



Case Study

METHOD returned over \$380,000 to the client's bottom line in the first year alone.

Rapid growth Payroll Company reallocates \$380,000 of technology budget to upgrade network

Company Profile

One of the nation's largest outsourced payroll services providers experienced rapid growth due to an acquisition. This caused the client's total technology spend to increase by nearly 700%, threatening to minimize the value of the acquisition strategy.

Challenge

- With the corporate acquisitions came a lot of technology integration "unknowns".
- The client needed a strategy to leverage existing service agreements into financially advantageous agreements specifically in regards to voice and data network services.
- Disparate financial systems and business processes resulted in massive inefficiencies and increasing barriers to optimal integration of the new business entities.
- The IT department was already operating at its organizational limits.

Solution

- METHOD started with a detailed audit and analysis of current service agreements, purchasing methods and total spends while formulating new strategies aligned with the client's goals of seamless integration.
- METHOD delivered a procurement plan, managed new RFP solicitations, headed contract negotiations and completely managed the delivery of each phase of the integration projects.

Benefits

- METHOD delivered measurable and verified savings of over 20% off the client's total technology services spend, returning over \$380,000 to the client's bottom line in the first year alone.
- METHOD continues to provide objective and insightful expertise that remains fully funded by METHOD's ongoing cost savings initiatives for the client.