



CUSTOMER OVERVIEW

- A leading Flooring Manufacturer engaged Profit Advisory Group to strategically source their domestic spend for wireless Services.
- Project included 3 operating companies.
- Approximate Annual spend of \$1,540,000.

KEY CHALLENGES & OBJECTIVES:

- Challenges included extensive data collection effort.
- Key objective was to reduce cost and gain greater control of wireless 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 for the different service types.
- Using Profit Advisory Group's proven 3 phased optimization process, we were able to identify billing errors, 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 vendor, we were able to insure that the Client was actually receiving "Best in Class Pricing" for all services and features in use.
- Profit Advisory Group insured that the operating companies could take advantage of their total spend across the entire portfolio.

RESULTS:

- Client was able to reduce the current spend by \$310,000 or 20% annually. This was achieved by optimizing the plans and eliminating waste.
- The vendor added favorable contract terms and conditions.
- Vendor gave the Client a \$100,000 signing bonus, making the total year one savings 410,000, and a three year savings of \$1,030,000
- All this was achieved without a vendor change.

