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# VeroVision

## benchmark service

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transparency clarity vision

# VeroVision

our benchmark service

VeroVision helps you achieve the best possible rates, terms and conditions from your provider agreements. It gives you the business intelligence you're looking for – helping you to manage the complexities of your telecoms assets and contracts. VeroVision also allows you to make accurate 'what-if' comparisons based on accurate, independent data.

In addition, VeroVision helps protect you from fees and termination penalties for new or revised contracts – as well as helping to ensure these contracts meet your needs, not the network provider's. You will also know about your contractual obligations if your company merges or one of your business units is acquired by a third party.

We can also help you realise long-term, sustainable savings thanks to VeroPath – our ongoing telecoms expense management service. It analyses your data, transaction-by-transaction, and compares this with its database of network provider rules and tariffs – including fine detail such as minimum call charges and rounding.

Would you like to look at moving suppliers? We analyse the current services levels and compare these against the best network providers to achieve optimum results. However, we should also emphasise that the vast majority of our customers choose to stay with their existing providers – albeit on much more favourable contracts.

## Minimum input, maximum value

If you have used our VeroClarity service, you will already have provided us with the information we need. If not, all we need from you is:

- Three month's fully itemised bills from the network providers you require to be analysed
- Copies of your existing contracts and tariffs from the network providers you require to be analysed
- Your current office locations and a list subsidiary companies
- Where appropriate, a network provider disclosure letter (we provide a template)

Once you provide this, we'll do the rest.

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“However, keeping external communications assets up-to-date can be daunting and time consuming. That’s especially worrying when you discover that 80% of telecoms bills have errors that are never found or reported.”

Gartner, Inc.

## How VeroVision works

VeroVision gives you a true understanding of the external communications marketplace, allowing you to make informed decisions. The service works across two phases.

## Phase 1: research

- **Analyse**  
We break down your transactions, giving you detailed cost and usage patterns across your organisation
- **Compare**  
We cross-check these patterns with our tariff database, comparing your tariff with the broader marketplace
- **Gather**  
We approach your provider and other suppliers – without disclosing your organisation’s name, to gather up-to-date competitive pricing information
- **Report**  
We present you with our initial findings for review and comment.

## Phase 2: supplier selection

- **Prepare a shortlist**  
Once you have reviewed the findings from phase one, you select the top three suppliers
- **Full RFP**  
we prepare a comprehensive RFP (request for proposal), taking into account all your cost and service criteria and weightings. At this stage we disclose your organisation’s name – this invariably results in even keener pricing
- **Review**  
We compare your current billing detail against the revised tariffs and services from the top three suppliers
- **Decision time**  
We present our findings for your review and comment.

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