

Gaining Visibility in to Costs of Recurring Vendor Services

Without Visibility

We know our important services. We usually know what bills pay for services, but little else. A service can be anything, including a support and maintenance contract, or a voice or data line. Vendors provide bills, but rarely electronic bills. Vendors don't provide consolidated bill break down with a single pane of glass.

IT Department

Service	Cost	Bill
Service A	?	Bill A
Service B	?	Bill A
Service C	?	Bill B

Finance

Cost	Bill
1000	Total Bill A
1000	Total Bill B

With Visibility

Bills are consolidated and broken down. We can see connections, without always having to flip through paper bills.

Service	Cost	Bill
Service A	500	Bill A
Service B	500	Bill A
	1000	Total Bill A
Service C	500	Bill B
Service Z	500	Bill B
	1000	Total Bill B

With Visibility we can manage each cost

Eliminating or consolidating unused and underutilized services, fixing errors, and renegotiating rates.

Service	New Cost	Bill	New Cost	Savings	Notes
Service A	500	Bill A	350	150	Re-negotiated to market rate
Service B	500	Bill A	350	150	Re-negotiated to market rate
	1000	Total Bill A	700	300	
Service C	500	Bill B	350	150	Re-negotiated to market rate
Service Z	500	Bill B	0	500	Unused service is removed
	1000	Total Bill B	350	650	
	2000	GRAND TOTAL	1050	950	almost 50% savings



Anything less is a waste of money.