



Customer Overview:

- ✓ A leading PE Firm engaged Profit Advisory Group to strategically source their Domestic spend for Telecom Services
- ✓ \$5 billion in assets under management
- ✓ Project included 17 operating companies
- ✓ Approximate spend of \$12,050,000

Key Challenges & Objectives:

- ✓ Challenges included extensive data collection effort with multiple carriers and products
- ✓ Key objective was to reduce cost and gain greater control of the domestic telecom spend
- ✓ Additional objectives included achieving more favorable terms and conditions through a strategic sourcing and optimization effort

Profit Advisory Group Solution:

- ✓ Extensive Data collection using standard Profit Advisory Group Data Collection processes.
- ✓ Project focused on optimizing the spend based on the user usage profiles with each carrier and service type.
- ✓ Using Profit Advisory Group's proven 3 phased optimization process, we able to identify billing errors and waste and purchase maximization opportunities in the current user population. Through extensive analysis of the billing data, we developed an accurate user profile for each of the vendors, and from there created a Strategy to right size the plans.
- ✓ Working with the current vendors we were able to insure that the Client was actually receiving "Best in Class Pricing" from each of the vendors.
- ✓ Profit Advisory Group insured that the operating companies could take advantage of their total spend across the then entire portfolio



Results:

- ✓ Client was able to reduce the current spend by USD \$2.1 million annually. This was achieved by optimizing the plans and eliminating waste.
- ✓ The operating companies were able to collectively gain more favorable terms as a group.