

# Solutions for the Wireless Enterprise

**XRAY WIRELESS**  
*Managed Services*



## XRay Wireless Managed Services Platform

### How do you support your "Wireless Enterprise"?

In many of today's best-managed companies, the cost of wireless services has grown exponentially – to as much as **40% of telecommunications spending!** The expense and management of wireless services in most organizations – **The Wireless Enterprise** – remains stubbornly high and uncontrolled because of the fragmented nature of wireless services and billing.

**Why? Because you can't control costs you can't understand.**

**XRay Wireless gives you the technology and expertise** you need to manage your wireless services with the same level of professionalism and accountability that you demand in every other facet of your enterprise.

### Comprehensive Wireless Management Solution

**We combines the key components** of enterprise wireless management into one comprehensive solution. We offer:

- **Rate Plan Optimization** for every service from every carrier;
- **Wireless Invoices & Reporting** for every level of your enterprise;
- **Delta Tables** track every change in your services and devices;
- **Proactive Carrier Management** and
- **Professional Services** to handle any situation.

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[RichSweeny@SweenyWasHere.com](mailto:RichSweeny@SweenyWasHere.com)

516-359-6454

### Rate Plan Optimization

With the **PERCEPTION Managed Services Platform**, XRay Wireless offers cutting edge Optimization Solutions for your wireless devices.

- Optimization of eleven major categories plus dozens of data subsets.
- Major Optimization categories include:
  - Voice
  - Push to Talk
  - Long Distance
  - International Calling
  - Zero Use Phones
  - Data
  - Messaging
  - Roaming
  - International Roaming
- Sub-Categories include Picture Messaging, Video Messaging, Multimedia Downloads, (I.e., Ringtones), International Data, International Push To Talk, Push To Talk Data, International LD while Roaming and MANY more.

***Because You Can't Fix What You Can't See!***

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**516.432.6571**

## Internal Wireless Invoicing & Reporting

**Streamline your internal wireless billing process!** Let XRay Wireless create monthly invoices for *each* department including Accounts Payable and other financial groups within your organization.

As part of our standard service, we provide:

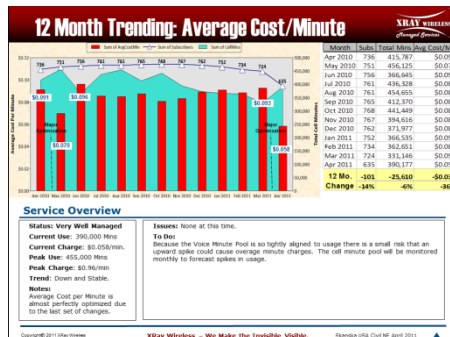
- Invoices in Excel allowing easy utilization, storage and manipulation;
- Custom invoices that are 100% tailored to your organizational needs including cost codes, job numbers and *as much or as little billing information as YOU decide*;
- Powerful exception reporting based on the criteria you specify;
- Our easy-to-use MAC Form allowing your department heads to track and manage Moves, Adds & Changes of wireless users every month.
- Internal Invoices that are *guaranteed* to be 100% accurate every month.

ACME Widgets Northeast

Accounts Payable: Sprint by Job/Department

May 2011

14 Jobs/Departments		278 Subscribers, 4 Cancelled Phones										\$14,459.50	
CostCode	Department Name	Subscribers	Cancelled Phones	Cellular Minutes	Telecom Services	Connect Charges	Message Charges	Data & 3rd Party Charges	Taxes	Equipment	Total		
1) 12950	Accounting	15		8,657	\$499.79	\$0.00	\$6.80	\$0.42	\$107.25	\$0.00	\$614.26		
2) 650/1.1.0452	Finance	17		9,293	\$532.91	\$0.00	\$14.20	\$0.00	\$117.92	\$469.99	\$1,135.02		
3) 82880.???	IT Contractor	1		421	\$20.25	\$0.00	\$0.00	\$0.00	\$4.96	\$39.99	\$65.20		
4) 650/1.1.0452	Joint Venture Graphic Design	2		709	\$80.98	\$0.00	\$0.00	\$0.00	\$16.81	\$199.98	\$297.77		
5) 650/1.1.0450	Joint Venture Project Mgmt	1		1,156	\$20.25	\$0.00	\$0.20	\$0.00	\$4.99	\$0.00	\$25.44		
6) 1.01.30.9000	Northeast Cog Manufacturing	91		80,028	\$3,582.61	\$23.88	\$82.80	\$52.16	\$743.48	\$0.00	\$4,484.93		
7) 1.01.30.9068	Northeast Cog R&D	15		7,549	\$580.56	\$0.00	\$14.95	\$0.00	\$124.19	\$0.00	\$719.70		



## Monthly Wireless Review with Delta Tables

**The Monthly Wireless Review is a month review of your Wireless Trends.**

- Graph and chart data shows your month-to-month cost changes.
- The Service Overview outlines key metrics, issues that you need to be aware of, what we have done to manage those issues and a To Do List of things to be done.

**Delta Tables track every change for every subscriber every month!**

- Do you find changes on your bill that you don't remember authorizing and didn't want?
- Our Delta Tables track dozens of changes each month including Subscriber Name, Department Name, Rate Plan Changes, Feature Changes, Access Charges, Carrier, Network, Cell No., UFI, IP Address, IMEI, NAI, MSID and more!

## Carrier Management

**You manage your relationships with your carriers,** but let us do the grunt work.

We can work directly with your carriers on optimizations, Adds, Moves & Changes and more.

## Professional Services

XRay Wireless has offerings to deal with strategic issues and one-off projects.

Our base offerings include:

- **Strategic Mobility Inventory**
- **Data Readiness Assessment**
- **Carrier Contract Negotiations**

**Information is power – We can put that power in your hands Where It Belongs.**

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# Solutions for the Wireless Enterprise

**XRAY WIRELESS**  
*Managed Services*



## How do you support your "Wireless Enterprise"?

In many of today's best companies, the cost and management of wireless services has grown exponentially, to as much as **40% of telecommunications spending!** The expense and management of wireless services in corporate America - the **Wireless Enterprise** - remains stubbornly high and uncontrolled because of the fragmented nature of wireless services and billing.

**Why? Because you can't control what you can't see.**

**XRay Wireless Managed Services** is dedicated to helping you **control and manage** your wireless services and expenses with the same level of professionalism and accountability that you demand in every other facet of your enterprise.

## XRay Wireless is a Mobility Systems Integrator.

**We combine the key components** of enterprise wireless systems into one comprehensive solution. We offer:

- Professional Services
- Billing Optimization & Reporting Solutions
- Wireless Service & Device Fulfillment
- Wireless Application Development

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Solutions from Mobile Enterprises provide **clarity** and increased **productivity**, bring **transparency** to your spending patterns and can **save your organization 20% or more** on your wireless costs.

## Leveraging Partnerships

We offer one point of contact for diverse services by **leveraging** partnerships with **world-class companies** in the mobility space.

**Digital Reliance:**

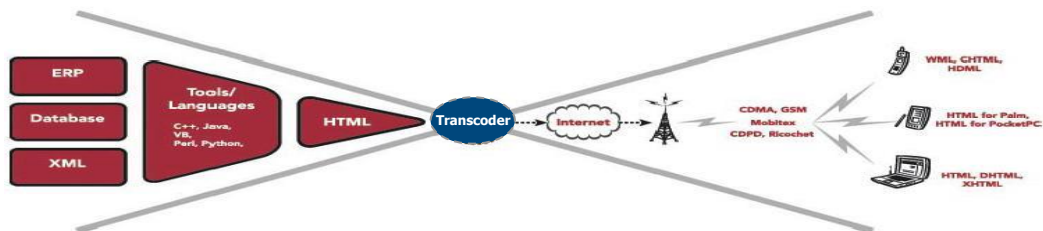
**Wireless Optimization and Reporting Solutions** for both **US and International** Wireless Carrier Billing. **Typical cost savings** on total wireless spend is 20%+.

**QUALCOMM:**

**Wireless Application Development** from the world's largest holder of wireless software & infrastructure patents.

**American Connections:**

**Wireless Voice and Data Fulfillment Services** from one of America's largest B-to-B wireless sales organizations.



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**XRAY WIRELESS**  
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**- Without changing carriers or phone numbers.**

The combination of the **Perception Management & Optimization Platform** and our pro-active Client Services makes our offering one of the most comprehensive in the industry today.

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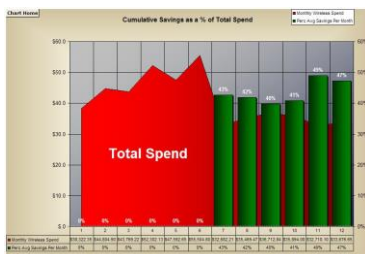
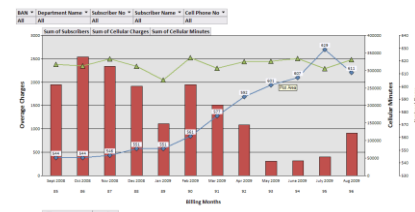
A 3D pie chart illustrating the components of a revenue management strategy. The chart is divided into four segments: a large red segment for 'Rate Plan Optimization', an orange segment for 'Administrative Efficiencies', a green segment for 'Usage Management', and a smaller blue segment for 'Asset Management'.

Category	Color	Relative Size
Rate Plan Optimization	Red	Largest
Administrative Efficiencies	Orange	Second Largest
Usage Management	Green	Third Largest
Asset Management	Blue	Smallest

How do individual employees manage their phone spend?  
Knowledge is Power.

**Our Client Services**  
Representatives help Streamline  
procurement, Internal payment  
processes and manage Moves,  
Adds, & Changes.

Actively manage mobile assets and users with detailed knowledge of Serial Numbers., SIM Cards.. etc.

[illegible]

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# Monthly Wireless Review



## How do you stay on top of your wireless billing?

Do you have time to dig through long complex reports to find out what's driving your costs?

Probably not.

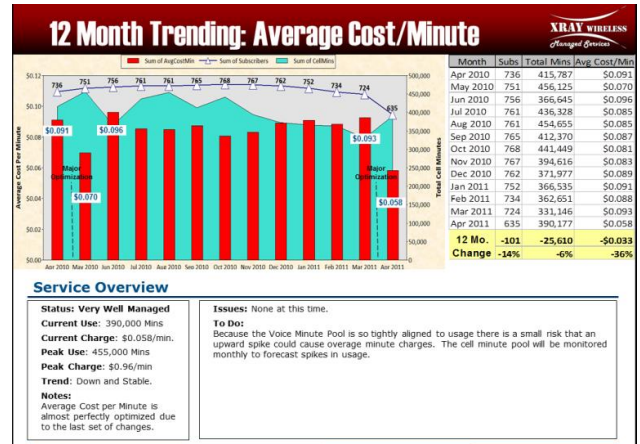
That's why XRay Wireless offers the Monthly Wireless Review package.

The Monthly Wireless Review incorporates all of the key data from the PERCEPTION Managed Services Platform. It is created monthly by your dedicated Client Services Representative who meets with you every month to explain the results.

The package is provided in a comprehensive, but easy to use format that all of your managers will be able to understand and utilize immediately.

The Monthly Wireless Review has four sections.

- **Executive Summary:** A few pages that provide the highlights of your use & spend each month.
- **Service Overview:** XRay Wireless provides a detailed review of the eleven core services driving your wireless costs. They include everything from cellular voice to push-to-talk to messaging & data. We also list Total Charges, Average Costs and more. In addition, to a graphical view of the past 12 months of charges, your Client Services Rep includes an explanation of the current status, any issues to deal with and our plan for dealing with the issues.
- **Exception Reports:** A list of the Top 10 Subscriber's by Cost for eleven core services.
- **DELTA Tables:** We show you EVERY CHANGE in 19 different wireless use and device categories every month, ensuring you are always in control of your Wireless Enterprise!



**Exception Reports – Top 10 Users by Cost**

Total Charges			Overage Charges			Long Distance Charges		
Subscriber	CellNo	TotalChg	Subscriber	CellNo	Ovg Chg	Subscriber	CellNo	LDChg
NICK ADEMIS	(917) 578-7179	\$177.34				NICK ADEMIS	(917) 578-7179	\$89.77
WALKER PAT	(917) 295-3663	\$166.56				FROST, PAUL	(347) 231-9979	\$72.36
J HARRISON	(347) 728-1323	\$151.25				YOUSSEF DENHE	(917) 559-1422	\$21.06
J HARMEL	(917) 417-4885	\$148.87				TOM TYLER	(917) 709-0917	\$18.13
GREG SHAW	(516) 644-8557	\$148.87				SIMON ARTHUR	(347) 234-6151	\$12.30
JOE BENEDETTO	(646) 208-3346	\$123.49				R BATES	(917) 279-3564	\$9.31
BRIAN MADDEN	(347) 386-7343	\$120.08				Joe Tomincaso	(516) 523-4383	\$7.84
J. DIEDRICH	(917) 682-7890	\$117.39				JIM WITHERS	(646) 235-5518	\$2.94
ROB MARLOW	(917) 417-8042	\$113.16				R PATEL	(917) 217-5943	\$2.45
KEVIN HEALY	(917) 417-3310	\$110.92				MIKE CAVALUZZI	(917) 417-6342	\$1.47

Data Charges			Push To Talk Charges			Messaging Charges		
Subscriber	CellNo	Msg Chg	Subscriber	CellNo	LDChg	Subscriber	CellNo	Msg Chg
BOB CONNOLLY	(917) 417-8618	\$66.20	NICK ADEMIS	(917) 578-7179	\$89.77	BOB CONNOLLY	(917) 417-8618	\$66.20
CARLOS	(347) 234-6152	\$50.20	FROST, PAUL	(347) 231-9979	\$72.36	CARLOS	(347) 234-6152	\$50.20
BRIAN MADDEN	(347) 386-7343	\$49.40	YOUSSEF DENHE	(917) 559-1422	\$21.06	BRIAN MADDEN	(347) 386-7343	\$49.40
JAMES MULLERVY	(646) 208-4463	\$32.80	TOM TYLER	(917) 709-0917	\$18.13	JAMES MULLERVY	(646) 208-4463	\$32.80
JOE CZERNIAWSKI	(516) 315-3857	\$24.80	SIMON ARTHUR	(347) 234-6151	\$12.30	JOE CZERNIAWSKI	(516) 315-3857	\$24.80
TOM GLAGIANO	(516) 870-2080	\$24.80				TOM GLAGIANO	(516) 870-2080	\$24.80
ROB O'NEIL	(917) 418-5341	\$12.30				ROB O'NEIL	(917) 418-5341	\$12.30
MIKE CEBULO	(917) 482-6669	\$12.30				MIKE CEBULO	(917) 482-6669	\$12.30
VINNY	(917) 582-4674	\$12.30				VINNY	(917) 582-4674	\$12.30
YOUSSEF DENHE	(917) 559-1422	\$21.06				YOUSSEF DENHE	(917) 559-1422	\$21.06

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**Delta Tables - All Changes**

Rate Plan Changes				
SubName	CellNo	CurMoRPName	PrvMoRPName	
1) BEATA LIZAK	917416859	Biz Essential 1000	Bus Essential Mag & Data 1000	
2) DOUG HYMAN	9172951027	Biz Essential 1000	Simply Everything Plan	
3) FRANK MARCHIANO JR.	5477281181	Biz Essential 1000	Simply Everything Plan	
4) GARY ALMERASIS	5163696086	Biz Essential 1000	Simply Everything Plan	
5) J HASSLER	9174162651	Biz Essential 1000	Simply Everything Plan	
6) JOE BELGRIVE	7182903256	RPName UNKNOWN	ATT Nation 450	
7) John Kieran	9174121093	Biz Essential 1000	Simply Everything Plan	
8) K CREMIN	9172176882	Business Essentials 7PM	Biz Essential Add-On	
9) KETH CHOUINARD	9172979920	Biz Essential 1000	Simply Everything Plan	
10) RAY SIMMONS	9175296430	Biz Essential 1000	Simply Everything Plan	
11) RICH DOMINA	5167900964	Biz Essential 1000	Simply Everything Plan	
12) Steve MacGregor	9172950513	Biz Essential 1000	Simply Everything Plan	

Cancelled Phones				
SubName	CellNo	CurMoAccStatus	PrvMoAccStatus	
1) GUY GREEN	(347) 865-1215	Cancelled	Active	
2) J CANITWELL	(917) 217-9920	Cancelled	Active	
3) JOE CASILO	(516) 790-0858	Suspended Until	Active	
4) JOEY TODARO	(917) 567-7783	Suspended Until	Active	
5) PATRICK BIRONE	(917) 567-6004	Cancelled	Active	
6) PATRICK ORALLEY	(917) 418-2158	Cancelled	Active	
7) Peter Daboul	(347) 725-1484	Cancelled	Active	
8) Robb Konkalsrud	(347) 234-7941	Cancelled	Active	
9) TONY BESADA	(347) 996-6539	Cancelled	Active	

Because You Can't Fix What You Can't See!

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# Internal Invoicing For Wireless Services



## Streamline your internal wireless processes.

**How much time does your administrative staff spend to wading through complex invoices trying to break out your wireless costs for Accounts Payable and each department?**

Probably more than you may realize.

All organizations have some movement of employees between jobs, departments and divisions. For many it's a constant problem.

### Have you capitulated?

Do you simply accept that your wireless billing is just never going to be 100% accurate?  
Do you accept that after spending an hour making billing changes with your phone company that *some or all of those changes may not show up on your bill next month?*

### Isn't that ridiculous?

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**XRay Wireless eliminates those problems immediately and with 100% Accuracy!**

When we load our your company data into our proprietary **PERCEPTION database**, we build all of your departments, cost codes and subscribers into it. Then we provide your managers with a simple, easy-to-use **Moves Adds & Changes Form** to update your data quickly and reliably.

**Every month, we provide detailed custom-designed invoices** to each group within your organization. These Internal Invoices can include department names, cost codes, Job numbers and *as much or as little billing information as YOU want in the invoice.* We will update your data with 100% accuracy every month and load the **CORRECT DATA** into the invoices your managers receive. *(We will also work with your carrier to clean up their bill – eventually).*

**IMAGINE**, the stress and hassle of your internal billing processes *Simply Vanishing*, replaced by a **clean, accurate, FLEXIBLE set of invoices that arrive in your e-mail inbox** each month.

ACME Widgets Northeast  
Accounts Payable: Sprint by Job/Department  
May 2011



Northeast Cog R&D  
Moves, Adds & Changes Form  
May 2011



14 Jobs/Departments		278 Subscribers, 4 Cancelled Phones										\$14,459.50	
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3) 82880.777	IT Contractor	1		421	\$20.15	\$0.00	\$0.00	\$0.00	\$4.96	\$39.99	\$65.20		
4) 650/1.1.0452	Joint Venture Graphic Design	2		709	\$80.98	\$0.00	\$0.00	\$0.00	\$16.81	\$199.98	\$297.77		
5) 650/1.1.0450	Joint Venture Project Mgmt	1		1,156	\$20.25	\$0.00	\$0.20	\$0.00	\$4.99	\$0.00	\$25.44		
6) 1.01.30.9000	Northeast Cog Manufacturing	91		80,028	\$2,582.61	\$23.88	\$82.80	\$52.16	\$743.48	\$0.00	\$4,484.93		
7) 1.01.30.9068	Northeast Cog R&D	15		7,549	\$580.56	\$0.00	\$14.95	\$0.00	\$124.19	\$0.00	\$719.70		
8) 12950.3005	Northeast Cog Sales	25	2	17,179	\$852.91	\$0.00	\$83.40	\$0.00	\$184.46	\$874.97	\$1,995.74		
9) 82880.21	Northeast IT	13	1	10,337	\$521.55	\$0.00	\$4.60	\$0.00	\$104.47	\$0.00	\$640.62		
10) 12950.200M	Northeast Marketing	6		2,902	\$217.87	\$0.00	\$1.00	\$0.00	\$41.80	\$99.99	\$360.66		
11) 12950	Northeast Widget R&D	19		9,952	\$578.82	\$0.00	\$7.40	\$0.00	\$125.26	\$0.00	\$711.48		
12) 12950	Northeast Widget Sales	61		39,148	\$2,163.28	\$26.34	\$62.00	\$75.00	\$466.32	\$139.99	\$2,932.93		
13) 1.01.30.9000S	Software Development	10		3,684	\$319.91	\$0.00	\$2.40	\$0.00	\$69.86	\$0.00	\$392.17		
14) 9000.09325	Sprocket Design	2	1	1,083	\$68.84	\$0.00	\$0.00	\$0.00	\$14.74	\$0.00	\$83.58		
		278	4	191,088	\$10,350.53	\$50.22	\$2,767.5	\$127.58	\$2,126.51	\$1,824.91	\$14,459.50		

25 Subscribers		Sprint 24		ATT: 1		Qualcomm Release		New Sub/Dept Name		Drop Down Menu		Trade	Service Type	Model	Phone	Center	Network
Subscriber Name	Cell Phone No.	Subscriber Name	Cell Phone No.	Subscriber Name	Cell Phone No.	Subscriber Name	Cell Phone No.	Subscriber Name	Cell Phone No.	Subscriber Name	Cell Phone No.						
1) AGNES MENDALKA	(917) 299-1382	Dept Change		Joe Smith		Northeast Cog Manufacturing		ENG	Full Service	355	Sprint	CDMA					
2) ALAN YU	(917) 417-5781	Dept Change, Name Change				Northeast Cog Manufacturing		ENG	Full Service	306	Sprint	CDMA					
3) ANDREW KWANDWASH	(948) 234-0472	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
4) ANDREU REYES	(948) 235-0885	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
5) ANGELO SRAAGUSA	(516) 523-2618	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
6) Anna Kozal	(917) 578-3070	Reactivate				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
7) ANTHONY MONOCO	(948) 370-7779	Dept Change, Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
8) HIGLEY	(917) 417-2888	Reactivate				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
9) Bill Mohr	(917) 417-1233	Reactivate, Dept Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
10) BOB CONNOLLY	(917) 417-3618	Reactivate, Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
11) BOB ENLEY	(917) 681-9556	Reactivate, Dept Change, Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
12) BRIAN KENNEDY	(917) 560-3077	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
13) CHARLES BRADHAM	(917) 299-3004	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
14) CHRIS O'HEERY	(948) 210-0020	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
15) CHRIS MAACKENZIE	(917) 299-8241	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
16) CHRIS MEYERS	(917) 560-2628	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
17) CHRIS SCULLY	(917) 299-0968	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
18) DAN HOLDEN	(917) 560-3008	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
19) DAN KENNEDY	(948) 208-4020	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
20) DAN PUKO	(347) 245-5962	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
21) EDDIE BOULES	(917) 578-1847	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
22) ERIC MORELLI	(917) 440-2854	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
23) FORTUNADO JERRY	(948) 208-4149	Name Change				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					
24) FRANK PASARAO	(917) 681-8218	CANCEL				Northeast Cog Manufacturing		ENG	Full Service	1C302	Sprint	CDMA					

6/15/2011

Accounts Payable - Sprint

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6/15/2011

Northeast Cog R&D MAC Form

Page 1 of 1

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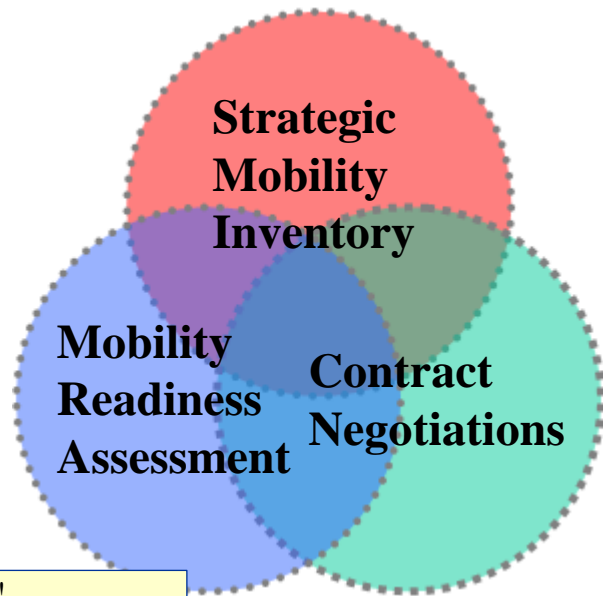
# Professional Services for the Wireless Enterprise

**XRAY WIRELESS**  
*Managed Services*

**Wireless is a Disruptive Technology.** Few organizations planned to have the number of wireless services they do today. Most wireless devices and services have been purchased by individual employees for their own use with **little thought for the needs of your firm's voice and data infrastructure.**

Even today's best-run companies have little or **no management tools to control cellular usage and costs.** Without effective tools, most companies have great difficulty expanding their wireless management capabilities beyond the basic step of signing national Contracts with wireless carriers.

Without the proper reporting and management tools, is it realistic to expect your telecom department to provide useful feedback on wireless spend and usage details? **How can you create wireless policies if you have no way to monitor and enforce them?** Are you prepared for the integration of wireless data services into your voice & data network?



## **XRay Wireless can help!**

Hire Richard Sweeny!  
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516-359-6454

Unlike many companies that only offer partial solutions, **XRay Wireless offers comprehensive professional services across the entire spectrum of wireless services.** Our engagements are performed by experienced industry professionals using cutting-edge technology. We can help in every facet from strategic planning to implementation.

Our professional services offerings can be modified to fit your needs:



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**XRay Wireless**

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# Strategic Mobility Inventory

**XRAY WIRELESS**  
*Managed Services*

Survey of Devices, Consolidation & Policy Development

## Don't Know Where To Start?

Wireless Devices are now a strategic element within the communications and IT infrastructures of most organizations.

You need to:

- Define what your wireless inventory is;
- Gain control of your fulfillment process;
- Create a procedural structure for managing Wireless Services & Devices moving forward.

You may not know how many wireless devices of each type you have or exactly what capabilities each device has. There are typically devices of various types from multiple carriers



in use in every organization with no "master plan" for managing usage or developing policy. Strategic decisions will have to be made. **Do you have the information to make them?**

### NOW WHAT?

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516-359-6454

**How do you manage wireless requests for diverse devices from multiple carriers?**

Is there a centralized ordering system?

**What are your policies for services and devices?** Who gets what?

Where do you stand with your carriers? How does your plan manage their differing technologies?

**How will you manage the exploding growth of Smartphones in your organization?**

**What about wireless data?** Can you control and secure your enterprise data network?

To help you answer these questions **XRay Wireless offers the Strategic Mobility Inventory**, which is made up of three phases.

#### Inventory

We determine how many of each device and service are in use in your organization. This includes both carrier-supplied data and direct user surveys.

#### Carrier Consolidation

After an inventory of your device "Infrastructure", we will help you determine your future needs and help you purchase the devices that fill those needs.

#### Policy Development

We will help you develop comprehensive policies to allow you to proactively move forward with a strategic vision supporting your wireless workforce.

**Because You Can't Fix What You Can't See!**

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# Mobility Readiness Assessment

Assess the cost and ROI to wirelessly-enable applications

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## How Do You Choose Mobility Projects?

To determine where to start the mobilization of your organization, XRay Wireless offers the **Mobility Readiness Assessment**. This is a high-level strategic consulting engagement that determines an organization's **ability to roll out wireless services**. We use this as a tool to target mobility opportunities and build an outline to close **mobile data readiness gaps** in an enterprise.



### The Mobility Readiness Assessment

This engagement focuses on mobile solutions that address your organizational needs. We leverage wireless data expertise of XRay Wireless and appropriate technology suppliers to create value for your organization.

We will develop an objective view of your organization to:

- Identify your current and future mobility opportunities;
- Qualify the benefits of mobile applications . . . and highlight *Readiness Gaps* ;
- Provide an ROI Case Study to understand the financial costs and price/performance ratios for products and services that fill those gaps.

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### Value:

- Acts as a catalyst for ideas
- Qualifies the value of opportunities
- Identifies your current and future mobility opportunities
- Based on real business needs and feasible mobile technology
- Qualifies the benefits of mobile applications.
- Provides an ROI Case Study to determine price/performance.

### Mobility Readiness Assessment Deliverables:

- Detailed Needs Analysis Data from your Department Heads
- Opportunity Profile for mobile initiatives
- Relative benefit comparison of mobile opportunities
- Mobility Readiness Ratings and Analysis Summary



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# Carrier Contract Negotiations

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What you need to know to negotiate effectively with your carriers

## Level The Playing Field

Consulting firms have offered carrier negotiations support for years, but wireless services bring new and different sets of problems that few companies can offer complete solutions for.

Because of the tools and knowledge **XRay Wireless** can bring to your carrier contract negotiations, we can provide a unique level of support to your efforts. What makes us unique are two capabilities. First, we have a detailed knowledge of exactly what drives the usage and costs of your wireless enterprise. Second, we have the expertise to tell you what services and pricing carriers are offering similar customers in the marketplace.

**XRay Wireless** offers professional **contract optimization services** to help you to reduce your current costs and improve the terms and conditions of your carrier contracts. We can achieve this outcome by leveraging our unique knowledge your organization based on either our day-to-day relationship with you as a customer or by using our proprietary technology to develop a deep understanding of your wireless usage and cost patterns over the previous twelve-month period.



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XRay Wireless will:

- Review and analyze current agreement terms and provide recommendations for improvement.
- Run a comprehensive analysis of all aspects of your wireless usage, costs & devices to give you the detail needed to negotiate a Customized Contract that fits the needs of your organization.
- Provide insight into the current wireless provider's environment and the rate plan and promotional offerings for similar sized contracts.
- Provide guidance for negotiating Custom rate and feature plans. Using the Unique Knowledge that XRay Wireless can provide about your own usage, you can attain maximum benefit from a minimal rate plan change. For example, if you know your organization cancels about 150 phones per year, you can negotiate 150 free cancellations into your contract and get the same benefit as a Zero Cancellation Charge, saving \$37,500/yr., (\$250/cancellation \*150). Most organizations have many small issues like that can add up to major savings.
- Analyze your organizations future wireless voice, data, messaging and video needs to help you incorporate the right products and services to fit those needs.
- Provide contract interpretation and negotiation support throughout the process.
- Allow you to understand all of the strengths and weaknesses of a carrier offering *BEFORE* you sign a multi-year contract!

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# DEV-Mobile: Wireless Application Development

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Through our partnerships with industry leading wireless software application developers Mobile Enterprises offers DEV-Mobile, a turn-key offering for wireless application development. DEV-Mobile offerings cover cradle-to-grave scoping, development, implementation and management of wireless data applications.

## Mobile Technology Strategy & Implementation

### Strategy

#### Architecture/ Infrastructure Design

Assess architecture/infrastructure needs/risks  
Examine server configurations, firewall options,  
apps & network integration requirements  
Recommend standards and modifications  
for deployment of mobile applications

#### Security Review

Assess security needs/risks for  
mobile applications  
Develop security management  
plan with standards for wireless application  
deployment

#### Wireless Device Analysis

Identify high level requirements and gaps  
Develop a set of standards/guiding principles

#### Network Analysis Wireless WAN/LAN

Identify high level requirements and gaps  
Develop a set of standards/guiding principles

#### Internal Audit Wireless Devices Apps & Networks

Build database of existing mobile devices,  
associated applications, and network usage  
Identify gaps/issues/opportunities for cost  
reduction  
Develop a set of standards/guiding principles

### Implementation

#### Wireless Vendor / Tools Evaluation & Selection

#### Sourcing

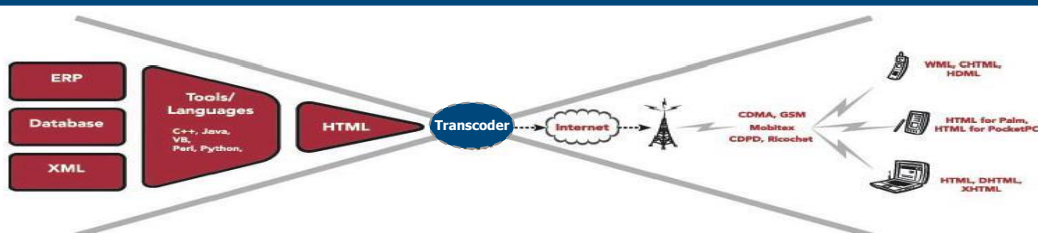
#### Contracts & SLA's

#### Compliance

#### Mobility Technology Research/Knowledge Management

#### Enterprise Roles and Responsibilities For Implementation

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