

With an incredibly fast moving and competitive telecom market, it pays to negotiate hard for what your organization deserves. Sourcing fixed and mobile enterprise telecommunications can be a long and complex process, but can be more productive and fruitful if you have the right market knowledge and expertise. Comview provides a full range of vendor-neutral, strategic telecom sourcing services that can be customized for your specific needs and goals.

Regardless of where you are in the telecom sourcing process, and whether you are looking to change carriers or get more from the ones you have, Comview's experts can help you in any or all of these key areas to ensure you the best rates, discounts, terms and SLA's:

- **Current State Analysis** – Every sourcing initiative should start with a complete understanding of your current telecom environment, contracts and needs. Comview can help you document and benchmark your current telecom state – including what you have, where you have it, and how much you're paying.
- **RFP Services** – Whether you already have an established telecom RFP, or need help developing a new one, Comview has the experience and resources to help. We can create and/or analyze your RFPs to ensure alignment with your business needs and solicit the right responses from carriers.
- **Proposal Analysis** – When telecom bids come in, Comview helps you evaluate, understand and compare each carrier bid to ensure your specific company needs are being addressed. Our vendor-neutral team of professionals represents your best interests – not the carriers' – helping you make the right, informed choices for your specific business.
- **Contract Negotiations** – When it's time to negotiate your telecom contracts, having impartial knowledge and expertise in your corner can make a huge difference in the final outcome. There are many nuances beyond basic pricing that should be considered, such as payment for conversion, better equipment pricing, new devices and so forth. It is this comprehensive cost savings perspective that allows Comview to confidently assure you get the best negotiated deal every time. That means lower costs and better support.
- **Implementations/Conversions** – In the event you do change carriers, you may need help with the implementation or conversion. Comview's experienced team can assist with, or take complete responsibility for, the entire conversion including: standards, device acquisition, training, you name it.

You may even want to consider having the experts at Comview create and issue a carrier RFP before your agreements expire. Even if you don't change carriers, putting the incumbent on notice usually results in a better deal for you.

So when you have a telecom sourcing initiative, it pays to talk to Comview.

Comview's Sourcing Capabilities Include:

- Current state analysis
- Full range of telecom RFP services
- Telecom proposal analysis
- Carrier contract negotiations
- Implementation and conversion services
- Full range of post-contract, integrated fixed/mobile telecom expense management and call accounting services

