



Accell Telesystems simplifies telecommunications

Telecommunications technologies are essential to businesses today. It has become quite simply impossible to do business without Web access and telephony, let alone mobile services. Managing those services can quickly prove to be a headache, and be the cause of astronomical costs, especially for medium- and large-sized companies. Fortunately, Accell Telesystems can guide companies through the maze of telecom services and ensure they pay the right price for those they use by helping them soundly manage this major expense item. How? By providing services featuring two major components: consulting and telecom expense management.

Professional consulting for informed decision making

First, Accell advises companies on the selection of suppliers, services, plans and equipment. Furthermore, it provides guidance for management in the call for tenders and study of proposals process, as well as support in the case of renegotiating the renewal of contracts.

According to Maurice Rompré, President of Accell, this service enables companies to make informed decisions. "We have an overall view of the market, which is changing very quickly," he considers, "We stay on top of the latest technologies, as well as the new players and their products and services. Plus, we have no preferential agreements with any suppliers. We conduct very precise analyses of costs and needs that enable rational decision making and generate substantial savings."

Experts who examine every single detail of expense management

Effective telecom expense management (TEM) is not a simple matter. Just imagine a company whose 200 employees each have Internet access and a telephone: some of them may be authorized to make long-distance calls, others may have smartphones with various options and plans, while still others may have telephone and Internet connections at home that the company pays for... How will it be possible for management to monitor each and every employee and user? Will every invoice be gone over with a fine-tooth comb? Will mistakes in billing be spotted? Will an internal resource supervise changes in plans, increases in fees, inventories of equipment and activations, as well as see to technical support and staff training?

Accell, with its delegated management service, takes charge of all those tasks, ensuring connectivity and updating training for all employees, on-line support and expense control. This service generally enables companies to save 15% to 20% on all their telecom expenses. "We act as a single point of contact for everything relating to a company's telecommunications, which simplifies operations a great deal," comments Mr. Rompré.

Software for self-directed expense management

Of course, companies can manage their telecom services themselves. To help them do this, Accell Telesystems designed Dido, an application that centralizes all TEM-related data and allows internal resources assigned to such duties to make gains in productivity of up to 40%, and at the same time fosters better planning, management, and optimization of processes and expenses. In fact, thanks to Dido's generation of reports and analyses, companies using it can manage all data connected to billing, user directories and inventory.

The software is constantly being enhanced, as Accell continually adapts it to the stringent demands of various business sectors. In addition to a TEM tool, the company has taken as its mission to make Dido capable of managing the entire range of a company's operational expenses, from photocopying to parking, which fits in with the global trend towards improving profitability through increased expense control. Accell is actively working to perfect its software in this respect to meet the needs of its clientele.

Moreover, the increase in the requirements of its customers spurred Accell Telesystems to make an investment of \$400,000 in the purchase of a 195-square-metre commercial condo last May. With the help of its eight employees, a team that has been growing according to the evolution of the services offered and customer needs, from now on the company will be able to optimally manage its growth.



To learn more about Accell Telesystems, please contact Maurice Rompré, President, at 450 680-1102, extension 204, or visit the company's Web site: www.accell.ca