

Fast 50



Uncompromising executives
who have created value through
the power of their ideas and the
depth of their commitment

A New Way to Manage a Top 3 Expense

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Tell us what you do (or what your team or organization does) and the specific challenge you faced.

In 1989, Robert Weinger reinvented telecom auditing & developed a new way to analyze telephone bills, resulting in a tremendous increase in client profits and cash flow simply because he chose to think outside the box rather than follow the mainstream. His commitment to excellence permeates his company and is the driving force behind the unprecedented results his clients routinely enjoy. CRC's greatest obstacle over the years has been to convince prospects that there is a better, more effective way to cut costs other than the typical bill audit that most organizations have come to rely on. Reinventing an industry is always a high stakes game and without CRC's unique, manual method of telecom forensics as well as its world-class sales team, the company may never have attained the recognition and respect it has now come to know.

What was your moment of truth?

Mr. Weinger was faced with a formidable challenge and moment of truth right from the outset in 1989 when he took the bold step to create, develop & personally finance a new method of manually analyzing phone bills that had never been seen before or since. CRC assumes considerable risk in performing an in-depth telecom billing analysis because the initial work is done free of charge & is only paid for on a contingency basis. Every day at CRC we face great adversity, simply because we do not go by the book as do most. Changing the thought process of corporate America takes uncompromising executive leadership with a clear vision and unwavering belief in what you're doing. If not for CRC, thousands of organizations would have assumed that they had this top 3 expense under control, which could not have been further from the truth. CRC routinely finds significant savings even after the most popular auditing companies in the country have packed their bags and gone home. CRC has taken telecom cost consulting and turned it upside down leaving the competition scratching its collective head.

What were the results?

In 2002 CRC's new business grew 400% & in 2003 it's national sales force grew by more than 1100%. CRC's clients are now realizing savings of between 20% & 40% of their annual spend. These extraordinary results are generally five to ten times that of our nearest competitors. CRC is now nationally recognized as a preeminent, independent consulting firm and one of the most honest & ethical companies in the telecom industry, offering the most comprehensive results oriented process available today. This exciting new method is changing the way companies such as Reuters, The Red Cross & Weight Watchers manage this top 3 expense, rendering typical bill auditing nearly obsolete.