



TELCONOMIC CONSULTING

Expert knowledge is alpha and omega

Valcon exploits TELCONOMIC's expert knowledge about data and telecommunication, with benefits reflected in savings of more than 50% on data and telecommunication costs.

Facts about Valcon

Valcon is one of Denmark's fastest growing consultancy houses. Since its establishment in 2000, the company has undergone an impressive growth. Represented in Scandinavia (Denmark, Sweden and Norway) and, internationally, in the Czech Republic, India and China, the company today employs approx. 250 consultants. One of Valcon's core competences is consultancy within the area of sourcing.



"We have been in a position to make heavier demands on contractual improvements; and this way we obtained increased future savings", says Maria Juhl Christensen, Head of IT at Valcon.

For 10 years, Valcon mainly used the same telecommunications provider; and, in the main, the majority of their traffic constituted mobile telecommunication. Valcon negotiated a new telecommunications agreement approx. every third year; and, till now, the result has been to continue with the existing telecom provider.

In recent years, data consumption has undergone a significant growth; and, combined with an increased mobile traffic, the result was that Valcon's telecom consumption totalled approx. DKK 2.5m. When Valcon was once again facing a renegotiation of their telecom agreement, the company chose to involve the assistance of the experts from TELCONOMIC.

The assignment

TELCONOMIC provided Valcon with a dual service. One part consisted of going back in time and investigate whether Valcon actually got the prices stipulated in the existing contract.

The other part consisted of TELCONOMIC carrying out a thorough analysis of the call patterns and the types of calls and, on this basis, obtained new offers from several telecom providers.

Naturally, when the new contracts were negotiated, TELCONOMIC was present as Valcon's consultant with expert knowledge within the area. Due to their core competences and their expert systems, TELCONOMIC could provide a solution to both assignments and, also, because of the unique and extensive knowledge about relevant market conditions that they possess from their experience with daily negotiating with telecom providers.

"We have always pursued a hands-on policy with respect to our telecom consumption. And we have kept a very keen eye on all data and telecom invoices", says Maria Juhl Christensen, continuing: "At each new negotiation of our contract, we always tried to compare prices from various telecom providers, but we found it difficult to grasp the price structure, since different telecom providers offer different products.



TELCONOMIC CONSULTING

“We have always pursued a hands-on policy with respect to our telecom consumption. And we have kept a very keen eye on all data and telecom invoices”, says Maria Juhl Christensen, continuing: “At each new negotiation of our contract, we always tried to compare prices from various telecom providers, but we found it difficult to grasp the price structure, since different telecom providers offer different products.

In retrospect, we can just observe that only because of TELCONOMIC’s core competences and expert knowledge was it feasible to compare offers from the various telecom providers and, at the end of the day, this fact constituted the decisive factor as to why we achieved such a considerable saving”.

“I cannot help thinking of the saving potential existing for companies not pursuing a hands-on policy within the area of telecommunication”, says Maria Juhl Christensen.

Likewise, Valcon is positively surprised that the work in connection with the saving benefits has been extremely limited. “The time we spent on the project practically only consisted of two brief rounds of negotiations and then the actual signing of the contract – in all we spent less than two days of the project period of app. 3 months. This was made feasible because TELCONOMIC assumed the overall responsibility for obtaining all the data necessary for analysis as well as for the drawing up of the contract documents”, Maria Juhl Christensen explains.

The result

Camilla Lindegaard, who is a consultant at Valcon and works with sourcing projects, states that – internally in Valcon – there is enthusiastic appreciation of the scope of the cost saving actually achieved by the company and, further, that people are surprised that what was initially considered a highly competitive market should, in the end, prove to contain such a huge potential for cost saving.

Namely more than 50%, or DKK 3.5m on the bottom line during the term of the new agreement.

According to Camilla Lindegaard, savings of such a scale have only been made feasible through the accessibility of the right expert knowledge and the right competences.

Facts about TELCONOMIC

TELCONOMIC is controlled by a professional team of experts, each with their own specialty, so that TELCONOMICs customers get a full service experience where nothing is left to chance.

TELCONOMIC has more than 20 years’ experience within the field of analysing the data and telecom consumption of medium-sized and large businesses – with a view to create cost saving solutions.

TELCONOMIC’s unique expert knowledge is owing to the fact that, for as long as it has existed, the company has solely been focusing on and worked within precisely the sourcing area. TELCONOMIC’s work is performance-related, and thus the fees will be calculated on the basis of the savings obtained.



“A 50% saving on data and telecom costs can only be achieved through expert knowledge and access to the right competences”, says Camilla Lindegaard, Valcon.