

Telecom Analysis Team Delivers Audit & Analysis for a Texas City Providing An Immediate Reduction in Spending and Improved Contract Terms

Client Overview

Espy Services partnered with a city in Texas to gain control of rising telecommunications and network expenses. Through initial conversations with the city, Espy quickly identified that the city was unable to procure a contract with the appropriate protection clauses to implement an immediate cost savings strategy. Without a contract, the city was exposed to high costs for up to eighteen months while they transitioned to an upgraded network.

Program Objectives

- Quickly gain control of rising telecommunications costs.
- Complete review and analysis of the city's telecommunications expenses and services.
- Negotiate pricing and terms for an upgraded solution that would result in immediate savings while upgrade implementation took place.
- Reduce monthly recurring amounts to result in savings that would be used to offset any upfront implementation costs.

Challenges

- The network was a legacy system, adding difficulty to incentivize the vendor to implement a short-term contract.
- The implementation of an upgraded system could take up to 18 months to complete.
- Without realizing savings the city would be unable to fund the project.
- The city has very limited IT resources to oversee the end to end project implementation.

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 city for quick implementation of the project.
- Procure all pricing and contract solutions that would meet the city's project funding requirements.

Results

- The city received immediate cost reduction through multiple cost saving initiatives.
- Espy negotiated a short-term contract with their existing vendor where contractual clauses allowed for the city to upgrade technology when the required funds had been saved.
- Through partnering with Espy Services the city reduced expenses \$36,000 annually, a savings of over 20% of their telecommunications costs.
- The city now has an upgraded solution that will remain technologically relevant for the foreseeable future.