



Telco Cost Analysis Report

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 services and unlock significant results, with savings typically around 40-60% for mid to large sized NFP organisations.

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

We exist to empower purpose-driven organisations like yours, through technology and telecommunications.

Let's get started.



Telco Cost Analysis Report

This report describes how your company mobile spend compares to average pricing for similar organisations in the NFP sector.

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

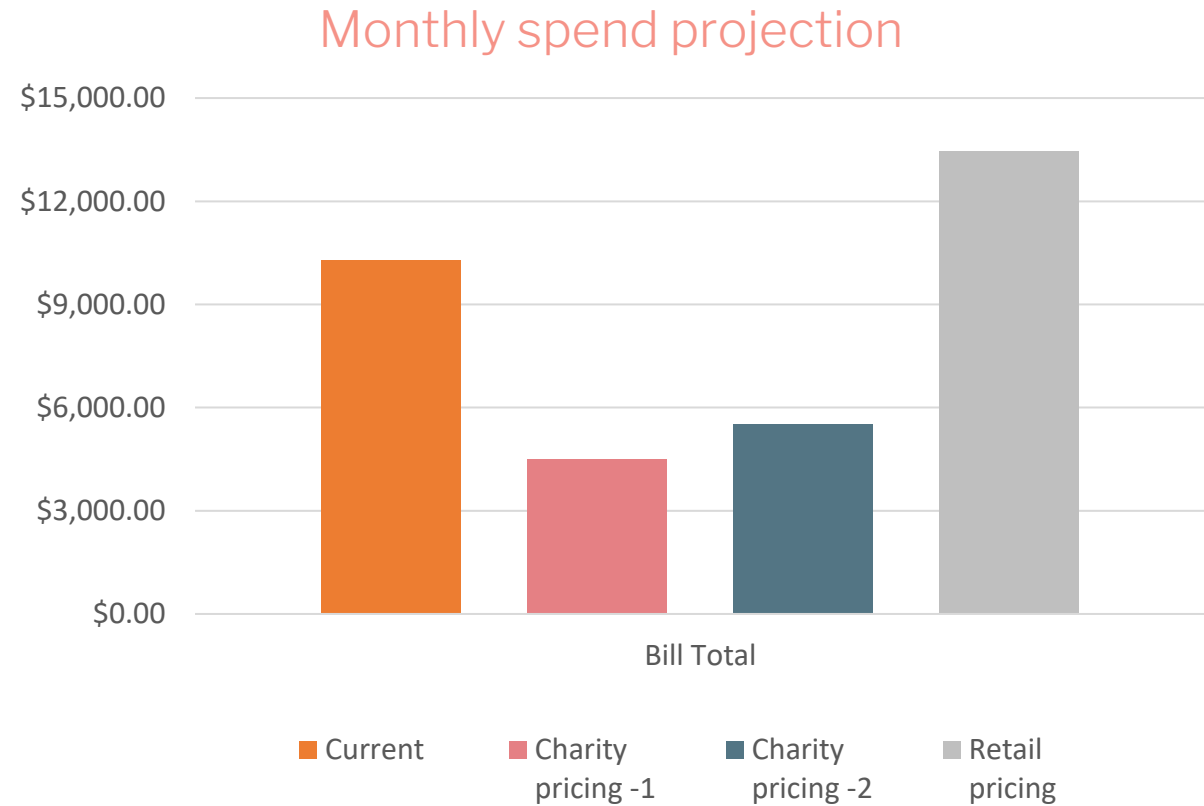
Current Telco Spending Summary

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

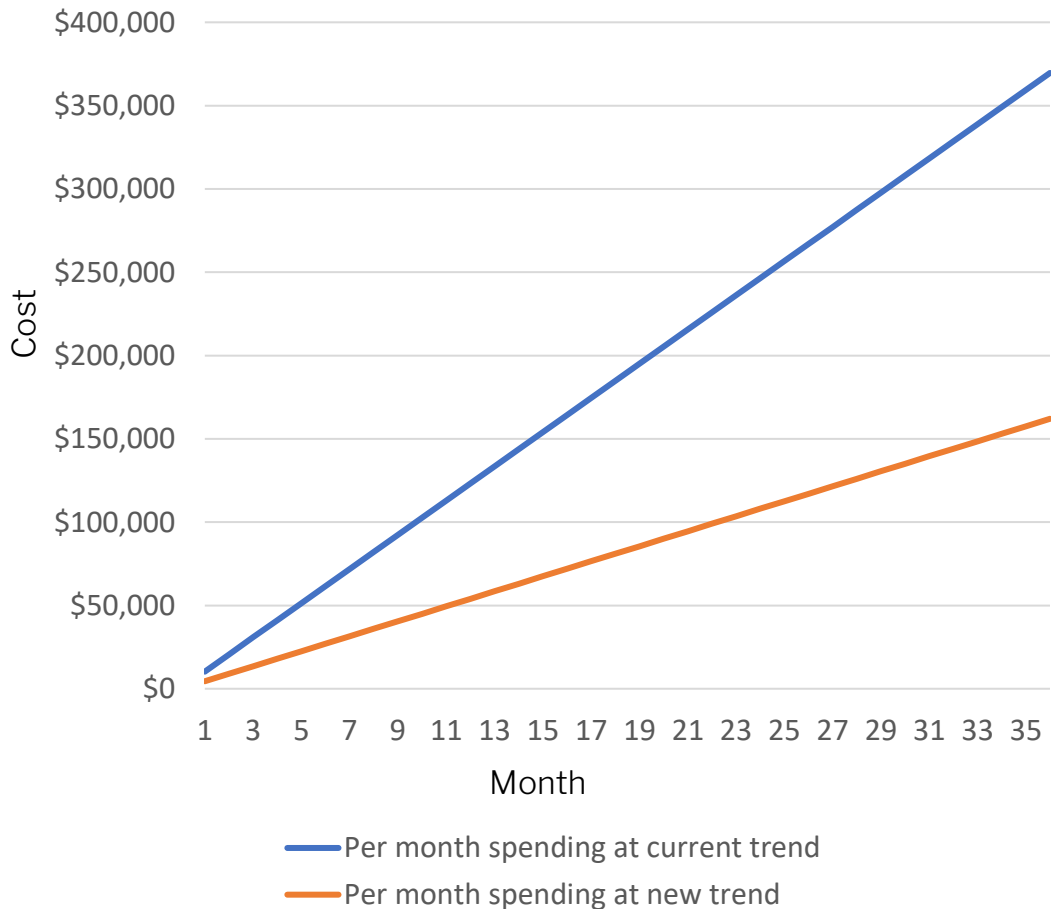
	Current (Carrier)	Charity pricing -1	Charity pricing -2	Retail pricing
Standard Plan & Calls Charges	\$10,244	\$3,834	\$5,483	\$13,412
Hardware & Misc Charges*	\$26	\$26	\$26	\$26
Bill Total	\$10,270	\$4,501	\$5,508	\$13,437
Monthly Savings (\$)	-	\$5,769	\$4,761	-\$3,168
Monthly Savings (%)	-	56.18%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

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



Observations & Recommendations

- Substantial savings of \$5,769 a month (\$207,686 over 3 years) are available to Client on Charity 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 suitable Charity pricing option.
- There is potential to leverage a tech fund to purchase hardware on charity 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

Amber Beard
amber.beard@dogandbone.com.au

(03) 9403 5700

Dog and Bone Consulting
326 High Street
Northcote VIC 3070

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