RESOURCIVE**PE**
SMEAC

MIDDLE MARKET M&A
GROWTH ENABLEMENT

Scalable, secure technology allows IT team to integrate acquisitions with cost effective and reliable performance

Situation, Mission, Execution, Admin, Command

ACHIEVE BETTER OUTCOMES: DEPLOY RESOURCIVE

Resourcive is the leading IT Solutions and Procurement consultancy, advising mid-market and enterprise clients to lead efforts in IT Service Procurement.

Our SMEAC case studies draw from our team's Special Operations background in the briefing process that was used to execute high-profile, high-risk missions around the world.

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
- Reduce internal maintenance & support requirements
- Increase productivity and collaboration

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 ($165k savings annualized)
- CapEx avoidance with SD-WAN solution

COMMAND

The relationship with Resourcive 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.

CW | VP OF IT

resourcive