

# What are a few SAGES3 Success Stories?

(Strategic Consulting, Managed UC Solution)

## Financial Services Company

- ❖ Requirement = Upgrade 20+ year old technology and network
- ❖ Stay within current OpEx budget and spend \$0 CapEx
- ❖ Integrate UC platform with new Sales tools to increase sales productivity
- ❖ Deliver Shared Services to all branches

## Technology, Service & Network Provided

- ❖ Implemented new “private hosted” UC platform for 300 branches & 6,000 users
  - Utilized Mobility app for outside Sales Reps
  - Structured platform as “geo redundant”
  - Integrated platform with “sales intelligence & market compliance” 3rd party vendor
- ❖ Implemented enhanced Network
  - MPLS network with SIP trunks + Broadband for small offices
- ❖ Assume daily management of infrastructure
  - Provide combination of on-site and centralized resources

## Financial Benefits Achieved

- ❖ Upgraded UC platform and enhanced Network with \$0 CapEx invested
- ❖ Client achieved OpEx savings of 8.5%
- ❖ Presented “hard dollar” Sales productivity gain of 5% (\$15 million annually)