

CASE STUDY

HENRY AVOCADO SAN DIEGO, CA

"After our phone vendor suggested we have Telcom insight review our billing and strategize ways to reduce costs, we saved enough to amortize the purchase of an entire new phone system."

Lori Deaver, Operations Manager, Henry Avocado

IN BRIEF

THE CHALLENGE

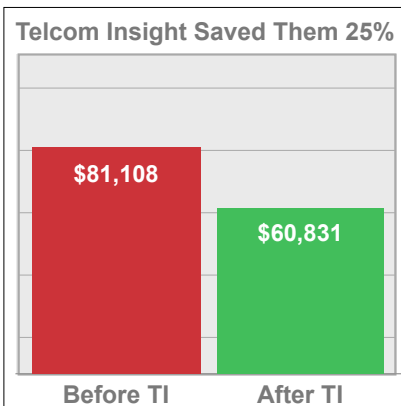
The client, from the food industry, was looking to cut its telecom costs.

THE SOLUTION

TI analyzed their phone bills and proposed certain measures that addressed the client's needs.

THE RESULTS

TI saved the client 25% off their previous telecom spending and consolidated their billing.



IN DETAIL

* THE COMPANY

Henry Avocado, a company based in Escondido, California that grows and ships avocados, needed to reduce costs, and looked to their telecom structure to do so. With 88 employees spread throughout several offices, they felt that by restructuring their telecom services they could increase efficiency and reduce costs.

* THE CHALLENGE

Henry Avocado was using AT&T and XO Communications for voice and data services, but felt they were paying too much and not getting the most out of their existing setup. They came to Telcom Insight for analysis and advocacy in initiating a restructuring.

* THE SOLUTION

Telcom Insight ("TI") analyzed their phone bills and proposed certain measures that addressed the client's needs. TI found that by switching from multiple carriers to TelePacific for both voice and data systems, they could lower costs and consolidate their bills.

* THE RESULTS

- TI saved the client 25% off their previous telecom spending.
- Client switched from AT&T and XO Communications to TelePacific and now use integrated T1s for both voice and data.
- Telecom spending reduced from \$81,108 to \$60,831 over a three-year period, a savings of \$20,277 or 25%.
- Their bills were consolidated from a total of five to a single bill.
- They set up a new AT&T long-distance service for their offices outside of the headquarters.