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BUSINESS CASE

Leading Optical Retailer reduces Local and Long Distance Telecommunications Costs in excess of 40%

CLIENT: Vision Care Holdings is one of the nations leading optical retailers, with optical boutiques in more than 30 states and continues to grow exponentially. With eyeglass retail locations and Lasik vision surgery centers, Vision Care Holdings LLC has become one of the nation's fastest growing retail eyeglass Superstore chains & LASIK vision care providers.

CHALLENGE: Vision Care Holdings wanted to reduce overall telecommunications cost and consolidate local carriers.

SOLUTION: DALCO's proven IT & Telecom Methodology:

- Telecommunications Audit- Reviewed Contracts, Audited, Documented, Provided Analysis of Billing, Existing Local & Long Distance Services. Developed Cost Center Needs Report and Identified Growth/Shrinkage Forecasts.
- RFP Development and Distribution- Developed Qualified Bidders List, Submitted RFP to Bidders, Received and Documented RFP Responses, Managed RFP Interview Process
- Contract Negotiations- Provided Contract Review & Negotiation Assistance.
- Recovery Process- Obtained Customer Service Records, Match to DEMARC Audit, Developed Monthly Rebate Estimate, Billing Review with Carriers, Confirm Rebate.

RESULTS:

- Overall savings benchmarked at 44% with a run rate of \$88,000 monthly reducing to just over \$46,000.
- Saved over 50% annually by negotiating a new lower cost for Dedicated, Switched, and Toll-Free Long Distance rates.
- Consolidated Service Providers from 9 Individual LECs to 4 providing a reduction of clerical time needed to post to Accounts Payable.
- Simplified contract and terms and conditions to protect VISION CARE HOLDINGS.