



Capability Statement

A CERTIFIED WBE COMPANY

Communication Brokers Inc. dba **CBI Telecommunications Consultants** has been providing TEM services since 1991. In that time, we have shown our clients how to save millions on their telecommunications and technology services. Utilizing our proven audit methodology we have added the following services to our portfolio: software license, utility, and transportation audit services.

CAPABILITIES:

Telecom Audit and Optimization. We identify credits and make sure our clients have best in class service. In addition, we help implement any approved recommendation made by our consultant team.

Global Technology Expense Management (GTEM) Software Solutions. Our proprietary GTEM Solutions™ software provides visibility into your technology invoices, contracts, assets, inventory and provides a platform for complete technology Lifecycle management. GTEM Solutions™ takes the pain & stress out of procurement, invoice processing, inventory tracking, cost allocation and invoice payment. Full management of every step including end of life /recycling.

Enterprise Mobility Management (EMM) and 24x7 Helpdesk and Fixed Mobility Procurement. Anytime help for vendor trouble tickets, orders, moves and adds changes.

VoIP / SIP Analysis. Evaluation of current PBX and telephony environment.

Full Suite of Sourcing / RFP Services.

Utility Audit and Optimization. This service includes gas, electric, water and waste.

Provided by CBI tier one partners—

- **Transportation Audit and Carrier Contract Optimization**—DHL, FedEx, and UPS - all recoverable billing and delivery issues are resolved and credited to your account. Plus unique and powerful data analysis and comparison process drives transportation savings.
- **Software License Negotiation & Pricing Optimization**—Enterprise Agreements, Cloud Contracts & Term License Renewals

Device Depot. This enables our clients to manage the end of life of their mobile devices, from secured depoting to disposing for end of life cash recovery and certified destruction will all be managed by your trusted CBI Team.

DIFFERENTIATORS:

- Global solutions with local expertise
- Industry knowledge and experience in voice, data and mobility
- Comprehensive project management - Discovery through implementation
- Innovative processes with verifiable and sustainable savings
- Negotiation skills, trusted advisors, unbiased

SOME COMPANIES WE REPRESENT:



CONTACT:

Call us toll free at: 1.800.232.7289, or email us at: sales@cbitelecom.com



TELECOMMUNICATIONS
CONSULTANTS

Global Headquarters:
437 44th Street SW, Grand Rapids, MI 49548
Toll Free: 1.800.232.7289

www.CBitelecom.com

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CERTIFICATIONS:



DUNS:

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AWARDS:

2019 AOTMP People's Choice Vendor Solution Award

2018 ETMA Best Practices Award

2017 AOTMP Conference Top Proposition Award

2017 Distinguished Business Leader Award - CEO Denise Booms-Pepin

2017 AOTMP Telecom Management Industry Customer Experience Award

INDUSTRY QUICK FACTS:

- On average, telecom expenditures equal 6% of an organization's revenue/operating budget.
- Typically, up to 80% of all telecom invoices contain errors.
- Over 25% of utility invoices are billing incorrectly or contain errors.
- CBI utility audit results in 8 to 10% reduction in monthly cost!
- CBI finds cost optimization opportunities in 85% of software assessment projects.

CODES, CERTIFICATIONS & AWARDS



SOLUTION

CBI CASE STUDY:

Problem:

An International Nonprofit with 1400 locations had de-centralized telecom ordering, processing and bill pay. There was very little visibility at the national level to see contracts, spend, services or risks. CBI was engaged to conduct an audit of one Region which resulted in \$375,000 in one time credits and 38% reduction in spend. This success prompted national headquarters to retain CBI to conduct this process nationwide.

Highlights:

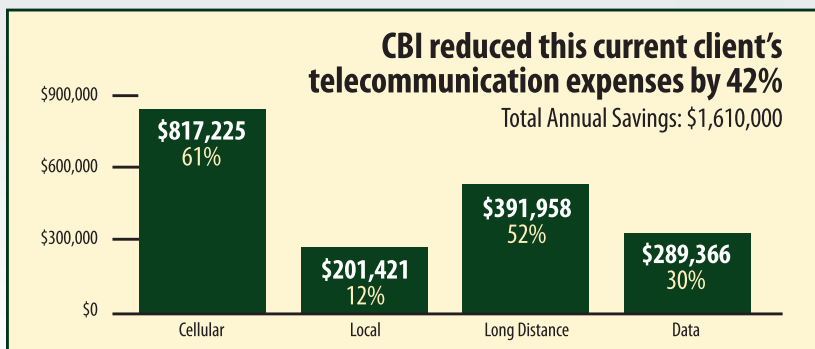
- Complete inventory of each line and circuit with associated cost and description of use across the enterprise
- Reduction from 15,018 mobile devices to 7454
- Implementation of centralized processing, ordering, and bill pay
- Status and overview of all telecom, technical and mobility contracts
- Consolidations of vendors and invoices

Project Life Credits and Savings – \$5,733,092.35

Today, all kinds of firms offer TEM and GMMS services but CBI remains a leader for three reasons: **people, process, and technology.**

- Our **people** are experts.
- Our **processes** produce proven results.
- Our **technologies** and solutions won't be found anywhere else.

100% Client Satisfaction is our focus.



This chart is realized savings from a current CBI client.

Want to gain greater control over the cost and performance of your telecommunications infrastructure and budget? Would you benefit from a 8 to 10% reduction in utility cost? Talk to CBI today and see how we can provide **optimized solutions** for your organization.



TELECOMMUNICATIONS
CONSULTANTS