

The Sacramento TCA Proudly Presents *Telecom Expense Management*

SIBS (CALNET) bills may contain significant errors.

A recent analysis of just one California state agency's SIBS Invoice for \$16,000 found an error rate of over 28%. Anomalies were numerous and disparate.

Catch billing errors before you overpay.

Most California State agencies utilize SIBS for many of their telecom related services. Recent studies of SIBS bills have found many to contain significant anomalies. This could mean that your agency is significantly overpaying for your telecom services.

There is a solution: Telecom Expense Management (TEM)

Please join us for an in-depth look at TEM, one of the hottest growth segments in the telecom industry. Dave Spofford, Founder & CEO of Invoice Insight, a leading TEM solution provider, will outline the TEM space and the options available in the marketplace. Mr. Spofford will demonstrate BillPort™, a Web-based TEM application that is currently processing SIBS (CALNET) bills, as well as almost all domestic vendor billing.

Featured Speaker

Mr. Spofford founded Invoice Insight in the summer of 2000 after 11 years of management consulting and telecommunications cost management industry experience.

During most of the 90s he personally led numerous cost management engagements on behalf of Morgan Tariff Management. Clients included large AT&T voice and data customers like GPU Energy, DKNY, and American Freightways (now part of FEDEX). Earlier, as a management consultant with Harlan Brown & Company, he managed acquisition, competitor, and new market analysis projects for such clients as 3M, GE, and Alcan.

A former professional soccer player, Dave has a B.A. from Yale University. Dave, his wife, and 4 children live in Northern Virginia.



**David Spofford
Founder & CEO**

About Invoice Insight

Invoice Insight provides flexible TEM solutions using a combination of BillPort™, the leading Web-based TEM application, and "on-demand" services (i.e., services when you need them). Clients include KB Toys and numerous state and federal agencies such as the California State Compensation Insurance Fund and the US Coast Guard.



Don't miss this very special event. Seating is limited.

Thursday, September 2nd, 2004, 5:30 - 8:00PM

Courtyard By Marriott Midtown Hotel

4422 Y Street (at Stockton Blvd behind UC Davis Med Center), Sacramento, CA 95817-2220

\$25 Members • Guests \$35

Register online today @ www.tca.org/shopping.cfm

Or call TCA's Director of Education, (916) 653-8756, to reserve your spot.