



Telecom Services

- Network Design
- Project Planning
- Expense Management
- Contract Negotiations
- Compliance & Control
- International Expansions

Unconditional Guarantee

From designing complex international networks, developing compliance and control procedures, to reducing telecom cost, our team of industry leading veterans has what it takes to exceed the most demanding expectations. We unconditionally guarantee all the services we provide.

THE CLIENT

- Easter Seals of NH, ME, NY, RI, & CT
- Non-profit organization
- Numerous Sites throughout the Northeast

THE GOALS

- Consolidate Invoices
- Reduce Cost
- Free-up Internal Resources
- Improve overall legacy services
- Provide on-call expertise and support

THE ISSUES

The Main office was receiving and processing 196 individual Telecom Invoices monthly. Due to the strict accounting principles of a non-profit, each charge on every invoice had to be identified and assigned an accounting code, then entered into their accounting system. With so many invoices from approximately 14 different Telecom Providers, the process of going through those each month was extremely arduous and time consuming.

Additionally, many of the remote sites had legacy service and inadequate expertise to improve and upgrade without a significant increase in cost.

THE PROCESS

- Our Team compiled a **thorough inventory** of all lines, circuits, numbers, services, and carriers by location.
- We **identified \$1,000's in excess monthly charges.**
- Placed all of Easter Seals locations onto a Consolidated Billing Platform.
- We became Easter Seals' "Team of Experts", always available to assist with anything pertaining to Telecom.



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THE RESULTS

- Easter Seals is saving over \$7,000 monthly
- They receive only 3 invoices each month (3 invoices by their choice, we actually got them down to a single invoice, but they needed one for each region).
- Online Portal with all Accounting Codes applied to the appropriate charges, along with extensive reporting capabilities.
- On-call technical and billing expertise at Easter Seals disposal.
- Cost Effective Roadmap in place for upgrading the Remote Sites as budget permits.
- Freed up Resources to focus on other task and projects.

By assuming the Telecom Management role – essentially acting as an extended arm of their in house staff – we have cleaned up a billing disaster, saving them over \$84,000 a year in hard cost plus countless man-hours, and they are well positioned for future upgrades.