



SPYGLASS EXECUTIVE SUMMARY

COMPANY OVERVIEW – THE SPYGLASS GROUP, LLC

- Specialized cost consulting firm focused on optimizing recurring telecommunications and network service billing (Voice, Data, Internet, Cloud Services, Data Center activity, and Mobility/Cellular).
- Totally vendor independent with no agency or distributor relationships with carriers.
- Organizations that engage SpyGlass typically have one or more of these concerns:
 - They desire cost savings and more transparency into the complex bills they receive.
 - They are interested in identifying the services they pay for but don't use.
 - They don't feel their carriers have their best fiscal interests in mind.
- Actively operating in all 50 states and Canada with more than 15,000+ clients

THE SPYGLASS PROCESS FOR YOUR ORGANIZATION

- SpyGlass' proprietary analytical process will identify opportunities in the following areas:
 - Recovery of past bill mistakes - billing inconsistent with contracts or tariffs
 - Elimination opportunities - usage analysis to uncover dormant services
 - Cost reduction opportunities – overall optimization of the cost center
 - Consolidation and volume leveraging
 - Geographic market analysis to streamline rate structures
 - Slamming and cramming identification
 - Fraud, tariff, and tax analysis
- Steps of the audit process
 - Kickoff to collect materials needed (2 months billing and Letter of Agency) and introduce project staff
 - Analysis completed at SpyGlass HQ and takes SpyGlass roughly four weeks to complete
 - Findings are presented to client along with account inventories
 - Client determines which recommendations it would like to implement
 - SpyGlass performs all implementation work
- Success based fees
 - If we don't find anything or you choose not to implement anything, you pay zero
 - Fees only pertain to the recommendations your organization selects
 - 50% of Cost Recovery (refunds or credits we are bringing back in the door)
 - 12 times any monthly service elimination and cost reduction savings, which ensures that your ROI will be realized within 12 months of the engagement.

WHY ORGANIZATIONS NEED SPYGLASS

- Organizations struggle to find these savings on their own because the carrier billing only provides about 25% of the data needed to control the cost center. SpyGlass can get the rest of the data
- Carrier billing statements are notoriously vague and difficult to understand
- Client staff is stretched thin and lack expertise to thoroughly conduct review internally
- Organizations cannot use their own providers to find these savings because providers aren't financially motivated to audit their own billing. This is taking money out of their own pockets. On the other hand, SpyGlass is only compensated if savings are found and implemented

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