

# Avotus ICM Intelli-Sourcing

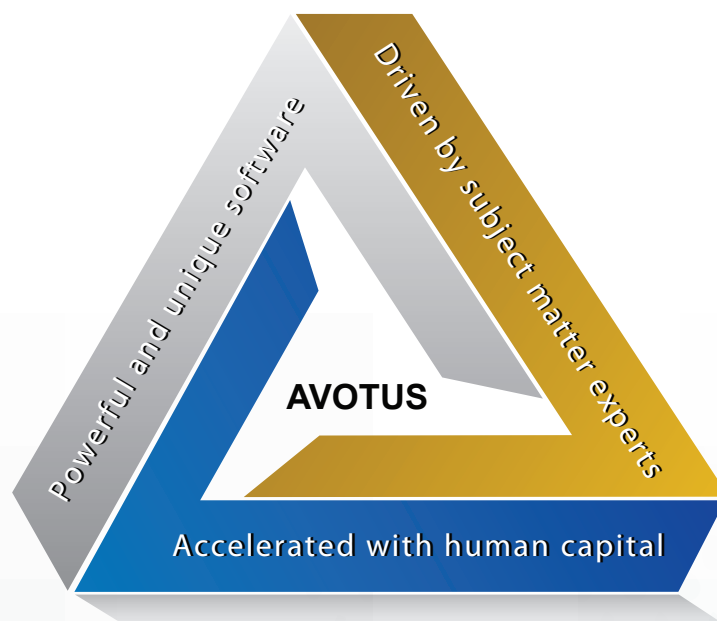
Are you ready to save time & money?

Do you want to obtain the best price & terms?

See how powerful Avotus software and experienced telecom sourcing engineers transform the landscape of your next sourcing project

## Avotus ICM Intelli-Sourcing — Setting a new standard

Avotus' ICM Intelli-Sourcing is a strategically automated process that delivers 20%–40% savings to customers' sourced telecom spend. Avotus has sourced OVER ONE BILLION DOLLARS for corporate clients since Avotus Intelli-Sourcing was introduced to the market.



Avotus partners with your team to produce dramatic results by leveraging powerful and unique software with subject matter experts who are passionately obsessed with saving you money.

## Intelli-Sourcing Enterprise and Express – Solutions for all situations

Both our ICM Intelli-Sourcing Enterprise and Express products use the power of a live, transparent and dynamic sourcing process, which is specifically designed for the complexities of voice and data communications. Both systems create vibrant, competitive situations that motivate suppliers to showcase their most competitive prices and service levels. Seeing is believing, and ICM Intelli-Sourcing is priced to demonstrate our commitment and confidence in being able to deliver exceptional solutions.

## ICM Intelli-Sourcing Enterprise

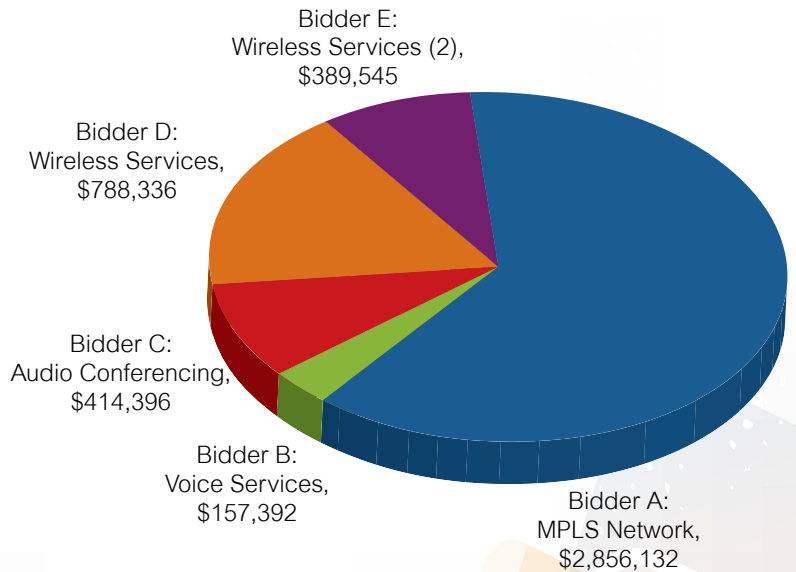
Specifically designed to manage the Master Service Agreement (MSA) contracting process, Intelli-Sourcing Enterprise moves the entire RFP process online, saving you time and money. Enterprise can handle thousands of bid items and also score responses to hundreds of question sets. We'll suggest the best questions to ask, provide pricing guidelines, and organize the data. With the electronic RFP as the basis, we'll launch the online sourcing process to drive results. Carriers compete for your business both quantitatively (price) and qualitatively (SLAs, terms). Intelli-Sourcing Enterprise allows buyers to obtain the savings they desire and powerful contract terms that protect service delivery.

## ICM Intelli-Sourcing Express

The Express edition of Intelli-Sourcing provides you with an e-sourcing platform for your simple, daily telecom service and equipment needs that can be configured and implemented quickly – meeting the real-time needs of your business.

Adding a new office? Expanding capacity on a route? Buying add-on equipment? Intelli-Sourcing Express allows us to build an event in less than an hour, distribute it to up to 130 vendors and collect bids in a matter of days. Quick, easy and powerful - Intelli-Sourcing Express can be your daily sourcing tool - to keep your suppliers sharp and responsive.

### AVOTUS WebSourcing: Sample 3-year savings by product category



## How are savings achieved?

- Our patented, proprietary technology, superior knowledge and extensive experience
- Clean inventory and applicable scope of work
- General downward history of broadband pricing
- Ability to engage many more vendors than otherwise possible
- Competitive pressure from transparent bidding process
- Individual vendor pressures
- Often the low bid will double the savings over the second lowest bid
- Strategic consulting advice can improve savings by changing underlying service or technology used

## How can your organization benefit?

- Intelli-Sourcing lets you take control of the supplier relationship
- Programs are self-funding — proven to enhance savings and contract terms
- Negotiate price, SLAs and contract terms, simultaneously
- Accelerates the start-to-finish sourcing cycle and enhances process efficiency
- Our team partners with you to customize events that meet your specific goals
- Substitutes manual, paper-based RFP processes with a streamlined electronic process
- Transparency motivates vendors to compete to offer better prices, terms, conditions and service levels
- Ensures hassle-free contract negotiation and efficient spend analysis

### Examples of savings achieved

- Specialty pharmaceutical company 69%
- Global energy company 62%
- Airline 52%
- Enterprise management software company 51%
- Electrical manufacturer 51%

### Cumulative Results

- Avotus has completed over 1,000 projects representing over \$1 billion of telecom services
- Average client savings identified for all telecom categories are between 20% and 40%
- Average time of an engagement is 16 weeks with some completed in six weeks or less time

Drive Market Leadership for YOUR Company - Today!

## KEY MESSAGES – VALUE PROPOSITION

### AVOTUS DELIVERS: (Remember DVS)

- “Data” for Informed Decision-Making
- “Visibility” into your Network
- “Savings” both Immediate and Long-term



## TOTAL SAVINGS GUARANTEE (TSG)

Avotus' Total Savings Guarantee (TSG) is our unprecedented commitment to our customers. Avotus truly believes that it can save you significant money while enhancing visibility and supporting sound decision-making. TSG is Avotus' way of putting OUR money where our mouth is. It is our guarantee to provide the most effective solutions in a manner which creates unique value. TSG demonstrates our confidence in our capabilities and willingness to stand behind everything we do. If Avotus does not save you more money than it costs for the engagement, we will credit you the difference. That's the Avotus Total Savings Guarantee (available on select ICM solutions with “trackable” savings)

## About Avotus

With more than 30 years of industry experience, Avotus is the award-winning provider of **Intelligent Communications Management (ICM)** solutions. ICM solutions enable users to optimize, manage and protect against misuse and abuse of their critical investments in telecom and technology. Avotus' ICM lifecycle can be deployed in a manner that allows each engagement to self-fund the next, while putting cash on the client's bottom line at each step. ICM solutions include: Enhanced Usage Reporting (EUR) for Unified Communications, Expense Management with ITAM Robot (EM), Intelli-Sourcing and Wireless Management. Avotus and its partners serve more than 1,000 clients in North America and around the world, many of which are industry-leading Fortune 5000 companies. ICM is Avotus' Intelligent approach to managing wireline and wireless assets, and a safeguard for your next-generation communications solutions.

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