

## Voice Report Archive

### Corporate vs. Personal Liability

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Most telecom consultants and expense management firms will tell you that your enterprise is better off owning and paying for its end users' devices. But some telecom pros opt to reimburse end users for their business use of personal devices.

Check out this list of the benefits to each approach, compiled by telecom consultant Gary Eckert, president of Telytics, in Carlsbad, Calif., and David Schofield, director of wireless mobility at Colleyville, Texas-based telecom procurement and benchmarking firm TAG.

#### Benefits of Personal Liability:

- Requires no management of devices
- Not responsible for replacing broken equipment
- Can be cheaper to only reimburse for business usage (instead of paying for whole plans with corporate-liable model)
- Easier to comply with IRS tax regulations regarding cell phones [[VR 4/24/08](#)]
- Users can reduce their costs by joining family plans or taking advantage of corporate discounts available for personal devices

#### Benefits of Corporate Liability:

- Enterprise retains the phone numbers when end users take new jobs; sales calls don't go to your competitor
- Enterprise can reuse devices
- "Remote kills" possible if end user loses device with proprietary information on it
- Can load antivirus software to protect device from mobile malware [[VR 2/5/07](#)]
- Purchasing devices and plans in bulk leads to better discounts
- End users don't waste time expensing business calls
- Can limit the devices you'll provide, thereby narrowing the number of devices your staff will need to be trained to support
- Can track communications (e-mail, text messaging) if regulations mandate it 📞