



# Helm Partners: Case Study

## Industry: Dental and Vision Benefits

### Engagement Summary:

Over the course of five (5) days, Helm completed an assessment of the client's network strategy and communications platform including \$3.0m of annual spend with the goal of highlighting opportunities for cost reduction and/or design optimization.

### Assessment Scope:

- Seven (7) carriers
- 20 invoices
- 25 contracts

### Findings:

- Contractual commitments existed for a portion of spend reviewed
- For both high and low bandwidth circuits, the current per Mb costs vs. Helm benchmarks were significantly higher
- Per-minute rate benchmarks across both long-distance and toll-free traffic presented a 10 - 17% savings opportunity
- \$140k of monthly spend was immediately available for sourcing with a \$27k - \$40k monthly savings target
- Target timing to deliver impact: ~90 days

It starts with a conversation...

For more information, get in touch at

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### Client Profile:

Industry:

Dental  
& Vision  
Benefits

Locations:

100

Employees:

1,500+

Annual Revenue:

\$1.5  
Billion

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