



The Alliance for Nonprofit Growth and Opportunity (TANGO)
2020 Virtual Annual Conference

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2020 Building Bridges Virtual Annual Conference

**Cost Reductions while having 100%
business connectivity are critical
today! How do we save money and
increase our technology plan for
2020/21 for non-profits?**

Panel Discussion by:

Cate Heaman, CEO

Brent Jones, VP of Operations

Chris Achee, Director of Services

Brett Kahn, Sr. Director of Bus. Dev.



Agenda

Brett Kahn will lead a discussion around Prelude Solutions cost reduction for pure savings for non-profits while still embracing new technology for customer experience.

- Why audit your telecom expenses?
- What is a telecom audit and process?
- What is the process and how do I prepare?
- What time is needed to get savings for my company?
- How are you able to increase the bottom line?
- How are you increasing technology experience?
- What is an agnostic vendor selection and RFP?



Prelude Services

OUR SERVICES



Bill Audit
& Optimization



VoIP
(UCaaS/CCaaS)
& Contact
Center
Optimization



Telecom
Expense Manage
ment Services



Network Solutions
& Carrier Services



Managed
Services with
Wireless/Wireline
Service Help Desk



Project Mngmt &
End User
Training

OUR MISSION

is to help businesses optimize their processes and services through the use of our technical, analytical, and unified communications consulting practices while providing exceptional customer service.

CORE VALUES

● Transparency

● Accountability

● Motivation

● Recognition

● Development



Why Audit Non-Profits?

Technology expenses and services for Cloud, Mobile, Voice and Data are skyrocketing

SOMETHING TO REMEMBER:

“Forrester Research has found that up to 35% of technology invoices contain errors, yet most enterprises lack the time, expertise, and resources necessary to uncover them.”

-MAY 2019

Technology spend is more than 25% of the IT budget and rising!

What is an Audit?

IT ALL STARTS WITH AN AUDIT OF CURRENT STATE AND SPEND



Analysis -

- Analyze inventory, assets, existing contracts, invoices, CSR's and service agreements.
- Identify past credits, inaccurate taxes and tariffs, inaccurate billings/contracts, erroneous charges and service realignment.

Results -

- Review and present findings, recommendations for cost savings.
- Implemented savings
- Validate carrier and technology changes in future billing cycle.

Average annualized savings of 33%



What is the process?

THE PRELUDE AUDIT PROCESS



TEM PROCESS	Kick Off Meeting	Establish electronic file exchange with service providers	Execute variance studies, market rate analysis & issue technology optimization road map	Establish bill pay, validate savings achieved and align an optimization roadmap	Portal Admin Set up
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How much time is needed?

OPTIMIZATION PROJECT



Is it worth your time to realize **33%** savings?

	 MEDIUM BUSINESS	 LARGE BUSINESS	 ENTERPRISE BUSINESS
 EMPLOYEES	~100	~500	~1000+
 MOBILE DEVICES	~70	~250	~1000+
 PROJECT TIME	1 - 2 Months	2 - 3 Months	4 Months
 CLIENT TIME	7 Hours	< 2 Days	< 7 Days

All services are **contingency** based

60% of savings over
12 months time

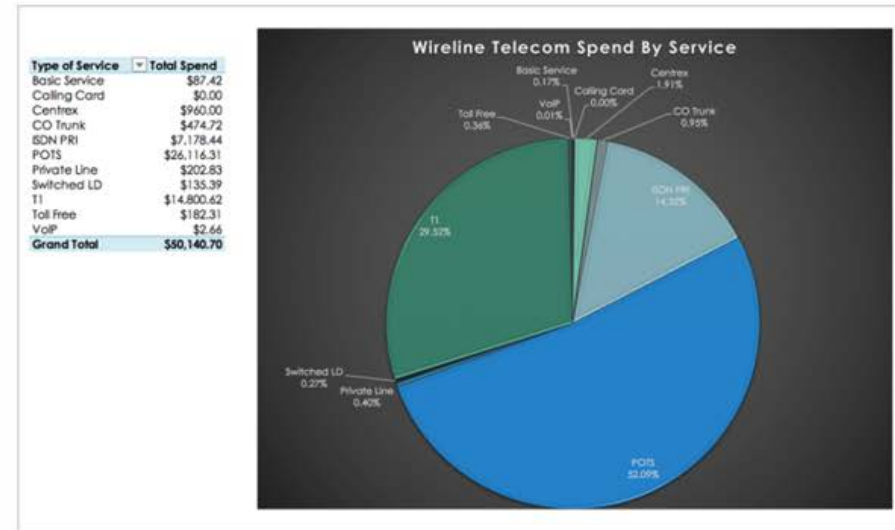
-or-

100% of savings for
new services



Increase bottom line savings

INTERACTIVE SPEND AND INITIAL AUDIT



Increase end user experience

PRIMARY PARTNERSHIPS



Telarus is the largest privately-held technology services distributor (master agent) in the United States.



CIRCUITS

Any kind of circuit from T1 to Gigabit Ethernet, quoted from multiple top tier carriers.



MPLS

Get rid of those old-school expensive point-to-point & frame relay lines, replace with cost effective MPLS technology and save.



SD-WAN,
AUTO-FAILOVER

Discover how SD-WAN & Auto-Failover can provide redundant paths and failover to ensure 24x7 connectivity.



MANAGED
SERVICES,
CLOUD

Take a load off your IT department, get best pricing on Managed Services like Office 365, and save even more with the right cloud deployment.



Our dynamic agent-partnership sources data, voice, cloud, and managed services through our robust portfolio of 260 leading service providers and solutions.



Non-Profits

CUSTOMER EXPERIENCES



Statistical ROI for my non-profit

RESULTS WHEN YOU DIGITIZE TEM WORKFLOWS



33%

REDUCTION OF PROVIDER COSTS
by only paying what you use

35%

PRODUCTIVITY GAIN
by automating manual work

40%

FASTER PROCESS TIMES
by digitizing workflows



Start saving money with a telecom audit

Special benefits for TANGO members

- 5% of telecom savings donated to The TANGO Alliance
 - FREE Analysis
 - FREE Health check

Contact Brett Kahn
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