



CASE STUDY

Global FinTech Leader Cut Monthly Spend by \$3.5M with EnTelegent Network Services

THE CHALLENGES

A global financial technology provider was preparing for major contract renegotiations with core telecom vendors, including AT&T and Lumen, while new leadership launched aggressive cost-reduction initiatives.

Despite having a TEM solution, years of acquisition-driven growth left the company with incomplete inventory records and limited visibility into whether services were necessary or cost-optimized. Telecom assets were fragmented across contracts, and buying power had not been fully leveraged in years.

Leadership set a clear mandate: reduce monthly telecom spend from \$15 million to \$12 million through a comprehensive cost optimization strategy.

THE SOLUTION

The client engaged EnTelegent Solutions in a nine-month Network Services optimization initiative, deploying a dedicated team to audit, benchmark, and renegotiate its telecom portfolio.

Key actions included:

- Auditing invoices to uncover mis-billings and contract discrepancies
- Recovering charges for improperly billed or disconnected services
- Identifying unused and underutilized assets
- Benchmarking and leveraging competitive bids to strengthen negotiations
- Supporting renegotiations with major carriers
- Evaluating alternative providers for cost-effective service options

BENEFITS

The engagement delivered immediate financial impact and long-term cost improvements.

- \$3.5M reduction in monthly telecom spend (exceeding target)
- Recovery of billing errors and elimination of unused services
- Stronger carrier contracts through data-driven negotiations
- Improved visibility into telecom inventory and spend
- A scalable cost management framework aligned with executive mandates

AT A GLANCE

Solution Mix

- Network Services Optimization
- Dedicated Audit & Recovery Team
- Invoice & Contract Reconciliation
- Carrier Benchmarking & Renegotiation
- Competitive Bidding & Vendor Evaluation

Benefits

- \$3.5M Reduction in Monthly Telecom Spend
- Recovery of Billing Errors & Unused Services
- Improved Vendor Contract Terms
- Greater Cost & Inventory Visibility
- Sustainable Telecom Cost Management



“EnTelegent’s expertise across every facet of cost optimization delivered savings that exceeded our target through audits, unused asset identification, contract renegotiation support, and benchmarking. Their team operated as a true extension of ours - engaging quickly and professionally to drive value from day one.”

- VP of IT

