

CASE STUDY: Reduce \$7M in Last Mile Access Costs

CUSTOMER:

- › Nationwide wireline communications provider
- › Fortune 500 company
- › Over 10,000 employees with over \$5B in annual revenue
- › Several mergers resulted in a combination of CLEC and ILEC assets

PROBLEM

- › Historic client reliance on LEC type 2 access resulted in high cost high mileage backhaul CFAs

SOLUTION

- › Scrubbed client cost, billing and capacity data within target wire centers
- › Researched and identified over 4,000 high mileage DS1 circuits with lower cost alternatives adding-up to \$9M in potential annual savings
- › Issued disconnect orders and replacement circuit ASRs, resolved outstanding issues and escalated as necessary
- › Created dashboard and provided weekly status updates to client

BENEFIT

- › Three month project groomed over 3,500 circuits, saving client over \$7M/year
- › Additional \$2M annual savings across 500 circuits handed-off to client