

STATE OF THE INDUSTRY

THE TRUTH ABOUT TECHNOLOGY EXPENSE MANAGEMENT IN 2024

A Call to Action for Buyers

As a TEM buyer, you hold the power to drive transformative change.

It's time to demand excellence, prioritize long-term value over short-term savings, and embrace new approaches and technologies. Your willingness to adapt and collaborate can be the catalyst for industry-wide innovation. Don't wait for change to happen – be the force that propels your business and the entire TEM industry forward.

Why Change is Imperative

1. **Stagnation Costs You:** The TEM industry has been stuck in a rut, recycling old practices that no longer serve your best interests. This complacency is costing you money, efficiency, and a competitive edge.
2. **Innovation is Key:** The world is moving fast, and your TEM solution should keep pace. Demand providers who invest in cutting-edge technologies and methodologies to manage your technology expenses effectively.
3. **Beyond Cost Savings:** While reducing costs is important, it's time to expect more. Your TEM partner should deliver strategic value, driving business growth and digital transformation.

Your Role in Shaping the Future

As a buyer, you have the power to:

1. **Demand Excellence:** Don't settle for mediocrity. Challenge your TEM providers to deliver exceptional service and innovative solutions.
2. **Prioritize Value:** Look beyond short-term cost savings. Seek partners who offer long-term strategic value and align with your business objectives.
3. **Embrace Change:** Be open to new approaches and technologies. Your willingness to adapt can drive industry-wide innovation.
4. **Collaborate for Success:** Work closely with your TEM provider. Share your challenges, goals, and vision to foster a partnership that drives mutual growth.

The Time to Act is Now

The TEM industry's transformation is not just necessary; it's inevitable. By acting today, you can:

- Optimize your technology investments for maximum ROI.
- Drive digital transformation across your organization.
- Position your company as a leader in technology management.

Don't wait for change to happen – be the catalyst. Engage with your TEM providers, challenge the status quo, and demand solutions that propel your business forward.

The future of TEM is in your hands. Will you seize this opportunity to revolutionize your technology management practice and drive your business to new heights?

How can AOTMP Help?

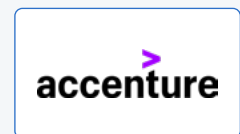
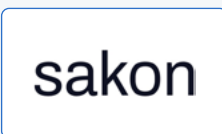
- ✔ **Unlock Best Practices for Success:** [Contact us](#) to discover industry-leading technology management practices and tools that will drive your organization's success.
- ✔ **Empower Your Team with Education:** Dive into our [comprehensive educational resources and programs](#) designed to equip your teams with the knowledge and skills needed to excel in technology management.
- ✔ **Gain Expert Insights:** [Schedule a free advisory call](#) with our specialists to discuss your challenges and receive tailored guidance for your technology management needs.
- ✔ **Discover the Leaders:** Check out the [AOTMP® Efficiency First® Solution Certified Vendors](#) at the forefront of this industry revolution.



[AOTMP® Efficiency First® Solution Certified Vendors](#) are at the forefront of this industry revolution, committed to:

- ✔ Redefining value beyond cost savings
- ✔ Building true strategic partnerships with clients
- ✔ Driving innovation in technology management
- ✔ Fostering transparency and open communication
- ✔ Supporting the development of world-class Technology Management Centers of Excellence

These certified vendors aren't just talking about change – they're actively implementing the strategies outlined in our whitepaper series to deliver unparalleled value to their clients.



Meet the Authors

Tim Lybrook and Timothy C. Colwell have over 65 years of experience between them. They know what works and what doesn't, and have seen hundreds of success stories and hundreds of failed relationships.

They literally wrote the book on gaining and maintaining technology management financial and operational efficiency. [The Efficiency First® Framework Guidebook](#) details best practices across 30 telecom, mobile, and cloud / IT workstreams that deliver proven results.



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