



Enterprise Telecom

50% OF THE FORTUNE 100 ARE CURRENT OR FORMER CLIENTS

WHY COMPANIES HIRE BLX

INSIDER KNOWLEDGE

As former carrier negotiators, our experience was forged through performing thousands of negotiations within the elite carrier special pricing organizations. This resume, paired with over 20+ years of being single-focused in this niche service, has allowed BLX to perfect the way telecom contracts are negotiated and structured. We have full credibility with the carriers, establish indisputable leverage and deal directly with the carrier special pricing organizations.

BENCHMARK INTELLIGENCE

There are no better rates in the market today than those we are aggressively negotiating for our clients. Our proprietary database is earned and updated through each negotiation we conduct. We negotiate with the power of knowing precisely the very best rates the carriers can offer and continually push their best rates to ensure no savings is left on the table.

- Since inception in 2000, our Telecom team has delivered over \$4.5B in savings to our clients.
- Fortune 500 and Global 100 corporations hire us to negotiate their telecom contracts because BLX can achieve significant additional savings over what they can do on their own.
- BLX possesses and employs industry leading expertise and market intelligence.
- Average client savings of 34.7% over the course of our 20+ years.
- Over 45% of the negotiations we conduct are with global carriers.
- In over 25+ years of business we have provided only one service --- telecom contract negotiation. We have thrived as a business by continually delivering results to the largest, and most complex telecom spenders across the globe.



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A BLX NEGOTIATION DELIVERS

WORLD-CLASS RESULTS

By leveraging the carriers with their best market rates, we negotiate world-class contracts for every client.

EFFICIENT PROCESS

It is in the carrier's best interest to create a long and tedious negotiation event. We lead the negotiation and dictate the price points the carriers must hit to win or retain business, no needless back/forth. BLX lead negotiations are completed in 6-8 weeks, achieving savings earlier minimizing Lost Opportunity Costs.

FULL SERVICE

We manage the entire project, including all carrier analysis and legal review. Your team will expend 95% less resources and receive all the necessary reports to oversee the management of your business.

TERMS & CONDITIONS

Through thousands of negotiations, we know the very best terms and conditions offered by the carriers.

IMMEDIATE OPPORTUNITY

We can open and negotiate contracts at any time, regardless of remaining term or commitment. BLX represents purely found money, money that otherwise would be kept by the carrier for the remaining term of your agreement.

NEGOTIATION STRATEGIES

- Incumbent Only
- Mid-Term Negotiations
- Multiple Carrier RFP
- International Negotiations
- Future State Negotiations
- Commitment Shortfall Management
- Market Intelligence
- Carrier & Contract Consolidation
- Wireless Optimization
- End of Term Negotiations
- Terms & Conditions Expertise

OUR EXPERTISE

BLX specializes in both Wireline and Wireless services, including:

- Data/Network
- Voice/SIP/VoIP
- Wireless Voice/Data
- SD-WAN
- Cloud Services
- IoT/Machine-to-Machine
- MPLS
- VPN/WAN/Managed/Unmanaged
- Starlink / VSAT
- POTS Replacement
- Wireless/Mobility
- Dedicated Internet/Broadband
- Ethernet & Access Diversity
- Subsidized/Unsubsidized Devices
- Mobile Device Management
- Fixed Mobile Broadband
- UCaaS

CURIOUS ABOUT YOUR CURRENT CONTRACTS?

BLX offers a no-cost, no-obligation assessment of your existing agreements. This assessment will give you the opportunity to understand the savings potential and improvements to terms/conditions prior to hiring BLX.