

## G3 Telecommunications partners with Veropath

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G3 Telecommunications (<http://www.g3-tel.com>), a leading supplier of bespoke IP telephony solutions, has signed a partnership agreement to offer the Veropath (<http://www.veropath.com>) telecoms expense management service to its customer base. G3 designs and delivers innovative voice and data communications solutions that make the most of customers' existing infrastructure and best suits their business requirements.

"The Veropath service will provide a perfect match to our approach of finding the best solution for customers' needs," commented Tony Parish, Director of G3 Telecommunications. "We often find that many of the existing systems and infrastructure provide the basis of the optimum solution, but it's just a matter of how it is configured and used. Veropath will help us select the right tariffs, provide independent proof and enable our customers to manage the systems effectively in the future."

"I am delighted that G3 has chosen Veropath," noted Paul Gibbs, Channel Account Director of Veropath. "Veropath offers a key service for resellers in today's market enabling them to deliver greater value to their customers and, in many cases, freeing up ICT budgets."

The cost savings generated by the Veropath (<http://www.veropath.com>) 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 fixed lines, 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 an average of 30% on telecoms expenditure and often more, whilst also allowing them to make informed decisions about suppliers, tariffs and equipment. 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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G3 (<http://www.g3-tel.com>) designs, delivers and maintains converged data and voice networks. G3 uses best of breed technology solutions to develop customers businesses. A leader and award winner in the market, G3 delivers reliable and proven IP communication solutions that will enable companies to lower risk, reduce costs and grow revenue. Focused on both large and medium enterprises, G3 really understands the business needs of the customer. G3 is rare in fully understanding and delivering truly converged data and voice solutions, G3 has reference sites with many global household names throughout EMEA. - Voice/data convergence, talk to the experts - G3, visit the G3 Web site: [www.g3-tel.com](http://www.g3-tel.com).

Veropath is the indirect sales division of IntelligentComms, a leading UK telecoms expense management specialist. The Veropath service includes Assessment and Benchmarking of an organisation's telecoms estate, using a unique in-house developed software platform. Customers can also gain direct access to the web-based Veropath platform as part of an ongoing Management service. The overall aim is to help IT

directors to make informed decisions about suppliers, tariffs and equipment – to ultimately reduce communications costs and so maximise ICT budgets.

Customers include Scottish Water, Standard Life, HMV, Ernst & Young, Carpetright, Glasgow City Council, Deloitte, Serco Group and Jardine Lloyd Thompson. 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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