



If it's too good to be true. It is.

NEVER ACCEPT A PLAN ON ITS FACE VALUE
 or cost per minute claims without
 understanding what lurks beneath the surface.

TECHNOLOGY MANAGEMENT CORP.
HAVING WORKED WITH EVERY MAJOR
LONG DISTANCE PROVIDER, realizes that
 vendors are not in a position to prepare a plan that
 contains what they don't offer. As consultants, we
don't represent or have a vested interest in any
specific products or services. We are true consultants.
 There is no hidden agenda, no favors granted or
 commission kickback for what we recommend - our
 total allegiance is strictly to you - the client.

Our broad knowledge of available programs, their
 parameters and pitfalls enables us to customize them
 to meet your needs. This depth of working
 knowledge alone can save you hundreds of hours of
 research, decrease project timelines and assure you
 that we won't waste valuable time considering
 inappropriate options. In fact, we are under non-
 disclosure agreements with all major carriers which
 allows us to know what upcoming solutions/
 enhancements and network upgrades they have.

At TMC, we comprehensively analyze your company's
 current and projected calling patterns and then
 design and recommend a fully-customized
 telecommunications solution at a cost-efficient price.
 This process is part of our four-phase approach.
 When we prepare a Request for Proposal we clearly
 identify the parameters and specifications so that all
 of the proposed pricing solutions
 we receive will be "apples to
 apples". Upon evaluating the
 proposals we consider the
 impact of ongoing cost
 as well as the install and
 conversion costs.



THERE ARE 3 MAIN AREAS WHICH
PHASES 1-4 ADDRESS; COST,
TECHNOLOGICAL CAPABILITIES AND
SERVICE/SUPPORT.

PHASE 1: NEEDS ANALYSIS

- Current calling patterns
- Examination and assessment of current procedures and future needs
- Financial objectives and cost controls
- Internal operations and management considerations
- Interim recommendations

PHASE 2: REQUEST FOR PROPOSAL

- Compile identified requirements
- Customize RFP
- Determine appropriate vendors
- Facilitate vendor understanding of needs

PHASE 3: VENDOR RESPONSES ANALYSIS

- Review all bids for compliance
- Clarify ambiguities
- Conduct competitive analysis
- Spreadsheet immediate and long-term financials
- Negotiate bottom-line prices

PHASE 4: NETWORK IMPLEMENTATION

- Facilitate vendor/client meetings to implement conversion plan, responsibilities and timelines
- Customize legal contracts
- Coordinate network & equipment vendors
- Ensure vendors are accountable on all deliverables
- Monitor conversion, troubleshooting and design changes
- Terminate unnecessary network, equipment and financial obligations

Once our process is completed, **we follow through** to
 make sure you get what you paid for and that it is
 truly working for you. Contact us at Technology
 Management to optimize your long distance network.