



CASE STUDY

# Optimizing Telecom Spend for a Leading Fortune 200 Manufacturing Company

Cass helped a global manufacturer save over \$4 million in telecom spend in less than a year. See how we streamlined their operations, creating a global asset inventory that gives them complete visibility of their telecom estate.

Following several acquisitions, our client grew to a \$18 billion global enterprise. Such rapid expansion left them with a mix of outdated telecom contracts – some up to 12 years old. To simplify operations and save costs, they turned to Cass. Our experts helped them organize their telecom inventory, manage requests for proposals, and negotiate new contracts.

Their team realized they could reduce spending by consolidating their contracts. However, they didn't have the internal resources to handle such a large and complex project.

**Their goals were to:**

- Achieve significant savings across multiprotocol label switching (MPLS) and wireless services
- Establish master contracts for telecom services
- Streamline telecom expense management processes

**Key Achievements**



**48%**  
MPLS savings



**\$4 million**  
cost reduction



**34%**  
wireless savings



**Accurate**  
global inventory

## How We Helped



**Global Sourcing**

Executed a multi-stage project, creating master contracts for all telecom services.



**Inventory Management**

Built a comprehensive inventory of circuits, lines, and mobile devices to maintain oversight and control.



**Contract Analysis**

Collected and analyzed existing contracts to develop new agreements.



**RFP Development**

Created and issued RFPs for major service lines, including WAN, mobile, and conferencing.



## The Results

In just 12 months, Cass Telecom delivered transformative results. Our focused efforts in managing telecom spend and optimizing contracts led to impressive savings and process improvements.



Established **global**  
vendor contracts



Gained **\$4 million** in  
cost reduction



Achieved **34%**  
**savings** on wireless



Provided complete  
**global inventory**

## Seeking a Trusted Telecom Partner?

We offer expert solutions to optimize telecom spending, streamline operations, and deliver value.

Get in touch with our experts to find out how Cass can help you retake control of your telecoms.

[Book a Consultation](#)

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Cass Information Systems (NASDAQ: CASS) leads the way in expense management for enterprise cloud, telecom, mobility, utility, waste, freight and parcel costs. Clients include Ford Motor Company, Emerson, The Hershey Company and Restoration Hardware. We're trusted with over \$80 billion in annual disbursements, managed by over 1,200 employees globally.

[www.cassinfo.com](https://www.cassinfo.com)

US: 314-506-5500

Greenville (US): (864) 250-1350

Europe: 011 31 6310 10480

Basingstoke (UK): +44(0)125 6679510

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