

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

### Client Overview

A manufacturer in Northeast Arkansas partnered with Espy Services late in 2015 to gain control of their rising telecommunications costs. The organization was comprised of three regional locations and had plans to downsize to two locations in the coming eighteen months. As the company noticed their telecommunications costs continue to rise, it was clear a cost savings strategy needed to be applied. The network was made up of multiple legacy products that came with high monthly recurring costs, but also limited operational efficiency.

### Program Objectives

- Quickly identify the cause of rising telecommunications costs.
- Perform a complete review and analysis of the company's telecommunications expenses.
- Prepare for upgraded technology and services to ensure a future proof solution.
- Provide recommendations for future cost savings through optimization of services.

### Challenges

- Limited understanding and big picture view of the components of the telecommunications services
- Inadequate number of resources to perform complete workload in a timely and smooth manner.
- Uncertainty of how new services would affect current business operations.

### Espy Solution

- Review of all services and contracts currently in place.
- 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.
- 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 (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.