



THE BUSINESS STAGE

The Business Stage Assists the Minnesota Wild in Telecom Savings

CASE STUDY The Minnesota Wild's IT department manages a mixed vendor telecom and data network environment that services Minnesota's professional hockey team, the Xcel Energy Center and the Saint Paul RiverCentre. Jim Ibister, Minnesota Wild's VP of Facility Administration and General Manager of the Saint Paul RiverCentre complex, needed help organizing and evaluating the existing services. The Business Stage was engaged to complete an IT inventory, network billing audit, and contract review.

THE SOLUTION The Business Stage began working as an extension of the Minnesota Wild's IT team by taking an inventory of services by provider and location. From there, they profiled contracts and reviewed invoiced rates against the contractual rates. Working directly with the IT suppliers, invoice errors were corrected and overspending was recovered. For ongoing maintenance, The Business Stage created a template so the Minnesota Wild IT team has the tools they need to complete invoice review and tracking.



"We needed assistance sorting out our phone and internet services. We looked for a vendor that could help us not only analyze what we were truly using, but also what we truly needed. The Business Stage became more than a vendor for us. They were an integral part of our team. They delivered incredible financial results and they set us up to succeed for the future. I couldn't recommend them more as a trusted advisor to any business."

Jim Ibister, VP Facility Administration, Minnesota Wild

THE RESULTS: 330% RETURN ON INVESTMENT

The Business Stage reduced the Minnesota Wild's previous annual cost by 25%.

- ◆ Improved contractual pricing.
- ◆ Elimination of redundant services.
- ◆ Correction and cost recovery of billing errors.
- ◆ The hat trick of efficiencies was delivered at a cost equal to 24% of the savings generated.



301 Oak Grove St. #206
Minneapolis, MN 55403



Carol Jewett
612.270.2112



www.thebusinessstage.com
cjewett@thebusinessstage.com