



Engineering Firm Sees Massive Return

Business Goals

- Increase revenue by winning more work and increase billable hours
- Reduce pre-sales expenses
- Provide a platform to virtualize the workforce
- Improve employee productivity
- Improve quality of customer interactions
- Replace antiquated phones systems
- Improve risk mitigation and business continuity
- Improve pandemic readiness and ability to work anywhere

Current Communication System

- Legacy phone system with aging hardware that will need to be replaced soon
- Disparate voice mail systems
- Stability issues
- Lack of current tools required to be more productive and competitive in today's market (e.g. presence, multi-media conferencing, mobility, instant messaging, unified inbox, desktop video and business grade video conferencing solutions)
- Lack of business continuity architecture
- Lack of pandemic readiness architecture



Net savings of over \$4M over a 5-year period as well as a \$3.4M increase in annual revenues.

Strategic Value of their Investment

- Workforce Virtualization and Real Estate Optimization
 - Increased executive and SME customer interactions with immersive video
 - Increased speed to market
 - Reduced sales cycle
 - Improved value chain and partner integration
 - Improved companywide meetings
 - Reduce HR, benefits and training costs

Workforce Virtualization and Real Estate Consolidation Financial Impact

Description	Year 1 Total	Year 2 Total	Year 3 Total	Year 4 Total	Year 5 Total	5 Year Total
Current Costs						
Voice Conferencing	\$62,556	\$62,556	\$62,556	\$62,556	\$62,556	\$312,780
Moves, Adds, Changes	\$11,475	\$11,475	\$11,475	\$11,475	\$11,475	\$57,375
Total Current Cost	\$74,031	\$74,031	\$74,031	\$74,031	\$74,031	\$370,155
Proposed Costs						
Call Processing: Call Mgr	\$16,743	\$16,743	\$16,743	\$16,743	\$16,743	\$83,717
Voicemail/Unified Messaging	\$12,496	\$12,496	\$12,496	\$12,496	\$12,496	\$62,479
Gateways	\$28,602	\$28,602	\$28,602	\$28,602	\$28,602	\$143,011
Ethernet Switching	\$20,872	\$20,872	\$20,872	\$20,872	\$20,872	\$104,358
IP Phones/Analog Adapters	\$75,039	\$75,039	\$75,039	\$75,039	\$75,039	\$375,196
Deployment Cost	\$37,632	\$37,632	\$37,632	\$37,632	\$37,632	\$188,160
Maintenance	\$48,852	\$48,852	\$48,852	\$48,852	\$48,852	\$244,258
Total Proposed Cost	\$240,236	\$240,236	\$240,236	\$240,236	\$240,236	\$1,201,179
Expected Benefits						
Real Estate Costs (20% Reduction)		\$1,080,000	\$1,080,000	\$1,080,000	\$1,080,000	\$4,320,000
Replace Toshiba Unit			\$822,500			\$822,500
Total Expected Benefits		\$1,080,000	\$1,902,500	\$1,080,000	\$1,080,000	\$5,142,500
Annual Savings	(\$166,205)	\$913,795	\$1,736,295	\$913,795	\$913,795	\$4,311,476