

Top 10 Tips – Sourcing a Telecoms Supplier

Supplied by: TruServe Communications Ltd



1. Invite a minimum of 2 telecom suppliers to offer a quotation.
2. Even though a proposition may seem too good to be true, try not to sign the contract on the same day, consider all of your options.
3. Ensure when considering transferring your existing account check your present contract obligations and action this yourself for peace of mind.
4. It may be prudent to ask a colleague for a second opinion even though you may be the ultimate decision maker.
5. Always establish whether you are entering a 12/24/36 month contract term.
6. It is advisable to request a copy of the paper work and contract at point of sale.
7. It is good practice to request a defined flow chart or project schedule explaining the procedures of transferring your company telecoms account.
8. Always provide a purchase order which describes everything that you have been promised, the products that you are purchasing and finally highlighting any promotions or discounts agreed at point of sale.
9. When you have finalised your decision with your new telecom supplier request that the supplier offers you a number of customer contact details in order for you to discuss your new suppliers strengths and weaknesses.
10. Read the small print or the terms and conditions in which your company is bound. Alternatively ensure you have a copy for your file.

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