

RESOURCEIVE PE SMEAC

Healthcare Platform

Growth Enablement

FINANCIAL RESULTS:

\$52k

Spend reduction on mobility

\$79k

Quantifiable no-cost additional benefits

\$168k

Annualized savings from identified network disconnect opportunities

29%

Reduction in cost of network access for all future locations

Situation, Mission, Execution, Admin, Command

Situation

- Rapidly scaling healthcare platform
- Disparate network procurement strategy
- Heavy burden of network maintenance on IT staff
- Internally managed wireless solution

Mission

- Develop topology and strategic sourcing framework for growth
- Optimize current spend with focus on new scalable solutions
- Enable post-acquisition integrations
- Increase productivity and collaboration
- Reduce internal maintenance & support requirements

Execution

- New mobility solution offloaded device management/support and streamlined adding new devices in the future, paired with 16% savings and vendor consolidation.
- Created framework to procure future network connectivity at 29% lower rate.
- Sourced scalable SD-WAN overlay to enhance network performance and support to meet current needs and future growth requirements.

Admin

- Single mobility vendor while maintaining underlying tier 1 carrier (Verizon/AT&T)
- Identified \$14k/mo in disconnect opportunities (\$168k savings annualized)
- CapEx avoidance with SD-WAN solution

Command

"The relationship with Resourceive has been very productive and positive thus far. They have helped us identify several areas in our telecom procurement process that allows us to streamline and organize the process. They have also organized our telecom spend in a simple to read and manageable format and are helping to reduce our overall spend on new and existing locations. Lastly, they have also introduced us to a new solution to improve and support our SD-WAN and firewall solution."

- VP of IT