



JUST MAKE IT SIMPLE.

TELECOMS

Information and advice from our experienced observations

IT (Information Technology) and Telecoms are two completely different industries and disciplines.

In most organisations, the IT department is responsible for Telecoms, and whilst we have the greatest respect for the IT experts, from our experience, their knowledge on Telecoms (even if it's good) is limited.

1

The Telecoms industry moves fast

Telecoms technology, including software and hardware is changing quickly and dramatically. If you're not working within this area continuously, you will find it difficult to keep pace with the new developments and the constant flux in prices.

With limited knowledge, your chosen Telecoms solution may fall short by not incorporating up-to-date technology that gives you the optimal, fit for purpose solution at the best price.

2

Prices using in-house resources

If your organisation obtains prices using in-house resources, whilst the individuals may have been doing it for a number of years and have a good knowledge base, it is unlikely they will have the in-depth knowledge of current market information, changes in government regulations and know the possible opportunities for rebates that affect getting a good deal on your Telecoms prices.

3

Using IT support organisations to provide Telecoms prices

Some organisations use third parties for their IT support and maintenance. On occasion, these third parties also provide Telecoms services. As you now know from point one, a third party's prime service will be in IT support, not Telecoms, which inevitably results in higher pricing for packages than what we can provide you through our aggregated buying power and the use of our dedicated Telecoms specialists.

4

Pricing requires a comprehensive approach

Most companies deal with Telecoms projects in a 'silo' type manner, i.e. dealing with broadband, landline, mobile and the Telecoms system separately. As you know, these elements interact with one another continuously. By dealing with each element separately, you will likely miss an opportunity to reduce the overall cost of your Telecoms through the use of the latest technology and pricing packages.

Taking a holistic and comprehensive approach will ensure that all of your Telecoms elements are fit for purpose, work in harmony, and take into account future company growth. This action will also ensure that the savings achieved are maximised, sustainable and continuous.

5

Asking advice from a company with vested interest

Organisations often use and ask their Telecoms provider for advice and/or a solution to a particular problem. In our view, this is like asking the fox to provide advice on how to keep the chickens safe. The service provider's objective is to increase sales using the equipment and services they provide. It's why we often advise organisations to work with third party specialists (like J6 Efficiency) who can assist with the planning and procurement of IT and Telecoms solutions, and whose entire focus is to provide the customer with a best solution that will benefit them 100%.

6

There may not be a 'one size fits all' solution

In some cases, we suggest you use multiple service providers as it offers the optimal, fit for purpose solution and the best price. Where appropriate and relevant, it also minimises the risk.

J6 analyses 100% of the call rates.

The J6 Efficiency Way

Our large aggregating power can influence supplier prices, terms and conditions, and provide bespoke solutions (if relevant for your organisation) as well as achieve a much lower rate than individual organisation's (even if relatively large) can achieve on their own.

As part of our holistic and comprehensive approach in analysing your organisation's Telecoms infrastructure: The number of lines used; the amount of traffic per line; package used; 100% detailed call destination charges; and how they are used. We will produce various recommendations to increase efficiency that

produces sustainable and continuous savings.

Our audit will ensure all parts of your organisation's Telecoms infrastructure and components work in harmony, including systems, landlines, mobile, and data.

Ongoing reviews of Telecoms expenses using our bespoke software to

produce monthly and/or quarterly reports, will ensure that the original achieved savings are maintained, and that proactive corrective steps are taken as and when required to ensure that the savings achieved are sustainable and continuous.

If you want to know more or would like a second opinion on how to reduce your telecoms prices, then get in touch.



We are a third party specialist who works 100% on your behalf in an honest, open and transparent way.

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