

# MOBILEwatch

## Turnkey mobile services plan- and device-management for business

If your company has hundreds of mobile devices, chances are good that your wireless bill represents a substantial part of your total monthly telecommunications expenses, and is growing rapidly as usage increases.

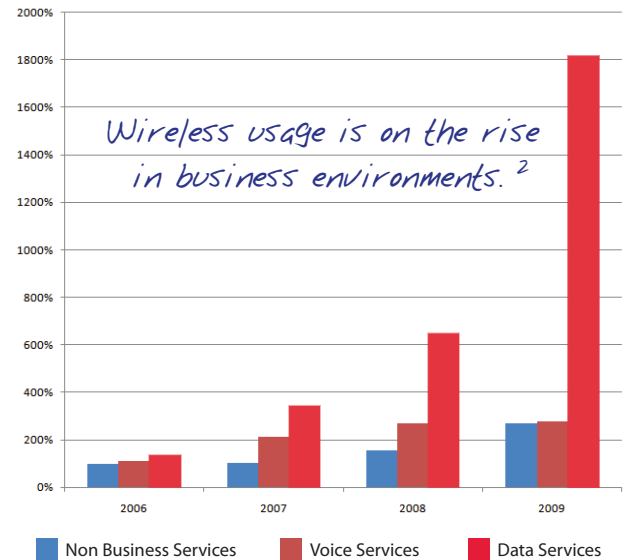
As a significant portion of your monthly business expenses, your mobile budget should be easy to understand and manage. But it's not – in fact, the Aberdeen Group estimates that up to 10 times more manpower is required to manage a wireless device than a land line.<sup>1</sup>

It's difficult to tell whether your wireless bill is average or unusually high, whether your carrier is providing you with the most optimal voice and data services, or even if your bills are accurate.

The TelDesign MobileWatch™ service provides you with the answers you need to reduce and manage your mobility budget. Using proprietary software, it delivers guaranteed savings in time and money every month and can reduce your wireless bills significantly (in some cases, by as much as 50% per user).

### MobileWatch™ Quick Facts

- ✓ **For companies with 50 or more mobile devices**
- ✓ **Provides substantial short-term and long-term savings**
- ✓ **Proactive monthly service**
- ✓ **Turnkey mobile management reduces your management labour costs**



<sup>1</sup> Aberdeen Group. "The Real Cost of Enterprise Wireless Mobility". January 2007.

<sup>2</sup> All graph data is based on actual data from TelDesign customers.

"TelDesign's MobileWatch® intervention has resulted in a 50% reduction in average monthly cost-per-mobile-user. In addition, TelDesign saves our staff time and does so without impacting our users. Our experience with TelDesign and its staff has been very good and we recommend their services without hesitation."

– Marc Kielburger, Co-Founder, Free The Children

## Stage 1: Pre Intervention

Using our proprietary software, we will analyze your wireless usage call by call and user by user to understand the actual usage that your organization incurred in the past 12-months. This provides the knowledge to ensure that your mobile contract is based on what you really need – not just on what you think you need.

You will receive a clear report showing how your organization's mobile and data plans are being used, and whether your usage is within norms for your industry.

## Stage 2: Intervention

Next, we will determine whether you have the most optimal contract with your mobile carrier. If an adjustment is necessary, we will negotiate on your behalf to design a contract that fits your needs like a glove.

We will then monitor your monthly bills and usage to ensure that:

- The contract is being properly applied by the carrier
- No errant charges are incurred
- Users do not independently make changes to their plans without proper consent

## Stage 3: Post Intervention

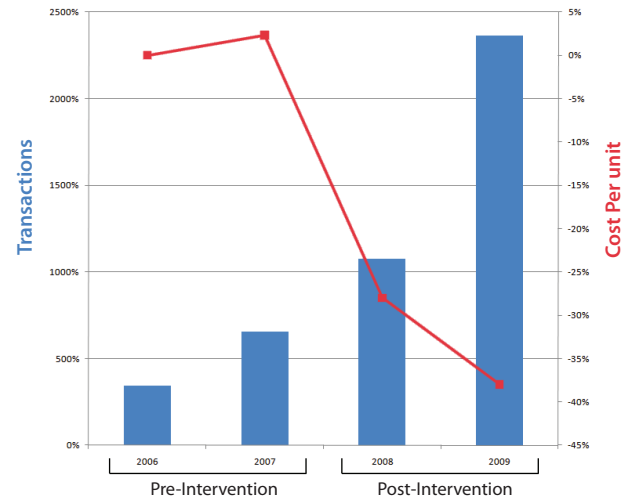
We will provide you with monthly management reports by department, and will work directly with your carrier to optimize your contract on an ongoing basis.

This service may include:

- Outlier analysis – informing you of deviations from your organization's usage norms.
- Non-business use – flagging exceptional non-business use of company devices.
- Roaming adjustments – saving you money by containing roaming charges.
- Hardware management – managing the ordering, purchase, distribution, upgrades and repair of your company's mobile devices.
- Usage awareness – emailing users monthly details of their usage, spending, and an anonymous comparison to that of their peers.

## It Pays to Understand™

Contact us for more information or for a usage analysis complete with recommendations and a business case for including MobileWatch™ in your outsourcing model.



*While wireless transactions in business settings are on the rise, mobileWatch dramatically reduces the cost-per-unit.<sup>2</sup>*

### Request a Business Case:

(613) 591-0322 | [www.mobilewatch.ca](http://www.mobilewatch.ca) | [info@teldesign.ca](mailto:info@teldesign.ca)

"Through TelDesign's analysis of FirstOntario's mobile service contracts and mobile devices, our average monthly cost-per-user has decreased significantly. Thanks to the knowledge that TelDesign brings to the table, we now have a very competitive contract and are relying upon TelDesign to assist us from time to time with tailoring the plan components to the calling and data usage pattern of our subscribers. This gives us peace of mind in an area that could very quickly get out of hand."

– Michael Walsh, Director Enterprise Technology, FirstOntario Credit Union

**By Email:**  
[info@teldesign.com](mailto:info@teldesign.com)

**By Phone:**  
(613) 591-0322  
(613) 599-7759

**Post:**  
P.O. Box 72160  
Kanata North RPO  
Ottawa, ON  
K2K 2P4

**By Fax (toll-free):**  
(866) 317-0590

[www.mobilewatch.ca](http://www.mobilewatch.ca)