

# Case Study

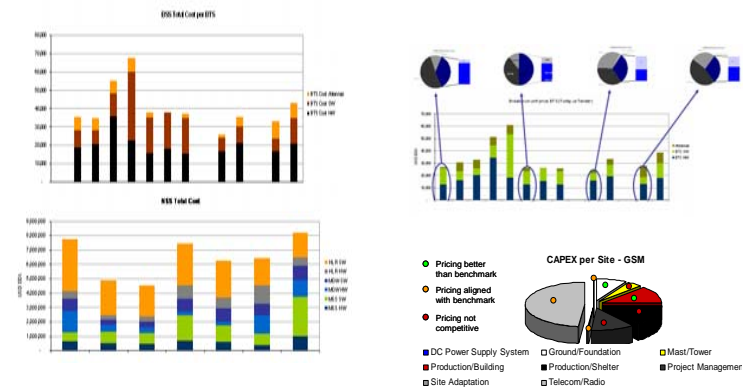
## Business Advisory Services - Benchmark Equipment & Infrastructure

# PIR

### Context and objectives

- PIR was assigned to analyse and benchmark the current prices, cost structure and agreements for a mobile operation in Europe and to propose and implement improvements to ensure prices and agreements were in line or better with the market.
- The service was executed based on PIR's Contract Review Management Methodology.

### Conducted for the CEO of a MNO in Europe



### PIR's Approach

#### Data Collection and Categorisation

Identification of prices, cost structure, risks and improvement potentials in the various contracts

#### Analysis and Optimisation:

Renegotiations  
Initiation of new RFQ's  
Termination of contracts

### Client benefits

- Established current risk exposure and market compliance
- Benchmark
- Well supported and balanced renegotiations
- Market adopted terms and conditions
- Minimised CAPEX, OPEX and risk exposure leading to an improved bottom line result.