

Taking Control of Mobile Phone Spend

A local organisation reduces its spend on mobile communications.

Benefits Achieved

Savings: A total reduction in mobile phone expenditure of approximately £45,000 per month.

Personal Call Allocation: Through the new simple technology, personal call allocations rose from around 3% to almost 20% bringing total saving to over £70,000.

Invoice Reduction: Approximately 1,700 monthly invoices were replaced with 1 monthly invoice. This is a 5% reduction in total invoices or a 5% productivity gain.

Compliance: Increased compliance with internal policies and personal VAT and tax requirements.

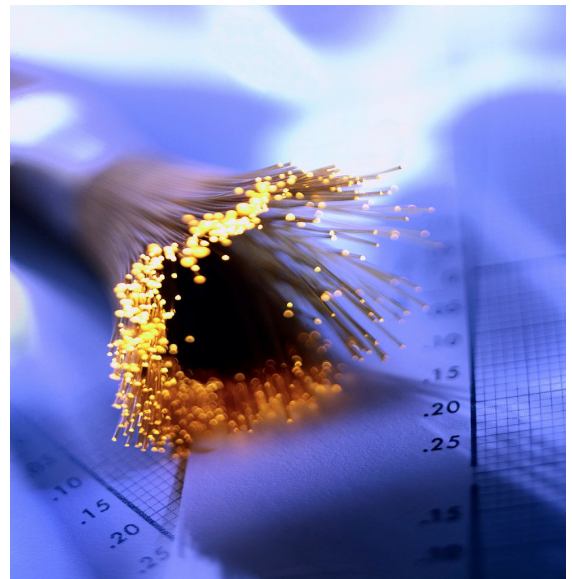
OrangeMaple

OrangeMaple is an established operations and procurement transformation company.

Using a range of tools we help leading private and public sector organisations achieve savings and efficiencies in their operations and procurement functions.

The Challenge: A leading central London organisation knew they had a large spend on mobile phone communications, over £330,000. They didn't know who had all their 1,700 phones and Sims, but they did know the number of phone lines was increasing quickly as were costs.

To make matters worse, the organisation was only one year into a three-year mobile phone contract and costs to exit the contract were significant. Internal recharging was time consuming and inaccurate and there were problems with mobile phone bill validation.



The OrangeMaple Solution: OrangeMaple consultants reviewed the mobile phone line and handset costs against our existing knowledge bank of industry benchmark data. OrangeMaple consultants identified that there could be significant savings even when the early termination fees were taken into account.

OrangeMaple identified that the time opportunity cost of retendering would significantly reduce the overall benefit over the remaining life of the contract. Being a government entity the Council was unable to renegotiate the contract without going back to the market.

As an independent company, OrangeMaple consultants approached the carrier with the benchmark data. The carrier reviewed the benchmark report and decided to offer to reduce the costs of calls and also offered a rebate scheme.

The council achieved a reduction in line rental costs of over £70,000 per annum or £210,000 over the life of the contract.

Inspire, Innovate, Change

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Our Approach

Customer Centred - We focus on customer knowledge transfer and long term sustainable savings.

Best Practice - From analysis techniques to sourcing strategies & transformation practices we aim to ensure you are at the forefront of expert thinking & design.

Stakeholder Involvement - Understanding your spend means understanding your organisation. We involve stakeholders to ensure the best overall results.

Commodity Experts - We use our commodity experts to ensure savings are maximised.

In addition, OrangeMaple consultants identified a technology solution that enabled an increase in personal call allocations to be captured through a web interface. The solution eliminated most of the 1,700 invoices that were received each month and increased the personal calls declared by staff from 3% of the total call costs to nearly 20%.

In other words, nearly 20% of calls from phones were for personal calls and of these nearly 17% weren't being declared until after the technology solution was implemented.

In total, the organisation achieved a saving of over £70,000 per annum.

A Note About OrangeMaple

Because our experience lies not only in procurement but also transformation we don't just look to produce an external analyst report that will sit on the shelves after we leave. Our approach is to have 'skin in the game' ourselves to ensure we push you to realise the full potential your supply base has to offer.

Our competitive advantage lies in this approach but also our 'Supply Chain Optimisation & Profitability' strategy. Ask us about it!

OrangeMaple aims to inspire companies to innovate and change their operations and procurement through structured transformation.