

WIRELESS OPTIMIZATION CASE STUDY

ENERGY MANAGEMENT CLIENT

This energy management client serves over one million customers throughout the Midwest with approximately 4,000 employees. The client and predecessor companies have kept homes warm, lights burning and factories running for over 100 years. The client continues to transform its generation system by investing in environmental controls, performance upgrades and state-of-the-art technology.

With 200+ locations, annual telecom spend reaches over

\$6 MILLION

including 700+ wireless devices which totals a spend of \$700,000+

SUMMARY

Valicom continues to optimize return on investment for its clients, proven by this energy management customer by leveraging telecom inventory audits, contract negotiations, and identification of areas of savings. Valicom's services allowed the client's team to focus on their top priority – providing energy to their million clients across the US and Canada.

Services provided include:



Wireline and
Wireless Audit



Wireless
Optimization



Contract
Negotiation

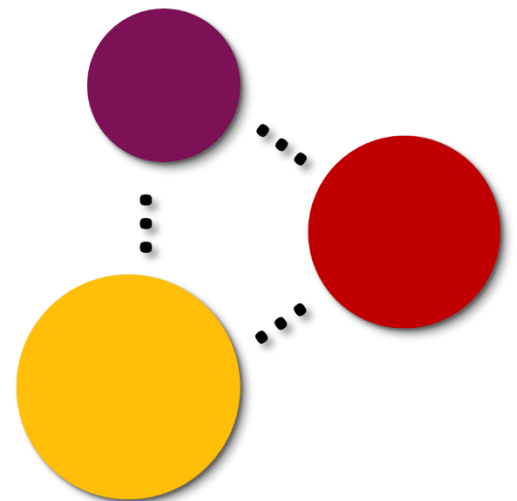


Invoice
Processing

WHO IS VALICOM?

Valicom is the leader in telecom and technology management services for mid-market, government and enterprise organizations. Valicom has leveraged over 25 years of experience mastering their Clearview SaaS software platform, plus a full suite of telecom expense and inventory management services to deliver visibility and control over voice, wireless and data environments.

“Working with Valicom has saved us an unthinkable amount of savings that we were wasting on unused devices and misaligned costs.”



THE BUSINESS CHALLENGE

The energy management client approached Valicom with a desire to optimize and organize their telecom spend across 200+ locations. Their initial needs included an inventory audit, centralized invoice processing, and wireless optimization.

Valicom's focus for this client included a large-scale audit of their wireline inventory, along with providing centralized access to their contracts and invoices with Clearview. Wireless environment optimization and invoice processing was added shortly thereafter.

THE VALICOM SOLUTION

Working together, Valicom and the energy management client audited and populated existing inventory into Clearview. This involved a combination of Customer Service Record (CSR) analysis and a physical inventory audit. The audit resulted in \$145,000 of credits with vendors, and recurring annual savings of \$400,000.

Valicom also provided benchmark pricing and data points for the client to assist in negotiating new, more competitive rates for soon-to-be expiring contracts. Detailed cost allocation assisted the client in managing costs across their 200+ locations.

The client now utilizes Valicom's web-based TEM software, Clearview, for centralized invoice processing and bill pay. The client's wireless environment, which includes over 700 devices, is now closely managed through Valicom wireless optimization services. Unused devices and inactive contracts are continuously monitored and promptly deactivated. Wireless optimization assists the client better control their annual wireless spend totaling \$700,000.

\$500K

The client has received more than \$500k in savings to date from centralized invoice processing and bill pay services.

\$400K

Recurring annual savings resulting from new, more competitive rates and inventory visibility.

\$145K

One time savings from Customer Service Record (CSR) analysis and physical inventory audit.



As of January, 2017 we are pleased to release a total three-year savings of

\$1,196,758.78