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TnT Ensuring a Smooth Transition When Developing a Telecom or Wireless Expense Management Plan

As the economy pursues its bumpy – for many, painfully slow – path to recovery, taking control of corporate expenses has emerged as a hot-button topic.

There appear to be endless areas in which executives can point their red pens – yet perhaps no single cost-saving solution is more flexible than what's known as “telecom expense management,” or “TEM.”

One Sandy Hook, Conn.-based company that's been in the business for 10 years, dealing with global organizations in verticals ranging from financial to healthcare discussed the benefits of employing a comprehensive expense management plan.

Executives at TnT Expense Management said their program was designed to reach beyond TEM specifically, as it addressed this down economy, as well as how to reduce and optimize telecom and wireless expenses.

TnT Expense Management is a global provider of telecommunications and technology expense management, providing managed services designed to reduce those expenses for global enterprise clients in all major industries and government.

During an interview with TMCnet, TnT Vice President of Executive Client Services John Dunleavy said his team works to ensure that every client experiences a smooth transition when developing a telecom or wireless expense management plan.

“We have a very detailed project plan for new and existing clients,” Dunleavy said. “The project planning is designed to make life easy for our clients.”

To meet a growing need as wireless deployments expand, TnT offers companies a way to capture, control and fully manage their processes on a daily basis. Consider the alternative: little or no management. That could be overwhelming to a company that may not have the manpower or experience to oversee expenses and keep quality processes in place over the long term.

Offering a full lifecycle approach to wireless asset management, where a company builds a solution from the ground up, and then ties together all components, from procurement to end of life. Providing the flexibility and visibility that are needed to manage the wireless devices on a daily basis.

One critical, but often overlooked part of the process, Dunleavy said, is setting up weekly meetings and taking clients through each phase step-by-step in an effort to help shoulder the burden for them.

The duration of that ramp-up process – typically 60 to 90 days – depends largely on how many vendors a company is dealing with, and how many accounts they have.

“Are they centralized or decentralized in how they receive telecom invoices?” Dunleavy said. “This will drive the timeline.”

It's an area in which Dunleavy specializes. In his role at TnT, he's responsible for coordinating each level of a client's management team, and remains active on each account from the initial start up to full production.

By Tim Gray
TMCnet Web Editor
Edited by Michael Dinan