

# To the Point:

How SaaS  
TEM Software  
Can Benefit  
Your  
Business



Telecom Expense Management on Your Terms

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## ***What's the problem?***

Telecom complexity is exploding. We've gone from pagers and landlines to smartphones and tablets in just a few years and the demands of modern business make managing, tracking and policing telecom costs harder than ever.

Add to that the fact that up to 35% of all telecom invoices have some kind of error on them - Overcharges, unnecessary fees, items not billing to contract, missed credits and unused or dead assets.

In twenty years of doing telecom auditing, we've found that firms are **wasting 15 to 40 percent of their annual telecom budget**. What that means is that **your clients are losing money and they need help!**

## ***What's the solution?***

What your clients need is TEM - Telecom Expense Management - software and services. What YOU need is to provide it. **Don't wait for them to pay someone else to do it!**

Adding TEM solutions to your portfolio allows you to leverage existing relationships to grow your business, benefit your clients, and make more money. Recurring, consistent money.

TEM Services you can offer via the SaaS software tool Clearview include:

- One time and ongoing telecom audits
- Telecom & Wireless inventory management
- End-to-end invoice processing and payment
- Detailed GL coding of telecom costs
- Advanced reporting & dashboards



And adding TEM services is easy. Partnering with Valicom puts a twenty-year veteran with an excellent track record of saving money on telecom in your corner. Our web-based Clearview software is designed to be easy to learn, and delivered at a price point much lower than other telecom software solutions – leaving greater margins for you.

Combining Clearview with our experienced telecom audit teams, we can offer two ways to add TEM to your toolkit. We can provide the training and support so you can learn to deliver TEM services on your own, or you can back-office the work to us and just cash the checks. Either way, with margins of 50% or more you can't afford to wait.

## ***What's In It For Me?***

Produce more recurring revenue, increase your value as a trusted business advisor to existing clients and attract new ones through expanded services. With TEM they not only gain better visibility and control over their telecom costs, they save money! Money they can then invest in equipment and other services that you provide, further increasing your profitability.

Make this the year that you take advantage of the growing need for telecom expense management to expand your portfolio and increase your business. Request a Clearview Demo at [www.valicomcorp.com/it/demo.aspx](http://www.valicomcorp.com/it/demo.aspx) or by contacting Lacinda Athen at 800-467-7226 x233 or [lathen@valicomcorp.com](mailto:lathen@valicomcorp.com).