

Client Case Study

"National Produce Distributor Needed a Growth Strategy"



Challenges:

- Ten locations spread out across the country
- Very limited IT staff
- Desired a single network solution
- Need to consolidate and manage multiple invoices
- Too many suppliers
- Unclear inventory of services

eXemplify Group Solution:

- Discovery and analysis of all invoices from every office location
- Conducted audit to identify specific "pain points" with existing telecom and data infrastructure:
- Limited data bandwidth
- Managed routers
- Unused voice lines
- Substantial long distance expense
- Developed, distributed, and managed comprehensive RFP for potential service providers
- Reviewed responses and delivered "Decision Matrix"
- Negotiated contract with selected provider

Results:

- Moved client to a national supplier that could service all locations
- Reduced monthly telecom costs by 45%
- Single invoice
- Client now has predictable telecom costs
- Scale can be achieved with one phone call



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For confidentiality purposes eXemplify Group does not disclose the names of clients in published case study materials. For more information on for the client referenced above, please contact Chris Hewett at 469-361-5708 or email chewett@exemplifygroup.com.