

Cutting telecoms costs in the construction industry

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Bench Consulting (<http://www.benchconsulting.com>), a specialist in procurement and strategic sourcing, has launched a new business service for the construction industry to help companies reduce telecoms costs. Using the independent Veropath (<http://www.veropath.com>) telecoms expenses management software, Bench is able to fully analyse where data, landline and mobile costs are being incurred and identify immediate savings. For most companies, Bench expects to be able to generate 30% savings on all telecoms costs.

The construction industry is one of the major users of telecoms services with temporary sites requiring landlines and data services, and a highly mobile workforce. The choice of telecoms services and the management of suppliers are not seen as high priority, but a recent report indicates that telecoms costs can be one of the highest costs (apart from wages) for many companies in this sector.

“The management of telecoms for construction businesses is a minefield,” explained Simon Brown, Director of Bench Consulting (<http://www.benchconsulting.com>). “It is difficult to compare what you get from the different suppliers, it takes a huge amount of analysis to determine how the business uses telecoms and there are typically a large number of contracts. The Veropath software provides an independent means of analysing usage, checking costs and benchmarking the different suppliers to give the customer easy, informed choices.”

With telecoms costs typically representing 3-5% of turnover, costs savings of 30% can deliver a huge boost to cash flow and, ultimately, to profit margins. Gartner research estimates that 80% of telecoms bills contain errors and up to 35% of all fixed telecoms assets are surplus to requirement. The Veropath (<http://www.veropath.com>) software brings billing information for fixed lines, mobiles and data services from all major suppliers into a single platform, enabling customers to view billing data, interrogate the information to verify if it is correct, and to allocate it to cost centres accurately.

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Bench Consulting (www.benchconsulting.com) specialises in procurement and strategic sourcing. It aims to create a competitive advantage for clients by implementing best practices that deliver sustainable cost reductions and enhanced supplier performance. Its services cover three key areas - Cost Base Transformation, Supplier Relationship Management and Organisational Development. Its consultants are respected practitioners who have a wealth of experience delivering results for FTSE 100 and FTSE 250 companies.

Veropath (www.veropath.com) 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.

Veropath's 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.