



IQ Telecom

COMPANY & SOLUTION OVERVIEW

APRIL 2018

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Company Information

Company Information

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17 Years in Business

IQ Telecom (IQT) is staffed by enterprise telecommunications experts.

Our first client is still our client – we take customer satisfaction seriously.

IQT is a **full-service telecommunications management**, firm proudly serving clients since 2001.

\$90,000,000 in Savings

We've found millions of dollars in **ongoing cost reduction** and **credits** for clients.

As the **single, reliable source of record**, the savings don't stop after an initial audit.

Our clients benefit from actively managed services; we dig deeper and **control costs on an ongoing basis**, not just one-time.

360° Strategic Partner

Our comprehensive solution, **IQ 360°**, is web-based with a relational database – no more spreadsheets.

As a **Certified Women Owned Business**, we can add diversity to your supply chain.



IQT is a hands-on, nimble partner with deep industry knowledge and fully engages in our clients' telecommunications environments.

Sample Clients

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Top ten
commercial bank
by asset size

The largest
beverage company
in the world

Nominated
IQT
Supplier of
the Year

Global information
management
company with over
1,400 locations

International
clothing and
accessories
retailer

Top 50 financial
services company

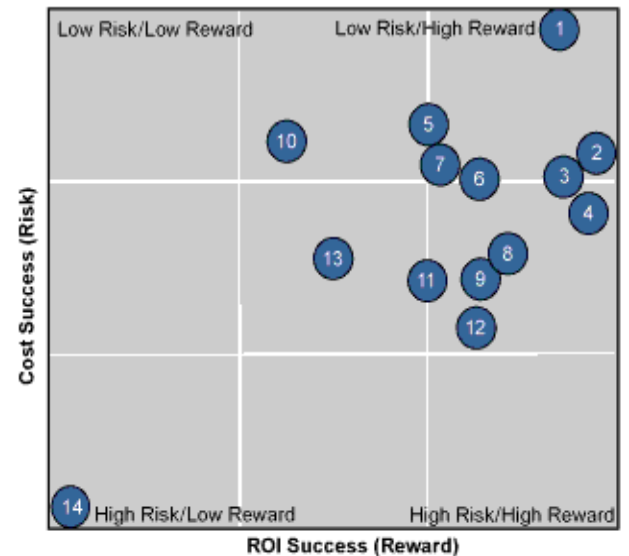
International
logistics provider
with over 1,300
locations

Why Audit & Manage Telecom?

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Research shows that **proactive IT Financial Management** results in the **highest reward** and has the **lowest risk** for enterprises relative to other initiatives.

Technology Risk-Reward Analysis



- | | |
|-------------------------------|--------------------------------|
| 1. IT Financial Management | 8. E-commerce |
| 2. IaaS | 9. Business and Data Analytics |
| 3. Artificial Intelligence | 10. Internet of Things |
| 4. Software as a Service | 11. Supply Chain Management |
| 5. SoftwareDefined Networking | 12. CRM |
| 6. Mobile Applications | 13. HCM |
| 7. Mobile Devices/Wearables | 14. ERP |

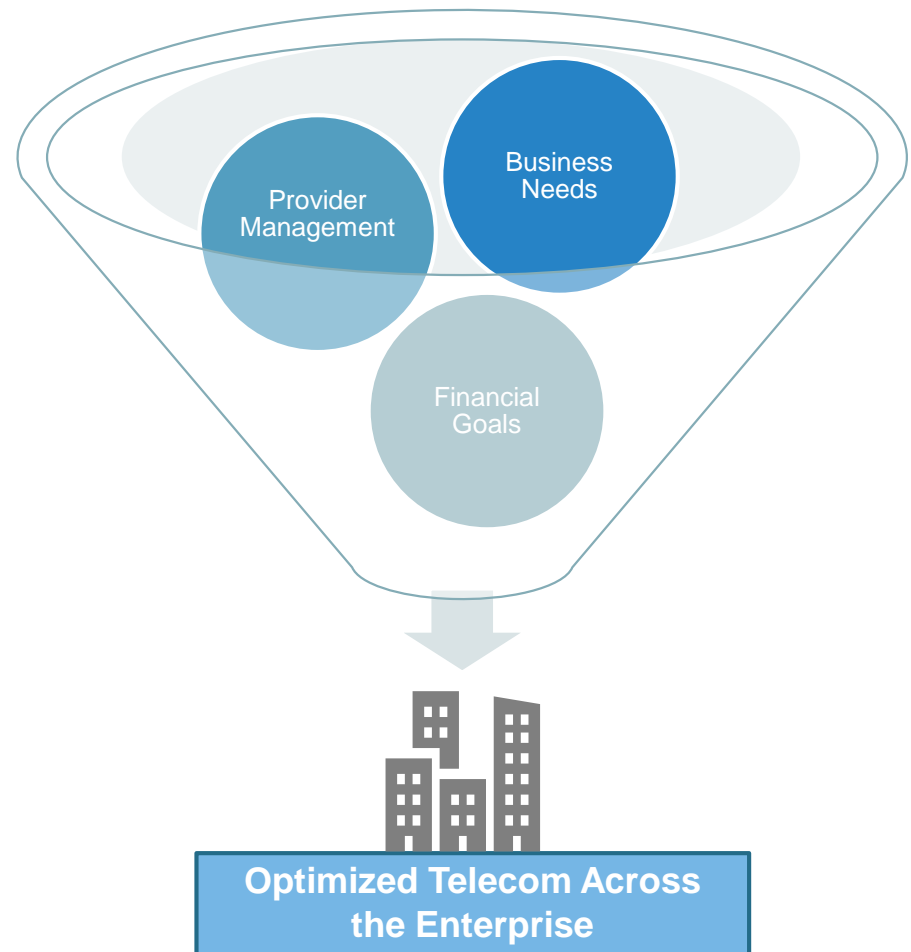
Source: Computer Economics, 2018

Figure 2

Why IQT?

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- IQT **proactively manages** telecommunications as an ecosystem, not a set of disparate parts.
- We **streamline** provider management and align business needs with financial goals.
- Clients are **enabled** to fully realize telecommunications investments, and recognize savings and expense reductions.

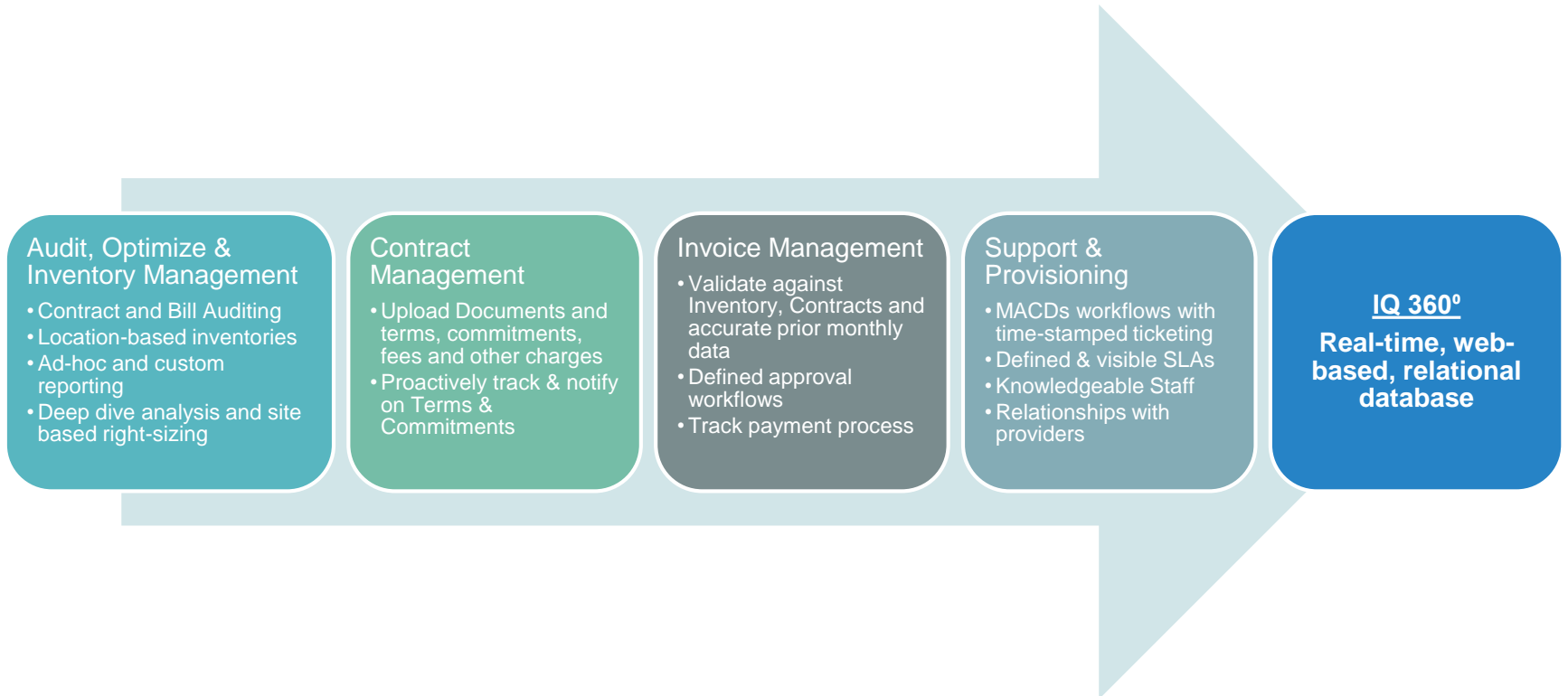


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Offerings Overview

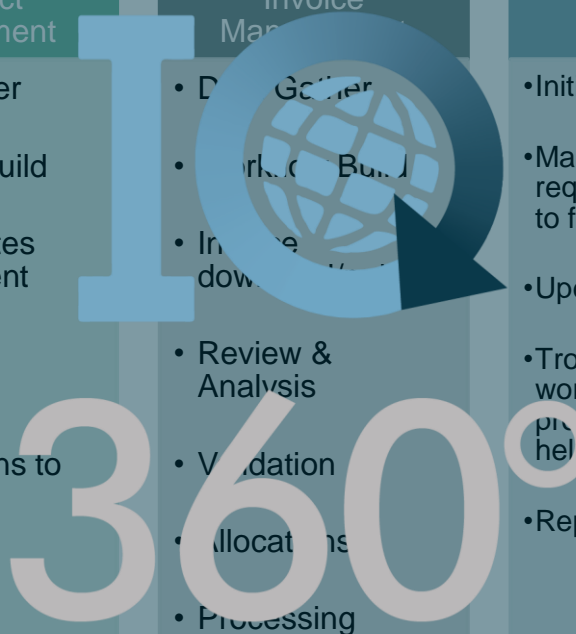
Service Offerings

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Offerings Detail

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Audit, Optimization & Inventory Mgmt.	Contract Management	Invoice Management	Support & Provisioning	Professional Services
<ul style="list-style-type: none">• Data Gather• Location Build• Account Build• Inventory Build• Audit• Optimization	<ul style="list-style-type: none">• Data Gather• Contract Build• Terms, Rates Enforcement• Renewal Tracking• Associations to Invoicing	<ul style="list-style-type: none">• Data Gather• Contract Build• Invoice Download• Review & Analysis• Validation• Allocations• Processing	<ul style="list-style-type: none">• Initiation of MACDs• Management of requests from start to finish• Updated Inventory• Trouble tickets worked directly with providers & client help desks• Reporting	<ul style="list-style-type: none">• Support for special projects and service migrations• Certified PMs that specialize in telecom projects• ROI and Cost Transparency throughout projects

IQT Offerings are Multi-directional



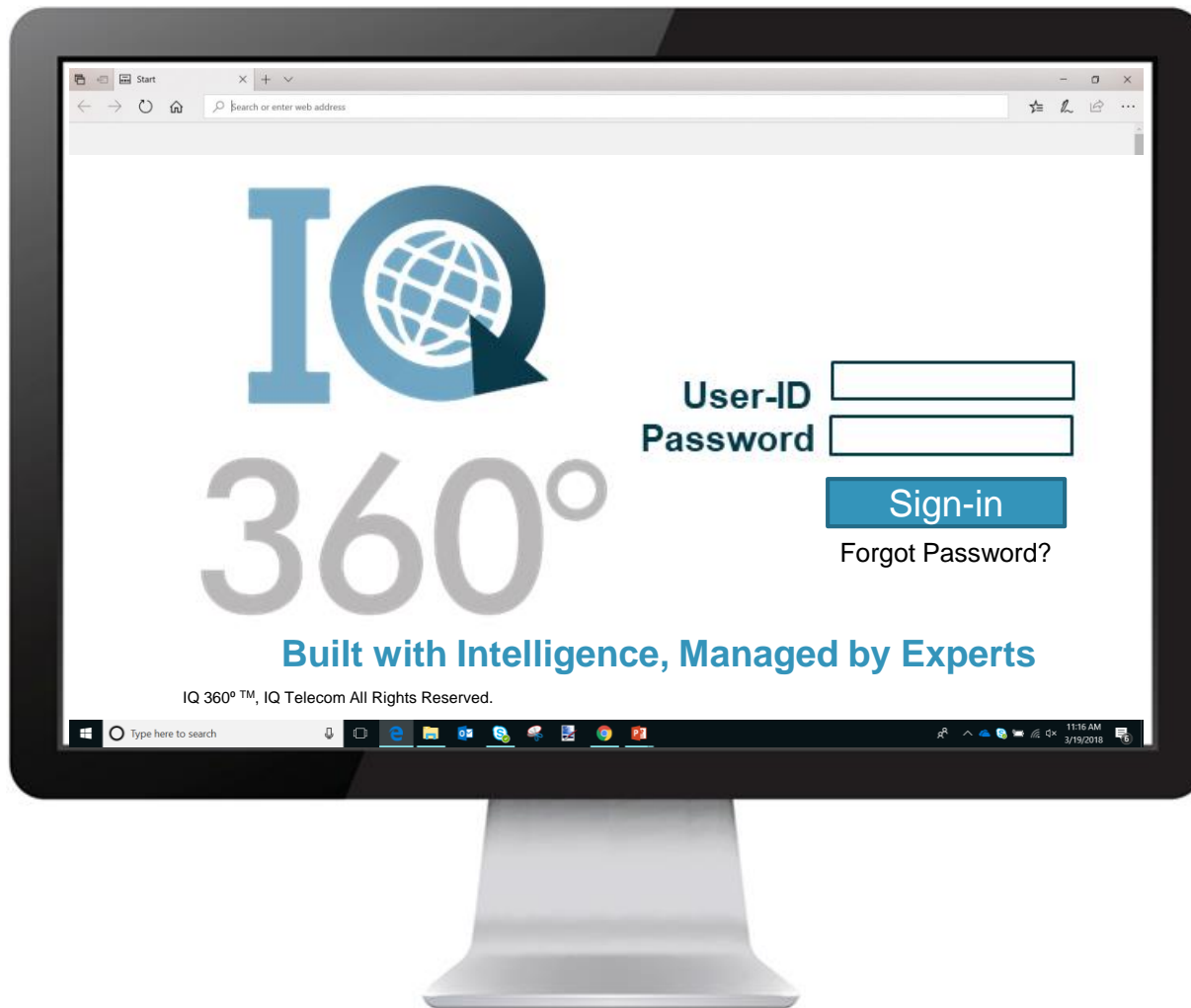
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Methodology

IQ 360°:

Web-based, Relational & Always Accurate

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Audit, Optimize & Inventory Management: Visibility into Services at Every Location

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The screenshot displays a web application interface for managing locations and services. The top navigation bar includes tabs for 'Locations', 'Inventory', 'Contacts', 'Finance', 'Tickets', 'Documents', and 'Contract'. Below the navigation bar is a search bar and a 'Location' section for 'ABC1122 - 2 Forest St, Joliet, IL, 60611, US'. The main content area is divided into several panels:

- Site ID Details:** A table showing information for Site ID ABC1122, including Company Name (ABC Corporation), Division (ABC PLC), Assigned To (IQT Demo), Status (Active), and Address (2 Forest St, Joliet, IL, US).
- Activities:** A section showing 'Tue 29 Aug To Do - Test Event' with an 'Add' button and an 'Open' link.
- Summary by Services:** A table and a pie chart showing the distribution of services and their costs. The table data is as follows:

Service Type	Count	Total Costs
1FB	2	\$78.93
1MB	2	\$183.00
DIDs	1	\$5.20
ISDN PRI	2	\$1,127.40
ISDN T1	4	\$690.00
PT TO PT	3	\$364.99
SONET	2	\$8,092.31
T1	8	\$1,200.00
Totals	24	\$11,741.83
- Notes:** A section for adding notes, with a text input field, a 'Post' button, and options for 'Private' and 'Public' visibility.
- Location Summary Sidebar:** A vertical sidebar on the right showing various metrics: Notes (1), Updates, Contacts (1), Quotes (0), Invoice (0), Activities (1), Emails (1), Documents (1), Tickets (8), Products (0), Service Contracts (0), Inventory Details (24), Optimization (23), Assets (6), and Service Orders (3).

Audit, Optimize & Inventory Management

- Inventory built based on locations
- Provider Accounts Data Mapped to Locations
- Contracts & Invoices Audited
- Right-sizing & optimization of services performed
- All data visible, all fields reportable

Contract Management: Proactive Monitoring

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The screenshot displays a web-based contract management system. The top navigation bar includes 'Locations', 'Inventory', 'Contacts', 'Finance', 'Tickets', 'Documents', and 'Contract'. The main content area is titled 'AT&T - Test ATT Contract - CW2012323'. It features a 'Contract Item' table with columns for 'Contract Item' and 'Count'. The table lists 'Broadband Dynamic IP' with a count of 5 and 'ADSL IR Dynamic IP' with a count of 2. Below the table is a pie chart showing the distribution of these items. The 'Contract Summary' sidebar on the right lists 'Contract Details', 'Comments (0)', 'Updates', 'Documents (0)', and 'Activities (0)'. The 'Contract Details' section includes fields for 'Customer Name', 'Providers', 'Contract Type', 'Contract Name', 'Contract ID', 'Contract Term', 'Start Date', 'End Date', 'Contract Status', and 'Assigned Accounts'. A 'Comments' section is also visible, with a text input field and a 'Post' button.

Contract Item	Count
Broadband Dynamic IP	5
ADSL IR Dynamic IP	2

Commitment Type	Commitment Start	Commitment End	Commitr
MARC	01-01-2017	12-31-2017	1,000,000

Contract Management

- Contracts Reviewed and Analyzed
- Documents and specific terms, commitments, fees Built in IQ 360°
- Terms & Commitment Notifications
- Ongoing association with Inventories

Invoice Management:

Workflows for validation and payment process

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Invoice No	Subject	Site ID	Service Order Number	Status
<input type="checkbox"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="checkbox"/> 43395	Reserve Toll Free Numbers	SMW		Created
<input type="checkbox"/> 43394	Site Closing	UKRUI01		Created
<input type="checkbox"/> 43393	International calling issue	ATLAOC01-3		Created
<input type="checkbox"/> 43392	Install Data Services	ATLCHW		Created
<input type="checkbox"/> 43391	2017 Account Admin	ATLAOC01-3		Created
<input type="checkbox"/> 43390	2017 Orders & Inventory	ATLAOC01-3		Created
<input type="checkbox"/> 43389	2017 Data Administration	ATLAOC01-3		Created
<input type="checkbox"/> 43388	Cost Increase	VBR		Created

Invoice Management

- Monitor & manage invoices from from all mediums
- Invoice validation and dispute management
- Create and submit payment files
- Validation of Post Payment Files

Support & Provisioning: Project and Change Management Support

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All Records Type keyword and press enter Advanced iq blue and gray logo VOICE CREASON.JPG

Creating Add

Save Cancel

Ticket Summary

*Customer Name	The Coca-Cola Company	Order Number	
Requested By	Jeff Cavaliere (Admin)	*Service Order	
Assigned To	Jeff Cavaliere (Admin)	*Order Status	Open
Type of Ticket	Add	Order State	Pending Provider Submission
*REASONS	BBU-Project	Tracking/Order/Quote #	
*Provider	VZB	Order Date	12-04-2017
*Service Category	Voice	Submission Date	
*Order Service Type	1MB	Provider Due Date	
PIC	Pic	Order Completion Date	
LPIC	LPIC	Total Cost (MRC(+/-))	\$
End Use	Test End Use	Total Cost (One time cost) (expedite fee)	\$
Related Orders(Type in Order Numbers)		Inventory Status	No Change
*Special Instructions	Test Special		
Division	CCNA		

Inventory Details Locations Distributions Confirmation

Related List : Ticketitems

Provider Name *Account Number Sub Account *BTN WTN *CIRCUIT ID *Invoice Type *Service *Service Type Service Cost Feature

Support & Provisioning

- MACDs with Time-stamped Ticketing
- Reason Codes, Provider Due Dates and all fields visible and reportable
- Accounts, Locations, Inventories and Contracts Updated

Steady State: Integrated, Efficient Environment

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Clients have a single, accurate source for:

- ✓ 360° view into telecommunications environment
- ✓ Accurate, location-specific inventories
- ✓ Reliable budget planning resources
- ✓ Project ROIs and ongoing visibility
- ✓ Synchronized Accounts Payable and IT services

Audit, Optimize & Inventory Management

- Contract and Bill Auditing
- Location-based inventories
- Ad-hoc and custom reporting
- Deep dive analysis and site based right-sizing

Contract Management

- Upload Documents and terms, commitments, fees and other charges
- Proactively track & notify on Terms & Commitments

Invoice Management

- Validate against Inventory, Contracts and accurate prior monthly data
- Defined approval workflows
- Track payment process

Support & Provisioning

- MACDs workflows with time-stamped ticketing
- Defined & visible SLAs
- Knowledgeable Staff
- Relationships with providers

IQ 360°

Real-time, web-based, relational database



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Questions & Considerations

Questions & Consideration

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- ❑ Does your organization have control over its spending and transparency of all costs with all of its telecommunications providers?
- ❑ Is your Accounts Payable in sync with telecom service changes initiated by your IT group that impact billing from providers?
- ❑ Does your organization have a single, accurate source of record for telecom services for every location?
- ❑ Do you have a consistent methodology to update telecom inventory and validate billing when service changes are made?
- ❑ Do you have accurate telecom spending data for budget planning?

Thank you!

A small icon of a computer mouse cursor pointing to the right, indicating a clickable link.www.iqt360.com[860.882.0500](tel:860.882.0500)info@iqt360.com[78 Beaver Road, Wethersfield, CT 06109](#)

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