



Telco Cost Analysis Report

Prepared by Dog & Bone

Telco Cost Analysis Report

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

We regularly help clients with telco and have been able to unlock some really good results for NFP's in this space, savings of 40-60% are very common so we want to be able to prove this is possible.

We consistently hear from our client base that cost is a huge roadblock around IT so by delivering this sort of cost reduction, it can help provide funds to be reinvested into other IT initiatives or of course additional programs for your community.

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



Telco Cost Analysis Report

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

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

Your organisation needs to be registered as NFP or Charity in a government database.

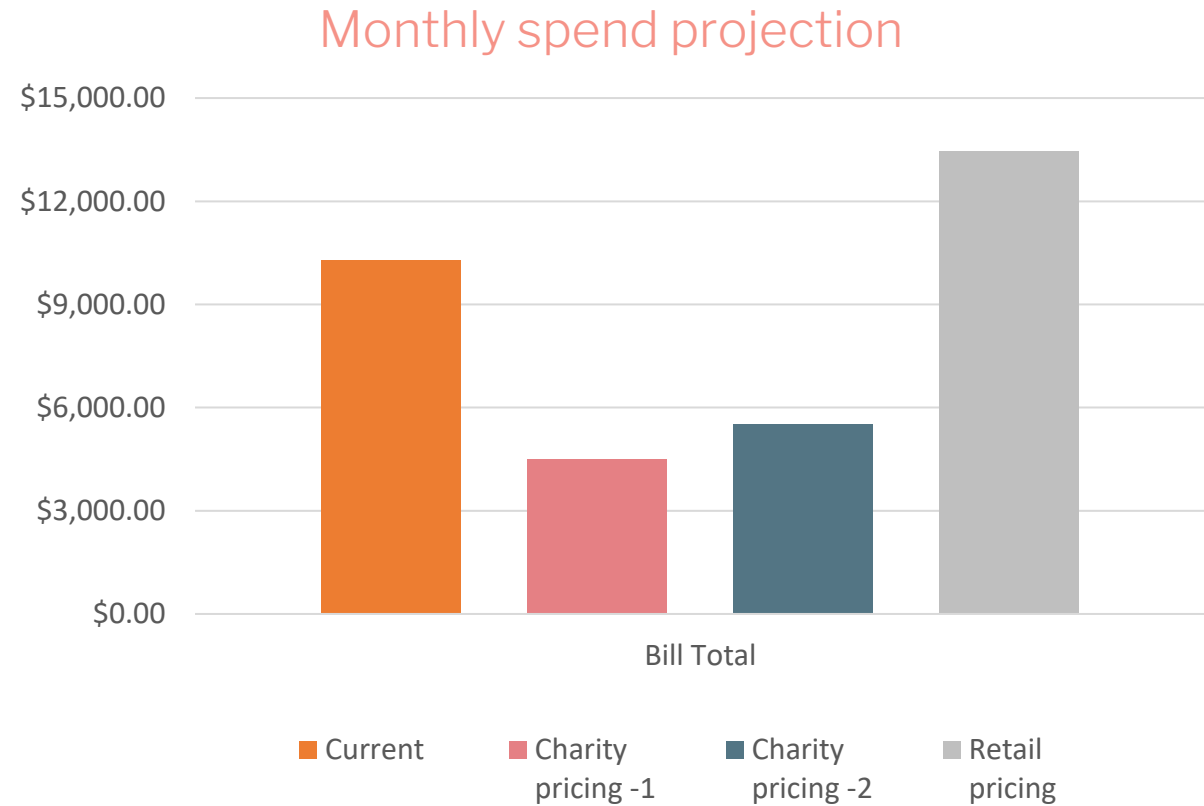
Current Telco Spending Summary

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

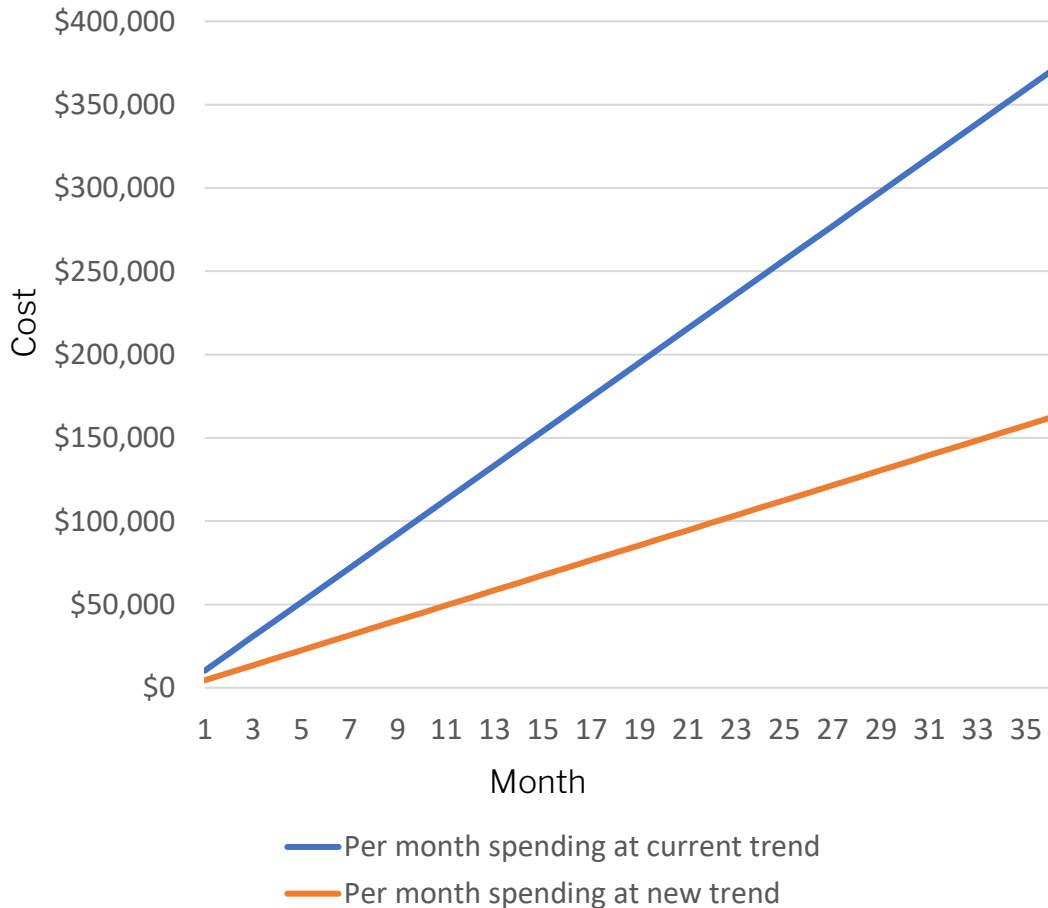
	Current (Telstra)	Charity pricing -1	Charity pricing -2	Retail pricing
Standard Plan & Calls Charges	\$10,244	\$3,834	\$5,483	\$13,412
Hardware & Misc Charges*	\$26	\$26	\$26	\$26
Bill Total	\$10,270	\$4,501	\$5,508	\$13,437
Monthly Savings (\$)	-	\$5,769	\$4,761	-\$3,168
Monthly Savings (%)	-	56.18%	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, consider our findings and any feedback you have for us.
- Schedule a time for one of our consultants to discuss this with you and answer 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.

 dog & bone
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



We Audit Our Impact

At Dog & Bone, our core focus lies in the empowerment of our client's organisations through technology. 2022/23 saw us have a direct impact of over \$8.2 million to the NFP sector, with 100% of our clients being NFP/social enterprise organisations.

Did You Know

We verified our ethics by retaining our B Corp status in 2023. Through extensive auditing of our governance, diversity and inclusion policies, environment and community, we can ensure that we run an ethical and sustainable business. We also achieved carbon neutrality through our ongoing support of carbon emission projects, offsetting 88.49 tonnes of energy through these investments.



\$8,283,402

TOTAL DIRECT IMPACT



\$320,000

DISCOUNTS PRO BONO HOURS AND DONATIONS PROVIDED TO NFP AND IMPACT ORGANISATIONS



\$129,000

IMPACT GRANTS AWARDED

103.8

Our verified score



-0.78

Net emission score

