

Three myths disproved, three reasons for...

WHY CUTTING NETWORK EXPENSE IS WORTH IT

Myth #1: 'Telecom is a small part of IT budget.'

- **Larger Picture:** Think more in terms of 3 years, rather than 1
- **Opportunity costs:** A \$16K month savings = \$576K in capex funding
- **Been there, done that:** 2009 saw all the easy IT budget cuts have been taken
- **Volatility:** At least 6% fat grows into your spend each year through unmanaged change

A similar principle to Moore's Law - as expense visibility increases, new opportunities will continue to emerge

Reason # 1 – Managing recurring costs provides a continuous stream of savings.

Myth #2: 'It's everybody's job.'

Some simple questions to think about:

- When was the last time someone got fired for not saving money?
- Is there any incentive for the average employee to cut cost?
- Are certain individuals able to circumvent cost control policies?
- Choose the order the following IT priorities: ^{*}
 - Save money
 - Answer a call from VP about his or her cell phone
 - Bring the network back up after being down
 - Figure out why people are complaining about slow connectivity

^{*} Hint: The bottom three belong on top in most companies

Faster network problem resolution and better technology decisions from good information

**Reason #2 – Re-purposing
information for other needs**

Myth #3: 'It's too much of a moving target'.

Examples of *moving target* industries:

- Technology developments – in all fields
- Financial markets, stocks, bonds & currencies
- Air traffic in the U.S.
- Fantasy Football, NCAA Brackets, Bret Farve teams

It's simply a matter of counting ... everything

More compelling business cases, greater buy-in from leadership, less aggravation during budget season

Reason #3 – More cooperation from Finance

One is a healthier lifestyle, the other is just a diet

Why TLM is Better Than TEM:

A&I Services that make life easier:



★ Logistics (for IT)

- ★ Vendor Coordination
- ★ Implementations
- ★ Order Process & Management



★ Financials

- ★ RFPs, Contract Negotiations
- ★ Bill Validation & Recovery
- ★ Investigations



★ Business Intelligence

- ★ Analysis & Reporting
- ★ Data Collection
- ★ Records Management



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