



The Advantage team has had our best interests in mind throughout our relationship. They continue to provide ongoing value in supporting JAG-ONE's ability to grow and scale."

David Motisi

VP of Project Management

CASE STUDY

Northeast physical therapy group overcomes internal resourcing challenges to consolidate network providers and migrate to a modern collaboration platform.

The Challenge

JAG-ONE engaged Advantage needing to optimize their network connectivity and collaboration tools across more than 80 sites and 400 employees. Due to recent and ongoing M&A initiatives, the IT team was stretched and struggled to support multiple local providers as well as disparate platforms for hosted voice. Their ultimate goals included price/service benchmarking, ongoing management simplification, and to provide better technology for their end users.

The Solution

Advantage lead a thorough discovery session to understand the JAG-ONE's desired outcomes. Based on the discovery and sourcing exercise performed by Advantage, the JAG-ONE team chose to consolidate broadband Internet circuits with Granite while leveraging Mitel cloud unified communications technology to provide hosted voice, collaboration, and mobile connectivity. Advantage obtained optimal pricing from the best providers for the use case leveraging their industry expertise and at the same time, was able to alleviate internal resource constraints in sourcing, implementing, and managing the environment moving forward.



OUTCOMES

- ✔ **COST SAVINGS**
Achieved a 29% savings on legacy network and unified communications services
- ✔ **CONSOLIDATION**
Moved from five localized vendors with different support models to two nationally trusted providers
- ✔ **TRANSFORMED DIGITALLY**
Detailed reporting visibility creates greater insights and protections against malicious usage
- ✔ **PROCESS IMPROVEMENT**
Consolidated 60+ monthly invoices down to two providing an easier to manage billing lifecycle
- ✔ **FREE HARDWARE**
Advantage negotiated free VoIP handsets as part of the sourcing exercise



Why Advantage?

We optimize the technology lifecycle

Advantage is a managed service provider that drives value to your organization through five key stages in the technology journey. Employing expert practitioners, efficient processes, and a unique software platform, we solve the challenges of managing technology in the modern enterprise.



DESIGN

Based on your business drivers and global best practices, we create purpose-built solutions leveraging leading technologies and ideal providers.



SOURCE

Leverage our experience, benchmarking, and global partner network to select service providers, negotiate the best possible terms, and contract for the lowest rates.



INSTALL

Capitalize on our project management leadership for a seamless rollout of new solutions and the timely disconnect of legacy services.



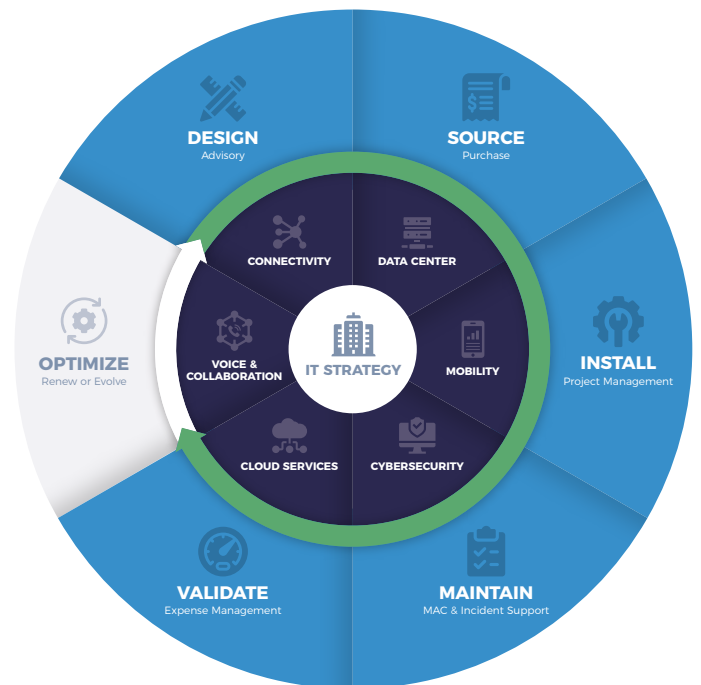
MAINTAIN

Ongoing managed support of daily activities such as moves, adds and changes to your services, while having full visibility into your inventory through our Command Center platform.



VALIDATE

Receive ongoing managed services to support the invoice lifecycle, including contract management, expense validation, dispute resolution, and AP/GL feeds for payment.



From procurement and provisioning through inventory and expense management, we optimize your communications solutions across voice, data, cloud, and mobility. Advantage is your team behind the scenes—so you can focus on success.

Learn more at [AdvantageCG.com](https://www.advantageCG.com)
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