



THE CHALLENGE

The Irish division of a leading FTSE company had an undocumented telecom estate with Eircom and was considering migrating telephony services to Three. The company's budget holder needed help cleansing the existing estate and managing the evaluation and migration to the new provider.

THE SOLUTION

The Business Stage was engaged to complete a multi-tiered approach encompassing a cleanse of the existing estate, a migration plan to the new carrier, a billing audit, and a comprehensive telecom inventory. Engaging directly with Eircom and the client's local team, The Business Stage documented all existing services by site and service type. Each service was reviewed to determine if it should be retained and migrated to Three. Redundant services were disconnected and tracked to ensure billing ceased.

In tandem, The Business Stage managed the contract process with Three to ensure the client received favorable pricing and terms, and the retained services were migrated to Three. An audit of Three uncovered a pre-existing billing error which was corrected and the overbilling was recouped. Finally, the inventory of services was completed and handed off with a knowledge transfer to the client's local team for ongoing management.



THE RESULTS

Reduced annual landline spend by 84%



- Improved contractual pricing



- Billing correction and cost recovery



- Elimination of redundant services

- Up-to-date inventory

The project was delivered at a cost equal to 25% of the savings generated with a 3 month ROI.

CLIENT TESTIMONIAL

“The Business Stage has been a trusted partner for many years. When we needed help cleaning up our Eircom estate and migrating to a new carrier, I knew Carol and her team were the right resource for the project. We had hundreds of decades old telco lines that needed to be identified and cleansed. The Business Stage categorized every line in the estate, ceased redundant lines, produced a clean up-to-date inventory, and managed a smooth transition to the new carrier. The savings delivered more than paid for the project within the financial year, thus delivering financial benefits into the future as well as a documented and slimmed down inventory. I highly recommend The Business Stage to any business needing to organize services and reduce costs.”

