



Telecom Cost Optimization Assessment Talking Points

What is the opportunity?

- 1) KCG will perform a “no risk” assessment to highlight savings and technology improvement opportunities
- 2) Outside of people costs, **Telecom and IT are a top 5 expense** of most organizations
- 3) Typically, organizations haven’t invested in all the necessary tools to properly manage telecom
- 4) Improved visibility to carrier options - KCG can bring the best provider options available from our **portfolio of over 200 carriers**
- 5) **Outdated and costly technology** – providers are always implementing **better /cheaper solutions** and organizations can find themselves overpaying for services
 - a. POTs lines
 - b. Premise versus cloud
 - c. SD-Wan versus MPLS
- 6) Eliminate redundant services
- 7) Lack of bill consolidation and audit process around complex telecom bills
- 8) KCG on **average delivers 15%-25% savings** vs. current cost structure

What is needed to start the assessment

- 1) Copy of 1-month telecom invoices
- 2) If available, a copy of existing telecom contracts

KCG process

- 1) Review of 1-month invoice /contracts to determine:
 - a. current providers
 - b. services and
 - c. technology
- 2) Develop comprehensive recommendations
 - a. Best provider for companies specific needs
 - b. Best in class pricing
 - c. Technology upgrades to improve performance and reliability

Why KCG?

- 1) Access to latest technology
- 2) Team of telecom engineers available at “no cost” to help design
- 3) Relationships with > 200 carriers and access to rates our clients could not otherwise get
- 4) Ongoing circuit monitoring
- 5) Account management
- 6) No Fee unless we deliver implemented and realized savings



Success Stories:

Wireless

Background:

Global Manufacturer

1200 US users with AT&T Wireless

Company negotiated 7% reduction with AT&T

Value delivered by KCG:

Delivered 40% reduction in cost through AT&T

Removed roaming charges for employees traveling to Canada and Mexico

Significant discount on new equipment

AT&T provided a friends and family program available for all employees

Wireless

Background:

US Hospitality company

700 Verizon wireless lines under corporate plan

Additional 500 employees using personal phones and receiving very rich monthly reimbursement

Value delivered by KCG:

Delivered 15% reduction in cost on 700-line corp plan with existing carrier

At same time, doubles the monthly data under the plan

Provided Telecom Expense Management tool at no additional cost

Added additional pool under corp plan for current BYOD devices which will save the company and additional 47%

Telecom Network Enhancements

Background:

Global Insurance Company

Value delivered by KCG:

Implemented SD-WAN technology

Delivered 31% reduction in cost

Increased network bandwidth by 200%

Professional Services Firm

- a. **Increased WAN bandwidth by 30%**
- b. **Reduced cost by 20%.**