

Case Study

Financial Vertical

A leading global investment and private equity firm turns to BCM One to gain control of their technology spend and prepare their network infrastructure for next generation technologies.

Challenge

A leading global investment firm that manages over \$140 billion in assets, with offices in 20 cities and 16 countries, had a challenge managing their technology spend and questioned the overall efficiency of their network infrastructure. They needed to improve overall efficiencies for their IT team, scale costs and improve their network design to accommodate evolving business and technology needs.

Regarding technology spend, this financial organization was overcharged a total of \$300,000 by leading telecom carriers, over the course of several years, and needed professional assistance recovering these monies, rejuvenating carrier relationships and taking control of their overall technology spend. Furthermore, they realized they needed a technology advisor to help them prepare their network for future evolving technologies as they planned to move all of their solutions to the cloud.

Solution

This global financial organization partnered with BCM One to leverage our network engineering and technology expense optimization expertise. We became an extension of their IT team and formed a true strategic partnership to help our client take control of their technology expenses and ensure their organization had a solid network infrastructure in place, for current and future needs.

First step was getting our technology expense optimization group embedded in this project. By combining our highly experienced team, including a forensic accountant, leading software programmers and technology analysts, with our proprietary tool called Sophia™, we began the process of solving their technology spend issues. By using our tool Sophia, we created an optimization opportunity for our client. We addressed our clients' business need, and prepared a detailed forensic claim analysis, navigating multiple supplier dispute processes both offshore and in the U.S.

Second step was analyzing their network infrastructure and developing a plan of action to move their solutions to the cloud over time. This involved developing an entire new network design to ensure it met both business and technical future requirements. Solutions that BCM One incorporated into the new design included Voice, Managed Dedicated Internet Access and Data Center/Colocation across their entire organization to support their global infrastructure. They needed to ensure their network was reliable and secure to maintain business continuity and uptime 99.999%, all while maintaining a robust network to support the growing cloud applications they had planned to deploy.

Result

The business value we provided to the client was cost savings, efficiency improvements, revenue gains productivity and a solid network infrastructure to support future growth.

BCM One's technology expense optimization solution helped saved our client \$250,000 a month on technology spend. We were able to negotiate credits further back than contractually allowed, avoiding costly litigation, and helped repair carrier and supplier relationships throughout the process based on our twenty-five years in business having strong strategic partnerships with nationally branded telecom carriers.

This significant technology savings helped offset the network infrastructure updates that BCM One was managing. It empowered our client to allocate their IT budget to update critical parts of their network infrastructure to achieve a solid network state to prepare for future growth. They incorporated updated technologies in voice, data, colocation and technology expense optimization. In addition, our technology expertise helped free-up their IT resources. This allowed them to spend time on other critical projects and empowered them to build a more solid communications network, improving the overall performance experienced by employees, partners, and customers of this private equity firm.

Client:

- › Private equity firm

Number of sites:

- › Offices in 20 cities and 16 countries

Solution:

- › Technology Expense Optimization
- › UCaaS
- › Private WAN/MPLS Connectivity
- › Data Center & Co-Location