

## Telecom Analysis Team Delivers Audit & Analysis for a Major Southeastern Manufacturer, Providing an Immediate Reduction in Spending and Improved Contract Terms

### Client Overview

A large manufacturer headquartered in the Southeast partnered with Espy Services to gain better control of their rising telecommunications cost. This organization had exponentially grown over the years by acquiring multiple business units spread across the United States. Espy quickly realized the infrastructure was comprised of mostly antiquated solutions that were billing at high monthly recurring rates. These two factors made clear that a total reconciliation of accounts and services followed by optimization of the network were the necessary steps to achieve the client's desired results.

### Program Objectives

- Reduce overall telecommunications infrastructure monthly expenses.
- Perform a complete analysis of telecommunications services and expenses.
- Develop a strategy to increase overall network efficiency where possible.
- Eliminate all antiquated and unnecessary solutions.

### Challenges

- Client was unaware of complete make up of infrastructure.
- Information Technology team was spread across the various facilities in different regions adding a layer of difficulty to coordinate with different stake holders.
- Client had multiple plans to consolidate and eliminate facilities over the next eighteen months.

### Espy Solution

- Review of all services and contracts currently in place.
- Built a physical inventory of all services billed to the client.
- Provided best fit solutions for the client's short and long term plans.
- Worked hand in hand with vendors to ensure the right solutions were put in place without any upsells of unnecessary components.

### Results

- Espy Services reduced the annual telecommunications budget by \$254,361 (21.6%).
- Client realized more functionality from solutions presented by Espy.
- Client had peace of mind that moving forward all solutions in place were providing utility to them.