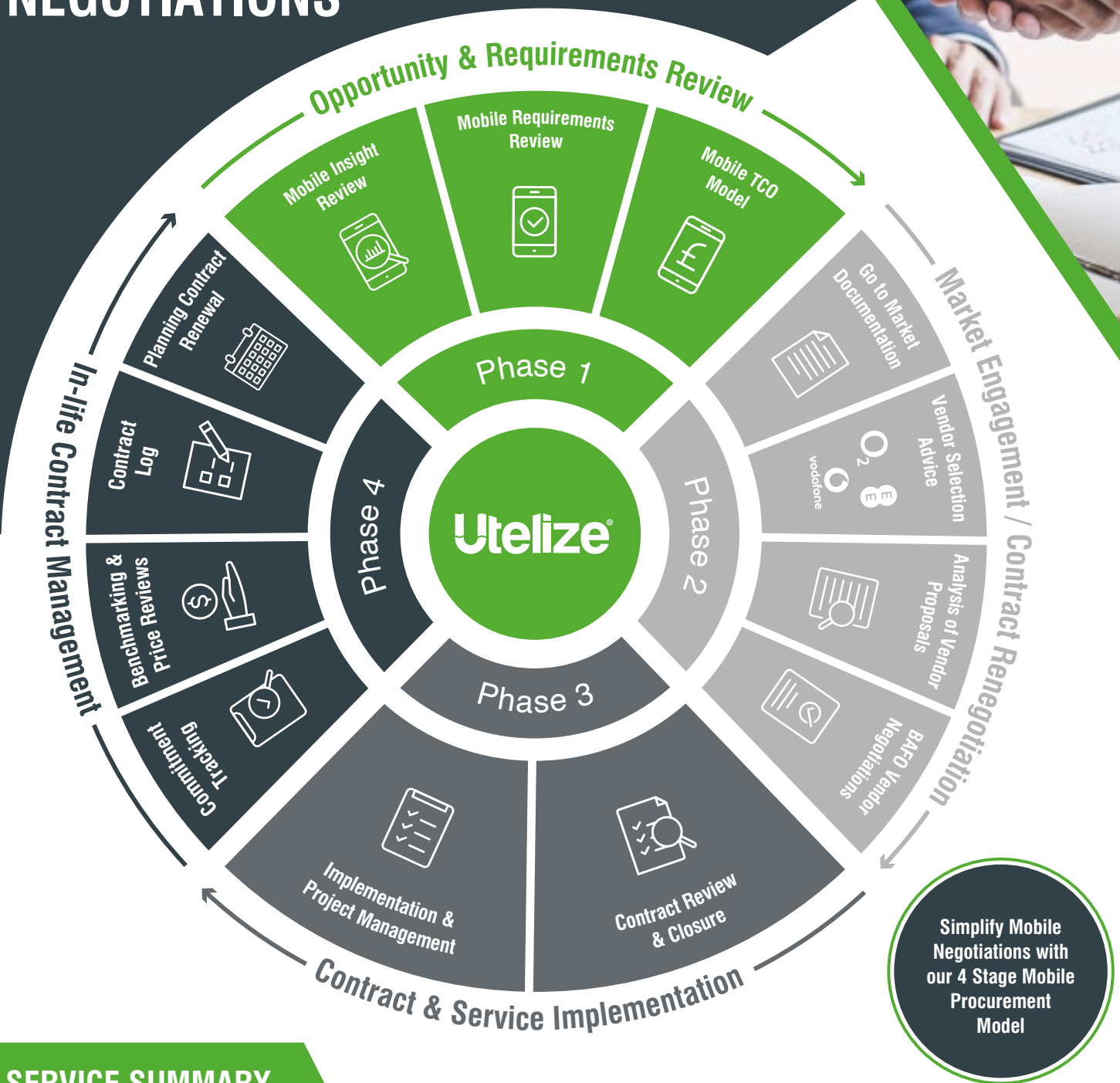




MOBILE CONTRACT NEGOTIATIONS



SERVICE SUMMARY

Let Utelize’s experienced team guide your business to a better mobile services agreement.

With over 20 years of experience in negotiating tailored mobile contracts and commercial terms for large business customers, our specialist team can support your business through the process of negotiating the “right-fit” mobile contract.

Our fixed fee or performance-based support includes advice on mobile strategy, independent benchmarking, detailed proposal analysis as well as practical advice on how changes in technology and data usage are likely to impact your future mobile device and network services requirements.



OPTIMISING MOBILE CONTRACTS

The mobile industry is renowned for creating complicated airtime contracts and tariffs, which are designed to trap large businesses into spending more than they expected over the term of the agreement. And with rapidly-changing business requirements, new ways of working, the roll out of 5G networks, and uncertainty over the economy, it's never been more complex for businesses to negotiate the right mobile contract terms.

Businesses that fail to strike the right balance between achieving the optimum pricing today, whilst ensuring that contract terms are flexible enough to deal with the material changes that will come tomorrow, are likely to pay a heavy price over the coming years. **Utelize can help.**

Our hands-on mobile procurement specialists are experienced in negotiating 'right-fit' mobile airtime and device purchasing contracts that are specifically tailored to our customers' requirements, both in the UK and internationally.

Based on Utelize's tried and tested "**4 Stage Model for Mobile Contract Negotiations**" we'll work closely with your IT, Finance and Procurement teams to support you through to implementation of your new agreement. Providing accurate analysis models, sharing detailed insights into the market and commercial models available, capturing your detailed requirements and ultimately ensuring you have all the information needed to make a highly informed decision.

INDEPENDENT EXPERT SUPPORT

Our mobile contract negotiation and device sourcing services, are designed to provide your business with the additional resources, tools and knowledge needed to complement your own team. Our support can include:

- **Mobile network contract negotiations & RFP's** – assisting with formal tender processes either in a lead or support role.
- **"11th Hour" commercial reviews** – supporting IT leaders to rapidly benchmark and review proposed contract terms prior to contract approval, to identify additional risks and opportunities
- **Data analysis and tariff / proposal modelling** – providing independent analysis of vendor proposals to support informed decision making
- **Mobile billing audits and benchmarking** – detailed analysis of billing & contracts prior to negotiations to review the procurement and savings opportunity
- **Sourcing and financing unlocked mobile devices** – independent device sourcing for customers that want a SIM only network contract, with optional device leasing and insurance
- **International mobile procurement and contract negotiations** – guidance and support to review mobile agreements outside of the UK

ABOUT US

Utelize supports IT leaders to gain complete control of their mobile network, devices and security. Helping them to improve remote worker productivity, reducing mobile costs, whilst freeing up valuable IT team resources. To learn more about **partnering with Utelize**, or to arrange a no obligation healthcheck, please contact us or visit our website at: www.utelize.co.uk.

