



Case Study: Professional Services

Network modernization & optimization:
Resulting in cost savings of 32% and better user
experience thanks to bandwidth increase of 76%



The company

International consulting firm headquartered in the UK, with 70 offices in 10 countries across Europe, APAC and the US.

CFO Challenges

- **Financial strategy** must be adjusted repeatedly due to the current uncertain environment and related business challenges.
- **Staff costs are increasing** due to a shortage of skilled professionals and the rise in the cost of living. This affects salaries and business success.
- **Rising energy costs and high costs of office space** cut into profit margins.
- Demand for **investments in more robust, secure and flexible systems** to meet existing and new challenges, such as remote and hybrid work styles, talent bottlenecks and the volatile economic backdrop.
- Cost and security optimization require **modernization**, replacement of existing solutions and implementation of new digital capabilities.

Problems

- **Legacy technology** and a patchwork of solutions don't support remote and hybrid working styles in a secure and efficient way.
- The **increase in cyber-attacks**, new regulations around the reporting of cyber incidents and the **risk of image damage** due to customer data breaches, lead to the need for better cybersecurity solutions.
- Cost for the **current network** are very high with **4.2 million euros** for 36 months for all sites worldwide.
- The connectivity solution is **not agile and performant** enough to react fast to changes and to support daily business activities efficiently.
- These aspects are limiting the company's ability to **innovate and improve efficiency**. New digital solutions are needed to help **scale and adapt** rapidly to changes and market needs.

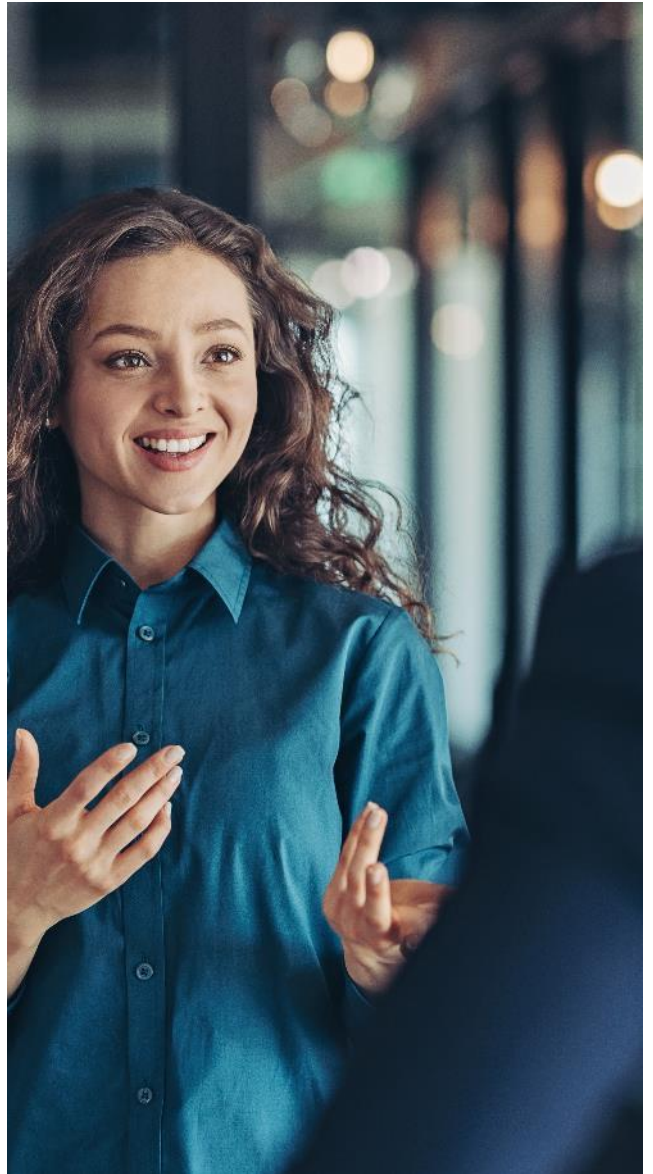
Solution:

Network Modernization based on SD-WAN

- Modernization of the global network based on software-defined wide area network (SD-WAN) technology, resulting in **lower overall cost** and **flexibility of operational costs**.
- The solution improves network **security and performance** across countries, international offices and remote workers.

Benefits

- **Cost savings of 32 %** (1.4 million euros for 36 months). This has a positive effect on profitability.
- Improved performance: **increase in bandwidth by 76%** resulting in higher speed, better user experience and higher productivity to **support dynamic business and hybrid working**.
- Security solution ensures **protection of customer and project data**, which is important for regulatory compliance and image protection.
- **Increased flexibility:** offices can be added or removed easily, which is reflected in the next invoice.



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Deutsche Telekom Global Business

Email: business@telekom.com

