



# Prelude Solutions

Optimizing Communication Platforms



THE UNIVERSITY  
OF THE ARTS



## Success Spotlight: Education Industry

### Overview

A University of visual and performing arts based in Philadelphia, Pennsylvania with an extended campus through several high rises in downtown Philadelphia. They either fully occupy or in some cases share the building with other companies.

### Challenge

While facing a required upgrade of the University's current on-premise phone system and wanted to explore the possibility of moving to a newer hosted phone system, a cost savings requirement was a top priority.

### Solution

Prelude reviewed all of their voice and data invoices: Internet, Dark Fiber, PRIs, POTs and negotiated the renewals with each vendor as well as uncovered incorrect billing. The savings from the renewals and credit from the billing discovery resulted in an annual savings of 23%. Prelude also reviewed a proposal to renew and upgrade the current on-premise phone system and advised a 1-year term on the phone system's renewal. With the help of the 23% savings, this will be reviewed again with fair market solutions to meet the University's needs.



### Education Industry

34%

\$630,000

“ I have worked with Prelude since its inception, and they have been a true partner handling all credits and renegotiations of services and managing our mobile solutions monthly for ongoing savings. ”

- Kevin Brennan, Director of Infrastructure Service, University of the Arts