

AOTMP Telecom Expense Management (TEM) Landscape 2018 Featured One Source Communications

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Analysts emphasize One Source?s expertise in the mid-market.

Greenville, N.C. - One Source Communications is pleased to announce it is one of the vendors profiled in AOTMP?s Telecom Expense Management Market Landscape 2018.

The report, according to AOTMP, seeks to expose enterprises to the variety of providers at their disposal. The firm estimates that 36% of enterprises will change Telecom Expense Management (TEM) vendors at the end of their current contract term.

One Source aims to capture as much of that turnover as possible. The company proudly boasts a 99+% client retention rate thanks to its emphasis on customers and the delivery of fully managed services.

In addition, One Source specializes in far more than TEM; its coverage expands beyond invoice auditing and

expense management to the entire connectivity lifecycle, from contract negotiation and procurement to bill payment and end-of-life decommissioning. Analysts? observations in the AOTMP Telecom Expense Management Market Landscape 2018 speak to that point.

?AOTMP Research & Advisory sees One Source as one of the few pure-play [business process outsourcing] providers in this report,? analysts wrote.

Since its founding, One Source has sought to distinguish itself from the pack. One Source targets the mid-market in North America, a segment AOTMP notes many TEM providers overlook.

One Source VP of Operations, Jason Wallace agreed. ?We?ve understood from the beginning that mid-market enterprises require specific, personalized assistance managing their communications environments,? Wallace said. ?Having received the highest marks in customer satisfaction by AOTMP surveys, we consider ourselves a partner as opposed to an outsourced provider and it?s gratifying to know that research firms including AOTMP see and support the value we bring to these organizations.?

Read the report, including AOTMP?s complete profile on One Source, by downloading a complimentary copy, courtesy of One Source.

About One Source Communications

One Source Communications is an award-winning firm which helps businesses simplify a complex technology world. One Source is the leading provider of Communications Lifecycle Management (CLM) and Managed Mobility Services (MMS) in North America for mid-market enterprises. The company serves over one million assets and devices for more than 1,000 customers from over 20,000 business locations, as well as operates a 24/7/365 help desk. Headquartered in Greenville, North Carolina, the company has a proven track record for generating triple-digit Returns on Investments (ROIs) through contract negotiation, portfolio optimization, and ongoing telecom expense management. One Source?s clients successfully self-funded One Source?s Managed Security Services and Managed IT Services through savings generated from CLM and MMS. Learn more at http://www.onesource.net.

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One Source

One Source Communications was founded in 1989 to provide solutions for its clients to meet their increasingly complex communications needs. It is now the leading provider of fully managed Communications Lifecycle Management for mid-market enterprises.

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