

Network Transition Consulting Team Delivers Upgraded Technology and Cost Savings for Manufacturing Company

[Client Overview](#)

This manufacturing company is a portfolio company of a National Holdings Group, headquartered in Arkansas. The manufacturer is spread across three locations in Arkansas and Missouri. As the company noticed their telecommunications costs continue to rise, it was clear a cost savings strategy needed to be applied. The current network services provided to the company were excessive and supported by costly copper (legacy) technology.

[Program Objectives](#)

- Gain control of rising telecommunications costs.
- Perform a complete review and analysis of the company's telecommunications expenses.
- Prepare for future technology and services that are not currently in place.
- Put forward recommendations for future cost savings and reductions of services.
- Migrate all copper services to new technology supported by fiber.

[Challenges](#)

- Lack of understanding a big picture view of the components of the telecommunications services and how they work together.
- Inadequate number of resources to perform complete workload in a timely and smooth manner.
- Uncertainty of how new services will affect current business operations.
- Lack of knowledge and resources at hand.

[Espy Solution](#)

- Review of all services and contracts currently in place.
- Build a physical inventory of all existing services.
- Research and present all best case solutions to position the company for future success.
- Procure all pricing and new contract solutions that best fit the company's future needs (solutions will consolidate services but will never compromise the functionality).
- Cancel remaining unused services upon installation of new fiber products.
- Provide an in-depth solution that will help manage services going forward.

[Results](#)

- Company's telecommunications expenses were reduced from \$18,350.95 to \$8193.21 or 55.24%.
- Increased bandwidth in all cases, allowing the company to better achieve success and be positioned to use new SaaS.
- Number of services and accounts were reduced by combining services, making them easier to manage and control moving forward.
- Company is now able to report an additional \$120,000 of annual savings to their holding company.