

A photograph of a server room. The room is filled with rows of server racks on both sides of a central aisle. The floor is made of a light-colored material with a grid of circular perforations. The racks are filled with various components, including cables and hardware. The lighting is bright, coming from overhead fixtures. The overall scene is clean and organized.

# 7 Keys to Better Network Financials

Hunting for opportunities to cut your services budget



# Of course everything is under control...why wouldn't it be?

You've looked at this before, you have people on it or use an expensive application to manage things, but...

It's not rocket science; it's just one of the hardest things to keep a focus on. Operational demands become an immediate priority, drawing resources away from watching monthly expenses that eat into your budget twelve times a year.

That's why it's becoming another discrete IT specialization.

Here are the key areas to examine in your business and consider exploring as opportunities for potential savings.



# What is your *Change Profile*?



External/internal factors that aggravate liabilities.

- **Status Quo** - no or minimal change in locations, providers, technologies and personnel.
- **Rapid Change** - an acquisition due to M&A activity.
- **Continual Change** - projects that affect variables each or most quarters.

**The greater the frequency and depth of change – both up and down - the greater the financial impact.**

# What do we mean by change?

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- **Locations:** How many offices have you opened, closed or moved in last 12 months.
  - **Personnel:** The difference in headcount between 2007 and 2008.
  - **Technology:** A significant capital investment made in the network.
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# The 7 Keys



- Inventories
- Trained Resources
- Centralized Control
- The 4 Critical Processes
- Discovery
- Leveraging Free Tools
- Policy Development



# 1 Inventories

- Make it a 'living document' accessible to all relevant parties
- Must be complete, accurate and up-to-date
- Reviewed & updated every month or when changes occur
- Segmented by area of specialty for faster access in cases of trouble reporting or as data set for decisions

# 2 Trained Resources

- Not everyone knows what to look for
- Must be disciplined and capable of recognizing significant trends
- Should be part of the budget and responsible only for identifying and acting on savings
- Measured on results and accountable for seeing items through the entire process



## 3 Centralized Control

- Activity and authorization runs through single entity
- Records are stored and updated by same organization or resource
- Policy is set for all entities within enterprise
- Communication and user education determined by single authorized entity

## 4 The 4 Critical Processes

- Order Process
- Bill Validation & Approval Process
- Audit Process
- Decision Process



# 5

## Discovery

- Active campaign to identify new areas of savings
- Account for everything that can be counted or consumed
- Sort, Categorize, Group and Quantify
- Look for what's missing, what's new and what doesn't belong

# 6

## Policy Development

- Centralized and consistent
- Involve stakeholders
- Keep open ended and revisable
- Written, approved and verifiable





# 7 Leverage Free Tools

- Participate in all vendor tools provided
- Assign, train and encourage use by individual(s) to keep viable
- Consider vendor tools as 'detailed view' for background data
- Create umbrella view of enterprise that vendor tools can support in greater depth

# How we can help

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- Consulting
- Process Improvement
- Project Management
- Records Management
- Knowledge Transfer
- Training





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