



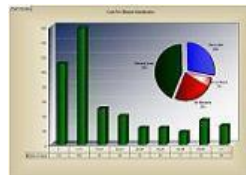
XRAY WIRELESS

Managed Services

Monthly Data Review

ABC Corporation

April 2011



Cost Per Minute Distribution

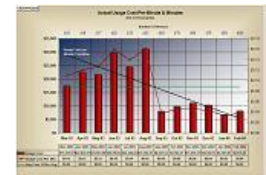
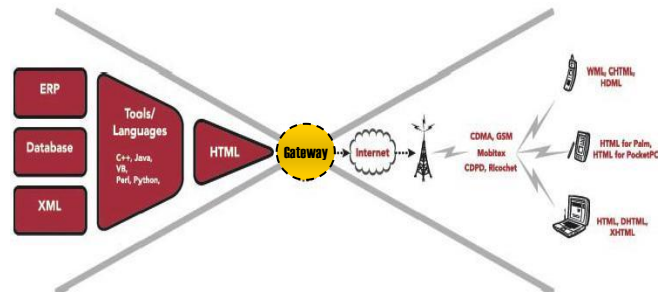


Table of Contents

Executive Summary

- ☐ Overview of Usage and Charges
- ☐ Overview of Savings
- ☐ ABC Corp Internal Wireless Processes
- ☐ Carrier Issues
- ☐ Adds, Moves & Changes

Exception Reports

- ☐ Top 10 Subscriber's Cost per Service

Services Overview

- | | |
|-----------------------------|--------------------------------|
| 1. Total Charges | 7. Push To Talk Charges |
| 2. Average Cost/Minute | 8. Messaging Charges |
| 3. Average Cost/Phone | 9. Data Charges |
| 3. Cellular Overage Charges | 10. Access Charges |
| 4. US & Intl Long Distance | 11. Average Corporate Discount |
| 5. US & Intl Roaming | 12. Zero Use Phones |

Delta Tables

- ☐ Monthly List of Changes in the Wireless Accounts

Executive Summary - April 2011

Current Month's Usage & Charges

- ❑ 635 Sprint Subscribers, Total Minutes: 390,177
- ❑ Overage, (\$0), Roaming & Call Forwarding Charges - \$109.23
- ❑ International Long Distance Charges - \$239.55
- ❑ Push To Talk Charges - \$73.05
- ❑ Messaging Charges - \$643.00
- ❑ Data Charges - \$97.04
- ❑ Total Charges, (no equipment) - \$22,705.54
- ❑ Equipment Purchases - \$1,771.83

Overview of Savings: April 2010 – April 2011

- ❑ Based on major optimizations effective in May 2010 and April 2011, **Total Charges are Down 40% from \$37,862.09/mo. to \$22,705.54/mo. over the past 13 months**, (not including equipment).
- ❑ The total number of subscribers are also down by 14% from 736 to 635 while **total minutes are Down by 6% from 415,787 to 390,177**.
- ❑ Average Cost Per Minute is **Down** from 9.1 cents to 5.8 cents, **36%**.
- ❑ Average Cost Per Phone is **Down** from \$51.44 to \$35.76, **also 36%**.
- ❑ Average Corporate Discount is up from 14.4% to 17.7%
- ❑ **Cumulative Savings since Mar 2009: \$318,000, Net Savings: \$214,000.**

Skanska Internal Wireless Processes

- ❑ All internal bills are now being created by XRay Wireless – no issues.
- ❑ Last issue to manage is attaching P.O. Nos. to all equipment purchases.

Carrier Issues

- ❑ Sprint is very well managed, the only area left to aggressively optimize is Messaging costs. XRay Wireless updated
- ❑ AT&T needs more optimization which will be aggressively managed this month.

Adds, Moves & Changes

- ❑ Because of the Major Optimization effective in April 2011, there is no new optimization this month.
- ❑ XRay Wireless upgraded 28 Messaging plans on phones with a projected savings on of \$380/month on those phones.
- ❑ XRay Wireless will place a request with Daphne Harper to upgrade the rest of the Skanska NE phones to assign the Free 300 message plan this month. Projected savings: approximately \$250/month.

Exception Reports - Top 10 Users by Cost

Total Charges

Subscriber	CellNo	TotalChg
Aaron Copeland	(719) 295-0140	\$177.34
Anthony Padua	(719) 807-1356	\$166.56
Isaac Newton	(719) 299-1382	\$151.25
Gerardus Mercator	(743) 256-0139	\$148.87
Guglielmo Marconi	(615) 523-4392	\$148.87
John L Lewis	(613) 208-4568	\$123.49
John L Sullivan	(613) 208-7199	\$120.08
Isadora Duncan	(719) 417-5781	\$117.39
Charles Dickens	(719) 450-1441	\$113.16
Maya Angelou	(719) 709-6181	\$110.92

Overage Charges

Subscriber	CellNo	Ovg Chg
No Overage Charges		

Long Distance Charges

Subscriber	CellNo	LD Charge
Paul Robeson	(719) 709-0541	\$89.77
Pele	(817) 290-5792	\$72.36
George Washington	(743) 604-0177	\$21.06
Kate Moss	(613) 208-2049	\$18.13
Marie Curie	(615) 805-2661	\$12.10
Bob Dylan	(615) 790-8105	\$9.31
Malala Yousafzai	(615) 204-2101	\$7.84
Malcolm X	(615) 204-2101	\$2.94
Peter Behrens	(719) 417-8070	\$2.45
Peter Carl Faberge	(743) 234-0028	\$1.47

Data Charges

Subscriber	Cell No	Access Chg
Fidel Castro	(719) 578-0237	\$66.20
John Lennon	(615) 523-1198	\$50.20
Ivan Pavlov	(613) 372-7779	\$49.40
Aristide Boucicaut	(719) 417-6881	\$32.80
H. P. Lovecraft	(743) 234-6148	\$24.80
John Locke	(719) 687-1623	\$20.40
Menelik Ethiopia	(615) 779-5815	\$16.80
Jeremy Bentham	(719) 560-3038	\$15.00
Charles Townes	(613) 235-6922	\$13.40
Hieronymus Bosch	(719) 501-9104	\$13.20

Push To Talk Charges

Subscriber	CellNo	PTT Chg
Haile Selassie	(615) 805-9362	\$56.76
Frederick Banting	(615) 807-5949	\$10.79
Jerzy Neyman	(719) 681-9936	\$4.19
Filippo Brunelleschi	(613) 235-8242	\$0.94
Charles Talleyrand	(719) 642-0802	\$0.25
Jesse James	(613) 208-4231	\$0.12
Charlie Chaplin	(613) 772-3703	
Michael Faraday	(743) 728-5909	
Michael Jordan	(817) 964-8317	
Halle Berry	(613) 739-3143	

Messaging Charges

Subscriber	CellNo	Msg Chg
Jesse Owens	(719) 560-3077	\$66.20
Chiang Kai-Shek	(743) 386-7343	\$50.20
Hilary Clinton	(613) 772-2154	\$49.40
Maggie Smith	(615) 807-2548	\$32.80
Jethro Tull	(719) 560-3044	\$24.80
Abraham Lincoln	(615) 779-0058	\$20.40
Chien-Lung	(613) 261-9511	\$16.80
Firdawsi	(743) 992-2154	\$15.00
John Marshall	(613) 235-7133	\$13.40
B.F. Skinner	(743) 234-6152	\$13.20



Exception Reports - Top 10 Users by Cost (cont.)

Roaming Charges

Subscriber	CellNo	Ovg Chg

**No
Roaming
Charges**

Directory Asst. Charges

Subscriber	Cell Number	411 Calls
Kate Moss	(613) 208-2049	\$89.77
Marie Curie	(615) 805-2661	\$72.36
Bob Dylan	(615) 790-8105	\$21.06
Malala Yousafzai	(615) 204-2101	\$18.13
Malcolm X	(615) 204-2101	\$12.10
Peter Behrens	(719) 417-8070	\$9.31
Peter Faberge	(743) 234-0028	\$7.84
Jesse Owens	(719) 560-3077	\$2.94
Chiang Kai-Shek	(743) 386-7343	\$2.45
Hilary Clinton	(613) 772-2154	\$1.47

Access Charges

Subscriber	Cell No	Msg Chg
Jesse James	(613) 208-4231	\$66.20
Charlie Chaplin	(613) 772-3703	\$50.20
Michael Faraday	(743) 728-5909	\$49.40
Michael Jordan	(817) 964-8317	\$32.80
Halle Berry	(613) 739-3143	\$24.80
Fidel Castro	(719) 578-0237	\$20.40
John Lennon	(615) 523-1198	\$16.80
Ivan Pavlov	(613) 372-7779	\$15.00
B.F. Skinner	(743) 234-6152	\$13.40
H. P. Lovecraft	(743) 234-6148	\$13.20

Taxes & Surcharges

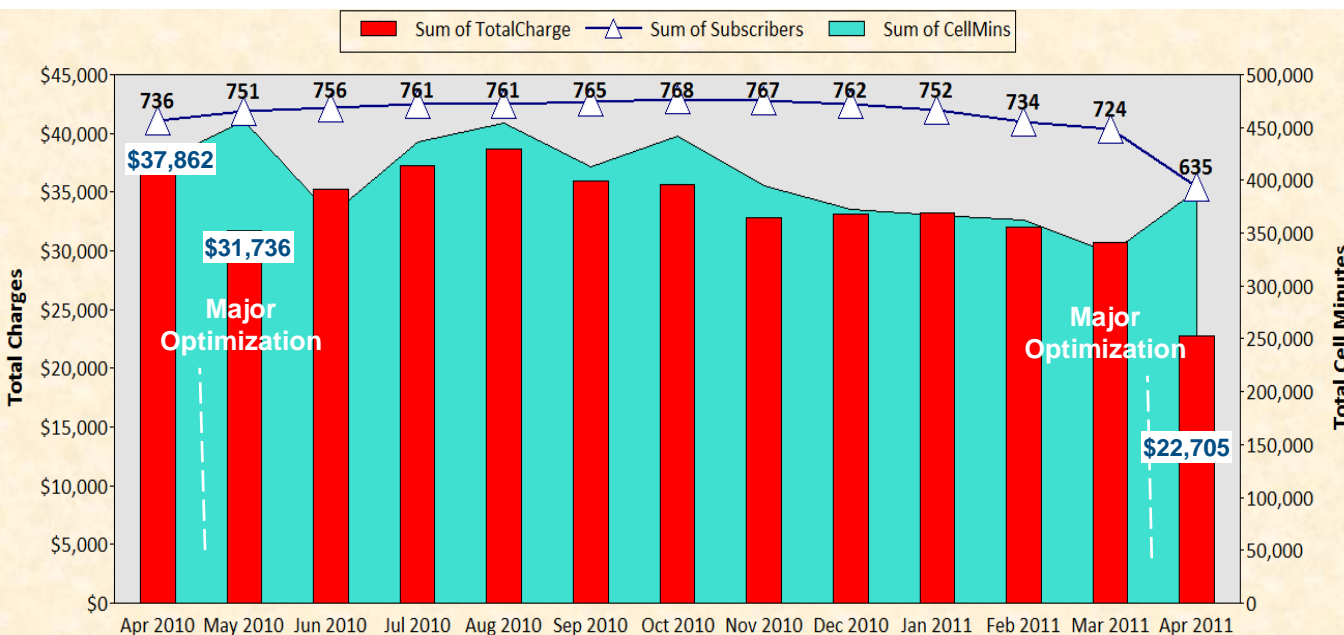
Subscriber	Cell Number	Tax Chg
Kate Winslet	(719) 217-6279	\$29.77
Helen Mirren	(613) 926-1627	\$24.97
Dwight L Moody	(719) 417-1905	\$20.37
Frederick Winslow Taylor	(719) 731-2946	\$18.13
Edgar Allen Poe	(719) 681-2470	\$17.87
Friedrich Engels	(613) 423-2734	\$9.31
Edgar Degas	(743) 242-1550	\$7.84
Bruce Lee	(719) 709-6635	\$2.94
Philip II of Spain	(613) 330-7574	\$2.45
Albert Schweitzer	(743) 723-1712	\$1.47

Equipment Charges

Subscriber	Cell No	Equip Chg



12 Month Trending: Total Charges



Month	Subs	Total Mins	Total Charges
Apr 2010	736	415,787.00	\$37,862.09
May 2010	751	456,125.00	\$31,736.64
Jun 2010	756	366,645.00	\$35,241.54
Jul 2010	761	436,328.00	\$37,276.63
Aug 2010	761	454,655.00	\$38,665.98
Sep 2010	765	412,370.00	\$35,981.29
Oct 2010	768	441,449.00	\$35,602.53
Nov 2010	767	394,616.00	\$32,792.20
Dec 2010	762	371,977.00	\$33,140.33
Jan 2011	752	366,535.00	\$33,263.39
Feb 2011	734	362,651.00	\$32,037.08
Mar 2011	724	331,146.00	\$30,665.50
Apr 2011	635	390,177.00	\$22,705.54
12 Mo. Change	-101	-25,610	-\$15,156.55
	-14%	-6%	-40%

Service Overview

Status: Very Well Managed

Current Use:
390,177minutes

Current Charge: \$22,705.54

Peak Use: 454,655 minutes

Peak Charge: \$38,655

Trend: *Down and Stable.*

Notes: Cellular Voice Usage is currently very well managed with Zero usage cost outside of rate plans.

Issues: None at this time.

Additional Information:

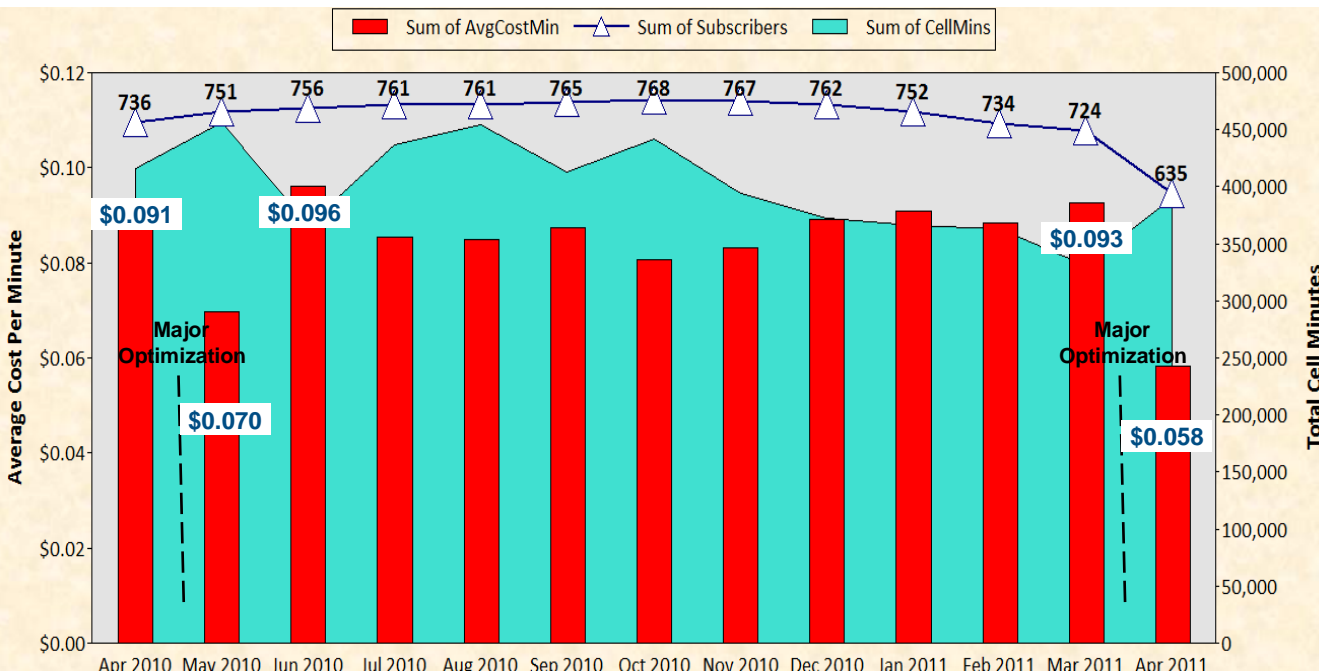
There were 206,851 Billable minutes used in April. Of those, 25,916 were assigned to users with unlimited plans. The remaining subscribers used 180,935 billable minutes and have 207,600 rate plan minutes, which covers all of their billable usage plus 15% to cover any spikes in usage.

The cell minute pool will be monitored monthly to forecast any spikes in usage that could cause overage minute charges.

To Do:

Research why Total Charges went up in June, July & August 2010 after going down in May from the Optimization.

12 Month Trending: Average Cost/Minute



Month	Subs	Total Mins	Avg Cost/Min
Apr 2010	736	415,787	\$0.091
May 2010	751	456,125	\$0.070
Jun 2010	756	366,645	\$0.096
Jul 2010	761	436,328	\$0.085
Aug 2010	761	454,655	\$0.085
Sep 2010	765	412,370	\$0.087
Oct 2010	768	441,449	\$0.081
Nov 2010	767	394,616	\$0.083
Dec 2010	762	371,977	\$0.089
Jan 2011	752	366,535	\$0.091
Feb 2011	734	362,651	\$0.088
Mar 2011	724	331,146	\$0.093
Apr 2011	635	390,177	\$0.058
12 Mo. Change	-101	-25,610	-\$0.033
	-14%	-6%	-36%

Service Overview

Status: Very Well Managed

Current Use: 390,000 Mins

Current Charge:
\$0.058/min.

Peak Use: 455,000 Mins

Peak Charge: \$0.96/min

Trend: Down and Stable.

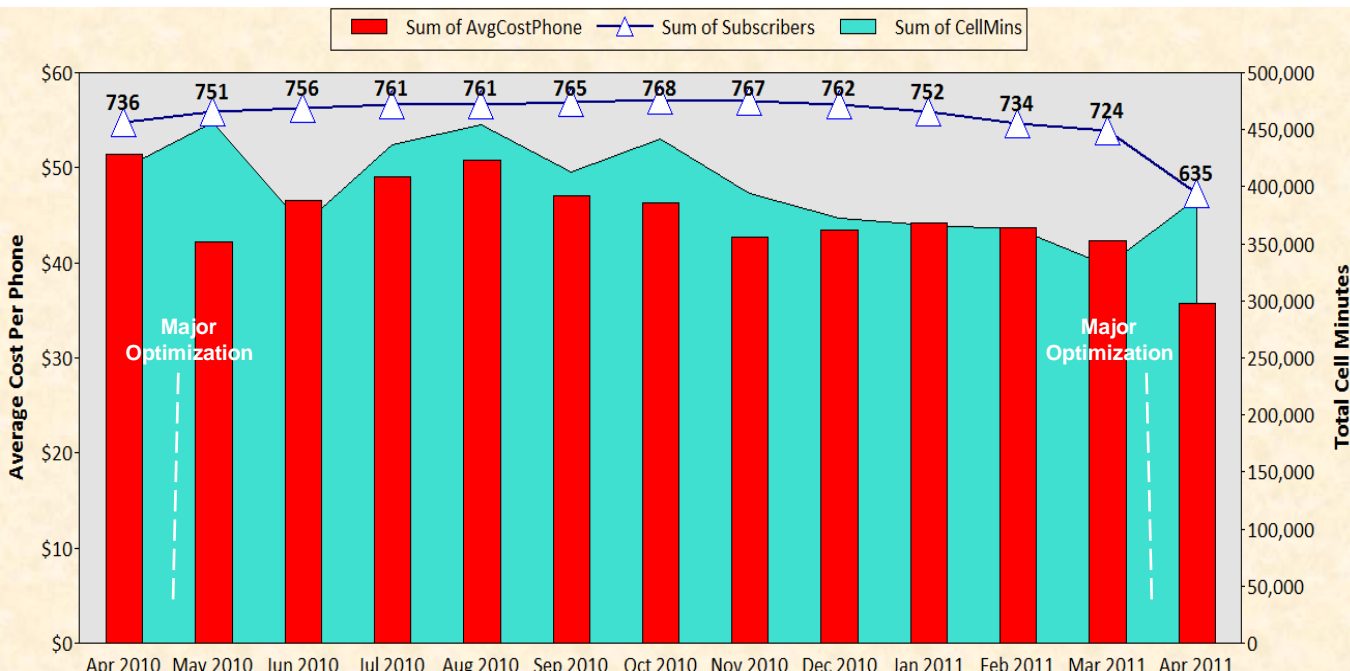
Notes: Average Cost per Minute is almost perfectly optimized due to the last set of changes.

Issues: None at this time.

To Do:

Because the Voice Minute Pool is so tightly aligned to usage there is a small risk that an upward spike could cause overage minute charges. The cell minute pool will be monitored monthly to forecast spikes in usage.

12 Month Trending: Average Cost/Phone



Month	Subs	Total Mins	Avg Cost/Phn
Apr 2010	736	415,787	\$51.44
May 2010	751	456,125	\$42.26
Jun 2010	756	366,645	\$46.62
Jul 2010	761	436,328	\$48.98
Aug 2010	761	454,655	\$50.81
Sep 2010	765	412,370	\$47.03
Oct 2010	768	441,449	\$46.36
Nov 2010	767	394,616	\$42.75
Dec 2010	762	371,977	\$43.49
Jan 2011	752	366,535	\$44.23
Feb 2011	734	362,651	\$43.65
Mar 2011	724	331,146	\$42.36
Apr 2011	635	390,177	\$35.76
12 Mo. Change	-101	-25,610	-\$15.69
	-14%	-6%	-30%

Service Overview

Status: Well Managed

Current Use: 726,132 KBs

Current Charge: \$97.04

Peak Use: 12,518,178 KBs

Peak Charge: \$1,058.99

Trend: Down and Stable.

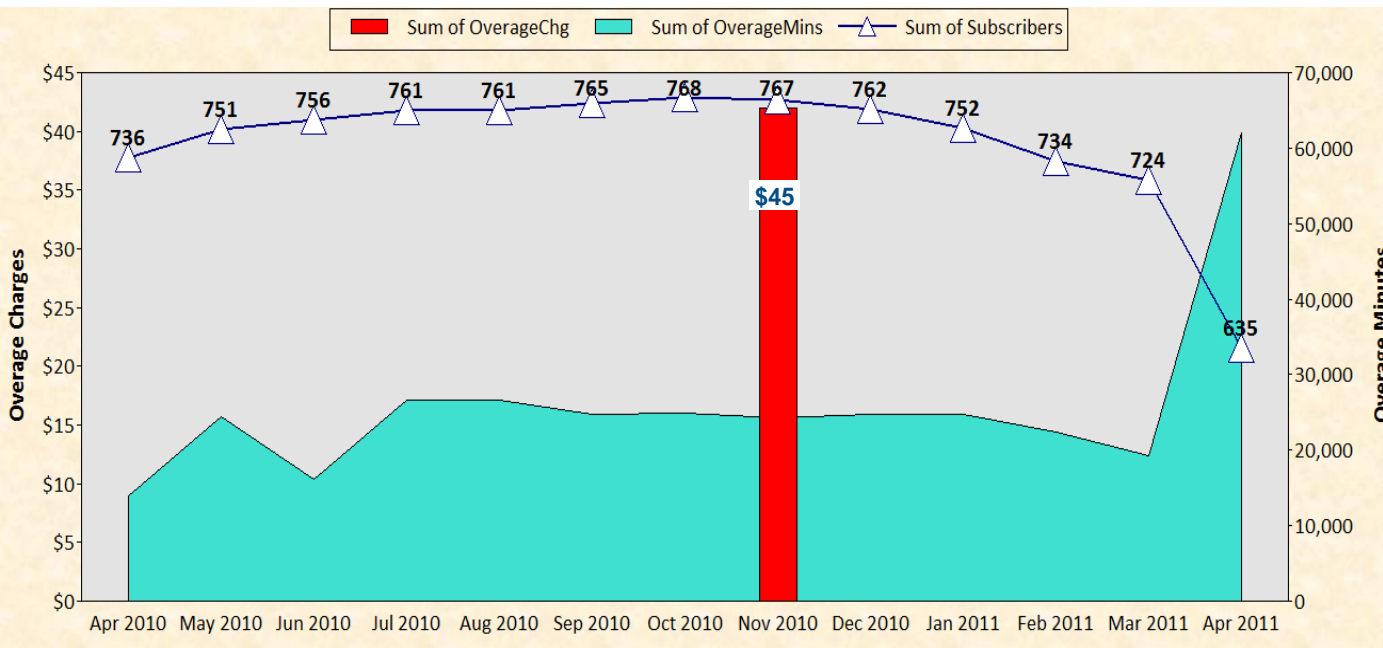
Notes: Data Usage is currently well managed with very little usage cost outside of rate plans.

Issues: None at this time.

To Do:

Because the Voice Minute Pool is so tightly aligned to usage there is a small risk that an upward spike could cause overage minute charges. The cell minute pool will be monitored monthly to forecast spikes in usage.

12 Month Trending: Cellular Overage Charges



Month	Subs	Ovg Mins	Ovg Chgs
May 2010	751	24,437	\$0.00
Jun 2010	756	16,175	\$0.00
Jul 2010	761	26,675	\$0.00
Aug 2010	761	26,649	\$0.00
Sep 2010	765	24,709	\$0.00
Oct 2010	768	24,921	\$0.00
Nov 2010	767	24,292	\$42.00
Dec 2010	762	24,777	\$0.00
Jan 2011	752	24,715	\$0.00
Feb 2011	734	22,374	\$0.00
Mar 2011	724	19,221	\$0.00
Apr 2011	635	61,992	\$0.00
12 Mo. Change	-116	37,555	\$0.00
	-15%	154%	0%

Service Overview

Status: Very Well Managed

Current Use: 61.992 minutes

Current Charge: \$0.00

Peak Use: 61.992 minutes

Peak Charge: \$42.00

Trend: Up and Unstable.

Notes: Cell Voice Overage is currently very well managed with Zero Overage Cost but spikes may be a concern.

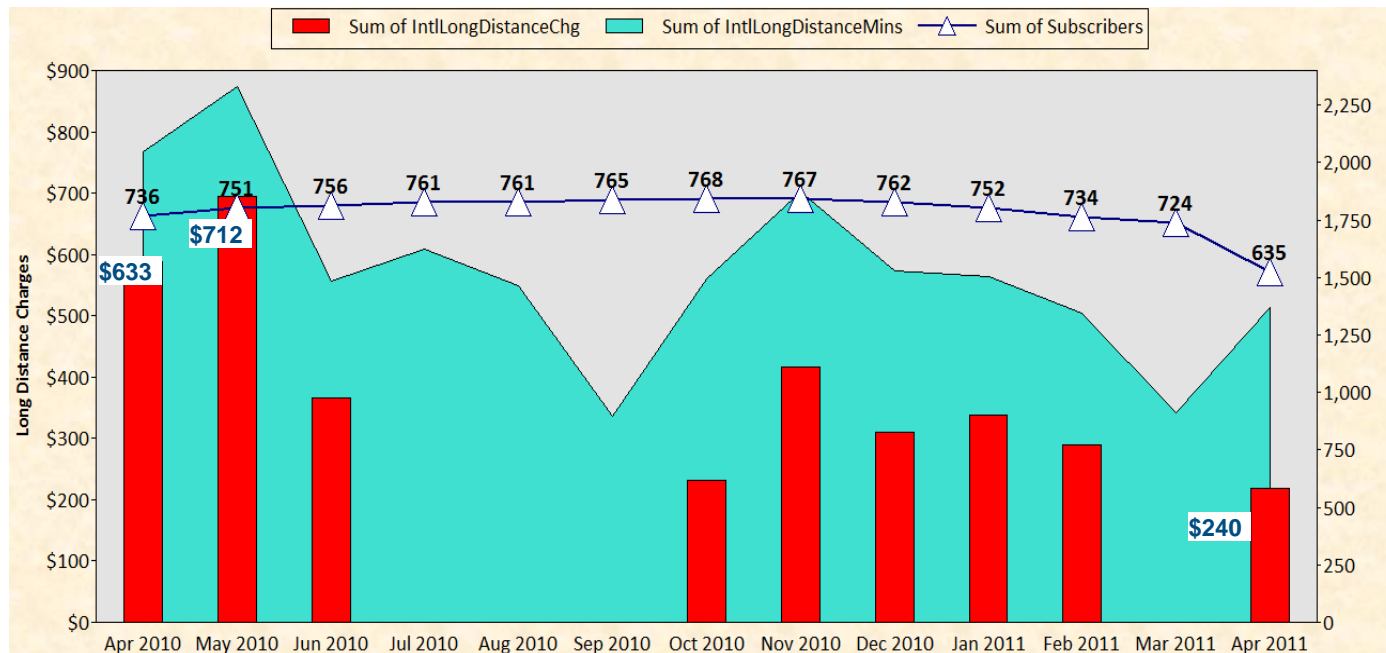
Issues:

- 1) Significant spike in overage minutes. Even though they are at Zero cost, it shows how tight the cell minute pool was made by the March 2011 Optimization.
- 2) The Overage Charges in 16 months.

To Do:

- 1) Research overage charges to determine the cause.
- 2) Monitor usage patterns to forecast possible spikes.

12 Month Trending: US & Int'l Long Distance



Month	Subs	LD Mins	LD Chg
Apr 2010	736	2,044.00	\$633.17
May 2010	751	2,331.00	\$712.05
Jun 2010	756	1,482.00	\$375.39
Jul 2010	761	1,625.00	\$514.65
Aug 2010	761	1,465.00	\$380.48
Sep 2010	765	897.00	\$187.89
Oct 2010	768	1,493.00	\$283.61
Nov 2010	767	1,870.00	\$476.08
Dec 2010	762	1,528.00	\$324.91
Jan 2011	752	1,506.00	\$368.22
Feb 2011	734	1,345.00	\$301.83
Mar 2011	724	909.00	\$144.83
Apr 2011	635	1,369.00	\$239.55
12 Mo. Change	-101	-675	-\$393.62
	-14%	-33%	-62%

Service Overview

Status: Managed

Current Use: 1,369 minutes

Current Charge: \$240

Peak Use: 2,331 minutes

Peak Charge: \$712

Trend: Down and Stable.

Notes: The cost of Int'l Long Distance calls has dropped from 30.5 cents/minute to 17.5 cents/minute.

Issues: None at this time.

To Do:

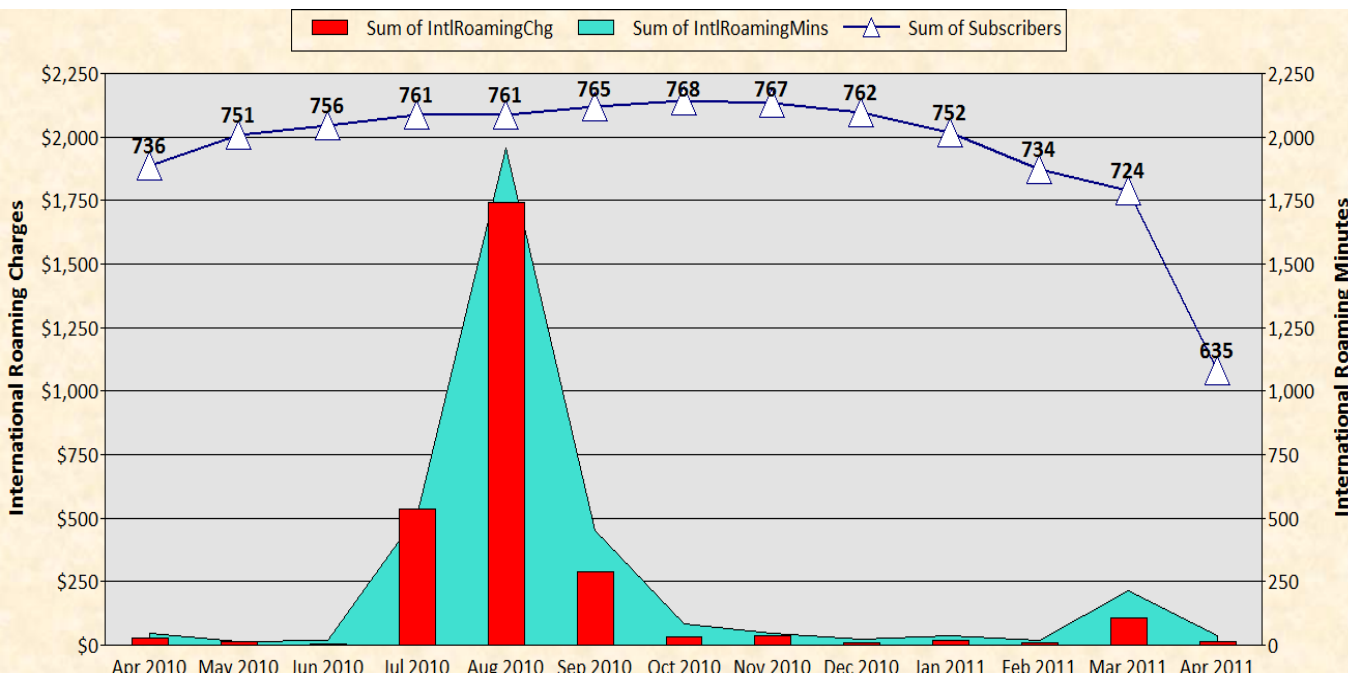
We have pushed the cost of Int'l Long Distance calls down 62% in the past 12 months. The average cost from International Long Distance calls has dropped from 31 cents/minute to 17.5 cents/minute.

To Do:

Good progress, but there may still be more savings to find.

Review 12 month international usage patterns again.

12 Month Trending: US & Int'l Roaming



Month	Subs	RomMin	RomChg
Apr 2010	736	45.00	\$44.55
May 2010	751	13.00	\$18.27
Jun 2010	756	17.00	\$10.03
Jul 2010	761	508.00	\$833.32
Aug 2010	761	1,958.00	\$2,707.92
Sep 2010	765	454.00	\$448.86
Oct 2010	768	86.00	\$52.14
Nov 2010	767	46.00	\$59.34
Dec 2010	762	24.00	\$14.16
Jan 2011	752	39.00	\$29.61
Feb 2011	734	20.00	\$11.80
Mar 2011	724	212.00	\$167.48
Apr 2011	635	37.00	\$21.83
12 Mo. Change	-101	-8	-\$22.72
	-14%	-18%	-51%

Service Overview

Status: Well Managed

Current Use: 37 minutes

Current Charge: \$22

Peak Use: 1958 minutes

Peak Charge: \$2,708

Trend: Down but Unstable.

Notes: Cost was \$1.38/min in May 2010, \$0.60/min in Oct 2010, \$0.78/min in Mar 2011 & \$0.60/min in April 2011.

Issues:

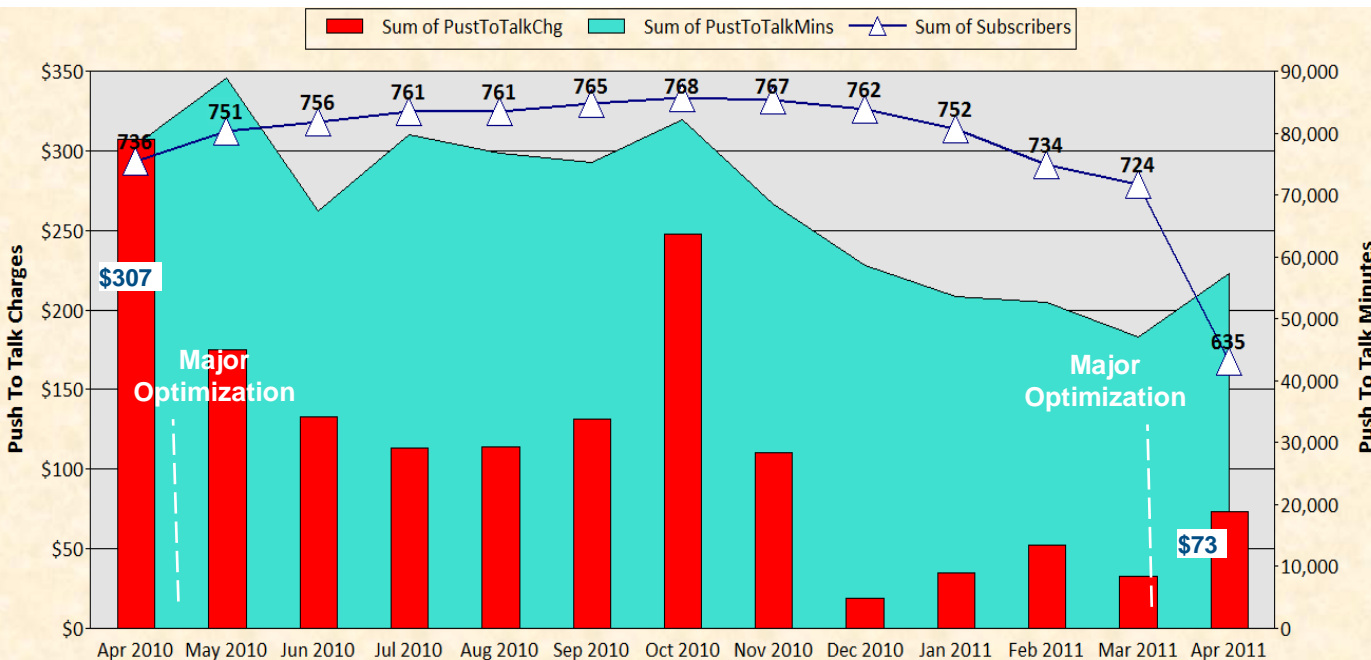
International Roaming charges vary wildly. Costs are based on a small user community with unpredictable usage patterns. It's very difficult to predict usage and charges vary over 100+ countries.

To Do:

Research all users over the past year to search for LD feature charges and patterns to predict future usage.

If all 5,000 Skanska USA subscribers have enough volume, setting up a pass-through to use the HQ landlines long distance service may make sense.

12 Month Trending: Push To Talk Charges



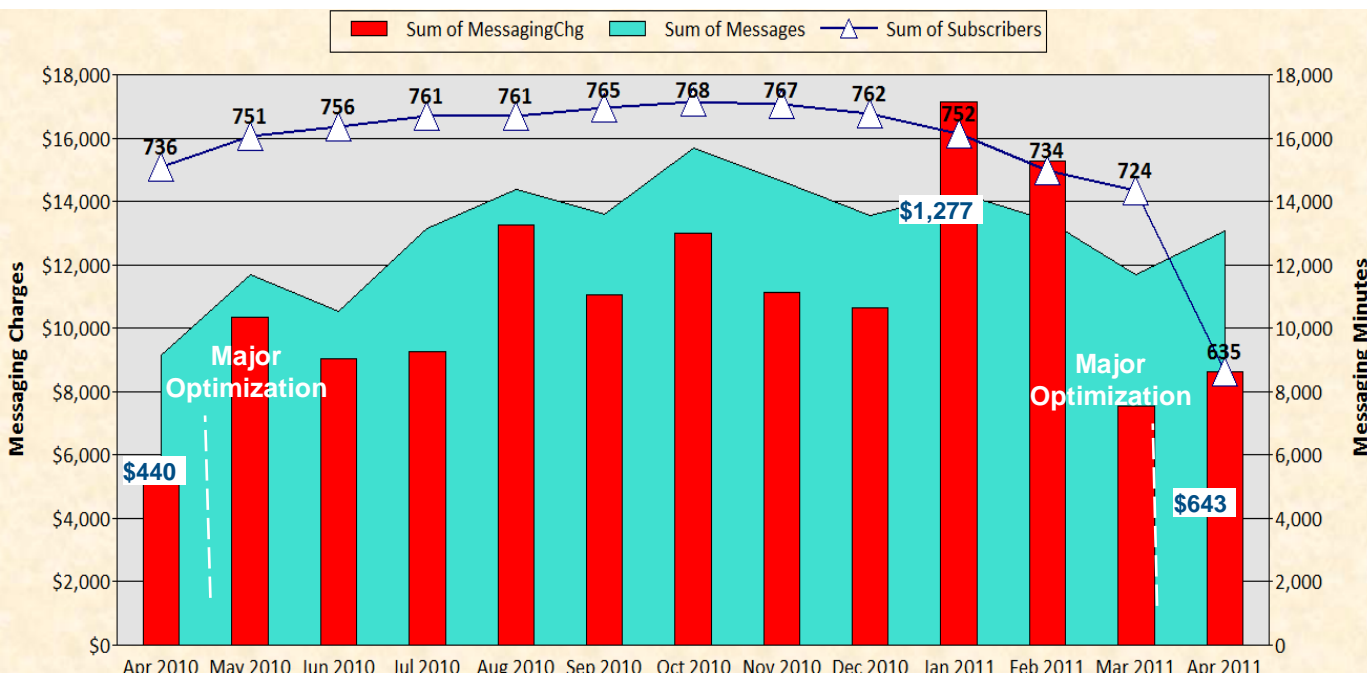
Month	Subs	PTTMin	PTTChg
Apr 2010	736	78,122.08	\$307.01
May 2010	751	88,838.20	\$175.29
Jun 2010	756	67,437.76	\$132.59
Jul 2010	761	79,724.58	\$112.95
Aug 2010	761	76,668.60	\$113.77
Sep 2010	765	75,278.08	\$131.10
Oct 2010	768	82,137.61	\$247.55
Nov 2010	767	68,543.73	\$110.11
Dec 2010	762	58,592.68	\$19.15
Jan 2011	752	53,606.49	\$34.93
Feb 2011	734	52,655.25	\$52.43
Mar 2011	724	47,087.34	\$32.41
Apr 2011	635	57,245.02	\$73.05
12 Mo. Change	-101	-20,877	-\$233.96
	-14%	-27%	-76%

Service Overview

Status: Managed
Current Use: 57,245 minutes
Current Charge: \$73
Peak Use: 88,838 minutes
Peak Charge: \$248
Trend: Down and Stable.
Notes: Pus To Talk use is managed, but there are more savings to find.

Issues: The cost for usage is driven by International Direct Connect calls and a few users who have Data Everything plans that don't provide free Direct Connect.
To Do:
 1) Find the users on Data Everything plans and either put them on standard plans or Simply Everything plans.
 2) Research subscribers with International Direct Connect calls and add international calling feature code and try to do a better job predicting their future usage.

12 Month Trending: Messaging Charges



Month	Subs	Msgs	MsgChg
Apr 2010	736	9,168	\$440.20
May 2010	751	11,686	\$770.15
Jun 2010	756	10,545	\$673.95
Jul 2010	761	13,150	\$690.05
Aug 2010	761	14,359	\$987.20
Sep 2010	765	13,590	\$822.60
Oct 2010	768	15,698	\$968.40
Nov 2010	767	14,622	\$830.40
Dec 2010	762	13,555	\$792.00
Jan 2011	752	14,284	\$1,277.40
Feb 2011	734	13,416	\$1,138.00
Mar 2011	724	11,684	\$561.30
Apr 2011	635	13,085	\$643.00
12 Mo. Change	-101	3,917	\$202.80
	-14%	43%	46%

Service Overview

Status: Needs Improvement

Current Use: 13,085 Messages

Current Charge: \$643

Peak Use: 15,698 Messages

Peak Charge: \$1,277

Trend: Up & Down, Unstable.

Notes:

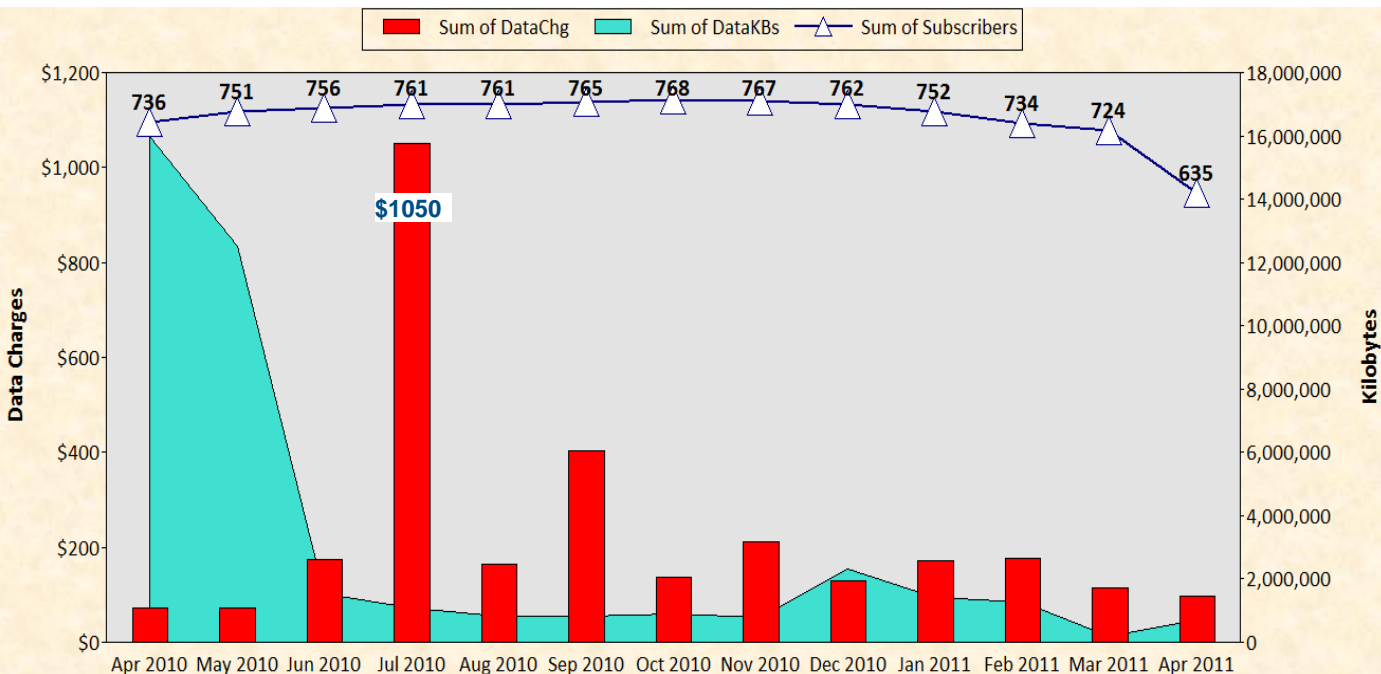
230 subscribers were charged for messaging. 226 subs used less than 300 messages.

Issues: All subscribers need to be assigned to a messaging plan.

To Do:

- 1) Assign 226 subscribers to custom Messaging plan with 300 free messages.
 - 2) Assign 3 subscribers to 1000 message plan for \$5 each.
 - 3) Assign 1 subscriber to unlimited message plan for \$12 each.
- Save \$616/month vs. April 2011.

12 Month Trending: Data Charges



Month	Subs	Kilobytes	DataChg
Apr 2010	736	15,994,422	\$73.40
May 2010	751	12,518,178	\$72.94
Jun 2010	756	1,535,288	\$174.01
Jul 2010	761	1,085,381	\$1,050.99
Aug 2010	761	811,381	\$163.74
Sep 2010	765	811,035	\$404.38
Oct 2010	768	882,831	\$135.98
Nov 2010	767	788,058	\$212.70
Dec 2010	762	2,317,683	\$128.30
Jan 2011	752	1,403,497	\$172.55
Feb 2011	734	1,261,950	\$175.65
Mar 2011	724	179,300	\$114.71
Apr 2011	635	726,132	\$97.04
12 Mo. Change	-101	-15,268,289	\$23.64
	-14%	-95%	32%

Service Overview

Status: Well Managed

Current Use: 726,132 Kbs

Current Charge: \$97.04

Peak Use: 12,518,178 Kbs

Peak Charge: \$1,058.99

Trend: Down and Stable.

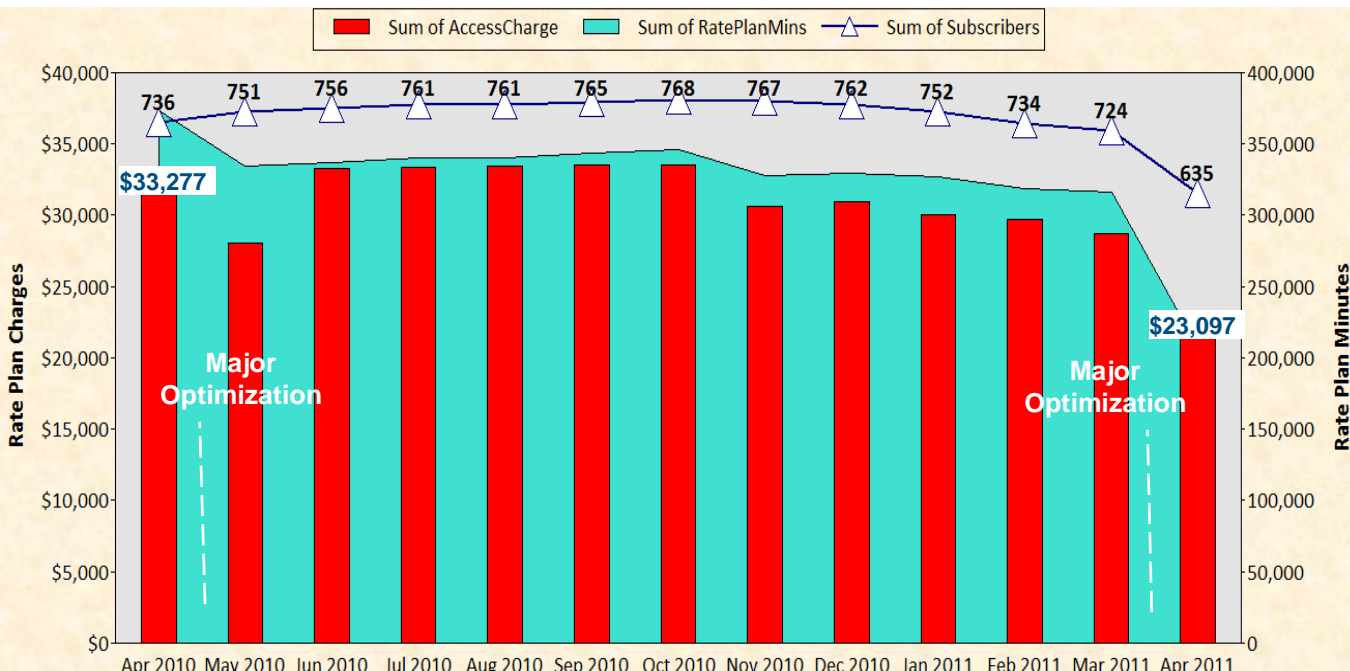
Notes: Data Usage is currently well managed with very little usage cost outside of rate plans.

Issues: None at this time.

To Do:

- 1) Maintain current status. Watch out for "Entertainment" downloads, (ring tones, games, etc.), which can spike charges. Disable Data usage for unauthorized users.
- 2) Research causes of the \$1,050 charge in July 2010.

12 Month Trending: Access Charges



Month	Subs	RPAccMin	RPAccChg
Apr 2010	736	373,600	\$33,277.87
May 2010	751	334,400	\$28,076.24
Jun 2010	756	336,600	\$33,299.01
Jul 2010	761	340,000	\$33,382.23
Aug 2010	761	340,600	\$33,444.40
Sep 2010	765	343,400	\$33,502.41
Oct 2010	768	346,400	\$33,520.90
Nov 2010	767	327,600	\$30,613.00
Dec 2010	762	329,800	\$30,950.44
Jan 2011	752	326,600	\$30,017.32
Feb 2011	734	318,800	\$29,685.22
Mar 2011	724	316,400	\$28,710.64
Apr 2011	635	207,600	\$23,097.37
12 Mo. Change	-101	-166,000	-\$10,180.50
	-14%	-44%	-31%

Service Overview

Status: Very Well Managed

Current Use:
207,600minutes

Current Charge: \$23,097

Peak Use: 346,400 minutes

Peak Charge: \$33,561

Trend: Down and Stable.

Notes: Rate Plan Access charge is very well managed. Pool may not have enough room for expansion.

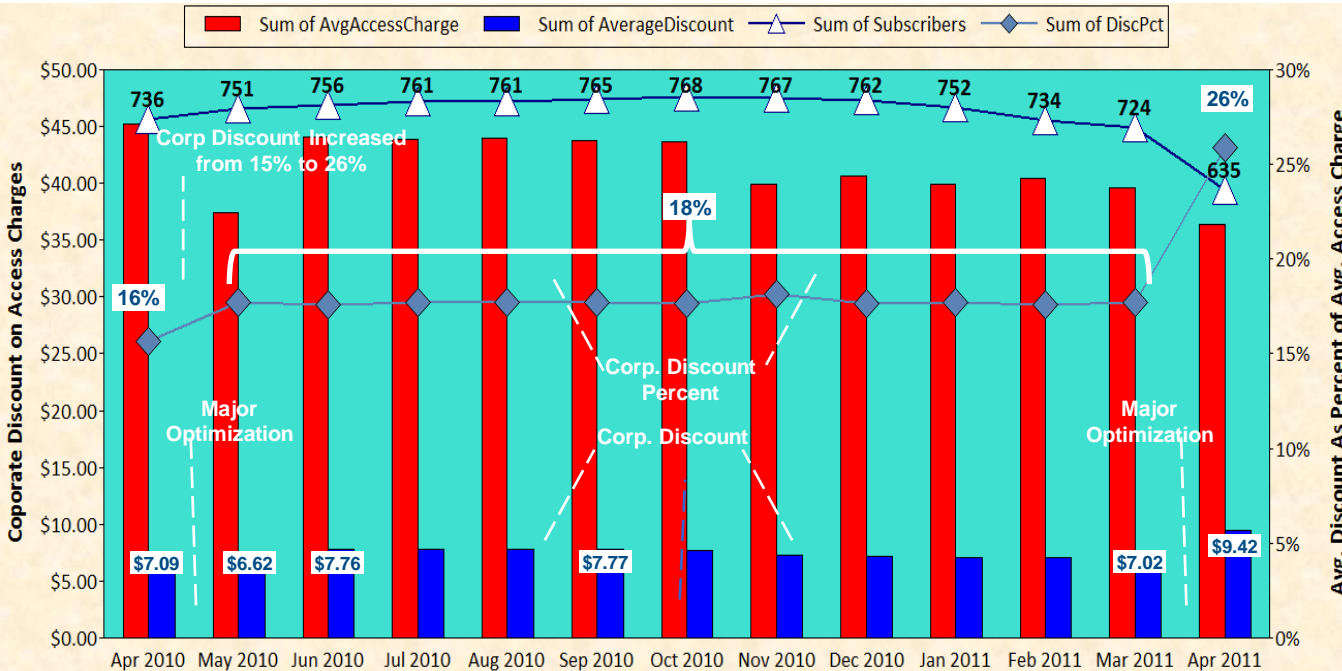
Issues:

Pool is aligned perfectly with usage, but tight alignment means that usage patterns must be watched vigilantly to safeguard against overage caused by spikes in usage.

To Do:

Compare Billable Minutes of use to Rate Plan Minutes every month and make any adjustments necessary.

24 Month Trending: Average Corp. Discount



MonthYr	Subs	AvgAccChg	AvgDisc	DiscPct
May 2009	602	\$46.57	\$6.73	14.4%
Jun 2009	607	\$46.65	\$6.80	14.6%
Jul 2009	615	\$42.44	\$6.14	14.5%
Aug 2009	612	\$43.93	\$6.31	14.4%
Sep 2009	536	\$51.10	\$7.34	14.4%
Oct 2009	722	\$47.27	\$6.97	14.7%
Nov 2009	727	\$45.43	\$6.48	14.3%
Dec 2009	739	\$45.58	\$6.46	14.2%
Jan 2010	730	\$45.67	\$6.46	14.2%
Feb 2010	744	\$45.39	\$6.45	14.2%
Mar 2010	739	\$45.46	\$6.45	14.2%
Apr 2010	736	\$45.21	\$7.09	15.7%
May 2010	751	\$37.39	\$6.62	17.7%
Jun 2010	756	\$44.05	\$7.76	17.6%
Jul 2010	761	\$43.87	\$7.77	17.7%
Aug 2010	761	\$43.95	\$7.78	17.7%
Sep 2010	765	\$43.79	\$7.77	17.7%
Oct 2010	768	\$43.65	\$7.71	17.7%
Nov 2010	767	\$39.91	\$7.24	18.1%
Dec 2010	762	\$40.62	\$7.17	17.7%
Jan 2011	752	\$39.92	\$7.07	17.7%
Feb 2011	734	\$40.44	\$7.11	17.6%
Mar 2011	724	\$39.66	\$7.02	17.7%
Apr 2011	635	\$36.37	\$9.42	25.9%
12 Mo. Change	33	-10	\$2.70	11.5%
	5%	-22%	40%	79%

Service Overview

Status: Well Managed

Current Avg Corp Disc: \$9.42

Current Avg Disc %: 25.9%

Trend: Up and Unstable.

Notes:

The Average Corp. Discount jumped to 25.9% in April 2011 due to a mixture of prorated charges and cancelled phones. It is expected to drop back to about 18%/Access Charge.

Issues:

The corporate discount only applies to access charges. When comparing the average corp. discount to the Average Access Charge, the actual discount typically seems to be about 1% less than promised.

Since the corporate discount has increased to 19%, the additional savings is about \$1/month/phone.

To Do: Research corporate discount to determine why it is averaging 18%, not 19%.

Delta Tables - All Changes

Rate Plan Changes

	SubName	CellNo	CurMoRPName	PrvMoRPName
1)	Pope Clement VII	(719) 806-4960	Biz Essential 1000	Bus Essentials Msg & Data 1000
2)	Kemal Ataturk	(719) 418-2213	Biz Essential 1000	Simply Everything Plan
3)	King Gillette	(719) 418-3559	Biz Essential 1000	Simply Everything Plan
4)	Pope Gregory IX	(817) 968-5131	Biz Essential 1000	Simply Everything Plan
5)	Edward Lear	(613) 772-2159	Biz Essential 1000	Simply Everything Plan
6)	John Dillinger	(719) 560-3081	RPName UNKNOWN	ATT Nation 450
7)	Matteo Ricci	(719) 682-9925	Biz Essential 1000	Simply Everything Plan
8)	Friedrich Nietzsche	(613) 208-1014	Business Essentials AAP 7PM	Biz Essential Add-On
9)	Edward Robinson Squibb	(719) 939-7771	Biz Essential 1000	Simply Everything Plan
10)	Pope Gregory VII	(719) 754-7064	Biz Essential 1000	Simply Everything Plan
11)	John Dryden	(613) 208-3739	Biz Essential 1000	Simply Everything Plan
12)	Calamity Jane	(613) 235-7318	Biz Essential 1000	Simply Everything Plan

Cancelled Phones

	SubName	CellNo	CurMoAccStatus	PrvMoAccStatus
1)	James Naismith	(719) 295-0623	Cancelled	Active
2)	Girolamo Savonarola	(719) 217-5929	Cancelled	Active
3)	Pope Gregory XIII	(719) 587-1557	Suspended Until	Active
4)	Klemens Von Metternich	(615) 523-0916	Suspended Until	Active
5)	Pope Innocent III	(615) 779-5848	Cancelled	Active
6)	Pope John Paul II	(817) 213-8079	Cancelled	Active
7)	Captain Kidd	(743) 236-6207	Cancelled	Active
8)	Konrad Adenauer	(613) 772-5865	Cancelled	Active
9)	Edwin Hubble	(615) 351-9954	Cancelled	Active

