

CASE STUDY

Boenning & Scattergood Looks To Premier Solutions Group and Cisco for Phone System Asset Management that Delivers Financial Security and Higher Productivity

Challenge

Boenning & Scattergood, Inc., established in 1914, is an independent securities, asset management, and investment banking firm in the Mid-Atlantic region. With many independent branches under separate management, each location functioned autonomously when it came to their phone systems. In the process of reviewing their current phone assets, for planning the process of implementing a new phone system, they realized they were not benefitting from scale, volume or efficiencies by employing a strategy whereby each location managed their own phone system needs. In addition to the lack of synergy in their phone system integration, resulting in administration difficulties of important feature components, they were spending \$33,000 per year on maintenance of their phone system. Boenning & Scattergood called upon Premier Solutions Group to deliver the fiscally sound solution they needed.

Solution

Boenning & Scattergood had specific goals for their new phone system: Meet their quality call needs, tie-in independent branches that were functioning with separate voicemail and operating systems for their phone and computer systems, satisfy the specialized business requirements for their industry and allow for customization when and where needed. Premier Solutions Group provided a fully integrated Cisco solution that included new phones, routers, and

switches to each site, combined with customized robust features carrying the level of sophistication that allowed each location the flexibility to run their business as they saw fit.

Benefits

The Premier team and the Cisco team worked together to provide the highest level of service and support in integrating the newer phone technologies within the Boenning and Scattergood branch system. Not only did implementing the newer technologies increase bandwidth, but it also provided significant savings on transport costs, phone system management and removed the maintenance costs associated with the phone system. A fully managed MPLS system allowed for free Intra-company calling, re-routing of traffic (Switched to Dedicated), and cost savings from Intra to Inter routing.

The comprehensive solution delivered to Boenning & Scattergood through Premier Solutions Group provided one point of accountability for their phone system and their transport. William Young, Director of Information Technology at Boenning & Scattergood reveals, "Connecting our branches with advanced communications technologies from Cisco brought cost savings and efficiencies to our firm. But that's not the best part. What's most impressive is how the Premier solution has made us more productive as a firm and has allowed us to better serve our customers."

System Solution Statistics

System Cost
\$278,820

Payback Period
1 month

Cash Flow
\$41,863 per year

NPV at Time of Sale
\$169,373