

# Orion Case Study



**Project:**  
TeleSave  
Network Savings

**Industry:**  
Construction

*Orion has been assisting businesses manage their telecom needs for over 15 years. We have the expertise to design, implement, and manage all your needs. We understand the complexities of the marketplace; providing you the guidance and support you deserve.*



## Orion Communications

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## **Your Cure for the Common Carrier**

### **Customer's Challenge:**

A nationwide trucking company knew they were spending too much on telecommunications including; voice, data, Internet and cellular services. Billing was getting out of control because of their inability to allocate charges to the corresponding job sites and departments. Inventory was inaccurately documented causing services to remain active longer than necessary.

### **Solution Development:**

#### **1. Current Inventory**

- **Documented inventory** at all past and present job locations to identify efficiencies and redundant services.
- **Disconnected voice and cellular services** that were no longer needed

#### **2. Change Management**

- **Developed a change management process** to account for the constant change and relocation of their job sites.
- **Trained personal** how to most effectively order new services or transfer services from site to site.

#### **3. Carrier Exploration**

- **Compared other carriers** offerings and their corresponding prices to find the best service at the lowest cost.
- **Renegotiated contracts** and applied the carriers current promotional rates.
- **Eased billing process** by consolidating carriers and separating charges by department.

### **Solution Results:**

- **Monthly costs reduced by 38%**
- **Additional credit of \$54,000 for past over billing**
- **Developed an inventory management system**
- **Reduced the total quantity of monthly bills**

