

## ***Telecom Expense Management taking off***

**Tam Tam Consulting sees growing success amongst multinationals**

### **Herentals, 10 February**

In order to significantly reduce their telecoms costs, an increasing number of companies active internationally have turned to Telecom Expense Management (TEM), concludes Tam Tam Consulting based on its own large experience with a growing number of internationally-focussed customers. With an internally developed application, this company offers enterprises like DHL, Stork and Toyota independent and vendor-neutral management of their fixed and mobile telephony, mobile data and communication platforms. Today, Tam Tam Consulting is launching the new TRACE II version of its application, which offers greater speed and security thanks to the addition of a new front-end that is even more user-friendly.

### **Explosive growth**

In parallel with the explosive growth in telephony and data communications in many organisations, Tam Tam Consulting has also experienced international expansion. Companies active internationally still have much to gain by calling upon an independent analyst. **Sonja Bevers, CEO of Tam Tam Consulting**, explains: *"Today more than ever, the telecom manager of a company needs a clear and intelligible analysis of communications expenses, by operator as well as by country and technology. But many companies have a very complex telecoms profile. This is why we continue to invest in TRACE, which – together with our 15 employees – is the cornerstone of our consulting services."*

### **Telecoms invoice and usage analysis brings in money**

*"Tam Tam Consulting not only provides companies with the knowledge that makes it possible to detect errors in telecoms invoices, but also follows up on credit notes,"* assures Tam Tam Consulting client **Tom Vervoort Director Service & Vendor Management Business IT for DHL Express Benelux**. **Maria Mandjes, ICT Contract Manager for Stork**, agrees: *"By properly reviewing our suppliers' invoices, we can better manage our contracts and truly benefit from the advantages to which we are entitled. Tam Tam Consulting combines this service with independent advice and benchmarking."*

A good understanding of usage and costs is the foundation for later negotiations. As **Tom Vervoort of DHL Express Benelux** comments: *"Successfully negotiating with telecom providers almost requires a PhD in voice rate plans. With the aid of Tam Tam Consulting, our procurement results drastically improved."*

### **Managers increasingly aware of reality of costs**

*"Insight in end-user telecoms cost throughout the organisation; using the 'Tam Tam e-mail awareness' product has increased cost awareness on all management levels, and this alone lead to a 15% cost decrease",* concludes **Tom Vervoort of DHL Express Benelux**.

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## **About Tam Tam**

Tam Tam Consulting helps its clients to choose the best telecoms infrastructure, services and operators based on completely vendor-neutral advice, following an in-depth analysis of both telecoms invoices and the company's own environment. With its complete offer, including auditing, purchasing advice and management & reporting, Tam Tam Consulting assures enterprises the best value for money.