

CASE STUDY

Premier Solutions Group Meets the Aggressive Growth Demands of PCS While Creating Strong ROI

Challenge

PCS, a provider of communications to federal, state, and local government correctional agencies throughout the United States had been functioning with a network of service providers for their data and voice systems that was convoluted and difficult to manage.

Their mix of five different WAN service providers with a combination of private line, frame relay and VPN with only data traffic being transported, in addition to their voice side, using ten different service providers, produced upwards of 250 different invoices. Additional PBX's at each remote site caused even more difficulties in managing their network efficiently. PCS could not optimize their

capabilities to be competitive -- not only in servicing their current client contracts, but in competing for new state and federal contracts. Their lack of CPE standardization with networks became a management challenge due to the volume of IP routes, call distribution and number of invoices that were being generated.

Solution

In order for PCS to meet the challenges of their aggressive growth demands, Premier Solutions Group needed to configure a solution that would not only reduce costs and deliver an ROI within 24 months, but enhance their network performance by upgrading to next generation technologies. Additionally, in order to address the overwhelming management challenges, consolidation of WAN, local and long distance providers was essential.

By implementing an end-to-end Cisco network that was fully scalable, Premier Solutions Group proved that

their innovative single-source approach would deliver the required results that allowed PCS to achieve better functionality with their telecom and technology infrastructure and streamline the PCS

billing procedures, relieving any unnecessary burdens from their accounting group.

Benefits

Premier Solutions Group's experience and engineering capabilities, as well as their breadth and depth in understanding complex system and technology integration challenges allowed them to provide PCS with a single-source solution when other vendors could not.

By consolidating local, long distance, WAN and DIA invoices from 250 to five; creating a wholesale rollup for local; consolidating long distance providers to three; and WAN providers to one, the amount of paperwork that PCS had to process was significantly reduced. The alignment with Tier One providers, such as Cisco and Sprint, gave PCS the excellence in service providers they preferred.

In addition to network optimization and enhanced network performance, Premier Solutions Group designed a solution that will allow for dynamic growth without the same incremental cost that PCS had experienced historically.

The ability of Premier Solutions Group to meet and exceed the expectations of PCS by delivering unmatched network performance with the creation of positive monthly cash flow (inclusive of lease cost) and a strong ROI, when other vendors could not, is just another example of how the dedication and experience of the Premier Team can deliver an innovative single-source solution with significant results.

System Solution Statistics

Current Total Annual
Telecom Spend
\$3,408,633

Post Convergence Annual
Telecom Spend
\$2,396,328

Hard Dollar Annual Savings
\$1,012,305