SpyGlass

CASE STUDY

Perry County Commissioners Secure Comprehensive Tech Spend Insight

Large Ohio county captures savings for residents with proven SnapShot Audit®

ABOUT THE CLIENT

Perry County, located in Southeast Ohio, is home to more than 35,000 residents. Encompassing 412 square miles and including 11 cities, it is the 68th largest county in the state. The Perry County Commissioners, located in New Lexington, Ohio, have been assisting residents with their budgeting, taxing, purchasing authority, and appropriating needs since the county was founded in 1818. Even after bringing on more IT staff to help review technology costs, they knew unnecessary expenses were yet to be uncovered.

THE CHALLENGES

To keep up with an ever-changing municipality technology expense landscape, the Perry County Commissioners were presented with the idea of a SpyGlass Snapshot Audit.

Though skeptical in the beginning, they chose the SpyGlass team of trusted advisors to examine and analyze their expenses in detail and discover where they may be overspending, including:

- Unused/excessive landline services
- Outdated technology
- Unused wireless devices & features
- Improper tax applications

THE STRATEGY

SpyGlass's Snapshot Audit team of advisors analyzed the Perry County Commissioners' various telecom and technology expenses, assessing several different areas:

- Local voice and long-distance services
- Unnecessary technology and phone lines
- Data connectivity
- Mobility spend

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, the SpyGlass team of TEM experts was able to identify several different areas where Perry County Commissioners were overspending. The main recommendation was to scale back the County's amount of phone lines and optimize mobility plans.

With a big-picture plan for ongoing optimization and savings, the Commissioners can direct funds toward other areas for the county, and most importantly lower their residents' taxes. Since the first Snapshot Audit, Perry County Commissioners have been a recurring customer of SpyGlass, continuing to save money on unnecessary expenses.

227

Savings Recommendations Over 2 Audits

Hundreds $$+

Ongoing Annual Savings

Priceless

Exempted taxes & Secured tax credits

"SpyGlass protects our bottom line and helps prevent us from going back to the voters to ask for more money. I thought I was on top of stuff — but I wasn't, not even close. SpyGlass has me as a customer forever."

- John Yinger
IT Coordinator Perry County Commissioners

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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