



**ROBERT S. SEGAL, CPA PA**  
EXPENSE REDUCTION & REVENUE ENHANCEMENT

**e-NEWS**

## Are your people too well connected?

June 2008

Think about it--land lines, cell phones, radios, touch-to-talk, pagers, wireless cards, GPS. Are there duplicate services or services that could be eliminated?

Many telecom projects look at the unit prices of these individual services and have helped clients receive better pricing and, therefore, reduce expenses. This approach, while reducing expenses for the individual services, has not addressed the potential for service duplication.

We now believe that all communication services need to be considered as a whole. Have you looked at all the communication services that each person can access and the cost of that connectivity?

Consider this: Some of your staff such as health department nurses or social services staff spend most of their time in their vehicles visiting clients. The staff has cell phones and some have wireless laptops. How many also have a landline assigned to them in the office? Can the cell phone minutes be increased and the landline eliminated? One of our clients recently eliminated 23 landlines to save \$6,000 a year and added a few minutes to their pooled-minute mobile plan.

Review of another client's cell phone usage found that 25% of the phones had not been used during the past four months, but they needed the phones for security. We found them a better plan.

Consider how much it costs to communicate with each employee. Is it cost effective? We can help you find a better way.

### Check our Website to See Other Ways We Find Money

You can learn more about us and our revenue enhancement/expense reduction services at <http://www.segalcpa.com/>. We're the only CPA firm in North Carolina dedicated to helping counties and school districts find money.

**Please visit  
our exhibit at  
the NCCCMA  
meeting in  
Asheville.**

**June 19, 2008**

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