

Tariffcom

Business Proposal

ABC Telecoms

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Contents

| | |
|---|--------|
| About Us | Page 1 |
| Executive Summary | Page 2 |
| Manageabill - multi-network customer billing portal | Page 3 |
| Proposition - web-based proposal management | Page 4 |
| Billing Audits - billing audit bureau service | Page 5 |
| Proposed Solution - Overview | Page 6 |
| Tariffcom Testimonials | Page 7 |
| Proposed Hardware Details | Page 8 |

About Us

Established in 1996, Tariffcom has become the UK's leading telecoms pricing consultancy. Our team of highly skilled analysts provide clear, concise billing audits for mobile and fixed line markets. Tariffcom's independent status ensures that you can provide your clients with a fair and accurate comparison in a complex pricing market.

We have designed and developed innovative software for the telecoms market for over twenty years and we now work with the majority of key networks. Our constant focus on pricing, billing and software applications keeps us at the forefront of the telecoms software industry.

The management team at Tariffcom have nearly 50 years' experience in the UK telecoms pricing market. Our team of pricing and billing specialists have analysed almost 100,000 bills. Our core focus is on pricing, billing and software applications designed specifically for our industry. And we're pretty damn good at it too.

Our clients range from key industry players including EE and O2, to some of the smaller telecoms dealers and resellers. We work with these companies to provide clear and accurate cost comparisons for their customers and prospects. Our service can include the analysis of a single telephone bill to re-billing hundreds of millions of fixed line calls to running consumer promotions.



Our Products and Services

We are the go to analysts for all major networks, as well as for hundreds of dealers and resellers who rely on us to provide clear and accurate tariff comparisons for their customers.

To date, we have three main services that we provide:

- [Manageabill](#) – our multi-network customer billing portal
- [Proposition](#) – our web-based proposal management software
- [Billing Audits](#) – billing audit bureau service

We've learned a lot from our long-standing relationships with key players in the telecoms industry, as well as those outwith.

We have used that experience to offer you what you've come to expect from Tariffcom, the best service possible.

Executive Summary

Below is a financial summary of this proposal. A detailed breakdown of the figures is shown on the following pages. The total figures are based on a contract length of 2 years.

| Your Current Spend | Monthly | Total |
|----------------------------|------------------|-------------------|
| Mobile | £1,000.00 | £24,000.00 |
| Total Current Spend | £1,000.00 | £24,000.00 |

| Proposed Spend | Monthly | 2 years |
|-----------------------------|----------------|-------------------|
| Mobiles | £250.00 | £6,000.00 |
| Hardware | £302.71 | £7,265.00 |
| Total Proposed Spend | £552.71 | £13,265.00 |

| | | |
|----------------------|---------|------------|
| Projected Saving (£) | £447.29 | £10,735.00 |
| Projected Saving (%) | | 45% |

The proposed solution includes one-off costs of £7,265.00

Managebill



BEST CHANNEL SOFTWARE SOLUTION

FINALIST

managebill 

Our multi-network customer billing portal

The new enhanced billing portal from Tariffcom.

We want to give you a competitive edge when it comes to retaining your clients – as well as acquiring new ones. Managebill lets you do just that by allowing your clients to save time and cut costs each month using our mobile phone bill management and analysis software.

Managebill works across all major online billing platforms for a clear and consistent view of current and future mobile costs. Reports can be customised for automatic distribution.

To ensure your clients are getting the best deals you can create a tariff review in a few easy steps and highlight any cost changes.

The ability to track personal/premium call usage as well as non-geographic numbers helps your clients identify where there may be unnecessary spend. Additionally, all costs can be accurately allocated to the right cost centres/departments. Managebill offers a clear breakdown on who is spending what – month by month, user by user, call by call.



Keep an eye on costs

Easily track who is spending what ; month by month, user by user, call by call.

Highlight out of bundle spend, premium number usage and unused handsets.



Recharge and recoup

Track use of personal calls (premium rate numbers, competition lines etc.).

Set up custom rules by company or by user.

Allocate spend by cost centre.



Clear and consistent

Managebill works across all major online billing platforms for a clear and consistent view of mobile costs now and in the future.

Design custom reports.

Proposition



Our web-based proposal management

The proposal generator designed for mobile and more...

We have always strived to stay at the forefront of the telecoms software industry by continually developing products and services for our clients.

Proposition is powered by Tariffcom, the UK's leading telecoms pricing consultancy.



Produce proposals in minutes

Proposition comes pre-built with product data for all the major UK mobile networks, including their commission schemes and sales rules. You can also add custom products, allowing you to put all your business through a single platform.



Eliminate errors

Set your own margin requirements based on business needs. All network rules and restrictions are built in. You can't sell unavailable combinations, giving you reassurance that you're offering the best deal to your client.



Integrated e-sign contracts

Send customised contracts quickly, easily and accurately. Proposition comes with its own integrated electronic contract sign software. You can store signed contracts on our secure server and access them directly using Proposition's built-in CRM.



Flexible

Proposition automatically calculates the profit margin on every deal, while still allowing you the flexibility to add discounts, cost adjustments and kit funds. Over-ride privileges are built in too, so nominated users can issue below margin proposals and approve those created by others.



CRM

The built-in CRM lets you run the whole sales process, from new prospects through to long-standing customers.

Using the bespoke CRM, customer support tasks can be logged and tracked. Renewal dates and inventory can be stored and queried making it easy to identify new opportunities as well as being pro-active in renewing contracts.

Billing Audits



Our billing audit bureau service

Increases conversion & retention rates

The team at Tariffcom have developed a bespoke billing algorithm which recalculates the cost of every individual call on every alternative tariff. We take into account all other tariff elements allowing our clients to structure their sales process around our report.

Each and every report gives a full breakdown of an individuals' call profile and clearly demonstrates the savings that can be achieved by changing to a recommended tariff.

In addition, our reports include all published tariffs from the major networks but inclusions can be tailored to your specific requirements. We can include your own tariffs, apply discounts or rebates to existing tariffs or show only selected tariffs. Depending on the data provided, reports can be completed on the same day and are returned electronically within two working days.

Our secure systems ensure that all information is kept strictly confidential, giving you and your clients peace of mind.

We are here to support you in developing your business. Our audits give you added credibility and help enhance your relationship with your customer.



Identify savings

We compare monthly tariffs, bolt ons and even roaming bundles.



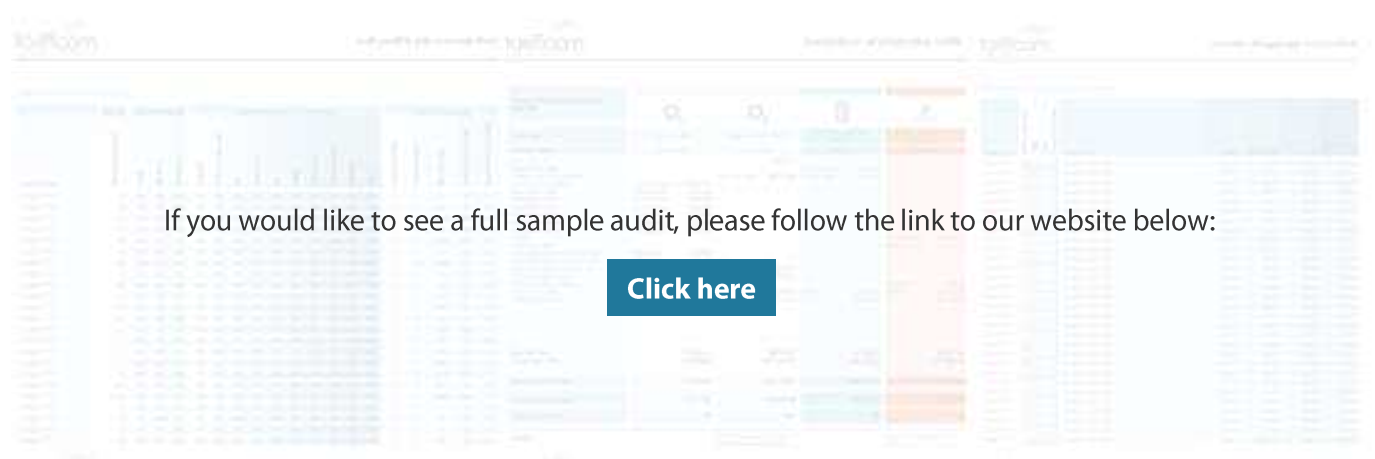
Detailed breakdown

Each audit will provide you a breakdown on the billing as a whole and also per user.



Fast Turnaround

Our audits can be turned around in as little as **48 hours!**



If you would like to see a full sample audit, please follow the link to our website below:

[Click here](#)

Proposed Solution - Overview

| Monthly Recurring Costs | Months | Quantity | Cost | Total Cost |
|---|--------|----------|---------|------------------|
| EE Business Connect 2019 [new] | 24 | | | |
| 20GB shared data [£2.50/GB] [new] | 24 | 1 | £50.00 | £50.00 |
| Voice unlimited minutes & texts [new] | 24 | 10 | £20.00 | £200.00 |
| No Spend Cap on out of bundle spend | 1 | 10 | | |
| Total Monthly Recurring Cost | | | | £250.00 |
| One-off Costs | | Quantity | Cost | Total Cost |
| Apple iPhone 11 64GB Black | | 5 | £611.00 | £3,055.00 |
| Apple iPhone 11 Pro 64GB Silver (EE SB) | | 5 | £842.00 | £4,210.00 |
| Total One-Off Cost | | | | £7,265.00 |

All charges and credits are exclusive of VAT unless specified otherwise

EE Large Business Service plans and service plan add-ons will allow Users to utilise their UK allowance / pricing structure (voice, SMS, and data) when Roaming in EE Business Zones 1 and 2 at no additional cost, Roam Like At Home ("RLAH") from 15 June 2017. Please note, calls from the UK to Business Travel Zones 1&2 and roamed calls from EE Business Travel zones 1&2 to EE Business Travel zones 3-7 are not included within the scope of RLAH and are charged at standard rates. 'Pay When Roaming' Plans will be opted out of this Regulation.

Your first/ next bill may be a little higher than you'd anticipated as this may be subject to pro rata charges for your monthly line rental. Your inclusive allowances will also be calculated on the same Pro-rata basis. After the first/ next bill, the monthly line rental and allowances will be at the amount that you signed up for.

Tariffcom Testimonials



“Four years ago we made the decision to use Tariffcom’s Proposition software to move our company’s CRM system up to the next level. We now operate a fully integrated system that has completely streamlined our end-to-end processes and, even if we only consider the hours of work it saves, the return on investment has been excellent. From managing prospects, to building packages, submitting deals for processing, and facilitating an in-life customer service cycle – all of this is done through Proposition. We have also introduced the Manageabill service to analyse our larger client’s monthly bills – the reports are user friendly and the bespoke feature allows you to present information in as much detail or as concise as you like.

I would recommend Tariffcom’s products to any telecoms company.”

Rory Austin
Operations Director | Associated Telecom



“Tariffcom’s software platforms drive many of our daily processes and helps us deliver better value for our customers through detailed re-billing and usage reporting alongside an intuitive pricing interface. We demonstrate our expertise in tariff selection for clients through the insight Tariffcom give us. We have worked with Tariffcom closely for many years and like the agility they demonstrate when solving problems through fairly priced software.”

Ricki Moss
Director of Enterprise Sales | Charterhouse Voice & Data Limited



“The team at 5G Scotland are definitely benefiting from the use of Manageabill. It’s a great way to manage and engage with our customers on an ongoing basis. We certainly have plans to add more clients to the platform as we continue to grow.”

Dan Cargill
General Manager | 5G Scotland



“Tariffcom’s quick turnaround and quality of work has helped us win and maintain clients.”

Ben McGawley
Operations Director | Trinity Maxwell



“It’s a fantastic product. Staff are always helpful and we would not hesitate to recommend them for knowledge and in-depth reporting.”

Susan Arkley
Managing Director | Source Telecom

Proposed Hardware Details

Apple iPhone 11

Dimensions: 150.9 x 75.7 x 8.3 mm
 Weight: 194 grams
 Screen Size: 828 x 1792 pixels, 6.1 inches
 Interface: touchscreen
 Data : GPRS, Bluetooth, WiFi
 Camera: 12 megapixels with Video
 Memory: 64GB 4GB RAM, 128GB 4GB RAM, 256GB 4GB RAM
 Colours: Black, Green, Yellow, Purple, Red, White
 Network Type: 2G,3G,4G

[> More Details](#)



Apple iPhone 11 Pro

Dimensions: 144 x 71.4 x 8.1 mm
 Weight: 188 grams
 Screen Size: 1242 x 2688 pixels, 6.5 inches
 Interface: Touchscreen
 Data : GPRS, Bluetooth, WiFi, Edge
 Camera: 12 megapixels with Video
 Memory: 64/256/512 GB, 4 GB RAM
 Colours: Space Gray, Silver, Gold, Midnight Green
 Network Type: 2G,3G,4G

[> More Details](#)

