

## Case Study – Cost Savings

Itica has achieved cost savings for our Clients during many assignments whilst also delivering many other key benefits.

This Case Study summarises some of these assignments.

Further information on each assignment can also be provided.

### Savings Achieved

- > **Infrastructure Outsourcing** – 50%
- > **Global Network Services** – 20%
- > **IP Telephony** – 44%

### Infrastructure Outsourcing

Our Client was running IT through a subsidiary company which it wished to sell. Itica advised that the quickest and most cost effective way to replace this IT provision was to outsource the complete service.

Itica ran a competitive process involving four different suppliers.

The Client refreshed the majority of the infrastructure, achieved significant improvements in service levels and reduced their actual IT spend by 50%.

### Global Network Services

A subsidiary of a FTSE 100 company was rapidly growing through acquisition of businesses around the world and this was driving the need for collaboration and global data sharing.

Itica ran a process to select a global Network supplier to provide the platform upon which the business units could collaborate. Part of this process was the negotiation of the pricing and commercial terms. During this process Itica negotiated discounts of £400,000, representing a 20% saving to the Client.

### IP Telephony

An existing Itica Client wished to change their aging head office conventional telephony system for a fully resilient IP Telephony system which could form the basis for a future Unified Communications service to their 18 global locations.

Itica advised on the technology selection and then ran a competitive process to select the supplier. As part of this process, Itica negotiated a reduction of 44% in the pricing from the winning supplier.

### Benefits

- > Unit and usage pricing for all services
- > Increased IT flexibility
- > Parent company audited decision process
- > **Reduced total costs by 50%**

### Benefits

- > Fully integrated Global Network Services
- > Transparent Commercial Terms
- > Contracted Global Service Levels
- > **Negotiated savings of 20%**

### Benefits

- > Auditable selection process
- > Guaranteed availability of 99.9%
- > Contract ready for signature
- > **Pricing reduced by 44%**