



## Case Study

*METHOD uncovered many areas of waste, redundancy and inefficiency.*

# Global Company saves 27% with technology refresh

## Company Profile

A global leader in the data capture arena was spending over \$800,000 each year on voice and data services. While their outdated analog voice services and equipment had served them well, they knew it was time for technology refresh.

## Challenge

- The client's internal technology plans exceeded their available budget.
- Impending contract renewal dates would inevitably auto-renew their outdated services.
- There was a lot to consider in a relatively short allotment of time. The client needed more time, more room in the budget and more staff for successful execution.

## Solution

- METHOD provided the resources to ensure the company's IT strategies were swiftly aligned with the corporate growth strategy and IT budget limitations.
- We consulted with the IT group and executed a strategy for procurement and implementation of the new network, new service providers and new IP-PBX deployment.
- METHOD uncovered many areas of waste, redundancy and inefficiency in the existing inventory of network service providers.

## Benefits

- METHOD saved the client in excess of 27% off the company's annual technology services spend leveraging the efficiencies of the new, state-of-the-art IP PBX, favorable contract term negotiations and telecom expense management practices.
- The expense savings covered 100% of METHOD's fees and nearly 100% of the technology and hardware upgrade capital expenditures in less than 6 months. On top of that, monthly recurring expenses have been cut by over 27%.