

**Steve Cox**  
**Manager, Communication Services**  
**Flinders University**

**Mark Foley**  
**Executive Director**  
**Vircom Pty Ltd**

## **Managing Telecommunications Expenditure**

### *Biographies*

Steve is the manager of Communication Services at Flinders University (FU) and has worked in various technical roles within the Information Services Division at FU for the past 15 years. The previous 9 years he held a position in the electrical maintenance department at FU. Steve understands the University accounting & administration requirements for telecommunication services.

Mark is an executive director and founder of Vircom Pty Ltd. With over 25 years experience in telecommunications he is well placed to understand the dynamics and changes that are occurring in this industry.

### *Précis*

Flinders University is at the forefront of telecommunications management in Australia. The University recognised that in an heightened environment of budgetary constraint, one of their larger recurrent costs had to be more effectively understood and managed to ensure that staff and students were provided with optimum but cost effective services.

To gather a better understanding of these issues the University has partnered with Vircom Pty Ltd to use their OnTrac services which have delivered a greater visibility by providing reports and analysis tools that assist with the validation, allocation, monitoring and control of telecommunications expenditure.