



469.212.7165

### Representative Consulting Clients



Southwest®

## Case Study: Major Retailer Saves Over \$8 Million on Telecommunication Costs

### Consolidating Regional Telecommunications Contracting

Client was a large national retailer with over 3,000 locations. In order to control costs, the client wanted to minimize the number of vendors company-wide. This was challenging because of the number of different networks and systems and vendors with locations and offices spread over the entire country.

### The Challenges

- Total Telecommunications budget and costs were unknown
- No baseline understanding of what all costs are for, what they consist of, and whether they are really necessary or not
- Political challenges with each region resistant to consolidate for economies of scale
- Short timeline target for completing project

***“Don and his team helped us save over \$100,000 annually with their initial inventory validation/discovery process, which was a return of almost 10x of the cost to have them implement their findings.***

***We’ve known about the need to complete this assessment for a long time, and do have a number of internal resources with the skills in some of these areas, but not the time or the priority to be reallocated away from other priorities to get to this.***

***I’m glad we had Don and his team finally work this project for us, it was well worth the investment, and it was no cost to complete the discovery and documenting of all the inventory as the initial step. I’d recommend anyone take at least this first free step to get the inventory summary that was critical to achieving the results we now have.”***



### ***Our Solution:***

- Began with developing baseline of all current costs and detailed inventory of all services
- Validated all contractual obligations from services to understand potential options
- Worked with Internal IT Dept to design optimal service mix based on size and location of stores
- Began competitive bid process with current and potential new vendors for both existing and potential new services
- Reduced Telecom vendors down to one primary WAN provider, and two primary local providers

### **THEY SAVED \$8 MILLION OVER 3 YEARS**

- WAN: Saved \$1.9 million over 3 years
  - \$500k reduction from initial proposal
- Long Distance Usage: Saved \$2.8 million over 3 years
  - \$1.8m reduction from initial proposal
- Local Services Costs: Saved \$830k over 3 years by optimizing contracts and providers
- Overall reduction of unneeded services/lines: Saved \$2.4m over 3 years

### **WANT TO CREATE THESE RESULTS FOR YOUR COMPANY?**

Call us at 469.212.7165 to learn how we can work together.



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## Case Study: Company Saves Over \$4 Million of Operating Cost after Major M&A

### *Economies of Scale Result in a More Robust Telecommunications System Along With Significant Cost Savings*

Client recently acquired other similar sized companies and faced challenges integrating their networks and systems from multiple vendors and contracts spread across multiple locations.

#### ***The Challenges***

- Telecommunications budget and costs seem high and out of control
- No baseline understanding of what all costs are for, what they consist of, and whether they are really necessary or not
- Costs spread across multiple locations with no common validation process
- Costs spread across multiple vendors losing economies of scale
- No knowledge of all contracts and obligations of each of those contracts

#### ***Our Solution:***

- Began with developing baseline of all current costs and detailed inventory of all services
- Studied utilization of all services to see how optimized they were, or if they were even being used at all
- Validated all contractual obligations from services to understand potential options
- Worked with Internal IT Dept to eliminate unused and unneeded services
- Began competitive bid process with current and potential new vendors for both existing and potential new services
- Reduced Telecom vendors down to two primary for network redundancy



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## THEY SAVED \$4 MILLION AND REDUCED THEIR TELECOMMUNICATIONS COST BY OVER 50%

- Eliminated over \$60,000/month of Services not being used
- Documented and Received Credit of just under \$600,000 for services incorrectly billed
- Worked with Vice President of Vendor Management to negotiate new vendor contracts resulting in \$4 million baseline savings
- Overall reduced cost/mb just under 50%, allowing implementation of redundant network with dual carriers for net neutral budget going forward.

### REPRESENTATIVE CLIENTS:

- |                                  |                                                      |                                |
|----------------------------------|------------------------------------------------------|--------------------------------|
| ● Accor North America            | ● Dallas Morning News                                | ● Overhead Door                |
| ● American Heart Association     | ● Department of Information Resources/State of Texas | ● Pariveda Solutions           |
| ● Akin Gump                      | ● Epsilon Corp                                       | ● Sandridge Energy             |
| ● American Petroleum Institute   | ● FFE Transportation                                 | ● Shell/Texaco                 |
| ● Belo Corp                      | ● Griffin Communications (OKC CBS-TV affiliate)      | ● Sidley & Austin              |
| ● Blockbuster, Inc.              | ● Jostens, Inc.                                      | ● Sonnenshein Nath & Rosenthal |
| ● BlueCross/Blue Shield of Texas | ● Heidrick & Struggles                               | ● Southwest Airlines           |
| ● Brinks, Inc.                   | ● Mustang Fuel Corp                                  | ● Texas Workforce Commission   |
| ● Centex Corp.                   | ● NationsBank                                        | ● Union Pacific Resources      |
| ● Chesapeake Energy Corp.        | ● National Retail Federation                         | ● 7-Eleven                     |
| ● Comerica Bank                  |                                                      |                                |

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