

## Telecom Analysis Team Delivers Audit & Analysis for a Hospital Group in Central Iowa, Providing an Immediate Reduction in Spending and Improved Contract Terms

### Client Overview

A hospital group in Central Iowa partnered with Espy Services to gain better control of their rising telecommunications costs. Through initial conversations, it was understood the hospital had an expansive data network that the current management team did not have an intimate understanding of. Espy Services quickly identified that the network was comprised of components that were requirements from previous affiliations that were no longer necessary. This caused services to be established in a manner that was not tailored to the hospital's requirements.

### Program Objectives

- Reduce overall telecommunications infrastructure expense.
- Perform a complete analysis of telecommunications services and expenses.
- Establish a strategy to increase overall network efficiency where possible.
- Provide an understanding of the services billed to the hospital.

### Challenges

- Hospital was unaware of the complete make-up of the infrastructure.
- Hospital did not have an existing budget for projects.
- Limited IT team employed by the hospital.

### Espy Solution

- Review of all services and contracts currently in place.
- Built a physical inventory of all services billed to the hospital.
- Provided recommendations to optimize the hospital's infrastructure and eliminate all unnecessary items.
- 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 \$93,402 (71.3%).
- Hospital realized more functionality from solutions presented by Espy Services.
- Hospital had peace of mind that moving forward all solutions in place were providing utility to them.