SpyGlass

CASE STUDY

Consolidating and Optimizing Technology Services for Monterey County's Schools

Monterey County Office of Education Senior Director taps SpyGlass, trusted technology advisors, to improve auditing and cost-reduction efficiency

ABOUT THE CLIENT

The Monterey County Office of Education School District (MCOE), was established more than 150 years ago by California's Constitution to provide vital resources to support the over 77,000 students in the county's 24 school districts, in addition to two community colleges, and the state university.

Despite the growing financial challenges, managing MCOE's complex technology needs and expenses is a priority for Adam Gavalla, Senior Director for Infrastructure at MCOE.

THE CHALLENGES

Monterey County's district had a vast array of data circuits, phone lines, and billing that required consolidation and optimization. Gavalla knew that many of these lines, including traditional plain old telephone service (POTS) lines, were no longer in use but lacked the time and resources to thoroughly audit and address the issues internally.

To tackle these challenges and optimize MCOE's technology service expenses, Gavalla turned to the SpyGlass trusted technology advisors for a proven SnapShot Audit®. The audit analyzed:

- Overlooked charges on accounts
- Unnecessary phone lines
- Changes in pricing and contracts
- Excessive unnecessary network feature charges
- Antiquated fixed-line services and forgotten phone lines

THE STRATEGY

After assessing MCOE's technology service expenses, SpyGlass identified several areas where costs could be reduced. The SnapShot Audit revealed:

- Unused lines and excessive lines, including POTS
- SDN BRI services
- Wire maintenance charges
- Advertising and listings expenses
- Miscellaneous data connections
- Unused wireless devices and features
- Excessive pricing for lines, PRI, data, and wireless services
- Long-distance fees and miscellaneous eliminations

Our Technology Expense Management Solution:

SpyGlass SnapShot Audit

ANALYZE
Tech service costs across voice, data, internet, cloud services, SaaS license and mobility

IDENTIFY
Savings recommendations for streamlined services

OPTIMIZE
Existing services by implementing approved recommendation for savings

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THE RESULTS

After a comprehensive SnapShot Audit, SpyGlass's TEM experts identified substantial cost-saving opportunities. By eliminating unused features, redundant internet connections, and excessive landlines, MCOE reduced recurring expenses and optimized its technology services spending, allowing the district to invest more resources in benefiting its students.

$173k+

Total potential landline & network savings

$34k+

Total potential mobility savings

$113k+

Total realized savings

"Having a decent understanding of your technology expenses and being able to gather that information is crucial for identifying potential savings, but some [of Monterey County] districts may not have a good grasp on their bills or struggle to consolidate them. In this case, a SnapShot Audit is a good option. You'll save money by working with SpyGlass."

- Adam Gavalla,
Senior Director for Infrastructure, Monterey County Office of Education

ABOUT SPYGLASS

SpyGlass is a leading provider of telecom and technology expense management (TEM) audits and solutions to 16,000+ clients throughout the U.S. and Canada. By collaborating with virtually every type of industry, we challenge the technology cost status quo to deliver surprising savings that empower your bottom line.

CONTACT US

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