

NEOSO's job is to create leverage – it brings local governments together to achieve incredible advantages that are not possible when working alone. NEOSO develops leverage by creating aggregated procurement and shared service opportunities.

The Northeast Ohio Sourcing Office is a Council of Governments serving 16 counties:

Ashland	Mahoning
Ashtabula	Medina
Carroll	Portage
Columbiana	Richland
Cuyahoga	Stark
Geauga	Summit
Lake	Trumbull
Lorain	Wayne

What members are saying:

*Our first Member community to participate found **\$75,000 in savings** over three years – real dollars to reinvest in the community.*

A second Member found no savings, but their “clean bill of telecommunications health” confirmed that they were already doing a terrific job in managing their telecommunications services and costs.

At no cost and no risk YOUR organization can identify overpayments or future savings!

NETWORK EXPENSE MANAGEMENT

SOUND FAMILIAR?

Every government has multiple telecommunications needs – local phone service, long distance, Internet access, and cellular phones – which mean multiple confusing invoices that raise the following concerns:

- **What are all of these charges for?**
- **Are we paying too much for our service?**
- **How can we correct discrepancies?**

NEO|SO'S NETWORK EXPENSE MANAGEMENT OFFERING

Telecommunications pricing can be confusing, highly variable, and **frequently, you are being charged for something in error.** NEO|SO found experts who “decode” telecommunications bills and then get the overpayments back for you. They also will identify opportunities for you to reconfigure your services to reduce your monthly expenses and improve your service levels.

Our experts will:

- **Conduct a review of your past telecommunications service invoices to check for overpayments.**
- **Recoup overpayments.**
- **Recommend modifications to reduce ongoing telecommunications costs.**
- **Provide a no-risk contract:** If we don't provide you with documented value, you don't pay any fees.

EXCLUSIVE BENEFITS FOR NEO|SO MEMBERS

- **10%-15% Discount** on the contingency fee – that means more dollars for you.
- **Rebates** – The more NEO|SO Members participating, the greater the rebates.
- **Forecasting & Leverage** – As more and more Members participate, we'll learn about their telecommunications needs, gaining data necessary to forecast and identify valuable leverage opportunities for you.

To Learn More about NEO|SO's unique Network Expense Management Program, please contact 216.581.6200 (ask for Jani) or info@neoso.org.