

# Service: Genesis

## FACT FINDING FOR SUCCESSFUL CONTRACT NEGOTIATIONS

The path to a successful tender is ensuring your organisation knows and understands its mobile expenditure and strategic direction better than the Mobile Network Operators.

This means being in possession of all the facts that will determine how to build a tender that is right for your company. You do not want to be driven by what the Mobile Network Operators think is right for you.

There are many influences on tenders that affect pricing. Your organisation needs to understand all these variances before you start contract discussions and negotiations.

Ensure that you begin the conversation with the Mobile Network Operator from a position of strength, armed with detailed knowledge of your wireless device management strategy so that the operator cannot dictate terms and your requirements.

### WHAT YOU GET

#### User audit

An accurate database of users and their mobile assets to enable an end-of-contract cleanse of unnecessary connections and devices.

#### Disconnection recommendation

A detailed report highlighting potential disconnections and the associated productivity.

#### Tariff analysis

A full breakdown of connections that are not utilising the subscription package, and recommendations of what package they should be using.

#### Tariff usage report

A three month analysis report detailing minute usage against the network billing tariff table.

#### Spend ratio report

A report detailing the spend percentages across all tariffs to identify what the tender should focus on.

continued overleaf...

## WHAT YOU GET continued

### International usage report

Breakdown of use across countries and the type of international call made (In Country / Back to UK / Roamed Incoming, etc.)

### Data usage analysis

Detailed understanding of usage patterns by connection for data consumption over a three month period.

### Personal usage call evaluation report

A full report in line with HMRC assessment criteria to understand the potential personal use of company mobile phones.

### Terms & conditions - advice document

An industry knowledge based advice document, which details clauses that your organisation needs to be aware of when signing new contracts.

## BENEFITS

- Cleansed user database – ready for migration if required
- Recommendations to reduce expenditure
- Removal of superfluous devices and connections to prevent unnecessary costs going forward
- Concise and clear information for tender, to enhance the chances of a successful negotiation
- Understanding of data usage and profiling to optimise the expenditure on expensive data packages
- Understanding of the level of personal use, allowing a costed decision to be made about future policy on personal calling

Genesis has been specifically tailored to supply you with the information to make informed decisions and give you the advantage in contract negotiations.

It removes the internal burden of trying to collate all the information and, above all, ensures you achieve what is right for your organisation.