OpDecision
Wireless Cost Management

Partner Resources

OpDecision wants all of our partners to succeed! We would like to share a few resourceful one pagers to help you become more familiar with OpDecision and create introductions. To download click on the top of each one pager.

Talking Points

OpDecision Wireless Cost Management

Talking Points

Below are some of the bullet points that can be of help in creating an introduction.

Talking Points for IT Leaders:

- How many wireless lines does COMPANY have right now?
- How much do you think you spend monthly?
- Are you interested in freeing up IT budget by cutting wireless costs?
- How many people on your team handle wireless?
- Would you be open to having a trusted partner of ours review your wireless bills to see if costs can be reduced?

Talking Points for Finance Leaders or C-Level Executives:

- Does the company pay for wireless (smartphones, tablets, etc.)?
- How much do you think you spend monthly?
- If your monthly cost could be reduced without changing carriers or impacting service, would you be take a 15 minute call with our partner for an introduction?

Facts to help overcome common objections:

- You will not have to change carriers or impact service.
- Will not impact your current contract.
- Our project typically takes **less then 2 hours** of our clients' time.
- We are required to cut at least 10% or higher off of monthly billing to have a fee, and our fee comes strictly out of the savings. If the customer is doing a great job managing costs, there will be absolutely no charge – this provides peace of mind to IT & finance leaders!

Who Is OpDecision?

OpDecision is a leading provider of corporate wireless expense management services.

Through our extensive industry experience and innovative wireless cost analysis process, our consulting services can deliver ongoing savings of up to 45%.

856-535-5427 www.OpDecision.com

Frequently Asked Questions

OpDecision Wireless Cost Management

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What to Say When Asked:

Q: How will you save us money?

Our consultants have extensive wireless industry knowledge with relationships inside the various carriers. Our consultant's are aware of **un-published rates;** Salespeople often work on commission rates versus the non-commissioned rates. OpDecision also provides innovative pooling techniques and negotiation tactics. We can also recover credits for billing errors, overcharging and carrier negligence. In addition, we also save money through the utilization of various association and purchasing group discounts to increase client savings.

Q: Do you do negotiations?

We have a negotiation service that we provide for companies that help procure additional savings, equipment discounts, and service credits that are based above and beyond your final and best offer from the carrier. If you would not be signing this contract before our call then we can wait until that date. (Customer is not required to engage us for negotiation is they're in the process. We have worked with clients to audit/optimize without being involved in the contract process. This provides some prospects with piece of mind that they still own that process)

Q: How do you charge?

We get paid the equivalent of 4 months of savings, or 33% of the annualized savings your company will realize. Our Contract states that we would need to find savings of 10% or more, Bottom line, if we don't find savings we don't get paid.

Q: We do this on our own, we feel we do a good job at optimizing.

I can appreciate that, however, there are **un-published rates** you and your carrier representatives are likely to be unaware of. Salespeople often work on commission rates versus the non-commissioned rates that you can expect from us. Our consultants have extensive wireless industry knowledge with relationships inside the various carriers. Because of this, we'll bring your expenses further down from where they are now.

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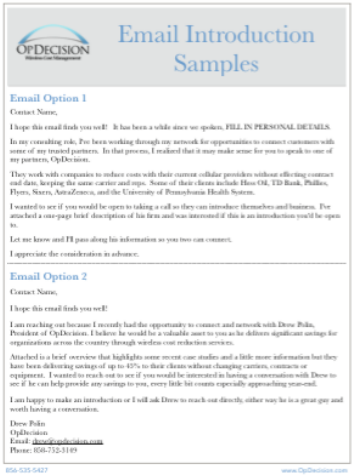
Email Intro Samples



OpDecision Wireless Cost Management

Email Introduction Samples

Email Option 1

Contact Name,

I hope this email finds you well! It has been a while since we spoken, FILL IN PERSONAL DETAILS.

In my consulting role, I've been working through my network for opportunities to connect customers with some of my trusted partners. In that process, I realized that it may make sense for you to speak to one of my partners, OpDecision.

They work with companies to reduce costs with their current cellular providers without effecting contract end-date, keeping the same carrier and reps. Some of their clients include Hess Oil, TD Bank, Phillies, Flyers, Sixers, AstraZeneca, and the University of Pennsylvania Health System.

I wanted to see if you would be open to taking a call so they can introduce themselves and business. I've attached a one-page brief description of his firm and was interested if this is an introduction you'd be open to.

Let me know and I'll pass along his information so you two can connect.

I appreciate the consideration in advance.

Email Option 2

Contact Name,

I hope this email finds you well!

I am reaching out because I recently had the opportunity to connect and network with Drew Polin, President of OpDecision. I believe he would be a valuable asset to you as he delivers significant savings for organizations across the country through wireless cost reduction services.

Attached is a brief overview that highlights some recent case studies and a little more information but they have been delivering savings of up to 45% to their clients without changing carriers, contracts or equipment. I wanted to reach out to see if you would be interested in having a conversation with Drew to see if he can help provide any savings to you, every little bit counts especially approaching year-end.

I am happy to make an introduction or I will ask Drew to reach out directly, either way he is a great guy and worth having a conversation.

Drew Polin
OpDecision
Email: dpolin@opdecision.com
Phone: 856-732-5149

856-535-5427 www.OpDecision.com

Talking points to help with creating an introduction.

Helpful answers to commonly asked questions.

Sample emails to send to your client, introducing OpDecision.

Connect and Follow with OpDecision