



Mobile and Landline Telecoms for Procurement Specialists & Outsourcers

Analysis

Expense Management

Cost Reduction



About Efftel

- est. 2001; Specialist provider of Telecoms & Mobile Expense Management services
- Proven experience with large multi-national corporations in UK and Europe
- Excel in providing first-class services producing tangible results & cost savings
- We focus on our core skills and capabilities, supported by own specialist software
- Our team are all seasoned, experienced telecoms professionals
- We add value to our clients providing industry knowledge and in-depth technical, market and sector data

See our Procurement Leaders Site

PROCUREMENT LEADERS
THE EXECUTIVE NETWORK

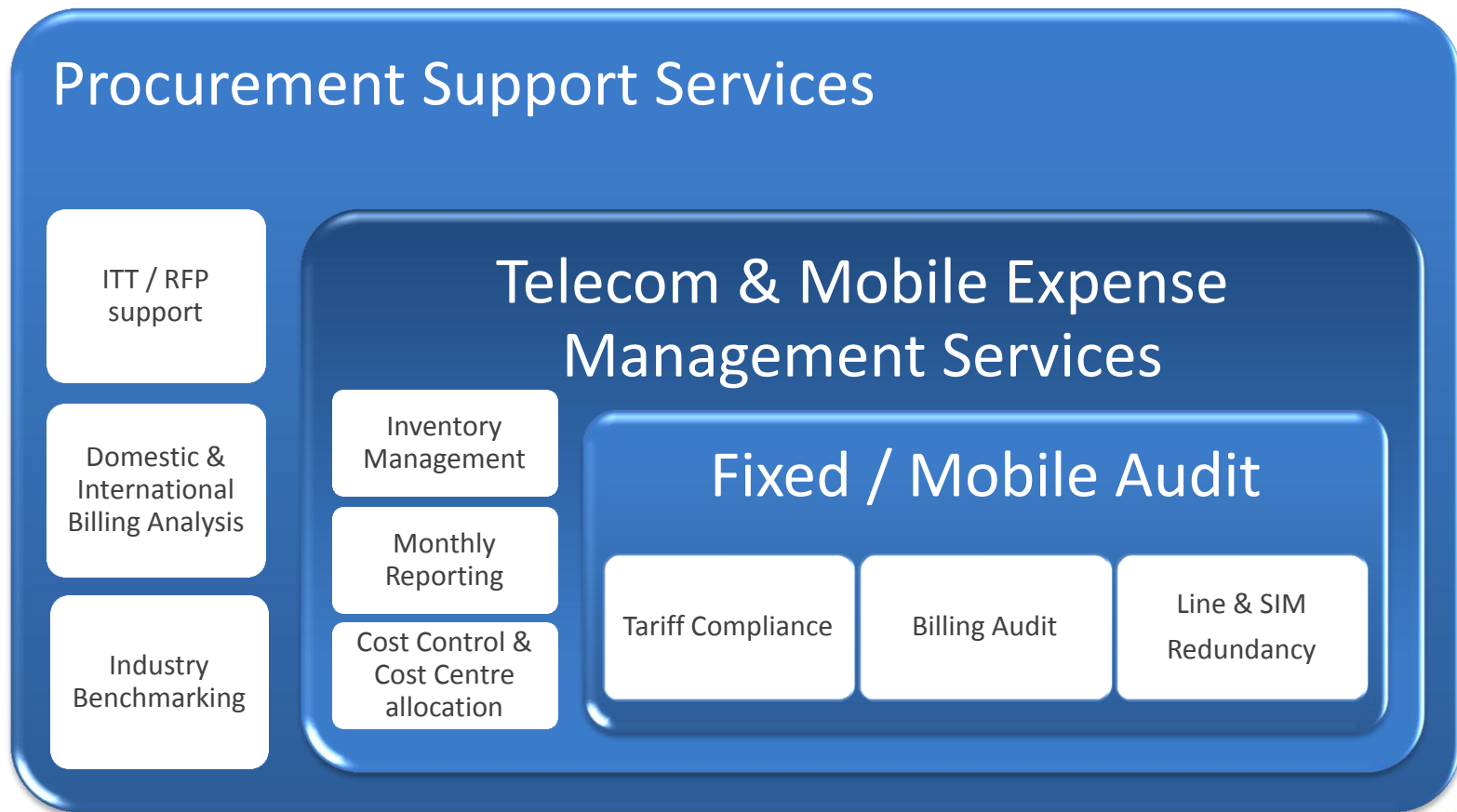


Value Proposition

“Efftel’s Procurement Support services are designed to enable specialist Procurement companies to provide cost effective, value-added and innovative Telecoms solutions to their clients”



Procurement Solution Model - Fixed & Mobile





Efftel Procurement Support Lifecycle

End Client

Procurement Specialists & Outsourcers



- Billing analysis, Call Profiling
- Landscape audit for landline and mobile

- RFP Call Profiles & Pricing Templates

- Supplier Bid Analysis & Savings Forecasts
- Provision of Industry Benchmarking

- Handset Device, Order & Inventory Management

- Inventory Maintenance
- Cost Centre Allocation
- Reporting & MEM Cost-Control

Efftel Full Back Office Service



Efftel's 'Recoster' Billing Analysis Tool

Eng No. /Line	Date/Period	Time	Duratio	Called Number	Exchange Name	Call Cost	BT - CC1.6M	CW BusinessTalk
			Average	Total				
			77 secs.	17.43 hours 810 calls.		£0. £39.63	£39.33 (99% of Orig.)	£21.01 (53% of Orig.)
							Notes	Notes
7713500	13/01/2004-D	14:15	00:00:12	01142322067	N Sheffield	£0.028	£0.028	£0.003
7713500	13/01/2004-D	14:16	00:01:04	01530230325	N Bagworth	£0.028	£0.028	£0.015
7713500	13/01/2004-C	07:43	00:00:25	01949845339	N Bottesford	£0.028	£0.028	£0.003
7713500	13/01/2004-D	17:32	00:01:10	01709814665	N Rotherham	£0.030	£0.030	£0.017
7713500	13/01/2004-D	16:32	00:01:50	01142244487	N Sheffield	£0.048	£0.047	£0.027
7713500	13/01/2004-D	16:29	00:01:30	01709819359	N Rotherham	£0.039	£0.039	£0.022
7713500	13/01/2004-D	16:26	00:01:01	01159665288	N Nottingham	£0.028	£0.028	£0.015
7713500	13/01/2004-D	15:50	00:00:47	01773530674	N Langley Mill	£0.028	£0.028	£0.011
7713500	13/01/2004-D	15:35	00:01:06	01778342100	N Mrkt Deeping	£0.029	£0.028	£0.016
7713500	13/01/2004-D	15:30	00:04:20	01246476677	N Chesterfield	£0.114	£0.112	£0.063
7713500	13/01/2004-D	14:54	00:00:30	01335344000	N Ashbourne	£0.028	£0.028	£0.007
7713500	13/01/2004-D	14:50	00:00:26	01400273700	N Loveden	£0.028	£0.028	£0.006
7713500	13/01/2004-D	08:12	00:00:24	01709819359	N Rotherham	£0.028	£0.028	£0.004

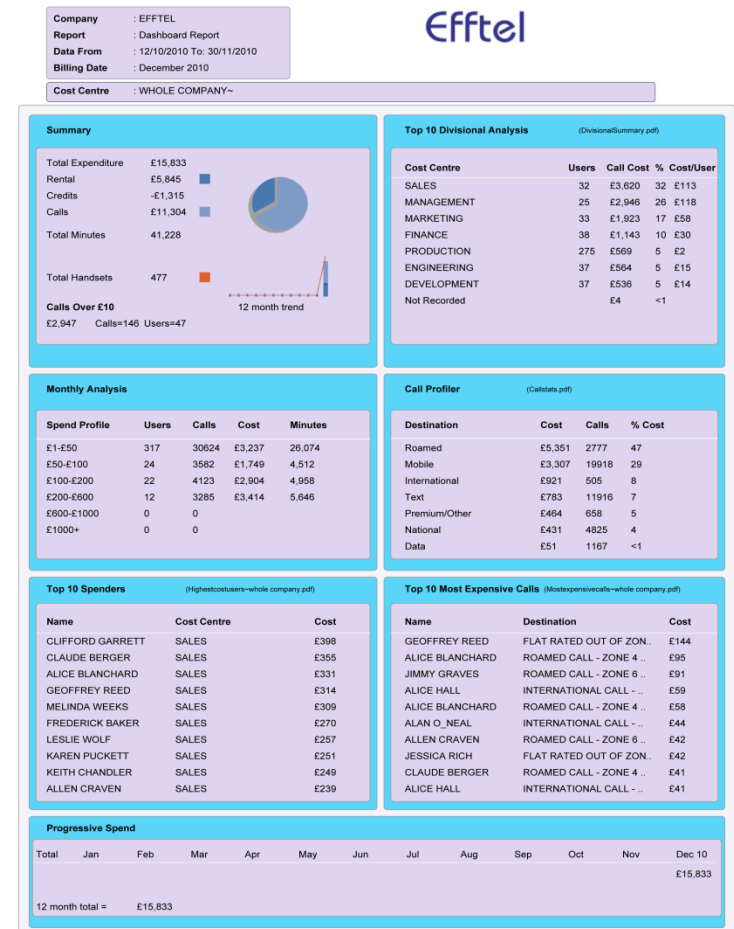
Alternative supplier analysis
Compliance check

- ✓ independent billing analysis tool
- ✓ ensures correct billing to contracted tariff
- ✓ uses customised price list
- ✓ incorrectly priced calls by carrier identified
- ✓ accurate savings forecasts
- ✓ output for ITT/RFP and benchmarking



Efftel's MEM Reporting

- Dashboard report presents a top-level summary to client's management
- Range of exception and usage reports emailed direct to managers and staff across the organisation
- Bespoke reports can be agreed to focus on combinations of data types covering:
 - **Financial:** YTD, financial summaries, trends, cost centre level, etc.
 - **Call Management:** itemised calls, exception, tariff related, etc.
 - **Inventory:** zero billing SIM's, unallocated, phone type (Blackberry, iPhone), etc.
- White label commercial model





Win-Win Benefits

- Increase your portfolio of service offerings across the procurement lifecycle
- Create 'stickiness' opportunities
- You maintain your client relationships
- Sustained cost reductions (typically 10% - 20% of spend)
- Increase control and compliance, and reduced risk
- Access to our own independent billing analysis data
- Improved value-add and innovative offerings



Why have major companies chosen Efftel?

- Voice & Data Experts with 20 + years experience focussed on our core business
- Fully independent and backed-up by our own accurate specialist software
- We build long term relationships providing a customised service
- We adapt to our clients' evolving needs and provide value added services
- Clients have trust in our services and our data



UNIVERSAL MUSIC GROUP

