



PCMG have a very good knowledge of the BT business model and areas where errors are made.



South Lanarkshire Council



Over 95% of our clients say we work with their various stakeholders to understand their audit objectives and deliver against these.

PCMG Customer Survey 2009



Why does my organisation need an audit?

The Telecommunications market, in particular billing arrangements with BT and other suppliers, is a complex one.

This, together with the financial problems encountered by many suppliers recently, has led to uncertainty over pricing.

A diminishing number of reputable carriers and resellers, complete with new tariffs and offers, competing for your custom gives business two problems to address:-

- Ensuring bills presented by Telecommunications suppliers are in accordance with existing contracts and pricing mechanisms.
- Providing an ongoing control to ensure that new pricing initiatives are disclosed by the supplier and applied to their charges at the earliest possible opportunity.

Most companies have in-house processes and controls for identifying these errors. Some are better than others. None go to the lengths and depths of a PCMG review.

1 in 5 telecoms invoices presented for payment contain errors - this is why your organisation needs an audit

Why PCMG?

Our maxim - businesses should not pay for services they do not receive or costs they are not liable for;

- Proven track record with over 16 years experience
- Unique telecoms pricing database covering the past 10-years+
- Work on a contingent fee basis
- Pan-European capability
- Powerful, proprietary audit technologies
- Multi-disciplined colleagues
- Minimal disruption to your business
- Sensitive to, and effective managers of, your supplier relationships
- Paid on a contingent fee basis

What Can PCMG do for you?

Our approach goes far beyond searching for duplicate payments or simple tariff comparison – though we cover this also. Our expertise in the Telecoms sector covers:

PSTN Calls & Rental Charges

Freephone Services

Featurenet

Private Circuits & VPN

Equipment Rental

Maintenance Charges

Mobiles

Wholesale

Interconnect Areas

Physical Site Validations

Our results mean PCMG are recognised as the UK's most successful telecoms profit recovery company.

PCMG has carried out thousands of telecoms reviews across all industry sectors and in a range of countries. These reviews can generate significant refunds and ongoing cost savings for our clients and also deliver clean inventory databases to ensure clients extract maximum value from their supply chain and thereby obtain competitive advantage.

As with all our engagements, we work hard to understand your requirements and tailor our approach to accommodate them – our clients remain in-control.

What is the Process?

- Step 1** A **Pre-Project Meeting** to scope our service for you.
- Step 2** **Data Acquisition** – a secure and simple process from any accounting system. We typically examine the last 6 years' transactions and associated contracts.
- Step 3** **Analysis and Identification of potential recoveries** – what could we find for you? Personally presented and fully explained.
- Step 4** **Validation and Approval** of potential recoveries – are these real? Are you happy for us to recover them for you?
- Step 5** **Recovery** – to you in the form of cash, a BACS transfer, a credit note...
- Step 6** **Final Report and Recommendations** – an outline of where our discoveries were made with recommendations to protect your profits in the future.

About PCMG

- Founded in 1993, PCMG employ over 40 cross-sector technical experts with an average tenure of 7 years+
- Over 4,000 successful organisations have chosen PCMG to deliver cost consultancy including 55% of the FTSE 100
- Currently working on behalf of more than 500 clients
- Realised cost savings for clients in excess of £150m – the largest single refund being in excess of £5m - with over 500 'claim-types'
- Part of the Alma Consulting Group – the European leader in Cost Reduction Operational Consultancy, employing over 1,500 people across 10 countries