

# Telecoms Services Procurement

## CAPABILITY STATEMENT

*Organisations that have been with the same telecommunications service providers for some time, may be paying too much for their services or not taking advantage of newer services available in the market.*

Gravelroad analyses your current telecommunications billing to understand whether you are receiving market competitive services, that are best suited to your needs. Through this analysis we can determine if there is an opportunity to take your organisation's demand to a competitive bidding process and provide substantial cost savings. Gravelroad can also assist with independently procuring competitive new telecommunications services.

## WHO WE ARE

*Gravelroad is an expert independent telecommunications advisory company with over 20 years' experience. Our staff come from the telecoms industry and know how services work and are billed.*

We understand the industry and act as expert analysts and advisors to government and business organisations to get better value from the telecommunications market.

## WHAT WE DO

Gravelroad can provide expert support including:

- **Analyse** telecommunications costs to determine whether there is an opportunity to competitively source new service providers.
- Undertake **market sounding** with the current and potential service providers to determine whether lower prices for telecommunications services can be achieved through a competitive tender process. In some cases, the market sounding process will force the current suppliers to drop their prices to stop the competitive tender process happening.
- Undertake a formal **competitive tender** process that covers service needs, service level requirements and which seeks innovative ways to improve business operations through the use of alternative technologies, where appropriate.