

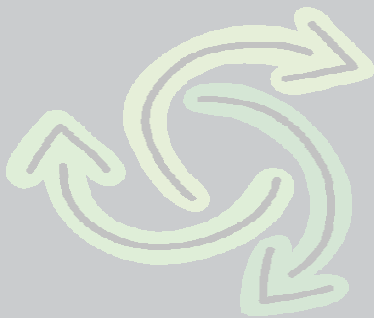
Case Study

“Your Cure for the Common Carrier”

Project:
Relocation
Network Design
Cost Savings

Industry:
Financial

Orion will focus on bringing you the best telecom solution at the greatest value. Our analysis is unbiased because we work with all carriers to develop a solution that is tailored to meet the specific needs of your organization.



Situation:

A Milwaukee based financial institution with two locations needed to move their primary location within a very short window of time to maintain services to their customer base. In addition, the customer was moving to a new location where their current telephone provider told them that they could not keep their telephone numbers. Existing contracts, complex vendor connectivity and the implementation of a new telephone system added to the challenge.

Orion’s Strategy:

- Orion worked with the customer and the various vendors to design a strategic plan to coordinate the move.
- By shuffling revenue commitments amongst the telecom vendors, the primary telephone numbers were maintained while sustaining all of the contractual obligations.
- The relocation plan provided redundant circuits to both the main branch and the new site so that pre-work could be completed.

Results:

- The move project was completed between 5:00 PM on Saturday and 1:00 AM on Sunday, three hours ahead of schedule.
- All of the primary telephone numbers and individual DID numbers were maintained with the relocation.
- The customer realized a 7% reduction in total telecom costs.
- The pre-work that was accomplished based on the overall move strategy allowed most of the vendor work to be accomplished during standard business hours reducing vendor costs by almost 30% compared to the original budget.