

# 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's 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.

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