

# Improving your business performance; Clevercoms helps you meet the challenge

In today's challenging economic climate Clevercoms brings skills, tools and experience to deliver significant and sustainable benefits for your business. It is our extensive knowledge of the ICT sector that ensures that these gains are not just financial, but also result in ongoing organisational and operational improvements.

Clevercoms focuses on improving your bottom line. We do this by providing strategy; consulting advice; ICT infrastructure optimisation, planning and execution; process redesign; operational support and programme management to achieve measurable results.

Clevercoms has an experienced team with a track record of achievement. They combine industry knowledge with senior management, commercial, technical, marketing and financial management experience.

## What do we do?

***We improve performance and increase revenues for your organisation.***

Our core services fall into four categories:

### ***Cost Reduction***

- ▶ Telecoms expense management with the added benefit of data cleanse and validation, and network optimisation to ensure your service is cost effective and appropriate to your needs
- ▶ Asset Management including: identification, tagging, tracking and reconciliation. In addition this includes the reconciliation of the asset inventory to financial statements. Typically we expect a cash neutral business case
- ▶ Capital expenditure lifecycle management to maximise return on investment (ROI)
- ▶ Contract review to ensure commercial advantage through cost reduction, rebates or improving service/supply efficiency
- ▶ Revenue Assurance to identify sources of revenue leakage and introduce systems and processes to negate future revenue loss.

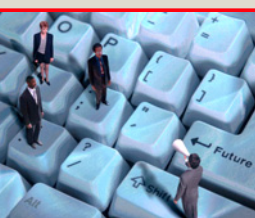
### ***Business Performance Improvement***

- ▶ Business planning and budgeting
- ▶ Compliance with International Accounting Standards (IAS) and Sarbanes Oxley
- ▶ Business process automation to improve efficiency and ensure flexibility.



"Finding advisers with a good knowledge of the sector with flexibility and the ability to adhere to our timetable was critical. Clevercoms fitted the bill perfectly."

*Mark Joseph, Partner, Oakley Capital Limited*



"With Clevercoms' help we have achieved substantial savings and now have the systems in place to successfully compete for business from major carriers."

*Head of Technical Solutions Group, COLT*



"We worked with Clevercoms because their experience and specialist knowledge in the ICT sector would enhance the skills of our team. Their consultants helped us to ensure that we were able to meet the client's very tight deadlines and deliver an exceptional result."

*Kenny Fraser, Partner, PricewaterhouseCoopers*

## Project and Programme management

- ▶ Delivery of complex and challenging business and technical programmes to maximise benefits and ensure completion on time and to budget
- ▶ Transition and Transformation programmes, particularly for large insourcing or outsourcing deals, or where large change programmes are required by a client to bring benefit to the organisation as a whole.

## Operational, technical and market due diligence

- ▶ To appraise acquisition opportunities or maximise revenues from sale
- ▶ Asset audits, inventory optimisation and identification of synergy benefits.

## How do we do it?

*We believe that value is reflected in tangible results.*

We recognise that each client and each problem has challenges and issues of their own. Our approach is to gain a complete understanding of our clients' needs and develop and implement the most appropriate solution to achieve maximum and sustainable benefits.



## Why us?

*The Clevercoms advantage is significant, sustainable benefits for your business.*

Our proprietary methodologies and software tools combined with the involvement and application of the knowledge of our highly experienced consultants makes the difference

Our people have real operational experience gained through working on industry projects for leading companies across a number of sectors

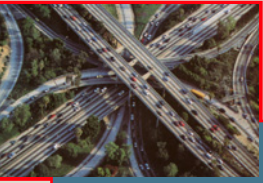
We don't just walk away when the job is done. We ensure a smooth transfer of knowledge and skills to your team. We have a reputation for delivering measurable results.

## We can help you meet the challenge

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# Clevercoms

*Improving performance and increasing revenue through the best in information and communication technology*



"This was a complex and challenging project which involved significant IT and change management. The Clevercoms Programme Manager demonstrated excellent organisational skills and tremendous tenacity in achieving a common goal. His ability and experience ensured that we were able to deliver multiple programmes successfully."

*Director for Telecoms Triple-Play EMEA, Unisys*



"Clevercoms helped us to ensure that we would successfully fulfil the requirements of the independent audit. They understood our business and the complex issues relating to the various entities. Industry knowledge, flexibility and meeting our deadline were critical to the success of this exercise. Clevercoms met our requirements on all counts."

*Mike Read, Chief Executive, Pipex*