

Broadband Communications Inventory and Analysis

Sample Client



August

2014



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Introduction

It is with great pleasure that we at CCI present you with your initial Broadband Communications Analysis Report package.

Over the last 15 years, we have worked with hundreds of companies around the country to help them save money and grow broadband capacities. Even though most of the “connections” behind your servers, websites, applications and countless devices have become transparent, they alone possess one of the most critical links between your company, your employees, and your customers. Maximizing their value to you is our goal for you.

We appreciate the opportunity to work for you.

Sincerely,

Bryan Baker
President, Com-Control Inc



Executive Overview

August 2014

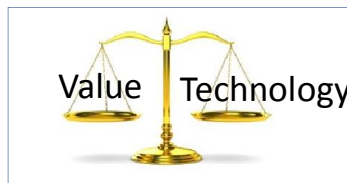
Challenges and Opportunities

The people, product and price strategy being applied to your broadband based services at (Sample Client) was a successful one. Engaging through the IT division, we noted that you are successfully using advanced data and voice technologies at moderate to high capacities, even with limited people resources. You appear to be minimizing network interruption and maximizing connectivity impact to the organization as a whole. After just completing a primary contract negotiation with ATT for voice, data and internet there is little significance in full RFP for services as contractual volume commitments are obligating over 80% of current total contributory and eligible spend. The same situation is occurring with cellular services with ATT and Sprint in addition to a company wide conversion to data based devices from phone based devices. There are also a number of continuing isolated tele/data com pocket projects which continue to migrate to forward technologies, replace obsolete hardware/systems and ensure efficient operations. Based on our inventory, the challenges we identified during the project were:

- Accurate services inventory for a busy management team,
- Supplement current management efforts to complete pocket projects in an effective and efficient manner,
- Clean up a few billing errors,
- Maximize competitive rate structures based on current market conditions with tier 1 providers.



To begin we created detailed services inventory available in print and online for use by your management team. We also identified cost savings projects (Market Analysis and Network Maximization Reports) some of which were already in concept but not in execution. We identified a number of subjective billing errors highlighted in the Billing Error Report for your review. The item we identified as having the most significant value to your team and your company was to ensure that you were receiving competitive (within 10%) rate structures from available Tier 1 providers. This is summarized in our Market Analysis and corresponding Network Maximization and Request for Information reports.



Having a Finance lead on this project proved an advantage to balancing broadband's impact to fiscal business operations. The translation gap between broadband based services to cost savings and revenue generation was minimal if any.

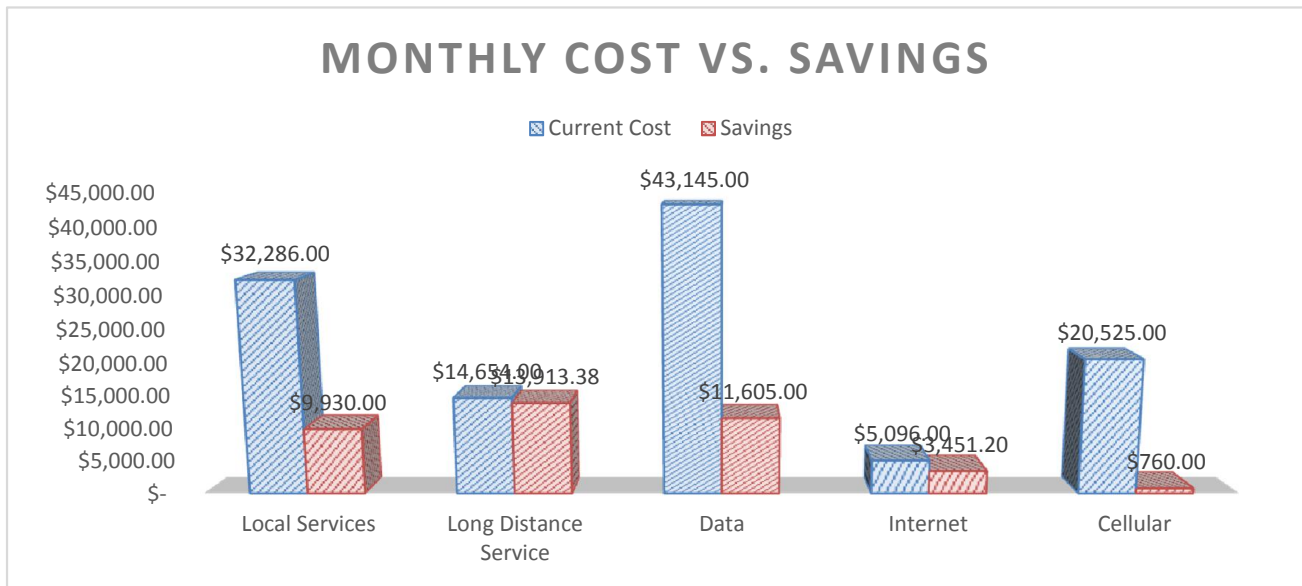
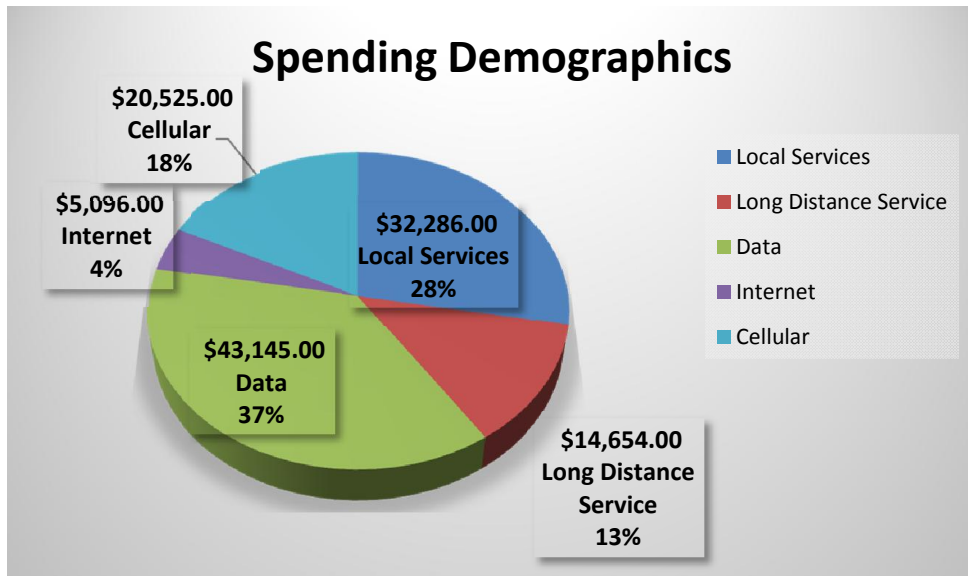
Impact

Our efforts with your team hit the bottom line. What you spend on broadband based services and how much you receive for that was identified to be fairly competitive at the conclusion of this project. In this project we identified \$167,325 in monthly spend and **\$35,965(27%)**, in possible monthly savings. There were also approximately **\$2,245** in possible recoveries identified.



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Total Spend/Savings Summary





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Current vs. Market Rate Comparison

