

# Veropath chosen by HBT Communications

Submitted by: RRT Communications

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HBT Communications, the leading network integrator and communications solution provider, has chosen the Veropath (<http://www.veropath.com>) telecom expenses management service to complement its portfolio of network partners and technology manufacturers. HBT Communications, based in the Midlands, offers reliable, robust and flexible telecommunications solutions to a range of businesses across all sectors nationwide.

“Veropath is an ideal service for our customers to help them gain best value for money for their telecoms services,” commented Zamurad Hussain, Director of HBT. “The range of tariffs, suppliers and regulations makes it difficult for them to choose the optimum solution for their needs. At HBT we carefully select our suppliers and solutions, and with Veropath we can fine-tune the complete package to deliver a robust and affordable solution.”

“We are delighted to bring HBT Communications on board,” noted Dave Pitts, Sales Director of Veropath. “Veropath is a key service for resellers in today’s market as it can free up budget for the customer and offer resellers extra margin opportunities.”

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 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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