

# PROFESSIONAL SERVICES

## Razorsight's Consulting Expertise



Razorsight offers a host of professional services to meet a wide variety of needs for your company. These services range from consultation and expert professional guidance to “Try and Buy” offerings such as Audit Services. Additionally, we offer customer support and training services. Our goal is to transfer our industry auditing expertise to our customers and partners to facilitate the best possible decisions. This results in a positive impact on your bottom line. The three categories of Razorsight's Consulting expertise are:

- Audit Services
- Benchmark and Assessment Services
- Training

### Audit Services

- Try Before You Buy Concept - Razorsight offers a unique “Try before You Buy” program that enables customers to utilize Razorsight's audit services, which provide guaranteed cost management and dispute resolution. Razorsight's audit services require no capital investment or set-up fees, and hence no financial risk to customers. You have nothing to lose – so why not give it a try?
- The Engagement Process - The Razorsight audit services engagement process involves data gathering and extraction, audit and analysis, identification of opportunities, filing of disputes and knowledge transfer. All of which educate customers on successful audit techniques for future use.
- Managed Services - Razorsight offers the ability to outsource your internal auditing function as a managed service. Razorsight offers a “Win-Split,” which is contingency-based pricing where customers pay based on a percentage of the resolved disputes, thus guaranteeing performance.
- Key Differentiator - Our key differentiator is our team of experienced subject matter experts in cost recovery, dispute resolution, and network optimization, with a combined auditing experience of over 100 years.

### Benchmark and Assessment Services

**Network Cost Score Assessment (NCS):** Network Cost Score™(NCS) is a key metric developed by Razorsight and used by best-in-class communications service providers to quantify, benchmark and improve network cost management efficiency. NCS measures whether a service provider is generating maximum network cost savings without overspending on network cost management. A NCS assessment by Razorsight can help you:

- Determine your current Network Cost Score
- Benchmark your score against industry leaders
- Determine how far you are from optimal Network Cost Management efficiency

Razorsight can help you improve your Network Cost Score and help you reach an optimal NCS by generating maximum network cost savings while optimizing network management costs.

**Revenue Assurance Score Assessment (RAS):** Revenue Assurance Score™ is a key metric developed by Razorsight and used by best-in-class communications service providers to quantify, benchmark and improve Revenue Assurance effectiveness and efficiency. RAS measures whether a service provider is capturing maximum revenue without overspending on revenue assurance activities. A RAS assessment by Razorsight can help you:

- Determine your current Revenue Assurance Score™
- Benchmark your score against best-in-class CSPs
- Determine how far you are from optimal Revenue Assurance efficiency

Razorsight can help you reach your optimal RAS score, and maximize the ROI from Revenue Management by helping you to eliminate or minimize revenue leakage while optimizing the cost of revenue assurance.

### Training

Razorsight offers Training and Product Support to all our customers and partners. Training guides, user manuals, product documentation, troubleshooting guidelines and process management are part of the Razorsight Training package. We offer our customers and partners this training package as value-add at no extra cost.