SpyGlass

CASE STUDY

Metal distributor leader realizes thousands in ongoing technology expense savings

SpyGlass's proven SnapShot Audit® helps a national metal distributor gain control over their tech service costs.

ABOUT THE CLIENT

Coast Aluminum and Architectural is a national metal distributor of aluminum, brass, copper and stainless steel. With 15 locations throughout the U.S. and Mexico, Coast Aluminum has over 300 employees with annual revenue over $163 million.

The Coast Aluminum IT team is responsible for implementing and managing the complex company-wide telecom and technology services structure. Managing multiple services from numerous vendors with different billing methodologies made it difficult for the controller or those in the accounting department to make comparisons on costs from month-to-month.

THE CHALLENGES

Recognizing the complexity of their overall technology service cost management picture, the controller and IT team contacted the trusted advisors at SpyGlass — not once but twice — to address ongoing tech service cost issues:

- Difficulty with cross-vendor analysis
- Multiple invoice types and billing methodologies
- Excessive unnecessary network feature charges
- Antiquated fixed-line services
- Forgotten phone lines after a tech upgrade
- Unchecked mobility and wireless inventory, services and costs

THE STRATEGY

To thoroughly understand Coast Aluminum's telecom and technology services network, SnapShot Audit advisors analyzed:

Land Services

- Unused lines
- Excess features
- Redundant services
- Billing errors
- Outdated pricing

Wireless Services

- Unused phones
- Unused hot spots
- Wireless inventory
- Excessive fees

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 highly-comprehensive SnapShot Audit, Coast Aluminum was able to significantly reduce its recurring technology expenses and reallocate funds for growth initiatives.

$19,000+

Mobility Savings

140

Savings Recommendations Implemented over 2 Audits

$60,000+

Annual Savings

"SpyGlass made the audit process really easy — even our IT manager was complimentary of the SnapShot Audit. For minimal work on our side we realized reduced expenses that help us with the bottom line."

- Kelly Stewart
Controller, Coast Aluminum and Architectural

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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