

Technology Management Group, LLC

[Voice] [Data] [IP] [Wireless]



TOP 10 THINGS TO KNOW ABOUT TELECOM CONTRACTS

- I. Did you know that even though you signed a contract at a certain rate/price your actual rates might still increase during the contract term? By the end of the contract term you may be paying thousands more than you contracted.
- II. Did you know that you could easily eliminate variances and guess work in local loop (access) pricing?
- III. Have you ever heard of Access-Port pricing? What you don't know could cost you thousands of dollars.
- IV. There are times when bundling revenue commitments for voice and data services in a single contract may not get you the best discounts.
- V. Do you know the best time to renew your contract? The wrong time could cost you thousands of dollars and negotiating leverage.
- VI. Industry studies have shown that >80% of voice and data bills have errors where customers are being overcharged. Understanding the bill can be challenging.
- VII. Do you know the difference between a MARC and an MMRC and why it is important to you?
- VIII. Did you know that downturns in your business or industry could impact your commitment to your carrier unless there is specific contract language protecting against such occurrences?
- IX. Are you aware that gross revenue accrued to satisfy the commitment is many times misconstrued as the actual amount paid each year, and how this understanding can help leverage you for better rates?
- X. Did you know that the difference between mileage-sensitive, flat rate, and fixed rate voice access pricing could be hundreds of dollars?

For more details on how Technology Management Group can increase your bottom line:

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