SpyGlass

CASE STUDY

Global Animal Health Company Eliminates Excess Tech Expenses

OMNIA Partners member streamlines and saves from proven SnapShot Audit®

ABOUT THE CLIENT

A global animal health company's team of 4,900 employees is focused on maintaining its presence as one of the largest

veterinarian pharmaceutical groups. With 33 sales subsidiaries located in 10 countries, the company's leadership faced the constantly growing need for technology services — and paying the increasing telecom costs required to ensure smooth operations.

THE CHALLENGES

With a focus on meeting the unique needs of veterinary professionals, leadership knew their tech expenses — particularly telecom services — needed reviewed but lacked the time and resources to examine them on their own. To find support, they turned to their membership with procurement and supply chain management organization OMNIA Partners for the best-vetted technology expense management resource. With OMNIA's recommendation from vetted resources, the corporation handed its technology expenses over to the trusted SpyGlass team of technology expense management (TEM) advisors to analyze their different challenges, such as:

- Unused/Excessive landline services
  - Unnecessary Phone lines
  - Circuit scalability
  - Internet connections
- Unused wireless devices & features

THE STRATEGY

SpyGlass's Snapshot Audit advisors assessed the global animal health company's technology and telecom expenses, examining various different areas:

- Excessive fees and pricing
  - Unused phone lines
  - Excessive data connections
  - Long-distance pricing

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 detailed and comprehensive SpyGlass Snapshot Audit, the global veterinarian pharmaceutical group was able to determine ways to save on their technology expenses in several different areas, allowing for savings that they could invest back into their company.

$50,000+

Long Distance Pricing Annual Savings

91

Savings Recommendations

$84,000+

Total Full Annual Savings

"A SnapShot Audit is a low-risk, gain share model that helped us save a substantial amount of money. Once you provide SpyGlass with the data they need to review your accounts, they do all the rest."

- Global Animal Health Company Indirect Sourcing Manager

ABOUT SPYGLASS

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

CONTACT US

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