

Cellution

June 2009

Savings Analysis

CELLUTION, INC

Situation:

- Bette & Cring previously had over 150 wireless device users being compensated by an expensing system.
- Invoice records provided a reference baseline of **\$64.47/user** for Nextel devices and **\$78.32/user** on Verizon devices per month.
- These costs today would amount to a monthly phone bill exceeding **\$8,800.00**.

Cellution's Analysis

- Cellution's track record stated that it could save Bette & Cring between 20 and 30%.
- Bette & Cring agreed to conduct an initial assessment, in which costs were reduced by **\$14/user**.
- Bette & Cring also required better management of their devices with numerous activations and terminations of lines throughout the construction season.

Benefits to Bette & Cring

- **Reduced** overall cost of wireless services.
- **Increase** in transparency of device usage (personal vs. business).
- **Enforcement** of company wireless policy became possible.
- **Management** of devices and their associated accounts were administered by Cellution instead of Bette & Cring, allowing the construction company to focus on their business.



How Cellution Helped:

Gross Savings

- Cellution has helped to save Bette & Cring

\$86,680.02

since January 2006 on their wireless telecom expense.

Net Savings

- Cellution total cost to B&C over the same period = \$19,961.96
- This cost constitutes only **5.3%** of the cost B&C used to pay for wireless service.

Total Average Net Cost Monthly Savings:

\$2,272.40

Total Wireless Expense Reduced By:

26.29%