



A Regional Healthcare Organization Achieved 24% Network Savings and Modernized WAN with EnVision Shared Savings

THE CHALLENGES

A regional healthcare organization expanded rapidly through hospital and practice acquisitions, increasing network complexity.

They lacked centralized, accurate records of network inventory, carrier contracts, billing, and costs. Voice, data, and equipment services were scattered across legacy agreements, limiting visibility and preventing economies of scale.

Without clear insight into services and spend, they could not benchmark pricing, negotiate optimal terms, or plan WAN upgrades effectively. Leadership sought a partner to deliver clarity, control, and measurable financial improvement across its network portfolio.

THE SOLUTION

The Client engaged EnTelegent in a Network EnVision Services Shared Savings initiative to gain visibility, reduce costs, and modernize its WAN strategy.

EnTelegent conducted a comprehensive audit of network assets and carrier agreements, consolidating findings within its purpose-built, AI-driven software platform.

Key actions included:

- Building a complete inventory of voice, data, and network assets
- Reconciling billing, CSRs, and contracts to actual costs
- Identifying and correcting mis-billings
- Benchmarking pricing to support renegotiations
- Securing improved SLAs, renewal terms, payment structures, and discounts
- Developing a cost-effective WAN migration roadmap
- Supporting WAN transformation through EnTelegent's partner ecosystem

BENEFITS

The engagement delivered immediate financial impact while strengthening long-term network performance.

- 24% reduction in monthly recurring network costs
- Improved cost visibility and centralized contract management
- Stronger carrier agreements with optimized commercial terms
- Enhanced WAN performance and network visibility
- Improved voice quality across remote locations
- A scalable network foundation to support continued growth

AT A GLANCE

Solution Mix

- EnVision Shared Savings
- Comprehensive Network Audit
- Contract & Billing Reconciliation
- Carrier Benchmarking & Renegotiation
- WAN Modernization Roadmap
- Partner-Led WAN Transformation

Benefits

- 24% Reduction in Monthly Network Costs
- Corrected Carrier Mis-billings
- Improved Cost & Contract Visibility
- Optimized SLAs & Commercial Terms
- Enhanced WAN Performance
- Scalable Infrastructure for Growth



"EnTelegent's ability to rapidly assess our current state and assemble a comprehensive picture of our costs and contracts provided the foundation for significant cost savings and enhanced productivity moving forward."

- Healthcare Consulting Firm Executive

