



CARRIER NEGOTIATION GLOBAL NON-PROFIT FOUNDATION WASHINGTON

PROBLEM:

Global Non-Profit with thousands of subscribers needs:

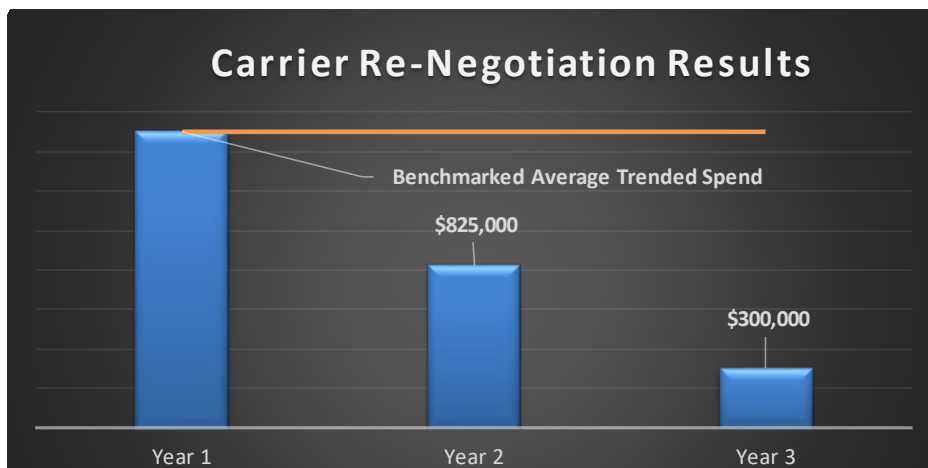
- Re-negotiate its carrier contact,
- Benchmark other carriers
- Benchmark industry usage, plans and cost
- Navigate Carrier Doubletalk
- Meet Budget Requirements

SOLUTION:

- Bill Police created and managed a full Request for Proposal
- Included 4 carriers
- Benchmarks were created for competitive data and Industry Standards
- A Bidders Conference was held and managed at the Customer's location including four carriers with competitive bidding

RESULTS:

- Over \$1 Million in savings over contract life
- This is despite new users, higher usage and additional international usage



"I loved the fact that Bill Police took over the negotiation with the carrier. We used them as a hammer effectively and their knowledge of what the carriers are really doing but them over a bit of a barrel. Which, I admit, the sadistic streak in my enjoyed immensely"



Customer Background

- Saved almost **\$1 Million in Carrier Costs**
- Savings despite additional international services
- Bill Police performed contract review
- All negotiated rates were implemented by Bill Police
- Kept Carrier honest and obtained **over \$75,000 in incorrect billing credits from custom plans**
- Savings despite significant Data Growth
- Savings despite significant international services growth
- Bill Police forecasted and managed successful Budgets