

Enterprise Telecom Case Study

16% & 27% savings from providers of a Fortune 500 Financial Investments Company

At A Glance

A Fortune 500 financial investment company reached out to BLX for “eleventh hour” negotiation assistance with their two primary providers in a very tight time frame. After taking the negotiations as far as they could on their own, BLX was engaged to enhance objectives for savings and aggressively seek improvements in proposed terms and conditions in anticipation of a merger/acquisition.

Negotiation

By building a detailed inventory of current services purchased, BLX quickly demonstrated that the revenue commitments that were proposed by both providers were not attainable and introduced risk to the organization. Additionally, new business that had been committed to one of the providers would no longer be possible to transfer. BLX was able to communicate these changes to the bidders, while laying out requirements for market leading rates, terms and conditions, and reasonable commitment levels. Providers were given a tight, but achievable timeline to respond, made further challenging by the holiday season. BLX concurrently began escalating to senior pricing contacts to expedite the process.

Result

In just four weeks, including the holiday season, BLX secured strong financial and contractual improvements above and beyond the offer the client had in hand. An incremental 16% improvement in savings was negotiated with the client’s primary provider, and 27% improvement with the secondary provider. In addition, more favorable terms and conditions such as revenue commitment reductions of 27%, and 17% respectively were secured, as well as improved protections in the event of a business downturn.

