

# Sophia™ Technology Expense Management

## Empower cost optimization across your business.

Technology solutions, and their billing terms, are often complex. You don't want to get caught-up paying invoices blindly, however validating they're correct can be time-consuming and difficult, especially for accounting personnel who may not have specialized technical knowledge. You need to ensure you avoid late fees, interest charges, and even service disruption.

Meet Sophia™, the Technology Expense Management (TEM) solution available exclusively from BCM One. Sophia automates and streamlines the process, so you can pay your technology invoices on time, and with confidence that you received the services you were billed for. And because all your technology-related data—including service specifications, cost components, commitment terms, and contract copies—are centralized on our Sophia platform, you can efficiently obtain the information you need, when you need it. No wasting time.

Sophia was built from the ground up by a seasoned team of technology, data, and forensic accounting specialists to not just identify technology billing problems, but to solve them and increase the return on your overall technology investment.

In the new world we live in, cost optimization is more important than ever before as you may be reprioritizing your IT spend. You can save money and/or repurpose that cost savings to support other relevant technology needs.

### 3 Service Levels to Choose From:

#### 1 Sophia+ / Managed TEM: Optimize Your IT and Finance Operations

With this full-service option, BCM One acts as an extension of both your IT and accounts payable teams.

- › We inventory all the technology you have in place across your business.
- › Our team will conduct a bill audit, consolidating and re-negotiating and disputing contracts to meet your business requirements to ultimately save you money; we'll manage this process throughout the year to keep you fully optimized on an ongoing basis.
- › Our accounting specialists handle the receipt, verification, and approval of all your technology invoices every month.
- › This option comes with a price guarantee.

#### 2 Sophia / Non-Managed TEM: Get more from your technology spend

Get a handle on all your technology commitments so your IT team can effectively manage it going forward.

- › Our team will conduct an initial audit, inventory upload and optimization of all of your technology expenses across your business. After this initial step, your team manages the process going forward.

### Why Sophia Managed TEM?

- › Uncover and reset outdated, off-market, or obsolete pricing
- › Consolidate contracts or migrate to more competitive suppliers
- › Identify stranded, duplicate, or unneeded services so budget dollars can be redirected
- › Make better decisions about your technology dollars and allocate costs to areas actually using the services
- › Leverage BCM One's direct pricing visibility into 55+ technology suppliers and 5,000+ clients to get the best technology available at the most competitive rates and on the most attractive terms
- › 3 service levels to choose from

*"On average, we help our Sophia+ Managed TEM clients save up to 20% of their annual technology spend within the first year of working with us."*



### 3 Sophia Invoice / Basic TEM: Streamline your invoice management process

- › Leverage our software platform to centralize and process your technology invoices with industry carriers. Acts a guide to help you manage the invoice payment process.

## Sophia TEM Service Levels

	1 Sophia + Managed TEM	2 Sophia TEM Non-Managed	3 Sophia Invoice
<b>Invoices</b>			
Receipt and upload into centralized repository	Yes	Yes	Yes <sup>1</sup>
Review and approval	Yes	No	No
Ongoing bill audit	Yes <sup>2</sup>	Available on request <sup>2</sup>	No
Bill dispute (as needed)	Yes	No	No
BillPay	Add-on	Add-on	Add-on
<b>Technology</b>			
Initial technology audit	Yes <sup>2</sup>	Yes <sup>2</sup>	No
Initial inventory upload	Yes	Yes	No <sup>3</sup>
Initial inventory optimization	Yes <sup>2</sup>	Yes <sup>2</sup>	No
Ongoing inventory maintenance	Yes	No <sup>3</sup>	No <sup>3</sup>
Ongoing inventory optimization	Yes <sup>2</sup>	Available on request <sup>2</sup>	No
Pricing guarantee	Yes <sup>1</sup>	No	No
<b>Contracts</b>			
Initial contract upload	Yes	Yes	No <sup>3</sup>
Ongoing contract maintenance	Yes	No <sup>3</sup>	No <sup>3</sup>

1. Some limitations apply

2. Contingency-based service: audit is included in the scope of work; a fee is incurred only if we find savings

3. Client has access to the system to perform