

# Client Case Study

*"We Help a Major Real Estate Company Make the Move"*



## Challenges:

- Relocating into New Corporate HQ
- Nationwide company supporting 190 offices
- Numerous voice and data circuits
- Evaluating upgrade vs. purchasing of new phone system
- New building required construction and coordination
- Minimize downtime
- Coordination of many moving parts



## eXemplify Group Solution:

- Audited all existing telecom services at no charge
- Created comprehensive scope of work
- Evaluated multiple new phone systems
- Presented all buy vs. upgrade scenarios
- Assigned full time project manager
- Negotiate with new suppliers
- Coordinate move with new suppliers



## Results:

- Minimal downtime, moved everything over the course of one weekend, completed before Monday 8 am.
- Savings of over \$200K on new equipment
- Negotiated zero move fees with all existing suppliers
- Live support from eXemplify team during migration
- Client senior management able to focus on core competencies with limited distractions during move



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For confidentiality purposes eXemplify Group does not disclose the names of clients in published case study materials. For more information on for the client referenced above, please contact Chris Hewett at 469-361-5708 or email [chewett@exemplifygroup.com](mailto:chewett@exemplifygroup.com).