

# Cost-Cutting Strategies



## LandLine Services

### Local

- Remove Unused Lines from Service.  
Be careful not to remove lines with little or no usage needed for:
  - ◆ Alarms
  - ◆ Elevator Controllers
  - ◆ Data Equipment Maintenance Modems
  - ◆ PBX Maintenance Modems
- Eliminate unneeded Ancillary Services including:
  - ◆ Inside Wiring Insurance
  - ◆ Caller ID, Call Forwarding, etc...
- Bundle analog lines into a digital Trunk (T1 / PRI). The pricing break-even point is usually at about 15 analog lines. DID can be used very effectively to put more than 23 DNs on a single digital trunk. Digital trunks may have much lower net costs for EUCL, 911 and other Surcharges.
- Put lines with low call volumes on metered-rate plans.
- Put lines with high call volumes on Flat-rate plans.
- Identify lower-cost Plans with incumbent provider and CLECs. Look for lower pricing parameters which affect Total Cost including:
  - ◆ Monthly Recurring Fees including
    - Line Charge
    - EUCL Fee
    - 911 Fees
    - Universal Service Fund Fees
    - Local Number Portability Fees
  - ◆ Per-Call and/or Per-Minute Metered Rates
  - ◆ Night / Evening / Weekend Discounts
  - ◆ Minimum Call Duration and Billing Increments
  - ◆ Call Volume Allowances or Minimum Monthly Commitments
- Add / Remove Extended Local Calling Area "Metro Plans" based on usage profile.
- Negotiate a Lower-cost term contract.

### Local Toll and Long Distance

- Identify lower-cost Plans. Look for lower pricing parameters which affect Total Cost including:
  - ◆ Per-Minute Metered Rates (including International calling)
  - ◆ PICC Fees
  - ◆ Minimum Call Duration and Billing Increments
  - ◆ Cost Rounding
  - ◆ Volume Discounts
  - ◆ Call Volume Allowances or Minimum Monthly Commitments
- Remove LD Service and save PICC Fees on Inbound-only lines or lines used for Local Calling only.
- Replace analog lines with Dedicated Long Distance Trunks when call volumes and lower Dedicated LD Rates can offset the Local Loop charges.
- Replace Dedicated Long Distance Trunks with analog lines when call volumes and LD Rates do not cost-justify the Local Loop charges.
- Leverage or implement Toll-ByPass solutions for Inter-Location Calling between multiple client sites. The solutions might include:
  - ◆ Toll Service Providers offering Free intra-company calling,
  - ◆ VOIP-enabling PBXs and placing voice traffic on Frame Relay / MPLS.
- Negotiate a Lower-cost term contract.

## LandLine Services (Continued)

### Toll Free

- Eliminate unused Toll Free #s.
- Identify lower-cost Plans. Look for lower pricing parameters which affect Total Cost including:
  - ◆ Monthly Fees per Toll Free #
  - ◆ Per-Minute Metered Rates
  - ◆ Minimum Call Duration and Billing Increments
  - ◆ Cost Rounding
  - ◆ Volume Discounts
  - ◆ Minimum Monthly Commitments
- Replace analog lines with Dedicated LD Trunks when call volumes and lower Dedicated LD Rates can offset the Local Loop charges.
- Replace Dedicated LD Trunks with analog lines when call volumes and LD Rates do not cost-justify the Local Loop charges.
- Negotiate a Lower-cost term contract.

### Directory Assistance

- Use a low-cost Directory Assistance service and program PBXs to use the service in lieu of normal 411 or 555-1212 numbers.

## Cellular Services

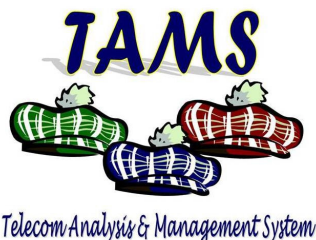
- Consolidate Services with a single provider (as much as permitted due to localized service availability) and take advantage of “Free In-Network Calling”.
- Aggregate Cell Phones onto the largest Share Group(s) possible.
- Match Plans to Cell Phone usage so that there are minimal unused minutes with no overage charges.
- Add an International Long Distance calling plan to reduce LD rates.
- Add/Remove Text Messaging / Picture Messaging Packages on an individual basis.
- Eliminate unneeded Ancillary Services including:
  - ◆ Handset Insurance
  - ◆ Data Download Packages
- Use a low-cost Directory Assistance service and program Cell Phones to use the service in lieu of normal 411 or 555-1212 numbers.
- Negotiate a Corporate Discount for Monthly Fees, equipment and accessories.

## Internet

- Bundle Local Service and Internet Access into an Integrated T1.
- Replace Dedicated T1 Internet service with DSL / Cable modem service.
- Switch from Static-IP to Dynamic-IP addresses if Static addresses are not needed.

## Private Data Networks

- Replace expensive leased, clear-channel T1s or Frame-Relay networks with lower-cost MPLS services.
- Renegotiate a Lower-cost term contract.



724-325-1660

[www.tamscentral.com](http://www.tamscentral.com)

