



At a Glance

Client Profile

- **Client:** Global Computer Manufacturer
- **Industry:** Computers, Office Equipment
- **Annual Spend:** \$120,000,000
- **Number of Employees:** 157,000

Objective

This computer manufacturer wants to centralize management of its sprawling global network with a single agile platform after a billion-dollar acquisition forces it to manage 2 legacy networks using a handful of TEM and homegrown systems.

Results

- Sakon Sykronize™ organizes, verifies, and connects customer data in North America, creating a complete cost- and location-based inventory in 4 months.
- Procure-to-pay *automation* successfully implemented across the U.S., Canada, EMEA, and India in under one year.
- Sakon centralized visibility and control of all global communications services across both legacy networks, creating cost savings, process efficiencies, and network transformation opportunities.
- The company gains exceptional financial clarity and reports are now generated from a single platform across all vendors, regions and spend.

About Sakon

Sakon is the leading platform and services provider for managing enterprise communications and cloud services. The Sakon Sykronize™ System of Record for enterprise communications is a powerful information repository that enables complete visibility into and control over all fixed-line, SaaS, mobile, and network communications systems.

Sakon

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Fortune 50 Computer Manufacturer Gains Centralization, Visibility and Control Over Two Legacy Global Networks After A Billion-Dollar Acquisition

BUSINESS REQUIREMENTS

SOLUTION

The client chose our flagship solution Sakon, a suite of applications delivered via the Sakon Platform, that creates the Sykronize™ System of Record for enterprise communications: a powerful information repository that enables complete visibility into and control over fixed-line, mobile, and network communications systems.

Software as a Service Applications

- Network Services Management
- Mobility Management: MMS
- Expense Management
- Sourcing Management
- Insights

Managed Services

- Sourcing: Demand Sets Build and Management
- Services Inventory Build and Management
- Expense Management
- Contracts Management
- Plan and Pool Optimization Recommendations
- Reporting and Compliance Insights

RESULTS

Sakon uses a consultative approach to truly understand the client's business, running a series of collaborative workshops for executives, management, and the teams doing the work, ensuring the platform maps to their processes and meets all foreseeable needs.

Having a complete inventory is more than a just a key to success, its mission critical. This customer had its North American consolidated inventory in 4 months – all with costs, locations, and service configurations associated to each item.

Once the centralization of inventory and invoice processing was completed, the customer now maintains the quality of their data via integrations with HR, Helpdesks, and multiple service providers. Now, financial reporting produces trustworthy and complete numbers, and SDWAN Network Transformation is a reality thanks to the clarity and visibility provided in their new platform.