

The U.S. Telecom Market is a \$670 Billion Industry

With the break up of AT&T in 1983 and the Telecommunications Act of 1996, ONE word summarizes the Telecom Industry in the United States today:

TURMOIL !

Today there are over 2,000 Telecom Vendors and Over 1,000 Long Distances Providers

In 1996, 500 Local Telephone Companies were formed in one day and filed 100,000 Tariffs!



WHY IS THERE SUCH A HUGE DEMAND FOR TELECOM EXPENSE OPTIMIZATION?

Most Companies can't keep up with the chaos!

There is constant turnover among providers.

Corporate scandals, bankruptcies and financial crises with companies such as Global Crossing, World Com, and many, many others...

**Cut throat competition causes daily price changes while technology changes add even more confusion... "I can't understand my phone bill..."
"...They just don't care anymore...."**

....it's all about Results!

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Independent Surveys show:

- **\$16 - \$27 billion in telecom expenses will be outsourced for Telecom administration, support and expense optimization services.**

- **U.S. businesses have \$13 billion/year in telecom billing over-charges!**

“80% of business telecom invoices have billing errors!”Gartner Group

“70% of U.S. businesses average 35% surplus telecom capacity”USA Today

....it's all about Results!



Telecom Expense Optimization Provides a Repeatable and Predictable Service for Clients

80% of our customers reduce their telecom expenses by 18-30%

70% of our clients never change vendors!

Our proven results are so predictable we guarantee our services:

***If we don't save you money,
you owe us nothing!***



Telecom Expense Optimization Provides a Repeatable and Predictable Service for Clients

Our program is designed to focus on the following:

- Business Planning
- Revenue & Productivity Modeling
- Time Management
- Building Your Sales Pipeline
- Strategic Account Planning
- Key Account Tactics
- Developing Umbrella Accounts with **Multiple** Affiliations
- Consultative Selling: *How to Sale Your Services*

RMH Mentor Program

The Program Includes:

- Help in Setting Up Your Business
- Hands On Training
- How To Perform Expense Optimization Analysis
- Working Tools
 - Professional Working Proposal Templates
 - Sales Letters w/Attachments
 - Sales Aides
 - Multiple PowerPoint Presentations
 - Sales Scripts
 - Powerful Web Site Support
- Role Play for Skill Development
 - Delivering the Sales Message
 - Overcoming Objections
 - Closing the Sale

Expertise Based On Experience

- Current operations are established in 23 cities with 26 Independent Contractors. \$34,300,000 in telecom expenses under contract!

Robert M. Hardy

- B.S. Accounting & Economics
- MBA Finance/Eco.
- AT&T Exec. Development Program at MIT
- 35+ years Business Development
- 20 years AT&T/Bell Telephone
9 years running \$189 Million/year Sales Org.
- 5 years President/CEO in profitable Telecom Based Software Company.
- 14 years As Interim Pres/COO Directing 7 turnarounds and 2 startups
- Negotiated well over \$370 Million in Contracts

Complete History Available:

www.rmhardy.com

Jeffery M. Davis

- Degrees in Psychology & Engineering
- 10 years in Management & Business Development in Technology & Telecom related businesses.
- Proven Telecom & Sales Skills
 - Telecommunications
 - Software
 - Networks
 - Hardware



We have delivered 97 Mentor Sessions to date...it's all about Results!



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**For a glimpse at how the Telecom
Expense Optimization Program can work
visit:**

www.rmhtc.com



...it's all about Results!

Contact Us NOW!

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NAATC**

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