



STRATEGIC CONSULTING SERVICES

Depend on seasoned professionals to maximize the latest technology at the lowest possible cost - including audit, optimization, and sourcing services.



Clients

350+

Clients with the largest, most complex global technology needs across all industry verticals



Customer Retention Rate

98%

Customer retention rate with average client tenure more than 10 years



Spend Under Management

\$12B+

Enterprises trust MDSL to manage over \$12 billion in global technology spend.



Mobile Devices Under Management

1.8M+

And growing. MDSL's MMS offerings continue to expand globally.

STRATEGIZE AND OPTIMIZE.

Lean on the experts for your pressing needs.

Most companies don't have the internal staff to stay up-to-date on trends, technology, and ever-changing requirements of the organization. We've assembled a team of seasoned professionals to help maximize cutting-edge vendor offerings, perform a wide range of consulting and audit services, and elevate your technology environment on either a project or ongoing basis. The result is an improved ability to assess your environment, analyze policy, make process improvements, manage the sourcing process, and implement the changes on your behalf.

EXAMPLE: TELECOM AUDIT PROCESS.

- 1. Project Kickoff** - Key areas are examined and validated, including Customer Service Records (CSRs), inventory, invoices, and tariffs, depending on your project.
- 2. Refunds and Savings Claim Development** - Erroneous charges are documented for vendors and recommendations for potential savings opportunities are presented.
- 3. Vendor Negotiations** - MDSL negotiates with vendors and service providers to ensure refunds are received and services are updated.
- 4. Refund Receipts** - MDSL schedules regular calls to the carriers expediting refund generation. New CSRs and invoices are procured to confirm all related billing corrections.



PROACTIVE EXPENSE MANAGEMENT.

Our strategic consulting services are just the start. Manage your environment proactively and gain visibility to the full lifecycle of telecom, mobility, cloud, and the internet of things (IoT) through our integrated software platform and industry-leading services. MDSL provides the dedicated resources to transfer your non-core business activities to our allows you to focus on your core business while offloading the menial, time consuming tasks in managing your technology environment.

ADHOC OR ONGOING PROJECTS.

Your environment is unique. Your security requirements, IT and other human resources, existing systems, and budget all affect which MDSL delivery option is right for your organization. We consult with your teams to determine the right choice because your goals are the same as ours. We want your solution to be quickly implemented, adopted, and fully utilized within the enterprise to generate benefits as soon as possible and embrace the solution over the long-term.

“ We recognized our entire ROI before we ever hit production.”

U.S. STATE GOVERNMENT

WHY MDSL?

You need more than a piece of software to achieve your goals, you need a trusted partner. Managing an enterprise technology environment has too many moving parts to do it alone. Our clients span all verticals, sizes, and requirements and they choose MDSL because we offer not only cutting-edge solutions expertise, but a true client-fixated approach that enables us to solve problems according to your specific priorities.

MDSL are world leaders in Technology Expense Management and related services and partner with enterprises to provide clarity, control, compliance, and cost savings across their global technology estates. Our unified expense management platform encompasses categories such as telecoms, cloud services, the Internet of Things and Financial Market Data. By providing best practice procedures, unparalleled visibility of spend and automating time-consuming processes, MDSL help ensure global digital transformations are smooth, secure and cost-effective.

 **TELECOM EXPENSE MANAGEMENT (TEM)**

 **MANAGED MOBILITY SERVICES (MMS)**

 **CLOUD, IoT, AND IT ASSET MANAGEMENT**

 **USAGE REPORTING AND ANALYSIS**

 **AUTOMATED PROCUREMENT AND EBONDING**

 **CENTRALIZED APPROVALS AND AUTOMATED COST ALLOCATION**

✓ **TELECOM AUDIT**

Historical audit, tariff analysis, slamming/cramming identification, traffic analysis, network optimization, and existing contract analysis

✓ **MOBILE PLAN OPTIMIZATION**

MDSL verifies your users are on the appropriate plans and receiving the appropriate service levels while optimizing voice/data pools

✓ **CONTRACT NEGOTIATION**

Provides benchmarking and savings recommendations you may have missed before or after your contract negotiation process

✓ **INVENTORY BUILD**

Have our experts survey your sites and build out a physical inventory and gain a holistic view into your technology and services

✓ **UNIFIED COMMUNICATIONS USAGE ANALYSIS**

Analyze usage and traffic for in-depth visibility of on-net expense savings to maximize savings and improve ongoing management

✓ **SERVICES RECOMMENDATIONS**

MDSL analyzes your current environment for underutilized and legacy services and makes recommendations for maximum savings

✓ **RFP MANAGEMENT**

We'll manage your entire RFP process identifying the best vendors, rates, and service levels and ultimately implement and verify the changes.

✓ **SERVICE VALIDATION AND NO USE IDENTIFICATION**

Analyze the entire history of users, extensions, and assets with on-demand and scheduled reporting features

“ MDSL analyzed our environment and negotiated discounts based on our volumes - providing a \$22K/month savings.

FORTUNE 100 HEALTHCARE COMPANY

:mdsl

Reach out for more information:

800.456.6061 | www.mdsl.com