

## *HPA Group Helps Our Customers Succeed*



### Capturing Local and Long Distance Savings

#### Business Situation

At the foundation of the company's wide-ranging capabilities are the coordinated efforts of more than 370 staffers in 12 countries. Long distance voice communications is one of the key ways that Active International accomplishes this goal and keeps in contact with their clients. With multiple service providers and many users it became apparent savings could be achieved which would have direct bottom line impact.

#### Action

HPA performed a complete voice and data audit of the telecommunications contracts and billing to determine that monthly billing rates, taxes, and equipment charge were correct and necessary. After completion of the audit, HPA developed an RFP for local and long distance services that were up for renewal. HPA analyzed all responses and made a recommendation to the client. Once a vendor was selected, HPA reviewed telecom terms and conditions. Finally HPA reviewed the first billing with the new rates to verify the billing was correct.

#### Results

As a result of HPA's effort, annual savings of \$250,000.00 or a 35% reduction was realized.

<http://www.activeinternational.com/>