Obsidian selects Veropath expenses management service

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Obsidian (http://www.obsidianwireless.com/) Communications has expanded its portfolio of cost-saving services with the addition of the Veropath (http://www.veropath.com) telecoms expenses management service (http://www.veropath.com). Veropath will be used by Obsidian to deliver further telecoms cost savings to customers in addition to its landline-to-mobile and mobile-to-landline services.

"Veropath is the ideal service for our customers, and it is perfect in today's economic climate," commented David Brown, Director of Obsidian. "We've been helping customers cut costs on calls to mobiles and calls from mobiles for many years. With Veropath (http://www.veropath.com) we can independently prove the extent of the savings and explore other areas and technologies in which we can help them cut costs further."

"Saving costs have risen to the top of ICT Directors' priorities in the past six months," noted Dave Pitts, Sales Director of Veropath. "Unlike other areas of the business, they can't simply reduce the service, and must find ways of delivering more for less. Obsidian Communications has specialised in this area for many years and I am delighted to welcome them as a Veropath partner."

David Brown concluded: "For Obsidian it offers an extra revenue stream, an opportunity to reach new customers and the added benefit of getting our service offerings into the Veropath database."

The cost savings generated by the Veropath service can free up ICT budgets and help customers plan for future trends. Gartner research estimates that 80% of telecoms bills contain errors and up to 35% of all fixed telecoms assets are surplus to requirement. Veropath brings billing information for landlines, mobiles and data services from all major suppliers into a single platform for customers. All telecoms suppliers offer billing information in different electronic (and paper) formats making it difficult for customers to reconcile the information. Veropath enables customers to view billing data and interrogate the information to verify if it is correct, to allocate it to cost centres accurately and to make informed decisions.

The active management of telecoms expenses enables companies to save up to 50% on telecoms expenditure and allows them to make informed decisions about suppliers, tariffs and equipment (source: IntelligentComms customer case studies). Most organisations over-pay for their telecoms services by being on incorrect tariffs from their suppliers, paying for services no longer being used and from incorrect billing.

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Veropath is the indirect sales division of IntelligentComms, a leading UK telecoms expense management specialist. The Veropath platform is a web-based service which analyses expenditure to reduce communications costs and maximise ICT budgets. It also manages telecoms services more efficiently and helps IT directors to make informed decisions about suppliers, tariffs and equipment. Customers include Scottish Water, Standard Life, Rolls Royce, Ernst & Young and the NHS. Veropath\'s services are provided through a network of carefully selected partners, each of whom has been identified as an organisation

which has the required level of skill and technical expertise.

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