

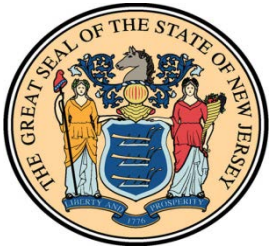


**Presentation for Telecommunications Savings**  
**New Jersey School Board Association**



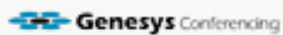
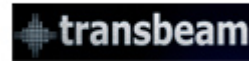
- Nationwide leading telecommunication consulting firm
- Recognized for its ability to substantially lower telecommunication costs
- Provides unparalleled account maintenance and support.

## Representative Public Sector Clients





# Service Providers





- **INDUSTRIES**

- Education Services
- Financial Services
- Governmental Services
- Healthcare Services
- Hospitality Services
- Retail Services

## CROSSTAR TELECOM EXPENSE MANAGEMENT

### Contract Management

*“Isn’t it time to turn the tables on the carriers and start holding them accountable for their own contracts?”*

- a single enterprise-wide repository for all carrier agreements
- gives you the control to automatically track terms, commitment levels, discounts, rates and much more.
- Using nationwide market rate benchmarks and contract comparison tools:
  - you can easily analyze your outstanding contracts
  - weigh the cost/benefit of proposed contracts
  - accurately and efficiently consolidate existing contracts.

## CROSSTAR TELECOM EXPENSE MANAGEMENT

### Bill Management -- *CrosStar's TEM Solution*

- a standardized, enterprise-wide bird's eye view of your entire carrier billing.
- simple drill-down reports allow you to monitor your telecom expenses at a glance.
- Fully automated electronic bill capturing and manual bill entry services feed your
- telecommunications expense management software with every detail necessary to quickly and accurately manage your telecom billing

## CROSSTAR TELECOM EXPENSE MANAGEMENT

### Assurance Management

- Provides you with the power to automatically monitor every line item on every bill without ever touching a bill
  
- Your system will flag issues such as
  - overcharges, errors, sudden rate increases versus the contracted rates,
  - trends of greater usage, spikes of over-usage and many more accountability protocols
  
- take each call detail record and build out trending reports, summary statistics and usage charts.
  
- After the flags have been raised,
  - alert-based financial estimates of credit/dispute opportunities with underlying call detail requirements will be automatically posted.



## A Few of our 80 + New Jersey BOEs

BOE/District	Monthly/Annual operating budget reduction % (Savings) for telecommunications line item	Carrier replaced
Camden County VoTech	20.90%	Verizon
Elizabeth	14.90%	Verizon
Irvington	32.50%	Verizon
Paterson	23.30%	Verizon & Xtel
Trenton	21.00%	Verizon & DNS
Woodbridge Township	79.00%	Verizon

## Case Studies

### Woodbridge VOIP Project

#### 2-Step Plan:

1. Move from Verizon to Spectrotel (Apples to Apples Move)
2. Upgrade to VOIP reduce services not used or needed (VOIP, Solutions)

#### Savings Breakdown:

##### Year 1:

1. Move from Verizon to Spectrotel

Verizon Monthly Billing: Roughly \$35,000/month

Spectrotel Monthly Billing: Roughly \$21,000/month

\$14,000 savings/month = \$ 168,000 savings/year

## Woodbridge (continued )

### Year 2:

#### 2. Spectrotel TDM to VOIP

Spectrotel Monthly Billing: Roughly \$21,000/month

Spectrotel Monthly Billing: Roughly \$7,400/month

Additional \$13,600 savings/month = \$163,000 savings/year

### Years 3 and beyond:

#### 3. Currently on (VOIP)

\$ 331,000 savings/year

\$ 993,600 savings/3 years

<u>Time</u>	<u>Savings</u>
Year 1	\$ 168,000.00
Year 2	\$ 331,000.00
Years 3-10	<u>\$2,649,600.00</u>
<b>TOTAL SAVINGS</b>	<b>\$3,148,600.00</b>

Savings from VZ Direct and VOIP

## Case Studies

### Paterson, New Jersey BOE

#### 2 Phase Plan:

1. Phase 1: Move from Verizon & DNS to Spectrotel (*Apples to Apples Move*)
2. Phase 2: Utilization analysis will be performed to implement additional savings

#### Savings Breakdown:

##### Year 1:

1. Move from Verizon/Xtel to Spectrotel

Verizon Monthly Billing: Roughly \$20,000/month

Spectrotel Monthly Billing: Roughly \$ 14,700 /month

<b>TOTAL ESTIMATED BILLING SPECTROTEL:</b>	<b>\$14,652.86</b>
<b>Estimated Monthly Savings with Spectrotel (1)</b>	<b>\$4,461.82</b>
<b>% Estimated Monthly Savings (1)</b>	<b>23.3%</b>
<b>Estimated 12 Month Savings (1)</b>	<b>\$53,541.88</b>
<b>Estimated 36 Month Savings (1)</b>	<b>\$160,625.63</b>

## Case Studies

### Elizabeth, New Jersey BOE

#### 2- Phase Plan:

1. Move from Verizon to Spectrotel (*Apples to Apples Move*)
2. Phase 2 utilization analysis will be performed to implement additional savings

#### Savings Breakdown:

##### Year 1:

1. Move from Verizon to Spectrotel

Verizon Monthly Billing: \$26,050.00 /month

Spectrotel Monthly Billing: \$ 22,176.30 /month

<b>TOTAL ESTIMATED BILLING SPECTROTEL:</b>	<b>\$22,176.30</b>
<b>Estimated Monthly Savings with Spectrotel (1)</b>	<b>\$3,874.47</b>
<b>% Estimated Monthly Savings (1)</b>	<b>14.9%</b>
<b>Estimated 12 Month Savings (1)</b>	<b>\$46,493.64</b>
<b>Estimated 36 Month Savings (1)</b>	<b>\$139,480.92</b>

## Case Studies

### Irvington, New Jersey BOE

#### 2 Phase Plan:

1. Phase 1 : Move from Verizon to Spectrotel (*Apples to Apples Move*)
2. Phase 2: Utilization analysis will be performed to implement additional savings

#### Savings Breakdown:

##### Year 1:

1. Move from Verizon to Spectrotel

Verizon Monthly Billing:                      \$ 16,560.00 /month

Spectrotel Monthly Billing:                      \$ 11,175.36 /month

<b>TOTAL ESTIMATED BILLING SPECTROTEL:</b>	<b>\$11,175.36</b>
<b>Estimated Monthly Savings with Spectrotel (1)</b>	<b>\$5,384.27</b>
<b>% Estimated Monthly Savings (1)</b>	<b>32.5%</b>
<b>Estimated 12 Month Savings (1)</b>	<b>\$64,611.20</b>
<b>Estimated 36 Month Savings (1)</b>	<b>\$193,833.61</b>

## Case Studies

### Camden County ,New Jersey Vo-Techs

#### 2 Phase Plan:

1. Phase 1 :Move from Verizon to Spectrotel (*Apples to Apples move*)
2. Phase 2: Utilization analysis will be performed to implement additional savings

#### Savings Breakdown:

##### Year 1:

1. Move from Verizon to Spectrotel

Verizon Monthly Billing: \$ 5,640.00 /month

Spectrotel Monthly Billing: \$ 4,463.23 /month

<b>TOTAL ESTIMATED BILLING SPECTROTEL:</b>	<b>\$4,463.23</b>
<b>Estimated Monthly Savings with Spectrotel (1)</b>	<b>\$1,176.55</b>
<b>% Estimated Monthly Savings (1)</b>	<b>20.9%</b>
<b>Estimated 12 Month Savings (1)</b>	<b>\$14,118.57</b>
<b>Estimated 36 Month Savings (1)</b>	<b>\$42,355.71</b>

# Case Studies

## Case Study | USDA

### Expense Management Solutions | Customized Billing Platform

#### USDA Challenge

Antiquated systems for invoice management

- Inconsistent data imports
- 10,954 unique billing accounts across 692 vendors 168,347 invoices annually
- Erroneous payments due to overwhelming processes and invoice tracking
- Complex hierarchy and cost center structures require high levels of customization
- Migration needed to be completed within a short time span

#### CrosStar Solution

Customized coding for hierarchy and billing structures

- Implemented uniform invoice uploads
- Migrated 80% of accounts to CrosStar's expense management solution within 4 months
- Improved functionality in invoice management, procurement and IT support

#### Tangible Results

**Achieved nearly \$8M savings within 2 years**

—  
**Converted 7,678 paper bills to electronic format**

—  
**Consolidated 19.5K service accounts**

—  
**Deliver \$15M annually in carrier services**

—  
**Manage \$160M annually in carrier services**



# Case Studies

## USDA Challenge

- Manually processing of Network data and producing required reports for agencies
- Antiquated system and servers, slated for retirement
- Limited data capture, inventory management, and audit capabilities
- No way of reconciling vendor charges against

## CrosStar Solution

- Built the Network bill data processing to load and report on Network spend in detail
- Built a process to record AHCs and link them to PO&Line Number information for feed into FMMI system
- Communicate AHCs to underlying Network vendors for set up and reconcile billing against AHCs
- Process SOCNs and validate SOCN data to ATQ to create inventory and rate database
- Validate Network billing data against rate database for

## Tangible Results

**Full visibility into Network spend**

—  
**Complete catalog and contract system to register all Network products and all quotes**

—  
**Proactive inventory management of Network products and associated CLINs**

### Mobile Technology Solutions

#### **CrosStar collaborates with leading mobile technology partners**

- Cingular
- Verizon
- Sprint/Nextel
- T-Mobile

#### **CrosStar provides several solutions and services**

- procurement of devices and service plans
- routine maintenance
- upgrades or replacement of hardware
- properly disconnected service when required.
- Full enterprise management
- ROI analysis
- Monthly bill analysis
- Mobile telephony planning
- Wireless fleet management (GPS)

## MACD Services:

- CNS MACD service is designed to assist customers with management of all voice and data lines. As customers add, move, change, & delete services CNS keeps very accurate records of all MACD requests that are sent to CNS.
  - Full data and voice Implementation
  - High level support all data and voice issues
  - Single point of contact
  - Organization of MACD reports for multi-locations
  - Improved order and cancellations information.
  - Reduce telecom expenses

## MACD Services *continued:*

### Moves

- Move a line from one location to another.
- CNS will work with Vendor where to move line.

### Adds

- The addition of services to existing voice and data service.

### Changes

- Add or remove features on a voice or data line.
- *EX: change the name of the location for billing*
- Change a hunt group.

### Deletes/ Disconnects

CNS will manage disconnects and deletions of any voice and data lines

- CNS will manage all services on lines.
- Ensure lines are disconnected and credits have been received on client bills.



**Thank you**

**Questions ?**

**Discuss Next Steps**