

Wild Telecom Savings



THE CHALLENGE

The Minnesota Wild's IT department manages a multi 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 SOLUTION

The Business Stage was engaged to complete an IT inventory, network billing audit, and contract review.

A detailed inventory of services by provider and location was the first deliverable. From there, contracts were profiled and invoiced rates were compared to contractual rates. Working directly with the IT suppliers, invoice errors were corrected and overspending was recovered.

For ongoing maintenance, The Business Stage created a customized billing review template so the Minnesota Wild IT team has the tools they need to complete invoice review and tracking in the future.

THE RESULTS

330% Return on Investment

- Improved contractual pricing
- Billing error correction and cost recovery
- Elimination of redundant services

The project was delivered at a cost equal to **24%** of the savings generated

CLIENT TESTIMONIAL

"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