



Leading Software Company Turns to Avotus for Worldwide Solution

The customer is a leading provider of enterprise management software solutions with headquarters in Texas and offices worldwide. The customer relies heavily on voice, data, and conferencing to meet the fast-paced demands of their international high-tech business environment, and turned to Avotus for a comprehensive eProcurement project that would help them better manage the costs and contract terms for these services across all of their offices.

Background

The customer team worked with Avotus on its award-winning product ICM eProcurement WebAuction™ covering domestic and international voice, data, audio, and web conferencing services. The goal of the WebAuction was to lower pricing on existing services, receive better service level agreement (SLA) terms and conditions, and obtain pricing for alternative technologies per location. Further, the company was interested in a “No Commitment” contract; however, Avotus recommended them to bid a 36-month contract to achieve better pricing.

Taking into consideration the breadth of the technologies, the global locations covered, and the wide-ranging information the company required, a voluminous ICM eProcurement WebAuction™ was developed with 793 questions and 1,487 bid items. It would have been virtually impossible to conduct a procurement of this scope and complexity through a traditional paper-based process.

Auction Process

The WebAuction™ ran over the course of 14 days and involved 15 suppliers who bid on portions of the RFP. In total, 157 bids were committed, and references were solicited and supplied. The bids, responses, references, and other criteria were evaluated on the basis of a pre-established weighting scale. The result was a manageable auction that could smoothly proceed to the Request for Clarification (RFC) and contract stages.

Auction Results

On the basis of the responses to the weighted questions, Avotus recommended three pricing/carrier combinations that, if implemented, could help the company achieve savings in the range of 47.9% to 50.6%.

The WebAuction™ was successful. Overall, Avotus had predicted savings of \$10.7M; however, the auction delivered \$11.7M on the company’s current 36-month spend of over \$23.2M, representing savings of 50.6%.

Avotus Advantages

Industry: Software

Auctioned Services: Voice, Data, Audio and Web Conferencing services

Spend Before Auction: \$23.2M

Spend After Auction: \$11.5M

Savings: \$11.7M (over 36 months)

Auction Duration: 14 days

CASE STUDY

About Avotus
Avotus partners with emerging and established enterprises to help them procure, manage and optimize their telecom environment. Our Total Telecom Cost Management Solution delivers up to 40% savings with best in class quality.