

Client Case Studies:

A Curated Collection of Our Network Transformation Success Stories

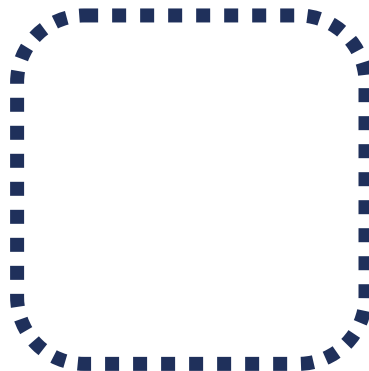
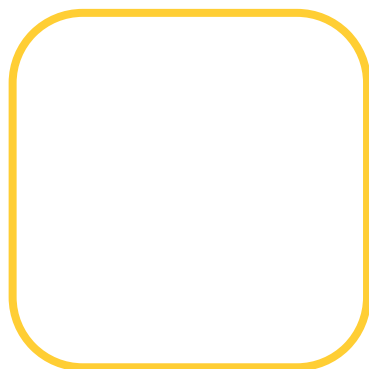


Table of Contents



03. Financial Services

06. Healthcare

10. Manufacturing

17. Pharmaceutical

20. Retail

23. Transportation

26. Other Industries



Financial Services



Multinational Investment Bank Enhances Global Connectivity & Managed Services

Advantage successfully architected and implemented a more redundant and resilient IT infrastructure to optimize the client's network and save over \$415,000 in annualized monthly expenses.

Financial Services Firm Saves 60% on Connectivity During MPLS Migration

Our Business Case assessment revealed over 60% in internet procurement savings. Post-implementation, Advantage has sustained 17%+ yearly savings on out-of-contract services in 17 countries.



Case Study: Investment Bank Enhances Global Connectivity & Managed Service Support

Engaging Advantage® as a true partner to provide total network reliability for **multi-billion dollar financial operations**.

10+

Years of Partnership

\$415K

Annualized Disconnect Savings

96

Installed Services

CHALLENGES

In 2013, the bank began partnering with Advantage® to create a more redundant and resilient IT infrastructure with the ability to enable and enhance worldwide transactions across 23 global locations. This objective required the revitalization of many technology areas, including networking, voice and communication, data centers, and ongoing support services.

SERVICES

Advantage® always strives to design diverse solutions that maximize network speed, reliability, and cost. Over the last 10 years, we have introduced many new providers and solutions to further optimize the bank's network and **save over \$415,000 in annualized monthly expenses in 2024 alone**. Today, company stakeholders can analyze and manage all inventory, expenses, and support requests via Command CenterSM.



Network Optimization



Voice & Collaboration



Customer Support

OUTCOMES

1

Transformed Digital Network

Advantage® dramatically increased the bank's total network bandwidth and reliability by installing more diverse data centers, connectivity, and voice solutions.

2

Superior Management & Cost Savings

Our fully-managed service offering saved over \$34,500 in 2024 for monthly disconnects alone, which compound to an **annualized return of \$415,000+**.

3

Readily Available Support

The client maintains access to support ticketing features within Command CenterSM in addition to our service delivery experts for rapid incident resolution.



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Case Study: Financial Services Firm Saves 60% on Connectivity During Global MPLS Migration

How Advantage® modernized costly, outdated services into a seamless, centralized IT infrastructure.

\$180K+

Managed Monthly Spend

60%

Immediate Hard-Dollar Savings

120+

Active Services

CHALLENGES

Operating as a Fortune 50 firm, the client possessed an especially **complex global network infrastructure** that was plagued by inaccurate service records and **underperforming, legacy connectivity solutions** that were becoming more and more difficult for internal teams to manage alone.

SOLUTIONS

Our Business Case assessment revealed **over 60% in internet procurement savings**. Post-implementation, Advantage® has **sustained 17%+ yearly savings** on out-of-contract services in 17 countries and continues to strengthen the client's global footprint with **high-capacity data centers and cost-optimized dark fiber** spanning the US, Asia, Europe, and Latin America.



Network Transformation



Cost Savings



Data Center Services

OUTCOMES

1

Antiquated MPLS Upgrade

Advantage® thoughtfully designed a **dynamic, high-performance network** of 120+ distinct colocation, DIA, DDoS, SIP, and private line solutions.

2

Staggering Savings & Cost Optimization

By sourcing from our network of 800+ providers, Advantage® secured **over 60% in hard-dollar savings**, plus 17%+ in ongoing annual cost reductions.

3


Superior Data Center Setup

We continue to lead the firm's new connectivity initiatives, including a rollout of **higher-power data centers** with cutting-edge dark fiber technology.

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Healthcare



JAG: Tri-State Physical Therapy Practice Elevates Voice & Expense Management

Originally partnering with Advantage in 2019 to standardize their IT solutions, JAG has expanded the relationship to include a voice platform upgrade and expense management services with Bill Pay.

Full-Service Healthcare Network Secures Scalable Voice & Data Services

Advantage unified the entire practice network by developing a customized Business Case that began with consolidating voice and data vendors to maximize both cost savings and performance.



National Hospice Agency Lowers Costs with Fully-Managed Network Services

Through routine invoice analysis of 2,200+ active services, our team secured significant cost avoidance savings, including disputes totaling over \$16,500 in the first six months of our partnership alone.

Case Study: Tri-State Physical Therapy Practice Elevates Voice Platform & Expense Management

Advantage[®] unifies operations for **130+ locations** with centralized account visibility and automated invoicing.



"We now have the ability to readily scale our business thanks to Advantage's expertise in standardizing every provider and service across all of our office locations.

Command CenterSM has been an extraordinary benefit to our organization with complete visibility into technology invoices and expenses — all stored in one place for our team to easily access."

— George Stamatinos, COO



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CHALLENGES

In the process of acquiring multiple new sites, JAG encountered growing complications with inconsistent provider invoicing procedures from one practice to another. The rising complexity in service providers and their invoice cycles began to negatively impact the company's end-user experience, created fragmented circuit accounts, and caused repeated shut-offs as a result of missed payments.

SERVICES

Originally partnering with Advantage[®] in 2019 to standardize their complex network and voice solutions, JAG has continued to expand the relationship to include a voice platform upgrade and expense management services with Bill Pay. Utilizing Command CenterSM as a **single source of truth**, all offerings and inventory can now be managed within the platform to deliver unrivaled efficiency and account transparency.



Voice &
Collaboration



Bill Pay



Command
CenterSM

OUTCOMES

1

Reliable Technology

Thanks to our voice platform updates and enhanced expense management solutions, JAG has achieved standardized, repeatable network success.

2

Automated Efficiencies

Advantage[®] was able to remove disparities straining JAG's accounting department by implementing operationalized Bill Pay services.

3

Centralized Account Management + Visibility

Command CenterSM provides unprecedented inventory and expense clarity across all locations to bolster the company's continued growth.

Case Study: Full-Service Healthcare Network Secures Scalable Voice & Data Services

Advantage® performs digital transformation to **enable rapid company growth** with quality communication technologies.

35%

Annual Cost Savings

25

Installed Services

20+

Locations

CHALLENGES

The practice struggled to maintain standardization in their IT infrastructure as their footprint expanded. Legacy technologies caused rising frustrations with unreliable service. Handling the growing number of facilities led to unmanageable expenses as well as increased IT support demands.

SERVICES

Advantage® brought uniformity to the entire practice by developing a customized Business Case that began with consolidating voice and data vendors to **maximize both cost savings and network performance**. Our team of IT experts sourced, implemented, and maintains all connectivity solutions to remove strain from the client's internal workforce.



Networking



Managed Services



Advisory

OUTCOMES

1

Digital Transformation

Advantage® resolved disparate voice and data services to simplify future infrastructure expansion, reduce costs, and increase network reliability.

2

Resource Augmentation

We alleviated the growing pressure on the client's IT staff with a fully-managed approach that shifted operational responsibilities to our team.

3

Strategic Support

Advantage® created a compelling Business Case with detailed ROI modeling to highlight the importance and benefits of this project to executive stakeholders.

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Case Study: National Hospice Care Agency Lowers Costs Thanks to Fully-Managed Network Services

How Advantage has *optimized invoicing analysis* across **160+ locations** to minimize recurring connectivity expenses.

\$16K+

Disputed Funds Recovered

2,200+

Active Services

\$207K+

Managed Monthly Spend

CHALLENGES

The client had become overwhelmed with servicing the organization's **legacy technologies** and their associated invoices. Tensions increased as internal teams were forced to divert working hours from regular tasks to manage a **growing number of complex service charge disputes**.

SERVICES

Since the start of our partnership in 2021, Advantage has been committed to optimizing the organization's UCaaS services, network, and operational procedures. Through routine **invoice analysis of 2,200+ active services**, our teams secured significant cost avoidance savings, including **disputes totaling over \$16,500** in the first six months of our partnership alone.



UCaaS



Managed Services



Cost Savings

OUTCOMES

1

Digital Transformation

Advantage designed, sourced, and implemented **best-in-class UCaaS solutions and network upgrades** from leading providers across 160+ facility locations.

2

Amplified Resource Allocation

Our teams are responsible for managing all network solutions and related invoices to **restore countless working hours** to the client's internal teams.

3

Comprehensive Cost Management

While managing **\$207K+ in monthly expenses**, we identified billing inaccuracies and helped the client recover thousands of dollars in unnecessary costs.



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Manufacturing



Knauf: Global Manufacturer Achieves \$2M+ in Annual Savings Amid IT Network Enhancement

Advantage skillfully implemented more than 750 DIA circuits in a dual-node network across each of Knauf's 400+ global locations. In addition to delivering significant cost savings, our proprietary Command Center platform maximizes visibility across Knauf's entire WAN environment from a single source.

Ramboll: Danish Architecture Firm Upgrades Its Global Network Using Connectivity Cost Savings

By leveraging hundreds of ISP options, Advantage consolidated the network to 15 different local and regional vendors and achieved staggering cost savings for Ramboll that fully funded their desired global SD-WAN solution.



Domestic Collectables Manufacturer Revitalizes Technology Lifecycle to Amplify Network Performance

During the COVID-19 pandemic, Advantage sourced and installed robust cloud-based services that allowed the client to continue critical operations with minimal impact as staff transitioned to remote work.

Global Fertilizer Manufacturer Achieves End-to-End Technology Lifecycle Optimization to Save 40% in Network Costs

After Advantage successfully transitioned several circuits in remote rural locations to less costly providers, the client chose to expand their coverage to 150+ inventory items under our full Technology Lifecycle Optimization Methodology (TLO) scope of services.



Largest U.S. Dessert Manufacturer Amplifies Voice, Security, & Network Performance

Advantage seamlessly migrated the client from end-of-life phone systems to a cloud-based unified communications platform and deployed SD-WAN and Secure Access Service Edge (SASE) solutions.

National Meat Packaging Brand Immediately Multiplies Network Bandwidth & Speed

As the brand's IT infrastructure grew increasingly complex and difficult to manage, Advantage stepped in to architect, source, and implement a superior connectivity ecosystem that increased network bandwidth by 10x while also lowering costs.



Case Study: Global Manufacturer Achieves \$2M+ in Annual Savings Amid IT Network Enhancement

Advantage® delivers dramatic cost reductions alongside critical bandwidth increases for 400+ sites in 60 countries.

KNAUF

“Advantage brought their expertise, leadership, resources, and carrier relationships to facilitate a well-defined and orchestrated circuit ordering, provisioning, and implementation process.”

— John Kortenkamp, INF Foundation Department Head

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CHALLENGES

With a complex network topography **spanning six continents**, Knauf was bound to costly MPLS circuits that directly impacted the company's revenue efforts. To keep pace with **global growth and dynamic connectivity needs**, Knauf needed a global connectivity MSP to manage their estate, simplify administration, and reduce overhead costs.

SERVICES

Advantage® skillfully implemented more than **750 DIA circuits** in a **dual-node network** across each of Knauf's 400+ global locations. This digital transformation also secured a **\$2M+ cost reduction** for Knauf. Today, our team manages all contracts and stores their respective data within our proprietary Command CenterSM platform to **maximize visibility** across Knauf's entire WAN environment from a single source.



Networking



Cost Savings



Managed Services

OUTCOMES

Robust & Reliable Network

1

Advantage® replaced Knauf's legacy MPLS network with **over 700 DIA circuits** to enable superior connectivity performance for all 400+ locations.

Expense Optimization

2

By consolidating to fewer vendors, Advantage® streamlined ongoing support and administration of network services to **recapture \$2M+** in annual spend.

Fully-Managed Technology Lifecycle

3

In addition to resolving daily outages and support requests, Advantage® **seamlessly facilitates** ongoing MACDs, incidents, invoices, contracts, and expenses.

Case Study: Global Enterprise Upgrades Network Using Connectivity Cost Savings

How Advantage® delivered a **36% annual cost savings** to fund an SD-WAN upgrade across 35 countries.

RAMBOLL

Bright ideas. Sustainable change.

“Advantage had a unique proposition that no single carrier or ISP could match, by combining the best blend of local and regional providers with an operating model that greatly simplified the global management of our WAN services.

The Advantage team not only delivered on all that they promised, but have also been great fun to work with.”

— Bjørn Gert Jensen,
Head of Service Delivery

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CHALLENGES

Following multiple company acquisitions, Ramboll, a Danish-based global architecture, engineering, and consultancy firm, sought to relieve operational complexities and gain better visibility across their multi-ISP environment. This required the consolidation of 300+ MPLS and dedicated internet services across 200+ locations in 35 countries. Simultaneously, the firm wanted to implement a complete SD-WAN overlay solution as part of a network upgrade.

SERVICES

By leveraging hundreds of ISP options, Advantage® consolidated to 15 different local and regional vendors to achieve staggering cost savings that funded an SD-WAN solution. Today, inventory and services management is entirely handled by Advantage® and supported through Command CenterSM, providing Ramboll with a single source for all connectivity needs.



Cost Savings



Managed Services



Command CenterSM

OUTCOMES

1

Cost Reduction

Decreased annual connectivity costs by 36% using a specialized approach that secures localized pricing across a diverse global provider network.

2

Vendor Management

In addition to optimizing all ISPs, Advantage® continues to manage every vendor relationship to eliminate the administrative strain on Ramboll team members.

3

Centralized Account Management + Visibility

Following the migration and implementation of improved services, Command CenterSM delivers unprecedented inventory and expense clarity.

Case Study: National Collectables Manufacturer Revitalizes Technology Lifecycle to Amplify Performance

Advantage® optimizes critical connectivity stages to reduce administrative workload and network costs by \$200,000.

\$200K

Initial Cost Savings

40,000+

Affiliate Organizations

1,700+

Installed Services

CHALLENGES

The manufacturer required an experienced connectivity partner to design and implement their organization's digital transformation. Top objectives included advancing their business with a more efficient technology infrastructure comprised of best-in-class telephony services in a multi-cloud environment, and improved expense management procedures.

SERVICES

During the COVID-19 pandemic, Advantage® sourced and installed robust cloud-based services that allowed the client to continue critical operations with minimal impact as staff transitioned to remote work. We also provided an SD-WAN upgrade and modernized voice services to enhance internal communication while simultaneously decreasing costs using our Technology Lifecycle Optimization MethodologySM (TLO).



Cloud Services



Expense Management



Networking

OUTCOMES

1

Seamless Cloud Migration

Advantage® facilitated an extensive CCaaS migration that proved invaluable to the client throughout the tumultuous global pandemic.

2

Spend Analysis & Optimization

By overseeing all expenses, we saved the manufacturer \$200,000 in their first year and provide total inventory visibility via our Command CenterSM platform.

3

Advanced Network

Advantage® addressed the client's most pressing IT objectives by sourcing and implementing SD-WAN and voice solutions from leading service providers.



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Case Study: Global Fertilizer Manufacturer Achieves End-to-End Technology Lifecycle Optimization

How this company **saved over 40%** in connectivity costs while extending high-speed coverage to rural locations.

42%

Network Cost Savings

45

Rural Office Locations

150+

Inventory Items

CHALLENGES

With \$6B in annual operating costs and 45 highly specialized processing facilities in rural areas across three separate countries, leaders of the company sought to improve cost efficiency, vendor management, and connectivity performance without hindering future growth.

SOLUTIONS

After Advantage® successfully transitioned several circuits in remote rural locations to less costly providers, the client chose to expand their coverage to 150+ inventory items under our full Technology Lifecycle Optimization Methodology™ (TLO) scope of services. These efforts resulted in a 41.8% network cost savings, which greatly supported the company's efforts to reduce annual operating expenses by \$1B+ from 2022 to 2023.



Networking Solutions



Expense Management



Managed Services

OUTCOMES

1

Ongoing Voice & Networking Excellence

Advantage® provides optimal performance of all POTS, Broadband, DIA, SIP, Wireless, and Private Line solutions, even in the most challenging locations.

2

Improved Processing & Cost Savings

By leveraging our TLO expense management services, the manufacturer recaptured countless working hours and over 41% in annual connectivity costs.

3

Seamless Vendor Management & Visibility

We oversee **20+ active vendors** and their associated contracts, orders, support tickets, etc. while providing total visibility via our Command Center™ platform.



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Case Study: Largest U.S. Dessert Manufacturer Amplifies Voice, Security, & Network Performance

How Advantage® seamlessly orchestrated a **total network transformation** that cut annual costs by \$84k.

30%

Cost Per User
Reduction

\$84,000+

Annual Savings

4,000+

Active Users

CHALLENGES

The organization consisted of multiple businesses with **outdated and fragmented technological systems** spread across different locations throughout the country. Over time, this **decentralized IT environment** was hindered by stagnant connectivity services and critical security vulnerabilities.

SOLUTIONS

Advantage® successfully migrated the client from end-of-life phone systems to a **cloud-based unified communications platform** and deployed **SD-WAN and Secure Access Service Edge (SASE) solutions**. These purposeful network upgrades **reduced monthly costs by \$7,000**, supported by our expense validation efforts to ensure ongoing billing accuracy and transparency.



UCaaS
Implementation



SD-WAN & SASE
Upgrade



Expense
Validation

OUTCOMES

1

Unified Communications Platform

Advantage® implemented a **superior UCaaS solution**, delivering more consistent and scalable voice services to **over 4,000 active users**.

2

Essential Security Enhancements

Our team of skilled IT professionals **configured custom dual-circuit routing** to eliminate single points of failure and improve network resiliency.

3

Lowered Monthly Expenses

By installing more efficient solutions and negotiating a **30% lower cost per UCaaS user**, Advantage® achieved over **\$84,000 in annual network savings**.



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Case Study: National Meat Packaging Brand Multiplies Network Bandwidth & Speed

How Advantage® is delivering **10x internet performance** and an immediate **monthly cost savings of \$10,000+**.

576%

Mbps Increase

\$144K

Annual Cost Savings

10x

Network Bandwidth

CHALLENGES

Over the company's 85+ years in business, their IT infrastructure grew increasingly complex and difficult to manage across:

- 175+ total office locations
- Annual operating cost of over \$2.9M+
- 350+ active circuits
- 138 POTS lines
- Overwhelming support ticket volume

SOLUTIONS

In addition to architecting, sourcing, and managing a superior connectivity solution, Advantage® has already begun a staged implementation to provide:

- 10x more network bandwidth
- 88% cost reduction per Mbps
- Annual cost savings of \$144,000
- Full lifecycle TEM services



Networking



Voice & Collaboration



Managed Services

OUTCOMES

1

Powerful Internet Performance Enhancements

Advantage® has engineered a stunning **576% Mbps increase** while lowering the client's average cost per Mbps by \$9.41, and the total MRC by \$78,000.

2

POTS Upgrades

Additionally, our team has decreased the average cost per POTS line by more than 68% to secure an **annualized voice MRC savings of \$66,000+**.

3

Simplified Managed Services

Beyond the hard-dollar savings provided, Advantage® will also deliver exponential value by managing all of these ongoing connectivity services for the company.



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Pharmaceutical



Worldwide Pharmaceutical Brand Regains Multi-Vendor Network Visibility & Control

Advantage immediately stepped in to facilitate all vendor activities across 200+ global office locations and return valuable working hours to the enterprise's internal teams in addition to 30% annualized savings.

Global Biotherapy Enterprise Saves Over \$3M During Digital Transformation

Our initial results from the client's network upgrade yielded a 32% monthly cost reduction, which generated more than \$3M in annual savings to drive location expansion by 62% over the next four years.





Case Study: Global Pharmaceutical Brand Regains Multi-Vendor Network Visibility & Control

How Advantage® centralized a fragmented connectivity portfolio across **90+ international providers**.

300+

Installed Services

90+

Active Service Providers

30%

Annualized Cost Savings

CHALLENGES

As the company shifted from a single legacy MPLS setup to managing **multiple self-sourced providers** during a phase of rapid growth, it encountered **growing complexity and reduced oversight** across its network service agreements, which led to **inefficiencies and increased operational risk**.

SOLUTIONS

Advantage® immediately stepped in to **facilitate all vendor activities across 200+ global office locations** and return valuable working hours to the enterprise's internal teams. We secured **over 30% in savings** across multiple regions while increasing network redundancy. Our Command Center™ platform also provides **a single source of data** to keep the client fully informed on the status of their network at all times.



Managed Services



Cost Optimization



Command Center™

OUTCOMES

1

Simplified Multi-Vendor Management

Advantage® is the **main point of contact** for the brand's 90+ global service providers, reducing internal workload for teams at **200+ sites in 65+ countries**.

2

Significant Cost Savings

While **implementing over 300 connectivity services** to improve network redundancy, our team uncovered more than **30% in hard-dollar savings**.

3

End-to-End Network Visibility

Command Center™ now provides **complete situational awareness**, along with a **native NOC integration** to centralize the client's daily operations.



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Case Study: Global Health Enterprise Saves Over \$3M During Digital Transformation

How Advantage[®] coordinated the installation of **12,000+ connectivity products** across 35 countries while reducing costs.

\$3 Million

Annual Cost Savings

62%

Projected Location Expansion

15,850+

Active Inventory Records

35

Countries Included in Global Footprint



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CHALLENGES

Securing a modernized network supported by reliable global providers was critical for this organization to further their impactful work in delivering lifesaving patient services. The enterprise not only sought to implement advanced connectivity solutions, but also to engage with a knowledgeable partner who could continue to optimize these technologies over time.

SERVICES

Advantage[®] addressed every objective with a meticulous installation of high-performing SD-WAN, UCaaS, DIA, Broadband, POTS, Wireless, VPN, and Dark Fiber services. Initial results yielded a **32% monthly cost reduction**, which generated more than \$3M in annual savings to drive location expansion by 62% over the next four years. Our team continues to manage all services and store their respective data within Command CenterSM for maximum visibility.



Networking



Command CenterSM



Cost Optimization

OUTCOMES

1

Network Transformation

Advantage[®] designed, sourced, and implemented **over 12,000** new products since 2020 to achieve best-in-class connectivity performance for all sites.

2

Improved Inventory Awareness

Our Command CenterSM platform offers a detailed account of all **15,850+ active inventory records** for exceptional service visibility across the enterprise.

3

Unprecedented Cost Savings

Advantage[®] drastically reduced data and voice expenses while also increasing cost avoidance, resulting in multi-million dollar savings.

Retail



Worldwide Clothing Brand Cuts Network Spend in Half with Wireline Savings

We conducted a detailed implementation that of DIA, Broadband, and ultra-high-band 5G solutions that our team negotiated for 50% less than their previous cost.

Domestic Discount Retailer Streamlines Enterprise Mobility Management

Advantage brought extraordinary insights and sourced partner solutions that empowered department leaders to make data-driven decisions and enforce policy adherence.



Case Study: Worldwide Clothing Brand Cuts Network Spend in Half with Wireline Savings

Discover how Advantage® recovered \$19K in monthly network expenses by consolidating carrier services.

\$228K

Annual Savings

98

Active Circuits

50.3%

Monthly Cost Reduction

CHALLENGES

With just under **100 circuits across 89 locations**, the client's growing IT infrastructure began to balloon from **inaccurate carrier charges**. Internal teams struggled with limited visibility of the company's recurring charges, leading to unknown billing errors across the network.

SOLUTIONS

Following a thorough assessment of the client's network, Advantage® proposed several potential enhancements. Ultimately, the retailer chose **a blend of DIA, Broadband, and ultra-high-band 5G solutions** that our team negotiated for **50% less than their previous cost**. Advantage® then managed the entire installation and provides post-live support with **full visibility on all expenses** via our Command Center™ platform.



Blended Network
Connectivity



Managed
Services



Command
Center™

OUTCOMES

1

Diversified Connectivity Solutions

With the client's approval, Advantage® rolled out a dynamic mix of new **DIA, Broadband, and wireless** circuits across the retailer's 89 multi-national locations.

2

Full-Lifecycle Management

Advantage® designed, implemented, and continues to support the client's global network with **readily available service data** through our SaaS platform.

3

Simplified & Strengthened Vendor Relationships

With **our experts handling ongoing billing and renewal activities**, the retailer can refocus their team's efforts on more essential business objectives.



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Case Study: Multinational Discount Retailer Streamlines Enterprise Mobility Management

Implementing *customized procedures* and Advantage® partner solutions to maximize control over mobility assets and expenses.

\$4.5M

Historic Cumulative Savings

5,000+

Mobile Devices

30%

Line Count Growth

CHALLENGES

After leveraging our expense optimization expertise, the retailer recently extended to full mobility lifecycle management services as they began adding up to 1,000+ locations annually. During this period of rapid growth, device control and wireless usage became increasingly important and difficult for internal teams to control.

SERVICES

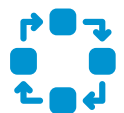
Our teams administered customized procedures to increase network access and monitor data usage across the retailer's ever-changing wireless environment. Advantage® brought extraordinary insights and sourced partner solutions that empowered department leaders to make data-driven decisions and enforce policy adherence. With this standardized mobility strategy, the retailer can continue to readily expand their sites while maximizing network performance and savings.



Enterprise Mobility



Cost Savings



Managed Services

OUTCOMES

1

Magnified Mobility Services

With our custom processes, device kits, network analysis, and ERP file allocation, the retailer has regained total control over their mobile environment.

2

Expense Optimization

By enhancing the company's inventory and usage reporting, we have achieved **\$46k in monthly cost savings**, totaling more than \$4.5M since 2017.

3

Fully-Managed Technology Lifecycle

In addition to implementing **tailor-made mobile solutions**, Advantage® directly administers all ongoing MACDs, incidents, invoices, contracts, and expenses.



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Transportation



[International Logistics Company Optimizes DIA and Broadband Efficiency](#)

Through our partnership, the client gained centralized control over network operations across 110+ locations around the world, along with scalable, long-term service management.

[U.S. Airline Implements Critical Wireless Backup Program for Zero-Use Devices](#)

Advantage's team of IT experts deftly negotiated carrier contracts to secure best-in-class partner solutions that reinforced the reliability of the airline's mobile device network.



Case Study: Germany-Based Global Logistics Company Optimizes DIA and Broadband Efficiency

How Advantage® **consolidated a complex supply chain network** into a single internet provider at a lower cost.

130+

Installed Services

\$35,000+

Recurring Monthly Spend

110+

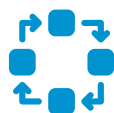
Active Sites

CHALLENGES

Given the organization's size and global scale of operations, IT leaders were primarily interested in a **single-source provider** for their DIA and broadband connectivity services. However, they refused to compromise on cost-efficiency by seeking a **simplified solution without the typical price premium**.

SOLUTIONS

Advantage® delivered a curated set of carrier solutions, empowering the client to **align connectivity choices with performance and budget goals**. By selecting a single provider and leveraging our signature TLO Methodology, the global logistics company gained centralized control over network operations across **110+ locations**, along with scalable, long-term service management.



Managed Services



Cost Optimization



Command Center™

OUTCOMES

1

Rationalized Vendor Management

The client was able to **reduce their number of active vendors and associated invoices** down to one primary provider for all DIA and broadband services.

2

Enhanced Cost Efficiency

Advantage® utilized **existing relationships with 800+ global providers** to negotiate reasonable MRC rates aligned with the client's targeted annual budget.

3

Unified Network Oversight

Our Command Center™ platform ensures **complete operational transparency** on current contracts, upcoming renewals, and active support tickets.



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Case Study: Airline Implements Critical Wireless Backup Program to Support Zero-Use Devices

Leveraging Advantage® partner solutions to manage the mobility of a distributed workforce and optimize cost savings.

\$440K

Historic Cumulative Savings

3,700+

Mobile Devices

\$24K

Monthly Savings

CHALLENGES

In order to meet the needs of their disaster recovery plans, the airline maintains thousands of “zero-use” smartphones and tablets for emergency situations. The primary goal of the project was to simplify the management of these devices across the airline’s numerous nationwide locations while simultaneously reducing network costs.

SERVICES

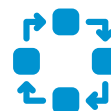
Our teams deftly negotiated carrier contracts to secure best-in-class partner solutions that reinforced the reliability of the airline’s mobile device network. We also curated a custom cost allocation file to properly adjust expenses across various locations to maximize usage and minimize total spend.



Enterprise Mobility



Cost Savings



Vendor Management

OUTCOMES

1

Managed Mobility Services

Advantage® expertly sourced and installed right-sized solutions to bolster the airline’s 3,700+ mobile device network with a resilient wireless backup program.

2

Expense Optimization

By utilizing a customized cost allocation file and tailor-made mobile device management plan, we secured over \$440,000 in cost savings for the airline.

3

Contract Negotiation

In addition to optimizing current contracts, Advantage® continues to administer all ongoing MACDs, incidents, invoices, contracts, and expenses.



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Other Industries



[SCO: Non-Profit Transforms Network for Improved Reliability & Efficiency](#)

Advantage fully redesigned SCO's technology infrastructure to cut costs by 50% in addition to recovering \$114k from carrier disputes and the automation of the group's entire invoicing process.

[Wiley: Global Publishing Business Transforms Network for Total Reliability](#)

We seamlessly implemented a dual-node, fully managed SD-WAN/SASE solution that saved John Wiley & Sons over \$3 million in connectivity expenses.

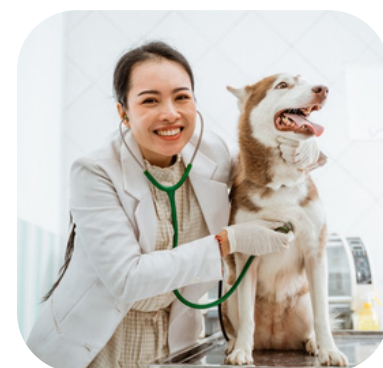


[Multinational Insurance Claims Company Secures \\$2.3M in Connectivity Savings](#)

Our team achieved optimal connectivity with seamless disconnect management for dozens of providers in addition to implementing automated expense management services.

[Nationwide Pet Care Company Captures Millions in Annual Network Savings](#)

After analyzing over 2,500 invoices, Advantage immediately centralized the client's overwhelming vendor and expense management processes through our Bill Pay Program.



Case Study: NYC Non-Profit Transforms Digital Network for Improved Reliability & Efficiency

Advantage® reduces connectivity spend by 50% across 85+ sites providing critical programming to **over 45,000 New Yorkers** in need.



"Thanks to Advantage, our teams have more time to focus on priority projects that bring impactful outcomes to the families we support.

Not only were we able to offload tedious connectivity tasks to recapture internal resources, but we also gained confidence in knowing everything is being managed with optimal efficiency."

— Victor Perez, IT Director of Infrastructure at SCO Family of Services

CHALLENGES

SCO Family of Services (SCO) was facing numerous complications as a result of their fragmented and unreliable network. Internal teams were frequently diverted from vital daily operations to troubleshoot and resolve various connectivity issues in addition to spending significant hours facilitating a laborious paper invoicing process.

SERVICES

Advantage® fully redesigned SCO's technology infrastructure beginning with new vendors sourced from our database of **800+ partner providers** to establish a high availability network supported by backup circuits for total redundancy and resiliency. Our implementation cut costs by 50% in addition to **recovering \$114k from carrier disputes** and automating SCO's invoicing process via our Command CenterSM platform.



Networking



Expense Management



Command CenterSM

OUTCOMES

1

Reliable Networking

Advantage® successfully resolved SCO's disparate ISP issues to eliminate network downtime and better support the organization's 85+ different locations.

2

Improved Processing & Cost Savings

The SCO team recaptured numerous working hours by leveraging Advantage® to establish automated payments and **reduce telecom spend by 50%** in 2023.

3

Enhanced Account Clarity

Command CenterSM now provides SCO the opportunity to monitor and manage their entire scope of connectivity services from a single source.



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Case Study: Multinational Publishing Company Transforms Global Network for Total Reliability

How Advantage[®] designed the ideal solution to **dramatically increase bandwidth and service stability** for 80 sites.

WILEY

“We were looking to move into the next generation of products and services to uplift our global network. Advantage was instrumental with their expertise and relationships. It's been a great partnership that's been very beneficial for us.”

— Anthony Lloyd, VP of Global Infrastructure Services



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CHALLENGES

The outdated technology stack at John Wiley & Sons, Inc. ('Wiley') was becoming increasingly difficult for their internal teams to manage due to limited visibility on expenses spanning five different continents and 40 service providers. Frequent network outages, coupled with inadequate customer support, were serious concerns that directly impacted revenue-generating processes throughout the organization.

SERVICES

To source a dynamic solution focused on network speed, reliability, and cost, Advantage[®] led the digital transformation process to implement a dual-node, fully managed SD-WAN/SASE solution. This not only saved Wiley **over \$3 million in connectivity costs**, but also recaptured vital team resources by leveraging Advantage[®] to manage all ongoing inventory, expenses, and support requests via Command CenterSM.



Network Optimization



Cost Savings



Command CenterSM

OUTCOMES

1

Digitally Transformed Network

Advantage[®] resolved critical issues caused by legacy technology to dramatically increase bandwidth and overall network reliability across 80 global locations.

2

Multi-Million Dollar Savings

By consolidating Wiley's 40 vendors down to less than 10, our team was able to eliminate exorbitant fees and streamline services to cut \$3M in annual costs.

3

Centralized Account Management + Visibility

Command CenterSM delivers unprecedented inventory and expense clarity while also providing Wiley teams with readily accessible support across all services.

Case Study: Global Insurance Claims Company Secures Millions in Connectivity Savings

Advantage[®] operationalizes **850+ worldwide locations** by accomplishing a MPLS migration with total expense automation.

\$2.3M

Annual Cost Savings

540+

Processed Disconnects

850+

Global Locations



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CHALLENGES

The client sought to optimize the procurement process and establish standardized provider invoicing procedures between all locations. Similarly, they found it increasingly difficult to manage a high volume of support tickets in a consistent manner across 850+ sites. In addition to these frustrations, the enterprise's legacy MPLS network was burdened by limited bandwidth and slow internet speeds.

SERVICES

Advantage[®] provided a digital transformation of the client's network to achieve optimal connectivity with seamless disconnect management for dozens of providers in addition to implementing automated expense management services. Furthermore, Advantage[®] delivered unprecedented visibility into all inventory with our Command CenterSM platform for seamless ongoing account management and service delivery.



Networking



Expense Management



MACDs

OUTCOMES

1

Effective Networking

Upgrading the client's outdated MPLS network has tremendously improved connectivity services for team members operating throughout all 850+ locations.

2

Cost Optimization

Advantage[®] resolved numerous operational inefficiencies by implementing process and cost monitoring automations to reduce staff workload.

3

Fully-Managed MACDs

Advantage[®] processed **over 540 disconnects** in 2023 for an **annualized savings of \$2.3 million**. Today, we streamline the ongoing management of all MACDs.

Case Study: Nationwide Pet Care Services Company Captures Millions in Annual Network Savings

How Advantage has *optimized the entire technology lifecycle* to deliver over \$2M in yearly cost savings.

\$1.77M

Annual Cost Savings

2,500+

Invoices Analyzed

\$439K+

Avoided Annual Costs

CHALLENGES

During a period of rapid expansion, the client struggled with **ballooning network complexity** and associated expenses from dozens of disparate providers as their business grew to include more than 370 individual locations.

SERVICES

After analyzing over 2,500 invoices, Advantage immediately **centralized the client's overwhelming vendor and expense management processes**. Our team not only enhanced network performance and resiliency by activating **490+ dual node circuits at every site**, but also dramatically reduced connectivity costs via our proven Bill Pay Program.



Improved Networking



Managed Services



Cost Optimization

OUTCOMES

1

Superior Network Infrastructure Design

Our white-glove installation of nearly 500 dual-node circuits **strengthened the client's network reliability** and reduced the risk of service disruptions.

2

Simplified Vendor Partnerships

By **consolidating 24 disparate vendors into 6**, we replaced a complex, time-consuming managerial burden with one clear, efficient point of coordination.

3

Efficient Expense Management

The Advantage Bill Pay Program not only drove **over \$2M in combined savings and cost avoidance**, but also standardized a once-fragmented billing system.



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