

Com Control Inc

DATA AND TELE-COMMUNICATION SERVICES MANAGEMENT

Bryan Baker, president of Com Control, stands next to the company's logo at his business, located in the Commerce Center in downtown South Bend.

Tribune Photo
SHAYNA BRESLIN



Delivering tele-management services

By **GENE STOWE**
Tribune Correspondent

An IRS refund of three years' telephone excise tax, which could ring up windfalls for business customers with large monthly bills, has companies calling Com Control Inc. for help with audits.

Bryan Baker, who started the company in 2001 mostly as a telephone bill accounting service, says the unusual opportunity is bringing more attention to the cost of telecommunications.

mer but also to provide reimbursement for three years.

"We compile all bills for anything and everything that had any kind of package plans that included long distance, cell plans that include long distance, calling cards and toll-free numbers," he says.

"Especially with companies' cell-phone bills, the money adds up pretty quick. The IRS allows you to go back three years," to a time when such bills were higher than they are now. "It could lead to significant refund situa-

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money due to them." For a \$10,000 bill, that's \$10,500. And the research often turns up other savings that companies were missing.

"We're chasing a \$10,500 recovery," he says, "and Bam! There's \$3,000 being wasted on something the client was not aware of. The accountants have us focused on it as well. It delivers more value to existing relationships and works out pretty well for everybody involved."

Some are using the windfall for infrastructure, Baker says: "It's free

department," Baker says. "They don't care to manage phone bills or the services or negotiate contracts. We approach it as a 'corporate nervous system.' That's what your phone and data services are to your company nowadays."

"We are a viable alternative for an Information Technology department to use as part of their existing team. We're a real asset to any finance department to help ensure the value for what they pay for telephone service is competitive in the marketplace."