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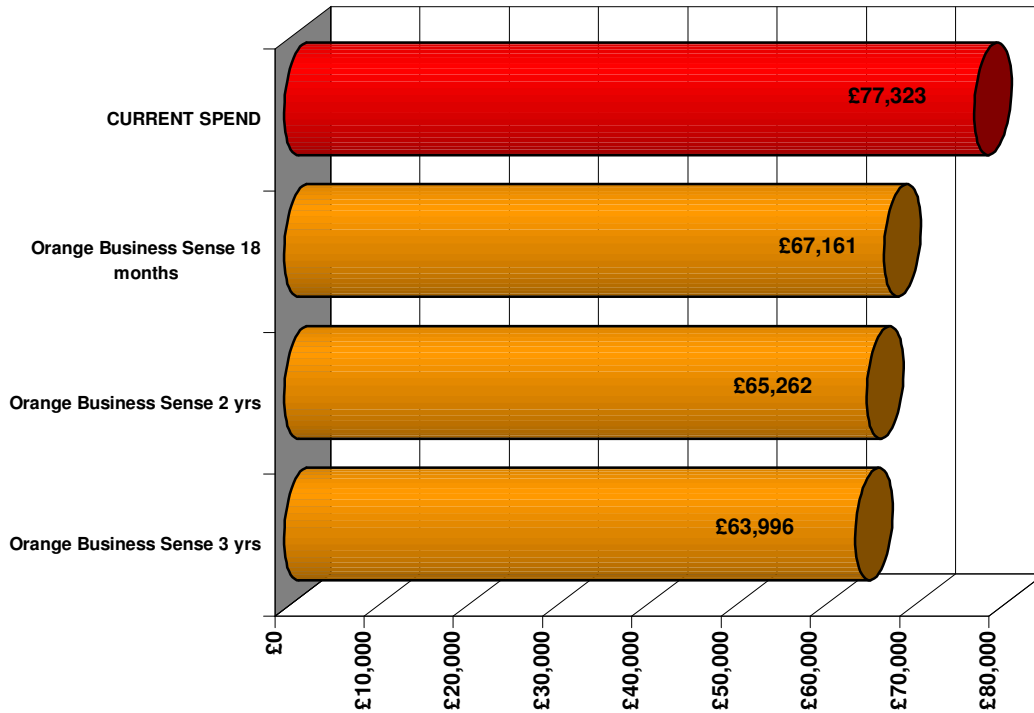
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Part 1 - executive summary

Customer: **Orchid**
 Handsets: **53**
 Current Tariffs: **Vodafone Tariff**

	<u>Monthly</u>	<u>Annually</u>
<u>Current Charges</u>		
For all handsets:	£6,444	£77,323
Average per handset:	£122	£1,459
<u>Most Competitive Alternative</u>		
For all handsets:	£5,333	£63,996
Average per handset:	£101	£1,207
<u>Financial Saving</u>		
For all handsets:	£1,111	£13,328
Average per handset:	£21	£251

Based on the analysed bills, a saving of 17% (or £13328 per year) could have been achieved if the handsets had been on the optimum tariffs. A detailed breakdown of the recommended tariffs is shown in Part 7.



Part 2 – analysis process

Details of the bills analysed for this report (including the invoice dates) are shown in Part 6.

The cost of each individual call has been calculated at each of the alternative tariffs included in the audit. Although over 50 tariffs may have been included in the analysis, only the results the most competitive ones are shown in this report. The analysis takes account of any minimum charges, bundled calls and discount schemes.

'Company Mobiles' means calls between the handsets which have been analysed for this report. It is assumed that all handsets will be moved to the same network and, for example, existing Vodafone to Vodafone calls will become Orange to Orange if they move to the Orange network.

Where the bill indicates that a call is cross network (i.e. to a mobile number on a network other than the originating network) but doesn't specify which of the other networks the call is to, we assume that the number has not been ported and that the called handset is on the network which was originally allocated the dialled number.

The results shown are based on the data analysed. There is no guarantee that the same savings will be achieved on future bills as the call-profiles of these could be significantly different from those analysed.

The comparison excludes connection charges and all figures in the report are exclusive of VAT.

Tariffcom Ltd

The analysis has been carried out by Tariffcom Ltd - the UK's leading independent telecoms pricing consultancy. Specialising in the analysis of fixed-line and mobile telecoms tariffs, the company provides services and analysis software to many leading network operators as well as telecoms consultants and end-users.

One of the company's key attributes is its independence and all analysis involved in the creation of this report is completely impartial. To discuss this report or any of our services contact Tariffcom, quoting the reference number shown on the front cover of this report.

Part 3 - breakdown of current calls & charges

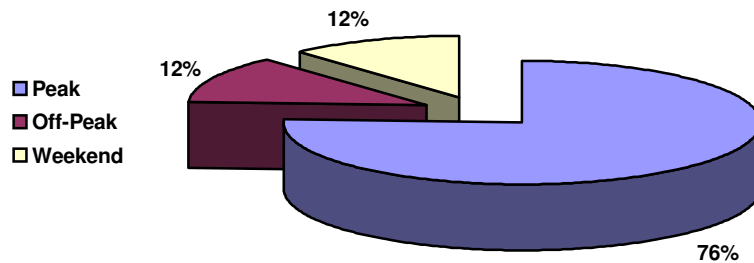
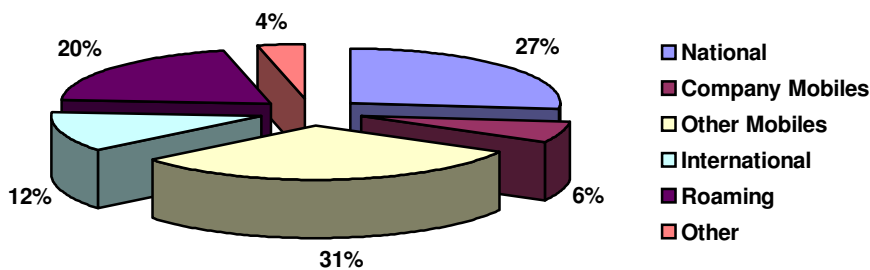
For 1 Month Period:	Minutes	% of Minutes	Incumbent Cost	% of Cost
Current Rental Charges	n/a	n/a	£1,144.00	18%
<u>Main UK Voice Calls</u>				
National Calls	3,076	27%	£14.37	0%
Company Mobiles	727	6%		
3 Mobiles	114	1%		
O2 Mobiles	901	8%		
Orange Mobiles	843	7%		
T-Mobile Mobiles	400	3%		
Vodafone Mobiles	1,370	12%		
Voicemail Retrieval	173	1%		
Standard Text Messages	n/a	n/a	£95.62	1%
International Calls	1,381	12%	£1,191.16	18%
International Text Messages	n/a	n/a	£84.88	1%
Roaming Calls & Texts	2,353	20%	£3,792.14	59%
Other Calls & Texts	234	2%	£68.45	1%
GPRS	n/a	n/a	£53.00	1%
Discount	n/a	n/a		n/a
Total	11,572		£6,443.62	
Average Per Handset	218		£121.58	

6 out of 53 devices appear to be inactive - these are identified in part 8

Notes to above table:

1. All charges exclude VAT
2. 'Current Rental' includes any charges for itemised billing
3. 'National Calls' includes calls to UK numbers beginning '01' or '02'
4. 'Company Mobiles' means calls between the handsets which have been analysed for this report.
5. Where the mobile network called cannot be identified from the billing information, we assume that the call is to the network originally owning the number range.
6. 'International' means any call from the UK to another country
7. 'Roaming' means any call made or received by the handset while the user is abroad
8. 'Other' includes calls to Directory Enquiries, 0845, 0870 and Premium Rate numbers as well as Premium Text or Information Services

Part 4 - called minutes split by destination & time:



Part 5 - most dialled numbers

This table shows the ten numbers called most by all handsets as a group:

Dialled Number	Called	
	Mins	% of Mins
111111	599	5.2%
111111	441	3.8%
111111	319	2.8%
111111	297	2.6%
111111	233	2.0%
111111	203	1.8%
111111	171	1.5%
111111	162	1.4%
111111	136	1.2%
111111	131	1.1%
Total	2,693	23.3%

This table shows the ten LANDLINE numbers called most by all handsets:

Dialled Number	Called	
	Mins	% of Mins
111111	297	2.6%
111111	233	2.0%
111111	131	1.1%
111111	120	1.0%
111111	112	1.0%
111111	104	0.9%
111111	93	0.8%
111111	87	0.8%
111111	83	0.7%
111111	79	0.7%
Total	1,339	11.6%

Part 6 - current charges per handset

53 handsets analysed over 1 month to 01/08/2009




Handset	Current Tariff	Rental	Call Charges	Discount	Net Bill After Any Discount
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£1,441.30		£1,453.30
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£2.54		£14.54
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£1.21		£13.21
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£50.44		£62.44
NPNNPNNMP	Vodafone Tariff Leader	£520.00	£18.86		£538.86
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£25.74		£37.74
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£0.95		£12.95
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£3.04		£15.04
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£2.50		£14.50
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£0.50		£12.50
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£3.89		£15.89
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£155.98		£167.98
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£7.28		£19.28
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£266.85		£278.85
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£0.14		£12.14
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£22.61		£34.61
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£4.50		£16.50
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£0.10		£12.10
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£142.39		£154.39
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£218.48		£230.48
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£3.24		£15.24
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£11.06		£23.06
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£5.51		£17.51
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£2.06		£14.06
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£5.30		£17.30
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£51.64		£63.64
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£0.10		£12.10
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£0.63		£12.63
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£18.36		£30.36
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£1.30		£13.30
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£616.10		£628.10
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£27.65		£39.65
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£1.54		£13.54
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£0.21		£12.21
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£1,763.99		£1,775.99
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£99.43		£111.43
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£50.34		£62.34
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£269.16		£281.16
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£0.70		£12.70
NPNNPNNMP	Vodafone Tariff Sharer	£12.00	£2.00		£14.00
NPNNPNNMP	Vodafone Tariff Sharer	£12.00			£12.00
Totals		£1,144.00	£5,299.62		£6,443.62

53 handsets analysed over 1 month to 01/08/2009

Handset	Current Tariff	Rental	Call Charges	Discount	Net Bill After Any Discount
TOTAL COST					£6,443.62
ANNUALISED COST					£77,323.44

Part 7 - breakdown of alternative tariffs

**Current Annualised Spend:
£77,323**

			
Price Plan	Business Sense 7000	Business Sense 7000	Business Sense 7000
Contract Term	18 months	24 months	36 months
Lead Rental	£275.00	£233.75	£206.25
Additional Voice Rentals	52 @ £15.00 £780.00	52 @ £12.75 £663.00	52 @ £11.25 £585.00
Additional Text Bundles	1000 texts £32.00	1000 texts £32.00	1000 texts £32.00
Orange WfB 4Mb Bolt-On	1 @ £2.50 £2.50	1 @ £2.50 £2.50	1 @ £2.50 £2.50
Orange WfB 500Mb Bolt-On	3 @ £4.25 £12.75	3 @ £4.25 £12.75	3 @ £4.25 £12.75
Chargeable Calls	<u>£4,494.49</u>	<u>£4,494.49</u>	<u>£4,494.49</u>
Monthly Total	£5,596.74	£5,438.49	£5,332.99
Annualised Total	£67,160.93	£65,261.93	£63,995.93
Net Annualised Total	£67,160.93	£65,261.93	£63,995.93
Versus Current (£ pa):	- £10,162.52	- £12,061.52	- £13,327.52
Versus Current (%):	- 13%	- 16%	- 17%

Notes:

See bottom of Part 8 for allocation of data plans

Includes 15% discount on voice rentals

Includes 25% discount on voice rentals

See bottom of Part 8 for allocation of data plans

See bottom of Part 8 for allocation of data plans

Part 8 - call profiles per handset (for 1 month period)

Handset	Device				Minutes Used		Call Time Periods			Called Destinations (% of Minutes)											Text & Data			Inactive Devices ?
	Voice	Data	B/berry Enterprise	B/berry Internet	Minutes Analysed	% of all Calls	Peak	Off-Peak	Weekend	National	Company Mobiles	O2	Vodafone	T-Mobile	Orange	Three	Voicemail	International	Roaming	Other	UK GPRS (Mb)	Company SMS	Standard SMS	
000000000000	✓				1,079	9.3%	78%	14%	8%	2%	0%	0%	0%	0%	0%	1%	0%	0%	97%	0%	0.00	0	45	
000000000000	✓				76	0.7%	90%	7%	3%	16%	0%	0%	2%	7%	0%	75%	0%	0%	0%	0%	0.00	12	13	
000000000000	✓				1,607	13.9%	96%	1%	3%	0%	17%	22%	25%	10%	24%	1%	0%	0%	0%	0%	0.00	2	1	
000000000000	✓				0	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	161.06	0	0	
000000000000	✓				44	0.4%	81%	19%	0%	6%	4%	0%	0%	0%	0%	0%	0%	0%	90%	0%	0.00	1	5	
000000000000	✓				330	2.9%	70%	12%	18%	27%	6%	39%	3%	3%	0%	0%	2%	8%	0%	12%	0.03	9	5	
000000000000	✓				29	0.3%	86%	2%	13%	53%	0%	0%	3%	0%	0%	0%	9%	0%	35%	0%	0.00	0	4	
000000000000	✓				96	0.8%	61%	6%	33%	30%	21%	21%	23%	0%	0%	0%	4%	2%	0%	0%	0.00	1	4	
000000000000	✓				22	0.2%	90%	0%	10%	11%	1%	0%	23%	0%	23%	42%	0%	0%	0%	0%	0.00	3	27	
000000000000	✓				63	0.5%	63%	1%	36%	72%	3%	4%	2%	3%	11%	0%	5%	0%	0%	0%	0.00	8	17	
000000000000	✓				11	0.1%	67%	7%	26%	8%	0%	4%	50%	0%	19%	0%	18%	0%	0%	0%	0.00	0	5	
000000000000	✓				0	0.0%	100%	0%	0%	24%	0%	76%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0	0	
000000000000	✓				219	1.9%	92%	5%	3%	30%	6%	43%	10%	0%	0%	5%	6%	0%	0%	0%	0.00	5	35	
000000000000	✓				277	2.4%	74%	14%	13%	22%	2%	0%	4%	1%	12%	0%	1%	31%	3%	23%	1.41	0	16	
000000000000	✓				0	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0	0	✓
000000000000	✓				53	0.5%	88%	8%	3%	25%	0%	5%	0%	3%	22%	0%	7%	8%	0%	31%	0.00	0	14	
000000000000	✓				0	0.0%	100%	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0	0	
000000000000	✓				222	1.9%	61%	28%	11%	21%	1%	0%	0%	0%	2%	0%	1%	13%	62%	0%	0.00	18	19	
000000000000	✓				460	4.0%	100%	0%	0%	87%	5%	0%	1%	5%	1%	0%	1%	0%	0%	0%	0.00	0	2	
000000000000	✓				30	0.3%	13%	87%	0%	0%	3%	0%	0%	0%	62%	0%	2%	0%	33%	0%	0.00	0	6	
000000000000	✓				170	1.5%	14%	86%	0%	77%	0%	1%	8%	1%	0%	0%	4%	0%	0%	8%	0.00	0	5	
000000000000	✓				0	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0	0	✓
000000000000	✓				189	1.6%	72%	24%	4%	29%	25%	3%	13%	5%	21%	0%	3%	0%	0%	0%	0.00	0	1	
000000000000	✓				0	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	87.48	0	0	
000000000000	✓				106	0.9%	70%	5%	25%	14%	0%	0%	0%	0%	0%	0%	0%	0%	86%	0%	0.00	2	8	
000000000000	✓				0	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0	0	✓

Part 8 - call profiles per handset (for 1 month period)

Handset	Device				Minutes Used		Call Time Periods			Called Destinations (% of Minutes)											Text & Data			Inactive Devices ?		
	Voice	Data	B/berry Enterprise	B/berry Internet	Minutes Analysed	% of all Calls	Peak	Off-Peak	Weekend	National	Company Mobiles	O2	Vodafone	T-Mobile	Orange	Three	Voicemail	International	Roaming	Other	UK GPRS (Mb)	Company SMS	Standard SMS			
0000000000	✓				0	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0	0	0	✓
0000000001	✓				123	1.1%	80%	4%	16%	3%	0%	0%	0%	0%	0%	1%	0%	95%	0%	0.00	0	0				
0000000002	✓				7	0.1%	32%	15%	54%	48%	2%	0%	0%	0%	0%	17%	27%	0%	6%	0.00	0	13				
0000000003	✓				34	0.3%	100%	0%	0%	49%	17%	0%	23%	0%	4%	0%	7%	0%	0%	0.00	0	0				
0000000004	✓				143	1.2%	72%	17%	11%	5%	12%	1%	41%	29%	1%	2%	9%	0%	0%	0.00	7	101				
0000000005	✓				256	2.2%	1%	1%	98%	47%	0%	0%	33%	0%	0%	0%	0%	0%	0%	0.00	0	0				
0000000006	✓				10	0.1%	100%	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	16	2				
0000000007	✓				381	3.3%	60%	17%	23%	47%	3%	9%	33%	0%	6%	1%	1%	0%	0%	0.00	4	51				
0000000008	✓				0	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0	0	✓			
0000000009	✓				42	0.4%	50%	39%	12%	14%	0%	0%	0%	0%	10%	0%	4%	0%	72%	0.00	0	3				
0000000010	✓				49	0.4%	84%	16%	1%	48%	15%	29%	0%	0%	0%	0%	7%	0%	0%	0.00	1	0				
0000000011	✓				60	0.5%	95%	0%	5%	49%	0%	0%	40%	0%	0%	0%	0%	0%	10%	0.00	0	0				
0000000012	✓				350	3.0%	76%	10%	15%	47%	15%	4%	14%	0%	6%	0%	3%	0%	11%	0.00	3	13				
0000000013	✓				7	0.1%	81%	19%	0%	69%	0%	27%	3%	0%	2%	0%	0%	0%	0%	0.00	0	13				
0000000014	✓				386	3.3%	55%	20%	24%	5%	1%	16%	2%	0%	3%	0%	1%	3%	68%	20.13	16	75				
0000000015	✓				7	0.1%	100%	0%	0%	0%	0%	100%	0%	0%	0%	0%	0%	0%	0%	0.00	0	0				
0000000016	✓				214	1.8%	91%	6%	3%	51%	10%	11%	9%	6%	3%	0%	3%	7%	0%	0.00	8	92				
0000000017	✓				0	0.0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0.00	0	0	✓			
0000000018	✓				2	0.0%	100%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%	0.00	0	0				
0000000019	✓				206	1.8%	100%	0%	0%	0%	4%	18%	18%	40%	18%	2%	0%	0%	0%	0.00	0	1				
0000000020	✓				3,875	33.5%	78%	13%	9%	35%	5%	2%	11%	1%	5%	0%	2%	30%	9%	0.00	35	184				
0000000021	✓				104	0.9%	31%	40%	29%	16%	5%	2%	1%	0%	5%	4%	0%	26%	35%	0.00	2	32				
0000000022	✓				55	0.5%	28%	32%	41%	6%	0%	0%	0%	0%	52%	0%	1%	0%	41%	0.00	0	16				
0000000023	✓				160	1.4%	21%	39%	40%	0%	0%	0%	0%	0%	0%	0%	0%	0%	100%	0.00	0	0				
0000000024	✓				1	0.0%	100%	0%	0%	42%	0%	0%	0%	0%	0%	0%	58%	0%	0%	0.00	0	0				
0000000025	✓				12	0.1%	65%	24%	11%	92%	0%	0%	1%	0%	0%	0%	0%	7%	0%	0.00	1	0				

Part 8 - call profiles per handset (for 1 month period)

Handset	Device				Minutes Used		Call Time Periods			Called Destinations (% of Minutes)													Text & Data			Inactive Devices ?
	Voice	Data	B/berry Enterprise	B/berry Internet	Minutes Analysed	% of all Calls	Peak	Off-Peak	Weekend	National	Company Mobiles	O2	Vodafone	T-Mobile	Orange	Three	Voicemail	International	Roaming	Other	UK GPRS (Mb)	Company SMS	Standard SMS			
QNP01m	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	1	0.0%	64%	0%	36%	42%	0%	29%	0%	0%	29%	0%	0%	0%	0%	0%	0.00	0	0	<input type="checkbox"/>		
TOTALS					11,572	100%	76%	12%	12%	27%	6%	8%	12%	3%	7%	1%	1%	12%	20%	2%	270.10	154	828			

Notes on allocation of individual bolt-ons and data plans

Orange / O2 data only devices allocated Mobile Broadband

Current voice handsets (excluding Blackberries) using data allocated WfB 2Gb if over 1.29Gb/month, WfB 1Gb if over 263Mb/month, WfB 250Mb if over 11.725Mb/month, WfB 10Mb if over 7.125Mb/month or WfB 4Mb if over 1Mb/month