

CASE STUDY

Mid-sized City Government

THE COMPANY

A city government with an approximate population of 65,000 contacted P3 Cost Analysts to assist in managing their telecommunications costs.

THE CHALLENGE

The client has been using the same telecom vendors for years. They have an intricate setup of phone lines, circuits and other network equipment connecting a web of offices and buildings around the city. Where can they find the expertise and time to analyze such a complex setup, while making sure it is accurate and efficient for their needs? The telecom vendor invoices and related Customer Service Records ("CSR's") are written in industry code making them almost impossible to decipher without substantial training. How would they know where to begin undertaking such a complicated project? Would it be worth the time and energy to begin such a task knowing the result could lead to no savings at all?

P3 COST ANALYST APPROACH

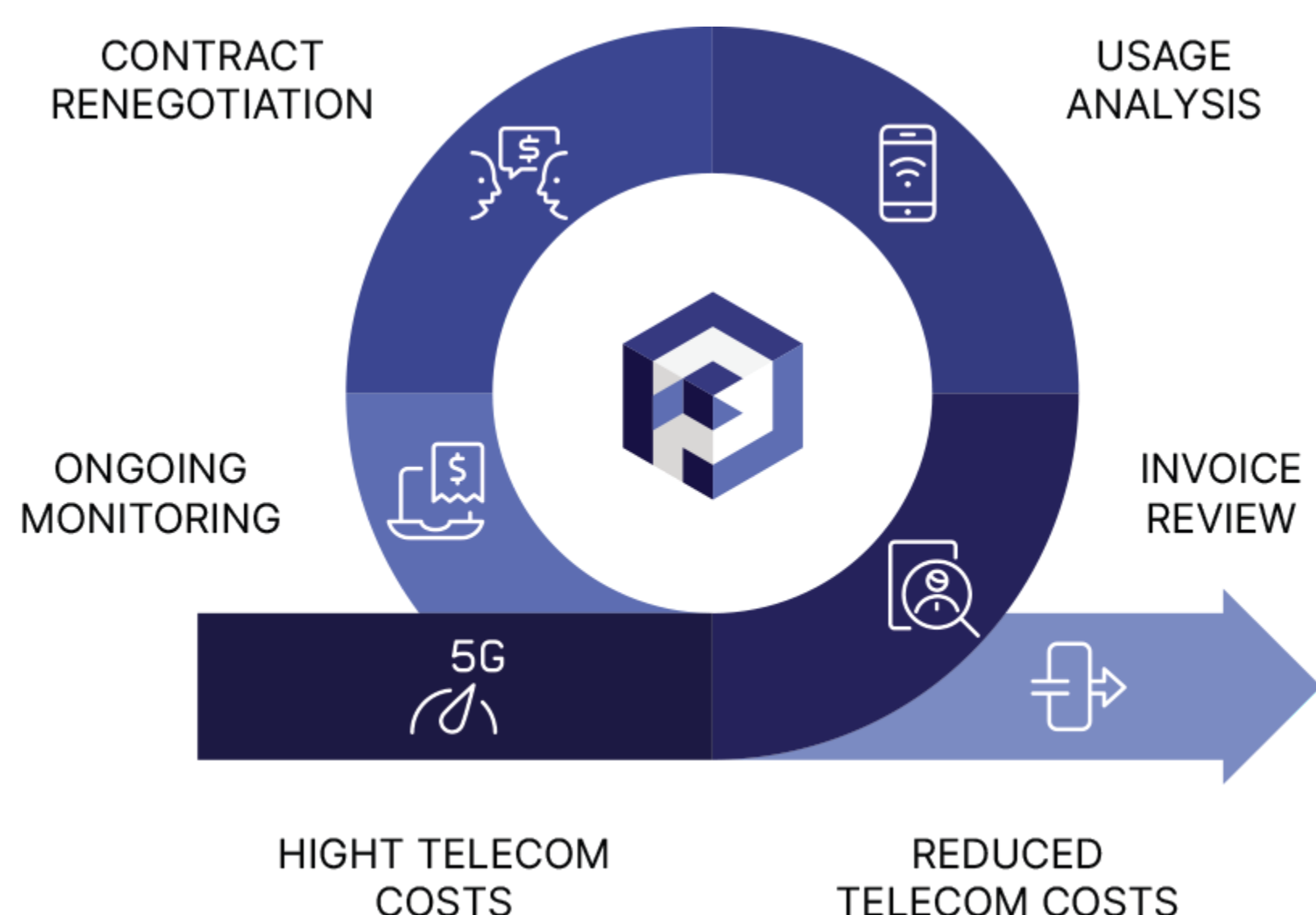
Our approach is the same with every client and directly in line with our client's goals. To provide them a risk-free audit of their expenses by an expert team of analysts, to ensure that their money was spent accurately and efficiently. This allows them focus on what they're good at, operating and serving the citizens of their municipality.

For this client, our team of analysts reviewed the telecom invoices, CSR's and contracts from every vendor for every service. We completed usage analyses on every land line, wireless line and circuit. We renegotiated contracts and diligently edited the fine print to be in client's best interest. We made sure the client was using every service efficiently and paying for only what they needed.

CLIENT BENEFIT

Over the term of our engagement, we secured savings of over \$600,000 for this growing municipality.

In addition to verifying of accuracy and efficiency of their historical expenses, our clients also receive the peace of mind knowing their future invoices are being monitored every month by a team of experts. We find that many of the errors and overcharges discovered during our audit process can reappear in future months without proper monitoring. We make sure our clients continue to see those savings for years to come.



\$600,000

Approximate Cost Savings