OpDecision
Wireless Cost Management

Wireless Expense Management

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

Leveraging extensive cellular industry experience and inside knowledge, we provide a set of services, which focus' entirely on reducing and managing corporate and institutional wireless costs *without* changing carriers, effecting current contracts and receive bill directly from carrier(s).

On average, our clients achieve 27% in savings staying with current mobility vendor(s) and for clients with TEM solutions or 3rd Party relationships our average is 20% in savings.

Clients Include

HESS, Phillies, Public Health Management Corporation, Concentra, SUEZ, DentaQuest, Select Medical, Philadelphia Eagles, Air New Zealand, WME IMG, Jets, AstraZeneca, brother at your side, Cleveland Brothers CAT, ASSA ABLOY, Medline, Temple University, Holland & Knight LLP, AQUA, TD Bank, KinderCare Learning Centers

Best In Class Process

1 BENCHMARK

Day 1- *OpDecision benchmarks your current wireless plans and contracts.*

2 OPTIMIZE

Day 14- *A report is presented with insights, change recommendations and contract negotiation items.*

** Client approves changes*

3 IMPLEMENT

Day 30- *Changes are implemented, wireless savings begin immediately and final contract agreement presented.*

Project Timeline

Audit

Client provides 3 months of billing and contract end dates for each carrier.

Analysis

OpDecision completes detailed analysis and presents savings within 2 weeks.

Approvals

Client has 14 days to review and provide all approvals.

Implement

OpDecision provides final cost savings within 2 days and implements changes.

Savings

Client will see realization of savings by next billing cycle.

What Makes OpDecision Unique Compared to TEM

OP DECISION
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- 60% to 70% of our savings are derived from unpublished rates, leveraging unique rate structures, and utilizing promotional discounts which the carriers do not openly share in the market place; all aspects of our methodology which TEM does not have embedded into their software or formulas investment from our clients
- Once OpDecision presents the savings opportunity, our client has the ability to Approve or Reject any recommendation for any reason, and they do not have to share a reason; our savings figures are based *ONLY on* approved recommendations for implementation
- OpDecision is required to create at least 10% or more in savings after an approval process; if we fall short the customer has the right to terminate the contract with no fees/costs
- None of the unpublished rates, rate structures, or promotional discounts require ANY contract negotiations; these are benchmarked and awareness driven that they exist in the marketplace and anyone that knows they exist can leverage them
- Typically within 6 weeks from engagement we are implementing the cost savings measures with the vendor, demonstrating savings on the bill copies within 1-2 bill cycles of the project kick-off
- Our fees are derived strictly from the savings, and it typically only takes us two weeks after we start an engagement to present the overall cost savings opportunities
- We average 27% in savings, and for clients with TEM solutions or 3rd Party relationships our average is reduced to 20%

Project Fees - Sample

Fees are equal to saving generated during each of the first four months or 50% of savings over eight months, funded through cost savings- **100% guaranteed**. Savings must exceed 10% of monthly charges, or ***it's free.***

Cost Breakdown Example - 4 Months

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8
Original Carrier Fees	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000
Savings	$5,800	$5,900	$6,000	$6,100	$6,200	$6,300	$6,300	$6,400
OpDecision Fees	$5,800	$5,800	$5,800	$5,800	$0	$0	$0	$0
Net Savings	$0	$100	$200	$300	$6,200	$6,300	$6,300	$6,400

Cost Breakdown Example - 8 Months

	Month 1	Month 2	Month 3	Month 4	Month 5	Month 6	Month 7	Month 8
Original Carrier Fees	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000	$20,000
Savings	$5,800	$5,900	$6,000	$6,100	$6,200	$6,300	$6,300	$6,400
OpDecision Fees	$2,900	$2,900	$2,900	$2,900	$2,900	$2,900	$2,900	$2,900
Net Savings	$2,900	$3,000	$3,100	$3,200	$3,300	$3,400	$3,400	$3,500