

Client Case Study

"Real Estate Management Company Needs a Smarter Way to Manage Telecom"



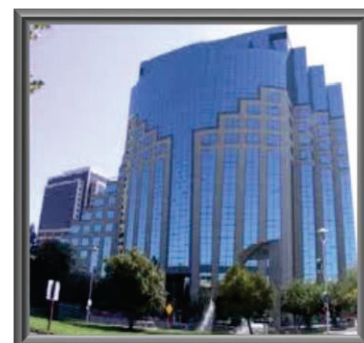
Challenges:

- 30+ office locations under management
- Most locations had separate voice and data providers making it difficult to troubleshoot when issues arose
- Lack of change management process
- Management was tasked with tracking and paying over 60 different invoices on a monthly basis



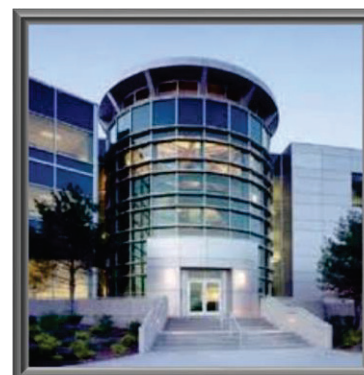
eXemplify's Solution:

- eXemplify's first audit and discovery revealed 13 of their locations were set to expire immediately
- Moved quickly to develop comprehensive scope of work and RFP to distribute to several suppliers
- Reviewed responses and developed a "Decision Matrix" for client to review before making decision
- Negotiated a Master Service Agreement with client-selected provider enabling them to seamlessly add both new and existing locations as needed
- Provided project management of entire implementation



Results:

- eXemplify's recommendation will save this client \$130,000 over the contract period
- Single carrier consolidated invoicing which significantly improved IT department efficiency
- Implemented change management procedures
- Single point of contact



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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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