

# Case Study: National Collectables Manufacturer Revitalizes Technology Lifecycle to Amplify Performance

Advantage® optimizes critical connectivity stages to reduce administrative workload and network costs by \$200,000.

## \$200K

Initial Cost Savings

## 40,000+

Affiliate Organizations

## 1,700+

Installed Services

## CHALLENGES

The manufacturer required an experienced connectivity partner to design and implement their organization's digital transformation. Top objectives included advancing their business with a more efficient technology infrastructure comprised of best-in-class telephony services in a multi-cloud environment, and improved expense management procedures.

## SERVICES

During the COVID-19 pandemic, Advantage® sourced and installed robust cloud-based services that allowed the client to continue critical operations with minimal impact as staff transitioned to remote work. We also provided an SD-WAN upgrade and modernized voice services to enhance internal communication while simultaneously decreasing costs using our Technology Lifecycle Optimization Methodology<sup>SM</sup> (TLO).



Cloud Services



Expense Management



Networking

## OUTCOMES

1

### Seamless Cloud Migration

Advantage® facilitated an extensive CCaaS migration that proved invaluable to the client throughout the tumultuous global pandemic.

2

### Spend Analysis & Optimization

By overseeing all expenses, we saved the manufacturer \$200,000 in their first year and provide total inventory visibility via our Command Center<sup>SM</sup> platform.

3

### Advanced Network

Advantage® addressed the client's most pressing IT objectives by sourcing and implementing SD-WAN and voice solutions from leading service providers.



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