



# Landline Sunset



## THE CHALLENGE

Skyrocketing costs and risks caused by end of life services required migration of our client's landline estate to a digital technology.

## THE SOLUTION

The Business Stage deployed a multi-tiered approach including:

- Audit and cleanse of the aged estate
- Migration of eligible services to the UC solution
- Digital solution migration plan for remaining landlines

Engaging with the client's business technology leads, technical teams and multiple suppliers, The Business Stage evaluated the estate, ceased redundant services, and migrated eligible services to the client's unified communications solution.

Savings were tracked and documentation was refreshed. Our client, a leading FTSE 100 company, is now positioned to migrate the remaining landline estate to the digital solution.



## THE RESULTS

### Global Landline Estate Reduced by **71%**

- Trued up and recouped overbilling
- Ceased and migrated redundant services
- Cataloged remaining inventory
- Refreshed documentation

The project was delivered at a cost equal to **10%** of the savings generated with a **one month ROI**

## CLIENT TESTIMONIAL

"Yet again The Business Stage has proved themselves to be a valuable partner to us. They've been supporting us for 20 years and are still ongoing with the great work.

This project provided a value back of more than half a million pounds. As a business we've measured the ROI as more than 1000%, which itself explains the story.

We wish all the best to The Business Stage on upcoming projects with us and other clients. They're a trusted, long term partner with dependable resources and a very credible legacy."

*Client's Technical Lead - Unified Communications*

### About

The Business Stage is a certified woman-owned (WBE) IT consulting firm with expertise in managing voice and data projects and operations in multi-location, multi-vendor environments.