

## **Breakaway Services Inc.**

We help organizations manage and control telecom expense and inventory.

Our value proposition is very straightforward. Organizations spend a lot of money on telecom services. In fact, this is usually one of the top 5 expenses.

None of the carriers can invoice accurately for their services with any consistency. This means that you are likely wasting money every month that should be directed toward your primary mission.

The carriers also send you a lot of paper, often several bills referencing the same contract, or different bills for the same service!

We help organizations implement monthly invoice review, processing and rigorous analysis/cleanup. Our clients rely on us to take away the pain. CHI was delighted with the \$383,000 refund we obtained for them in June of this year. They now review meaningful reports rather than paper invoices, downloading the invoice from our bill portal only when absolutely necessary.

Because our services are billed monthly, our client kept all of the \$383k, and the additional \$200,000 we have saved them so far this year.

### **SERVICE**

Overpaying each month on your telecommunications bills has a significant impact on your company's bottom line. This hard dollar loss is very difficult to recognize because there is no sudden shift or decline in your P&L statement to alert you. Many organizations have found that these losses are very real and often reach as high as 20-40% of their overall annual telecommunications budgets. Your organization is likely to be suffering from this same silent cash drain that could never be identified through normal accounting procedures or by a typical audit.

### **BREAKAWAY IS YOUR SOLUTION**

Our solution begins with a clean up effort. Like the companies referenced above, your organization can increase cash flow, institute effective cost containment programs by seizing control of your voice and data telecommunications costs with an in-depth, NO RISK analysis of your telecommunications usage and efficiency. Our experts will clearly explain to you the services that you are not using or possibly misusing and where you are overpaying or being doubled billed etc. We will identify any area in which your telecom network is not operating cost effectively or as efficiently as possible in relation to your overall telecommunications requirements.

Once your environment is clean, our services will keep it that way. Every month we receive your bills, scan them and post them to a secure web bill portal. We implement electronic billing so that we can also enter the data into our telecom expense management application and then present you with meaningful reports. We can even pay your bills on your behalf, debiting your account and paying the carriers to eliminate late payments and penalties.

### **TECHNOLOGY**



Once we help you streamline your telecom services, how will we manage it? With bills from several different vendors the time required to make sure you are getting the rates you contracted for can be immense. On top of this, trying to make sense of your spending across vendors is nearly impossible.

**Breakaway Services** has developed the most cost effective solutions to gain visibility and control of your telecommunications inventory and usage. By electronically receiving your company's carrier bills and incorporating our management tools, you will gain unprecedented visibility and control of your telecommunications inventory, usage and costs. Whether you are the CFO or the Telecommunications Manager, our software platform will provide you with the information you need on-demand. Whether your company spends \$50 Thousand or \$1 Million a month for telecommunications services, Breakaway Services provides the tools that enable us to successfully manage the telecommunications needs of your enterprise while lowering your expenditures by as much as 30%.

## **Architecture**

The Breakaway Services Telecom Billing Reconciliation platform automatically retrieves electronic versions of your telecom bills and statements. It then stores those bills in a manner that allows for quick sorting and analysis. Finally, we provide a web accessible portal and web-based tools for you to access, analyze, filter, view and manage your telecom expenses.

## **Applications**

Our solutions allow Finance, IT, and Division Managers to more effectively view and control the components of their communications spend by helping you analyze the following.

Billing Inaccuracies: Most carriers admit to the numerous billing inaccuracies within their systems but it is still up to the customer to find them. Finding errors within your carrier bills is like finding a needle in a haystack. Our reporting applications allow us to more quickly define the errors and to automatically identify them. Once these errors are found they are summarized in a report that can be submitted to your carrier for immediate credit and recovery.

Misuse: With greater access to your telecommunications infrastructure comes increased opportunity for misuse. While the majority of your employees are conscientious of their use of company resources, there may be others that have added significant usage and costs to your network. By quickly identifying traffic that is clearly not business related, you are equipped to take measures to eliminate misuse and unnecessary costs.

Expense Trends: Increases in telecommunications Usage and Expense over time may be indications of misuse, mismanagement or a need to implement new technologies. Our application provides you quick visual access to expensive trends so that you can be proactive in your efforts to manage your company's communications needs.

What If: How do you truly evaluate or measure the impact of your telecommunications decisions? Whether you are considering a new proposal from your carriers or are considering making changes to your network configuration, how do you know if you are making the right decision? Our application allows you to test recommendations and scenarios against your actual usage so that you can see the impact these decisions will have on your organization and your bottom line. You can now make informed decisions about how you spend your next telecommunications dollar.

**Thank you for your consideration**

