



Telco Cost Analysis Report

For B Corps

Prepared by Dog & Bone

Introduction

Over the past 20 years working within the not-for-profit community, we have developed expertise in analysing clients' telecommunications services and transitioning them to the most appropriate pricing constructs.

We help clients optimise their telco spend and unlock significant results, with savings typically around 40-60% for larger organisations.

Clients consistently tell us that cost is a huge roadblock to advancing their IT capability. By realising savings, unnecessary telco spend can be reinvested into strategic IT initiatives or valuable community programs.

This opportunity is now available to our B Corp community with this pro bono Impact Round.



Telco Cost Analysis Report

This report describes how your company mobile spend compares to average pricing for similar sized organisations.

Dog & Bone have conducted a review of your mobile spending based on the documentation and information you have supplied.

Broader telco spending includes more than just the phone bill.

- Mobile Services (Voice & Data) include mobile phones, hotspots, dongles and tablets etc.
- Fixed voice and data services are usually complex and will require a working session to uncover any potential savings.

Charity Pricing Qualifications

If your B Corp organisation is an NFP or charity, you may qualify for charity pricing. Your B Corp will need to be registered as an NFP or Charity in a government database to qualify.

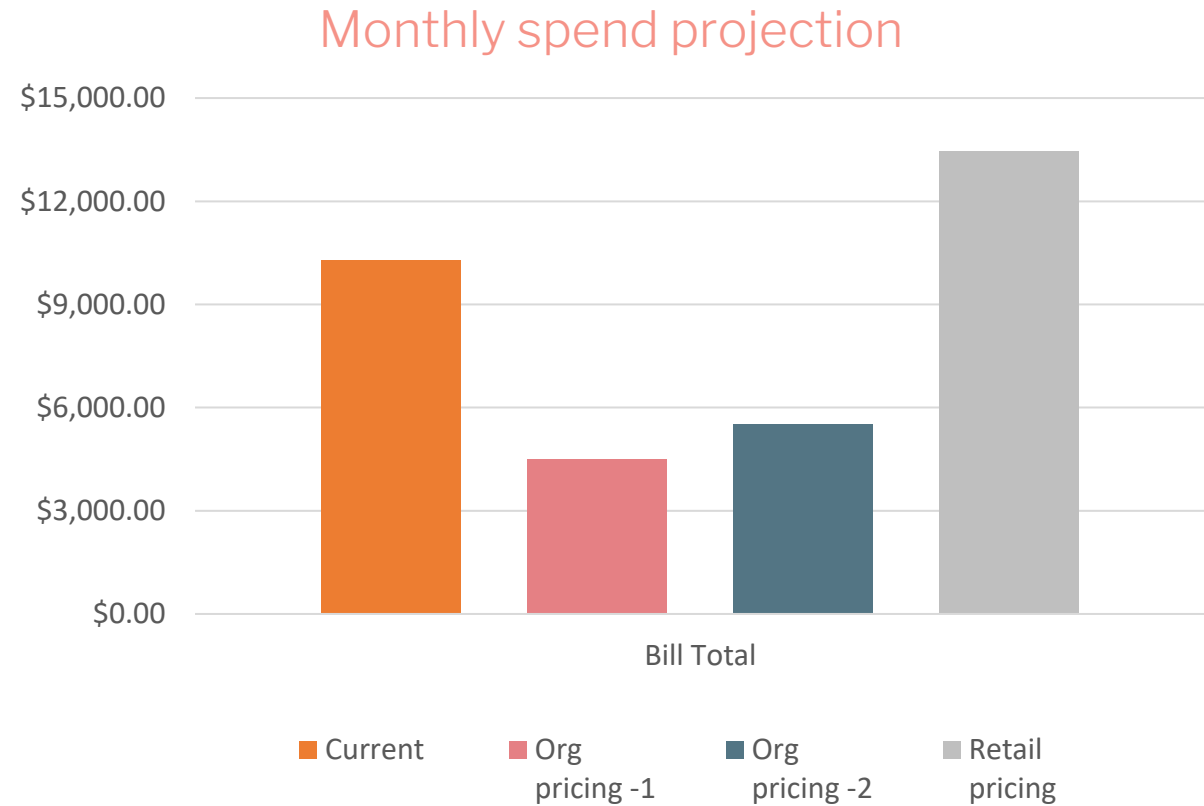
Current Telco Spending Summary

Spend component	Current
Standard Plan & Calls Charges	\$10,244
Hardware Repayment Charges	\$0
Misc Charges	\$26
Bill Total	\$10,270
Mobile Services	239
Average Spend Per User	\$42.97
Mobile Data Usage (GB)	588.71

Current State Analysis

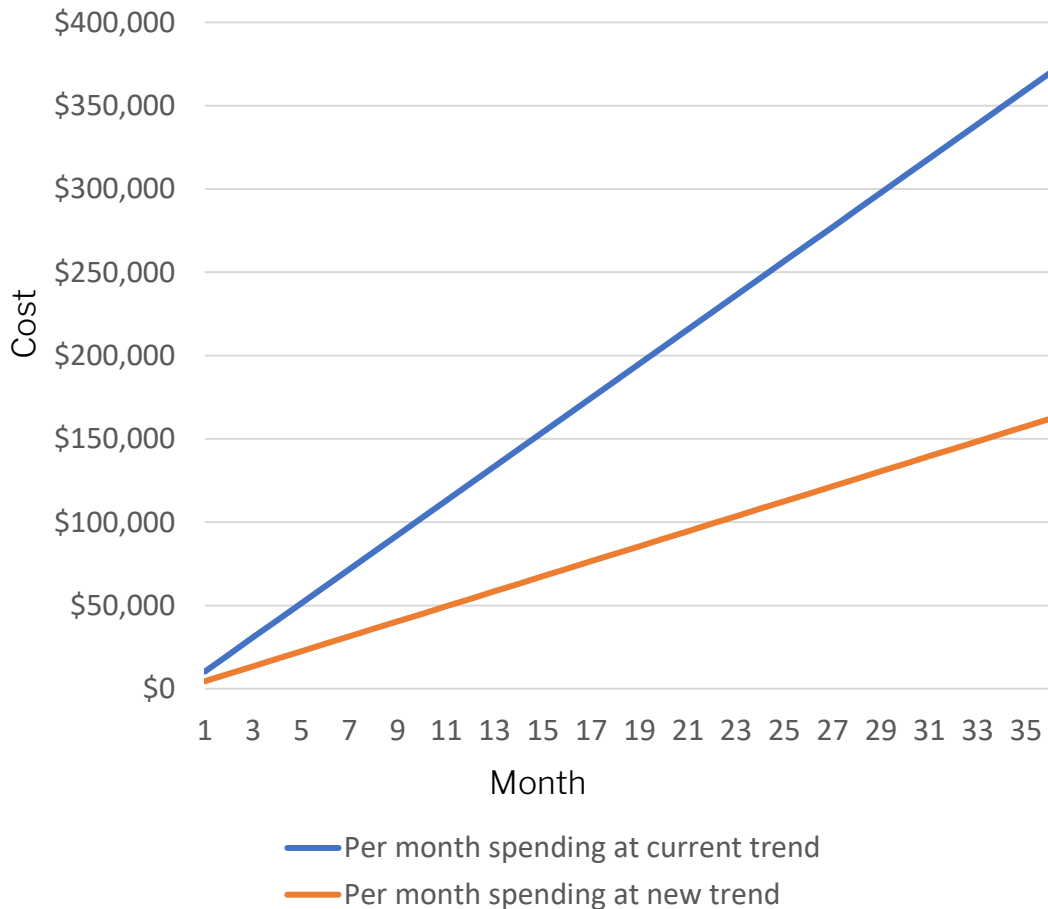
	Current (You)	Org pricing -1	Org pricing -2	Retail pricing
Standard Plan & Calls Charges	\$10,244	\$3,834	\$5,483	\$13,412
Hardware & Misc Charges*	\$26	\$26	\$26	\$26
Bill Total	\$10,270	\$4,501	\$5,508	\$13,437
Monthly Savings (\$)	-	\$5,769	\$4,761	-\$3,168
Monthly Savings (%)	-	56.18%	46.36%	-30.85%

The following graph provides a benchmark of your current monthly bill spend against two Charity and one Standard Retail solution



Current spend vs optimal pricing

The graph demonstrates cumulative spend over 36 months, comparing current plans vs optimal plans



Observations & Recommendations

- Substantial savings of \$5,769 a month (\$207,686 over 3 years) are available to Client on alternative pricing (approx. 56% monthly cost reduction)
- As the greatest savings are available on Client's incumbent carrier, there would be no disruption to services caused by changing carrier. If there was a desire to change to an alternative provider, then transition costs and effort may apply.
- If the mobile fleet is currently uncontracted, then we would recommend pursuing a more suitable pricing option.
- There is potential to leverage a tech fund to purchase hardware on alternative pricing plans.

Next steps

- Review this report and consider how our findings can work for your organisation.
- Schedule a time with one of our consultants to discuss any questions you may have.
- Plan the implementation of any of the cost reduction opportunities identified in this report.
- Let us know if there is anything we can help you with.



Get in Touch

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About Us

Ethical & Independent Technology Advisors

Dog & Bone's vision is a 'better world through technology'.

We're inspired by organisations who exist to make the world better. Supporting these organisations to have a greater impact through their use of technology, is what drives our organisation and team.

While our expertise is in technology, we do it to enable the people who are working so hard to improve the world at our client organisations.

Over 20 years of working with NFPs and impact-driven organisations, we've learnt the challenges, pitfalls and opportunities and how to make it work.

We support our clients to leverage technology, so they can focus on their core mission of improving the world.



Our Clients

We're for organisations that improve the world.

At Dog and Bone, our approach is resolutely purpose-driven when it comes to choosing our partners. We focus on providing support to organisations who are dedicated to making a positive impact so we can help amplify their purpose, enhance their capabilities and collectively work towards meaningful change. Our focus on these sectors enables us to deliver tailored solutions that align with our clients' values and objectives.

We specialise in:

- Not-for-profit
- Social Enterprise and B Corps
- Government Agencies



About Us



Ethical & Independent Technology Advisors

Dog & Bone's vision is a 'better world through technology'. We're inspired by organisations who exist to make the world better. Supporting these organisations to have a greater impact through their use of technology, is what drives us.

For over 20 years, we've been working with some of Australia's most impactful organisations. We help them identify significant telco savings and create fit-for-purpose technology strategies, allowing them to amplify their community impact .

Our commitment to the community sector is also reflected in our Impact Program, which provides pro bono services to purpose-driven organisations.

Our Impact 2023/24



\$4,141,333
TOTAL DIRECT IMPACT



\$1,101,959
IMPACT PROGRAM & DISCOUNTS



114
NFP ORGANISATIONS WORKED WITH



675
PRO BONO HOURS PROVIDED