



# CASE STUDY

## Beyond the RFP: Advantix Uncovers \$470,000 in Untapped Savings for Global Manufacturer

### Client Profile



**Industry**

Global Manufacturing



**Locations:**

70 manufacturing facilities and other sites



**Employees:**

55,000



**Annual Telecom Spend:**

\$2.7M in North America

### Situation

Two years prior, the company released an RFP for its global data network, ahead of its transition to SD-WAN. Throughout this initiative, substantial cleanup efforts and cost savings were achieved. Executive leadership then directed a second audit focused solely on North American sites to uncover any potential oversights. IT, procurement, and finance leaders opposed this directive, arguing it would consume valuable time and internal resources with limited additional benefit.

### Solution

- Created a comprehensive inventory of the \$2.7 million annual spend in North America
- Analyzed all services for contract compliance
- Audited all services not covered in the previous RFP

### Results

- Validated the RFP contract was in compliance
- Has an accurate inventory of all current spend
- \$470K annual savings (17% reduction) with minimal change in providers
- \$35K in one-time credits for billing errors found outside of recently negotiated contracts