

# HPA Consulting Group, Inc.

Telecom, eBusiness & Technology Solutions

## HPA Group Helps Our Customers Succeed



## Long Term Telecommunications Planning

### Business Situation

Each College had a traditional voice telephone switch and was trying to determine the long-term plan for their telecommunications network. There was lots of hype regarding voice and data convergence and Voice over IP. In addition, the bandwidth appetite at each College was growing exponentially. They had their current telephone switch provider and other voice and data providers all pitching them different solutions. They were confused as to whether upgrading their current system or implementing a new platform was the best solution. In addition, in either case, they were faced with a large capital expenditure that they could not cost justify.

### Action

HPA helped each College by designing a roadmap customized for their unique situation and needs. For each College, HPA did an assessment of their current situation and then recommended a course of action. The recommended course of action in all cases included a phased implementation that met both the financial and operational concerns of the colleges.

### Results

All Colleges now have a cost effective plan that they can implement including capital requirements and ROI assumptions. Each College was in a slightly different situation and each also is implementing their future telecommunications platform in a different way. However, each College will be positioned with the latest technology. HPA is able to recognize the different situations that each of our customers face and design a plan that works for that customer.

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