



EnVision Shared Savings

CIO & CFO Brief

Leaders are continuously challenged to deliver measurable cost savings.

EnTelegent's EnVision Shared Savings service identifies and captures savings within existing vendor relationships - without disruption or strain on internal resources.



The Problem

Enterprise telecom and network costs rise when **inventory, contracts, and invoices don't align**. The result is overbilling, unused services, missed leverage, and technology stagnation—often invisible to internal teams.

The Solution

EnTelegent EnVision Shared Savings is a performance-based program that delivers **20–45%+ measurable cost reduction** while modernizing technology - using your **existing vendors** and with **minimal internal lift**.

You only pay when savings are validated and executed.

Who It's Built For

CIO Priorities

- Builds a complete, sourceable inventory
- Renegotiates pricing and terms with existing carriers
- Modernizes high-cost, legacy services when beneficial

CFO Priorities

- Hard-dollar savings and credit recovery
- Predictable, performance-based engagement
- Minimal disruption and internal effort

About Us

EnTelegent Solutions helps enterprises simplify complex IT and telecom environments, reduce costs, and improve operational control. We deliver network, security, and life-cycle management services to multi-location organizations across the U.S. and more than 160 countries worldwide.

How It Works

1. Build an Actionable Inventory (Foundation)

What We Do

- Use AI-enabled tools to assemble a complete inventory by carrier, location, and service type
- Tie services directly to locations, contracts, pricing, and term commitments
- Normalize data from invoices, service records, contracts, and end-user inputs

Why It Matters

- Eliminates blind spots caused by M&A, staff turnover, and poor documentation
- Establishes a trusted baseline for audits, optimization, and planning

2. Audit & Optimize Costs

What We Do

- Use Line-item invoice audits to identify billing errors and overcharges
- Identify unused, abandoned, or underutilized services
- Validate usage, fees, surcharges, and third-party billing
- Benchmark pricing against similarly situated enterprises

Why It Matters

- Immediate savings and recovered credits
- Removal of structural waste, not just one-time errors

3. Technology Review & Modernization

What We Do

- Align business objectives with the current technology environment
- Identify opportunities to replace high-cost, legacy services
- Provide unbiased, carrier-agnostic recommendations
- Leverage ongoing telecom price deflation

Why It Matters

- Lower run-rate costs
 - Improved performance, resiliency, and scalability
- Note: When approved, technology upgrades can often be funded entirely through EnVision Shared Savings.*

4. Contract Renegotiation & Special Pricing

What We Do

- Renegotiate rates, terms, and conditions using market benchmarks
- Secure bulk and special pricing arrangements
- Pursue reduced MRCs, waived NRCs, enhanced construction allowances, enhanced volume credits, and more

Why It Matters

- Lower run-rate costs
- Improved performance, resiliency, and scalability

Engagement Model

Performance-Based *No Savings = No Cost.*

- No obligation to implement recommendations
- All Changes require customer approval

You pay only when savings are validated, sourceable, and executed.

Sustaining the Value (Optional)

EnVision Shared Savings is often the entry point to long-term control through:

- EnVision Life Cycle Management
- Field Services
- Managed Network Services Monitoring

Next Step:

Schedule an EnVision Shared Savings review to quantify savings and optimization opportunities.



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