



## **PRESS KIT**

BACKGROUND	1
FACT SHEET	2
LEADERSHIP	3
SERVICES	4
LOGO FILES	5

Tellennium is an expense management firm founded by telecom veteran Greg McIntyre in 1999. The company delivers significant time and money savings for mid- and large-sized firms through a digital transformation of automating accounts payable workflows, capturing the details into a mine-able database, monitoring, auditing, and tracking changes. The business began as an objective telecom consulting firm for enterprise systems and services and upon the release of Tellennium's Integrated Management System (TIMS™) in January 2002, experienced significant growth. Tellennium is one of very few companies to have been on Inc. magazine's list of fastest growing companies eleven years in a row. TIMS™ and its associated processes now encompass the capability of any expense, any service, and any asset.

Tellennium specializes in complex environments – especially those in the midst of change (e.g., merger, acquisition, growth, location shifts,). Without a comprehensive digital platform and process, invoices can be lost, disconnections occur, billing complexity and inaccuracy can spiral into significant expense and labor exposure. Tellennium's dynamic software, proven processes, and actionable reporting provides proactive notifications and real-time inventory of services, assets, devices, and charges in a SaaS database with granular detail.

The company is a member of the Society of Communications Technology Consultants (SCTC), which has a signed Code of Ethics. Tellennium is a BBB member with an A+ Rating, a member of the Enterprise Technology Management Association (ETMA), and a Telecom Expense Management (TEM) and Mobility Management Service (MMS) Industry Pioneer. The company is privately held (not a private equity firm) and based in Louisville, Kentucky.

### SPECIFIC AREAS OF EXPERTISE

Tellennium's software platform, TIMS™, manages hundreds of thousands of telecom invoices, utility bills, mobile devices, and integrated with A/P systems in practically every industry equating to over a billion dollars of spend in TIMS. Tellennium's platform is backed by US based technical support and consultants with over 20 years of industry experience, having the knowledge and expertise with full insight into complex industries' billing and technology.

- Accurate, verified, and tested circuit and services inventory
- US based telecom industry experts
- Single dynamic cloud-based software platform with configurable dashboards
- Actionable information
- Simplifies complex billing to improve efficiency and recapture resources and expense

### AWARDS & RECOGNITION

- Inc. Magazine named Tellennium one of the fastest growing private companies in America for 11 years. (2007–2017)
- Rated by Greater Louisville Inc. (GLI) as one of the most stable and fastest-growing companies in the area.
- 2006 winner of Inc.Credible Award
- 2019 finalist: AOTMP Industry Awards, Top Value Proposition

### CLIENTS

Clients include leaders across many industries: Kindred Healthcare, Gentiva, Advantage Care Physicians, Patterson UTI Energy, large global law firms, Steel Technologies, Republic Bank & Trust, City Holdings, NYCHA (New York City Housing Authority), and Sirius Computer Solutions are a sampling of the diverse Tellennium client base.

For more information, visit [www.tellennium.com](http://www.tellennium.com).

**COMPANY**

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**MILESTONES**

<p><b>1999</b> Greg McIntyre founds Tellennium</p>	<p><b>2001</b> Company develops TIMS software, a Software as a Service (SaaS) cloud-based platform which provides centralized billing management across all telecom/data applications, including mobile.</p>	<p><b>2006</b> Greater Louisville Inc. Inc.Credible Award</p>	<p><b>2007</b> Gartner recognizes Tellennium as a telecom expense management leader.</p>	<p><b>2007-2017</b> The first of eleven consecutive years that <i>Inc. Magazine</i> names Tellennium “One of the fastest growing private companies in America.”</p>
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**LEADERSHIP**

- Greg McIntyre  
Founder & President/CEO
- Jim Carroll  
CRO, Chief Revenue Officer
- Robert G. Christian  
Vice President, Business Development
- Shawn Veitz  
Vice President, Sales
- Todd Givens  
Vice President, Technical Services
- Matt McIntyre  
Vice President, Invoice Management

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## **Greg McIntyre** Founder & President/CEO

Greg founded and leads Tellennium. With over 30 years in the technology industry, he began his professional career as a telecom engineer, moving onto sales, executive management, and consulting in successive positions. He first developed software for telecom billing management in the late 1980s. A successful serial entrepreneur, Greg has built a number of companies including an earlier telecom billing company, sports complex, and other ventures. His expertise includes corporate development, expense and process management, wireless mobility management (WMM), and Enterprise technology consulting and design.

## **Jim Carroll** CRO, Chief Revenue Officer

Jim serves as Chief Revenue Officer for Tellennium, a key player in the IT Asset and Expense Management industry. Jim leads the business development, partner channel sales and customer success efforts. In this role, he leverages his 20+ years of industry experience to help guide product development. Jim previously led global SaaS organizations that have consistently been recognized by Gartner as leaders in their space. His management background includes ITSM, SaaS, and telecommunications environments, among others. Jim was graduated with a Bachelor of Science, Business Administration (BSBA) from the University of Louisville.

## **Robert G. Christian** Vice President, Business Development

With 20 years in the industry, Robert has enterprise systems and carrier service experience. His current responsibilities include business development, channel partner development, and account management. He also has extensive experience in the strategic planning, assessment, and evaluation of voice/data services in the following industries: manufacturing, healthcare, utilities, financial, media and entertainment. A member of the Society of Communications Technology Consultants, Robert holds a Bachelor of Arts degree from the University of Kentucky.

## **Shawn Veitz** Vice President, Sales

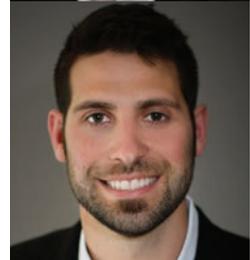
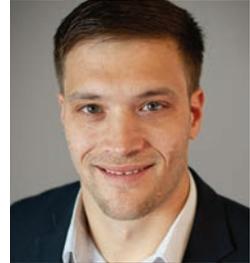
Shawn leads outbound sales efforts and new client generation. With 15 years of experience in the telecom industry, he managed Fortune 500 telecom accounts on the operations side before moving to sales. Shawn has gained market recognition with thought leadership and speaking engagements in the industry. He believes that the core of a successful sales team is based on engaging sales in a highly ethical manner with high integrity. Shawn has a Master's Degree from Liberty University.

## **Todd Givens** Vice President, Technical Services

In 2001, Todd joined Tellennium as a Technical Analyst. Today, as Vice President, Technical Services, he manages all technical and audit services personnel. His responsibilities include analyzing corporate telecommunications expenses. He and his team are also responsible for implementing and managing internal voice and data network including testing of various telecom equipment and software applications. With multiple certifications from Cisco, Microsoft, Novell, and Comptia, Todd earned degrees in Computer Science from Sullivan University and Louisville Technical Institute.

## **Matt McIntyre** Vice President, Invoice Management

Matt joined Tellennium in 2001. As Vice President, Invoice Management, he evaluates invoice management & payment processes, oversees accounting and financial functions, leads operational teams, and executes company & department initiatives. A company member of ETMA, he has constructed and sculpted the invoice management and payment service since its inception. He graduated with Magna Cum Laude honors from the University of Louisville with a Bachelor's of Science degree.



## AUDIT AND OPTIMIZATION

Tellennium experts audit telecom and other recurring billing (e.g. utilities) to verify items billed for are still in use and being billed at correct rates. This recaptures lost capital for companies. Clients are guaranteed to recover more than audit charges.

## TIMS™ CLOUD SERVICE MONITORING

TIMS, Tellennium’s revolutionary SaaS-based service, continually monitors complex billing environments in real time, providing actionable detailed intelligence and flagging any discrepancies in billing, contracts and inventory visibility. TIMS software is updated every month.

## INVOICE MANAGEMENT

Tellennium actively manages the accounts payable function for clients, including the allocation of those expenses to the proper general ledger account. They ensure that bills and account coding are accurate, services are active, and any changes are correctly billed. Invoice management is available for all recurring bills—from the most complex (communications networks) to basic services (e.g. utilities).

## MOVES, ADDS, CHANGE, MANAGEMENT (WIRELINE AND MOBILE)

Tellennium can assist, help, and augment staff for moves, adds, changes and services associated with daily wireline and mobile services support. Procurement of carrier services, project management, project tracking and help desk functionality give decision makers in IT, Purchasing and Finance the time to focus on higher-priority issues.

## CONSULTING

Tellennium provides objective consulting as a professional service for design and procurement of communications network hardware and services. This includes Request for Proposal (RFP) specification preparation, evaluation of proposals for client needs, and manages the procurement, implementation, and billing verification processes to fruition. The value to clients is the experienced expertise, cost reduction, time savings, and objectivity, as Tellennium does not sell or resell any carrier services or equipment for profit.



